



Precision Manufacturing

Case Study: Garlock

Brownfield Building Redevelopment Program



New York State Electric & Gas Corporation



Work force, R&D, quality of life

Brownfield Building Redevelopment Program

"A company like Garlock, a world leader and a large local employer, is key to the economy of our region. Helping them upgrade their flagship manufacturing facility will ensure that we keep this vibrant, growing company, and the jobs it provides, in Upstate New York."

– Jim Laurito
President
NYSEG

In 2006, more than 15,000 manufacturing companies in New York employed 400,000 highly-skilled metalworkers, machinists and assemblers, delivering more than \$40 billion in production, 4.2% of the nation's output.¹

Our labor costs are lower than most leading industrial states, our work force standards are higher and our training and educational resources far greater. High populations of industrial manufacturers and skilled employees are found throughout New York. Our area has the research and development assets, strong university-industry relationships, skilled labor and quality of life required by industrial manufacturers.

■ **In Western New York, precision manufacturing employment is more than double the nationwide average – 21,655 employees work at 798 plants.²**

- Dresser-Rand – centrifugal and reciprocating compressors, expanders, steam and gas turbines
- Cummins Engine – diesel engines
- SKF – bearings
- Cooper Turbocompressor – products and services for centrifugal air compression equipment

■ **In Rochester and the Finger Lakes, nearly 15,000 precision manufacturing employees work in more than 400 factories – 59% above the national average.³**

- Gleason Corporation – gears and gear machines
- SPX Corporation – industrial products and vehicle components
- Pfadler, Inc. – glass-lined equipment

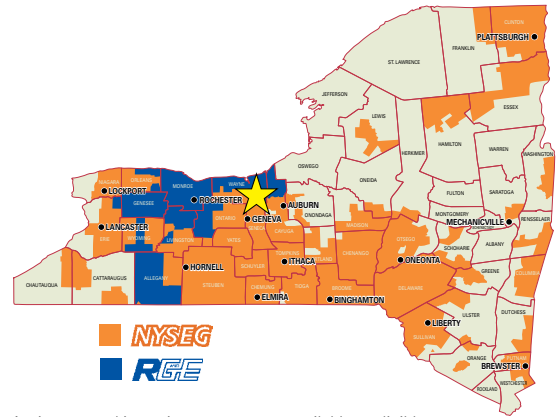
■ **In Eastern New York, more than 9,000 machinists and metalworkers staff 480 factories and plants, which is 12% above the national average.⁴**

- GE – turbines for electrical generation
- Garden Way – motorized garden equipment
- Plug Power – fuel cells

■ **Nearly 9,000 skilled workers staff precision manufacturing companies in the Southern Tier – almost 60% above the national average.⁵**

- Hardinge, Inc – metal cutting products
- Pall Trinity Micro Corporation – filtration and separation equipment
- Hilliard Corporation – filters, clutches and brakes

^{1,2,3,4,5} New York State Economic development Agency, February 2007
<http://www.empire.state.ny.us/>



Assistance and incentive programs are available to eligible New York State Electric & Gas (NYSEG) and Rochester Gas and Electric (RGE) customers

C A S E S T U D Y

Garlock

Location

- Palmyra

Products

- Gaskets, expansion joints, and seals

Community Impact

- Energy efficient office and manufacturing facilities
- High-efficiency equipment
- Exports of high-value machined products
- Cornerstone of regional precision manufacturing base

Project Details

In 1887, in Palmyra, NY, Olin J. Garlock founded Garlock Sealing Technologies to manufacture an improved seal he'd developed for the steam engines that were driving the industrial revolution. In the 120 years since, the company has designed, built, and delivered innovative sealing solutions for almost every major industry.

Today, Garlock's Palmyra, NY headquarters directs manufacturing at ten sites around the world, producing a wide range of fluid sealing products for industrial applications in the chemical processing, petrochemical, refining, pulp and paper, power generation, electronics, steel mills, food and pharmaceutical, and mining industries. Garlock employs more than 1,500 people at 13 sites, and distributes products to 79 countries.

A series of acquisitions since 1996 increased demands on Garlock's Palmyra headquarters and manufacturing buildings; the company needed to expand. In the first stage of a \$35 million project to modernize production facilities and equipment, eight separate buildings were consolidated into a new 114,000 square foot factory.

Garlock recognized that energy efficiency is integral to modern manufacturing and so turned to New York State Electric and Gas Corporation (NYSEG) for assistance. Recognizing the importance of this global manufacturing corporation to its service area, NYSEG provided consulting on design and equipment selection, as well as a \$150,000 grant for the new building's electrical infrastructure.



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