



**PLAINTIFF'S
EXHIBIT**

OKI-16

CORPORATE HEADQUARTERS
7584 REINHOLD DRIVE 45237
P.O. BOX 37806
CINCINNATI, OH 45222
(513) 761-9811
1-800-OKI-WELD
1-800-OKI-OHIO
(IN OHIO)

SALES BULLETIN

COMFORT LINE NON ASBESTOS PRODUCTS

We have just been advised by the C.D. Genter Co., our supplier for all Novatex curtains, blankets, gloves and other specialty items, that they will no longer fabricate (AAAA) asbestos "Novatex" fabrics. Due to the stringent EPA rules plus the high cost of liability insurance, when available, Genter has decided to convert to a texturized fiberglass fabric called Goldengard. The color of the fabric, the stock numbers and the price remains the same but the Goldengard fabric is good up to 1000° which is better than Novatex. Several months ago Frommelt made the same decision and phased out all their asbestos fabrics. Our inventories are being rotated in all locations so that the old style Novatex is sold and removed from our inventories as quickly as possible.

We are not making a major announcement of this change. In either SL-II or 12 we will announce the conversion from Novatex to the new non asbestos fabric and our phase in will be complete.

We have included with this bulletin a sample pair of gloves and swatches of the new non asbestos Goldengard product. Also with most a sample of a WIKA gauge is being sent per a market survey being conducted by Dave.

October 3, 1985
S-20

EASTERN DIVISION
2146 City Line Road
Bethlehem, PA 18017
(215) 264-5101
1-800-264-5101

WEST-CENTRAL DIVISION
10430 Midwest Ind. Blvd.
St. Louis, MO 63132
1-800-OKI-WELD

LAKE-CENTRAL DIVISION
7700 Hub Parkway
Cleveland (Valley View), OH 44125
1-800-OKI-WELD
1-800-OKI-OHIO

SOUTHEASTERN DIVISION
1430 Ameron Drive
Charlotte, NC 28206
1-800-OKI-WELD

NORTHERN DIVISION
518 Randy Road
Carol Stream, IL 60188
1-800-OKI-WELD