PLAINTIFF'S EXHIBIT
G-378

Garlock

Garlock Inc.
1250 Midtown Tower
Rochester, New York 14604

FACT SHEET

CIS FILE

March 14, 1973

HEADQUARTERS — 1250 Midtown Tower, Rochester, New York 14604

FOUNDED — 1887. Incorporated 1905

LISTED — New York Stock Exchange - Symbol: GAK

FINANCIAL INFORMATION — (Fiscal year ends on last Sunday of the calendar year)

	1972	1971	1970	1969	1968
Net Sales*	$105,159	$87,650	$78,533	$76,561	$66,139
Net Income*	4,513	3,925	3,597	3,505	3,167
Earnings per share	1.90	1.72	1.73	1.68	1.54
Dividends paid per share	.81	.80	.80	.80	.70
Shareholders' equity per share	17.69	16.65	15.72	14.79	14.04

* Thousands of dollars

ORGANIZATION

Operating Groups

- Mechanical Products
- Mechanical Power
- Fluid Power
- Oil Seal
- International

Staff Groups

- Finance
- Law
- Corporate Development
- Administrative Services

CURRENT DATA (as of December 31, 1972)

Shareholders: 5,267 Employees: 5,397

Common Stock: 5,000,000 shares authorized.
2,379,532 shares outstanding.

Present Dividend Rate: 84¢ annually. (Dividend payments have been uninterrupted since incorporation in 1905.)

PRINCIPAL OFFICERS

A. J. McMullen	Chairman and Chief Executive Officer
B. H. Cook	President and Chief Operating Officer
J. J. Grady	Vice President - Finance
D. J. Camille	Vice President - International Group
J. E. Brennan	Vice President - Mechanical Power Group
G. P. Wiess	Vice President - Mechanical Products Group
P. S. Hanke	Secretary and General Counsel
K. W. Smith	Treasurer
R. E. Jeffery	Controller

SALES BY MARKETS SERVED

Garlock sells annually to over 35,000 domestic and foreign customers which represent almost every industry. The following breakdown of sales, for the past two fiscal years, is according to industry classifications of the U. S. Department of Commerce:

	1972[1]		1971[1]	
Distributors.[2]	$24.2	23%	$21.8	25%
Other Machinery	16.8	16%	16.5	19%
Other Transportation Equipment	18.9	18%	11.4	13%
Passenger Cars	14.7	14%	11.4	13%
Pumps & Compressors	10.5	10%	8.7	10%
Stone, Clay, and Glass	4.2	4%	3.4	4%
Instruments	2.1	2%	1.7	2%
Material Handling Equipment	1.1	1%	1.7	2%
Primary Metals	2.1	2%	1.7	2%
Fabricated Metal Products	2.1	2%	1.7	2%
Chemicals & Petrochemicals	2.1	2%	1.7	2%
Government & Defense	1.1	1%	1.7	1%
All other	5.3	5%	4.3	5%
TOTAL	$105.2	100%	$87.7	100%

1 DOLLAR AMOUNTS IN MILLIONS
2 RESOLD TO MANY INDUSTRY CLASSIFICATIONS

Typical users of Garlock components are the following industries:

Aircraft	Farm equipment	Missiles
Applicances	Food processing	Paper
Automobile	Government	Petroleum
Chemical	Marine	Railroad
Construction equipment	Machinery	Steel
Electronics	Metal working	Trucking

MAJOR PRODUCTS Garlock has technological and manufacturing ability in rubber, metal, textiles, leather and plastics with the following components engineered to specification:

Oil Seal Group:

Hub seals for heavy-duty trucks and trailers
Noise-abating mufflers for diesel engines
Custom and universal oil seals for automotive, railroad, mining and other industrial equipment
Leaf springs for trucks

Mechanical Power Group:

Power transmission components
Plastic-based bearings
Fluorocarbon butterfly valves
Compressor and engine valves
Piston rings
Metal packings
Specialized seals
Gears and sprockets
Speed reducers
TFE resins

Fluid Power Group:

Hydraulic-pneumatic cylinders
Boosters and tandem cylinders
Fluid power systems
Hydraulic presses

Mechanical Products Group:

Industrial coatings
Mechanical packings
Gasketing
Engineered molded/extruded rubber goods
Mechanical seals
Rubber covered rolls
Rubber belts
Flexible expansion joints
Friction materials

MANUFACTURING FACILITIES IN THE UNITED STATES

	Square Feet		Square Feet
Mechanical Rubber Division		Stemco Manufacturing Co. Inc.	
Palmyra, New York	700,000	Longview, Texas	130,000
Precision Seal Division		Ortman-Miller Machine Co., Inc.	
Gastonia, N. C.	100,000	Hammond, Ind.	68,000
Plastics Division		Alling-Lander Division	
Camden, N. J.	53,000	Sodus, N. Y.	42,000
France Products Division		Bearings Division	
Philadelphia, Pa.	48,000	Cherry Hill, N. J.	16,000
Odessa, Texas	23,000		
Newtown, Pa.	24,000	Spring Division	
		Bristol, Conn.	5,000
Coast-Winslow Filter Corp.			
Hayward, Calif.	24,000	Mechanical Seal Division	
		Houston, Texas	6,000
Coatings Division			
Austin, Texas	15,000	Service Spring Company	
		Indianapolis, Indiana	52,000

MANUFACTURING FACILITIES IN OTHER COUNTRIES

		Square Feet
Australia	Victor Engineering Pty. Ltd.	
	Sydney	18,000
Belgium	Etablissements G. Liard, S. A.	
	Roux	20,000
Canada	Garlock of Canada Ltd.	
	Toronto, Ontario	96,000
	France Packing of Canada Ltd.	
	Brantford, Ontario	15,000
	Fluid Power Ltd.	
	Toronto, Ontario	26,000
England	Woodville Rubber Co. Ltd.	
	Ross-on-Wye	83,000
	Burton-on-Wye	16,000
France	Chromex, S.A.	
	Lardy	54,000
	Societe Francaise d'Etablissements G. Liard, S.A.	
	Jeumont	4,000
	Mourenx	5,000
Mexico	Garlock de Mexico, S.A.	
	Mexico City	130,000
Japan	Arai Seisakusho Company, Ltd. (affiliate)	
	Tokyo	41,000
	Tsukuba	53,000

PRINCIPAL INTERNATIONAL MARKETING FACILITIES *

Japan	Garlock S.A., Tokyo
Switzerland	Garlock A.G., Winterthur Garlock S.A., Zurich
West Germany	Garlock GmbH, Dusseldorf
United States	Garlock International Inc., Palmyra, N. Y.
Panama	Garlock S.A., Panama
Mexico	Louis Mulas, Sucs., S.A., Mexico City
Australia	Victor Engineering Pty. Ltd., Sydney
Great Britain	Garlock (Great Britain) Ltd., Newbury

*Through exports from factories in the United States and through manufacturing operations in seven countries outside the U.S., Garlock sells engineered components and products in more than 80 countries. Primary marketing facilities are in eight countries, and these facilities are supplemented by independent distributors around the world.