



Garlock Inc.
1250 Midtown Tower
Rochester, New York 14604

FACT SHEET

May 7, 1975

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)

	<u>1974</u>	<u>1973</u>	<u>1972</u>	<u>1971</u>	<u>1970</u>
Net Sales*	\$151,168	\$126,022	\$105,159	\$87,650	\$78,533
Net Income*	6,430	5,592	4,513	3,925	3,597
Earnings per share	2.70	2.35	1.90	1.72	1.73
Dividends paid per share	.86	.84	.81	.80	.80
Shareholders' equity per share	21.05	19.20	17.69	16.65	15.72

*Thousands of dollars

CURRENT DATA

(as of December 29, 1974)

Shareholders: 5,060 Employees: 5,868

Common Stock: 5,000,000 shares authorized.
2,377,000 shares outstanding.

Present Dividend Rate: 88¢ annually. (Dividend payments have been uninterrupted since incorporation in 1905.)

PRINCIPAL OFFICERS

A. J. Mc Mullen	Chairman and Chief Executive Officer
B. H. Cook	President and Chief Operating Officer
J. J. Grady	Group Vice President - Finance
D. J. Camille	Group Vice President
J. E. Brennan	Group Vice President
W. R. Bow	Group Vice President
G. P. Wiess	Vice President
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 five fiscal years is according to industry classifications of the U. S. Department of Commerce:

	<u>1974</u>	<u>1973</u>	<u>1972</u>	<u>1971</u>	<u>1970</u>
Distributors*.....	26%	24%	23%	25%	23%
Machinery..... (Other than categories below)	15%	18%	16%	19%	22%
Transportation Equipment..... (Other than categories below)	19%	16%	18%	13%	11%
Passenger Cars.....	8%	11%	14%	13%	10%
Pumps & Compressors.....	11%	10%	10%	10%	10%
Stone, Clay, and Glass.....	4%	4%	4%	4%	5%
Instruments.....	2%	2%	2%	2%	3%
Material Handling Equipment.....	1%	1%	1%	2%	2%
Primary Metals.....	1%	2%	2%	2%	2%
Fabricated Metal Products.....	1%	2%	2%	2%	2%
Chemicals & Petrochemicals.....	3%	2%	2%	2%	2%
Government & Defense.....	1%	1%	1%	1%	2%
All other.....	<u>8%</u>	<u>7%</u>	<u>5%</u>	<u>5%</u>	<u>6%</u>
TOTAL.....	100%	100%	100%	100%	100%

*Resold to many industry classifications.

TYPICAL USERS

Typical users of Garlock components are the following industries:

Aircraft	Farm Equipment	Missiles
Appliances	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:

Plastic-based bearings	Piston rings (TFE)
Fluorocarbon butterfly valves	Metal packings
Compressor and engine valves	TFE resins
Hydraulic-pneumatic cylinders	Fluid power systems
Boosters and tandem cylinders	Hydraulic presses
Industrial coatings	Mechanical seals
Packings	Flexible expansion joints
Gasketing	Hydraulic/pneumatic seals
Engineered molded/extruded rubber goods	
Hub seals for heavy-duty trucks and trailers	Custom and universal oil seals for automotive, railroad, mining and other industrial equipment
Noise-abating mufflers for diesel engines	Leaf springs for trucks

PRINCIPAL INTERNATIONAL MARKETING FACILITIES*

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

*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.

MANUFACTURING FACILITIES IN THE UNITED STATES

	<u>Sq.Ft.</u>		<u>Sq.Ft.</u>
Mechanical Rubber Division		Ortman-Miller Division	
Palmyra, N.Y.	700,000	Hammond, Ind.	73,000
Sodus, N.Y.	42,000		
Precision Seal Division		Plastomer Division	
Gastonia, N.C.	100,000	Newtown, Pa.	27,000
Newark, N.Y.	14,000	Bearings Division	
Plastics Division		Cherry Hill, N.J.	16,000
Camden, N.J.	63,000	Spring Products	
France Products Division		Bristol, Conn.	5,000
Philadelphia, Pa.	48,000	Mechanical Seal Division	
Odessa, Texas	24,000	Houston, Texas	6,000
Newtown, Pa.	24,000	Service Spring Company	
Coatings Division		Indianapolis, Ind.	52,000
Austin, Texas	15,000	Skeeter Products	
Stemco Manufacturing Co., Inc.		Kilgore, Texas	80,000
Longview, Texas	170,000		

MANUFACTURING FACILITIES IN OTHER COUNTRIES

		<u>Sq.Ft.</u>
Australia	Victor Engineering Pty, Ltd. Sydney	18,000
Belgium	Liard S.A. Roux	18,000
Canada	Garlock of Canada Ltd. Toronto, Ontario	100,000
	France Packing of Canada Ltd. Brantford, Ontario	15,000
	Fluid Power Ltd. Toronto, Ontario	48,000
	Amiante de Sherbrooke Sherbrooke, Quebec	38,000
France	Chromex, S.A. Lardy	62,000
	Liard France S.A. Jeumont	4,000
	Mournex	5,000
Great Britain	Woodville Rubber Co., Ltd. Ross-on-Wye	104,000
	Burton-on-Trent	45,000
Japan	Arai Seisakusho Company, Ltd. (affiliate) Tokyo	41,000
	Tsukuba	53,000
Mexico	Garlock de Mexico, S.A. Mexico City	102,000
Netherlands	Omero B.V. Slidrecht	13,000
Spain	Manufacturas E.R.I.C.A., S.A. Barcelona	58,000