



CDF FILE

 Garlock

NEWS RELEASE

7/15/75

SECOND QUARTER
SALES AND EARNINGS

Rochester, New York, July 15 - - - Net income at Garlock Inc. (NYSE) continued its substantial growth with a 35% gain in the second quarter ended June 29 while sales for the period rose 10%.

Second quarter net income was \$2,237,000 in 1975 and \$1,655,000 in 1974 after the latter's restatement for LIFO accounting.

Per share income for the quarter rose to 94¢ from 70¢ last year, again after restatement. There were 2,377,000 shares outstanding in both periods.

Sales in the second quarter were \$42,337,000 in 1975 compared to \$38,636,000 in 1974.

First half net income was \$4,272,000, up 36% from \$3,140,000 for the restated 1974 period.

Six-month sales were \$84,973,000, up 14% from \$74,639,000 in 1974.

Earnings per share for the first half of 1975 were \$1.80 compared to \$1.32 last year.

Garlock experienced particularly strong growth in its products sold largely to the energy or process industries. These products include braided packings, expansion joints, compressor components, and plastic butterfly valves.

Garlock products used by original equipment manufacturers for the production of heavy trucks and consumer durables (appliances and cars) continued to experience weakness as in the first quarter. The products primarily affected are custom molded rubber products, bearing materials, and oil seals.

The current relationship of sales to original equipment manufacturers versus those to the maintenance and repair aftermarket is now 40% to 60% versus the 45% to 55% experienced during 1974 and the 50% to 50% experienced in recent years.

Garlock's overseas business this year is dramatically ahead of what it was last year for the comparable period.

The profit margin improvements in 1975 are the result of 1) product mix (with greater emphasis on higher margin products and elimination of low-margin items), 2) price increases, and 3) customer/market mix (with more aftermarket penetration than sales to new equipment makers).

Garlock expects moderate sales and earnings growth in the second half, with earnings growing faster than sales.

The company expects both sales and earnings to set records for the year.

Garlock Inc., headquartered in Rochester, New York, manufactures industrial seals and other components, primarily for piping, machinery, and transportation applications.

(EARNINGS TABLE FOLLOWS)

GARLOCK INC. EARNINGS TABLE

THIRTEEN WEEKS ENDED

	June 29 1975	June 30 1974	
Second Quarter			
Sales	\$42,337,000	\$38,636,000	+ 9.6%
Pre-Tax Income	4,208,000	3,465,000	+ 21.4%
Income Taxes	1,971,000	1,810,000	+ 8.9%
Net Income	2,237,000	1,655,000	+ 35.2%
Per Share	\$.94	\$.70	+ 34.3%
Average Shares	2,377,000	2,377,000	

TWENTY-SIX WEEKS ENDED

	June 29 1975	June 30 1974	
First Half			
Sales	\$84,973,000	\$74,639,000	+ 13.8%
Pre-Tax Income	8,478,000	6,362,000	+ 33.3%
Income Taxes	4,206,000	3,222,000	+ 30.5%
Net Income	4,272,000	3,140,000	+ 36.1%
Per Share	\$1.80	\$1.32	+ 36.4%
Average Shares	2,377,000	2,377,000	

(These figures are subject to year-end audit by independent accountants.)

For additional information:
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