



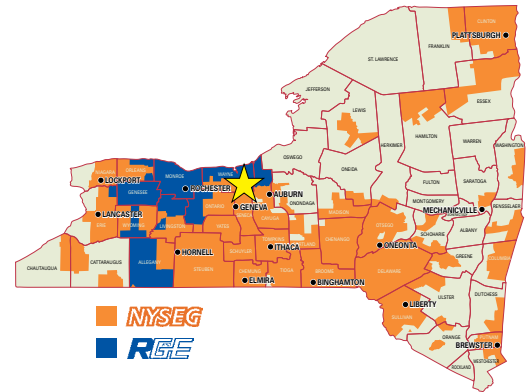
Precision Manufacturing

Case Study: Garlock Sealing Technologies

Brownfield/Building Redevelopment Program




New York State Electric & Gas Corporation



Garlock Sealing Technologies

Brownfield/Building Redevelopment Program

Location

- Palmyra 

Products

- Gaskets, expansion joints and seals

Community Impact

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

Project Details

In 1887, Olin J. Garlock founded Garlock Sealing Technologies in Port Gibson to manufacture an improved seal he had developed for the steam engines that drove 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 headquarters directs manufacturing at 10 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, pharmaceutical and mining industries. Garlock employs more than 1,500 people at 12 sites,

and distributes products to more than 70 countries.

In the first stage of a \$35 million project to modernize production facilities and equipment, eight separate buildings were consolidated into a new 116,000-square-foot factory.

Garlock Sealing Technologies recognized that energy efficiency is integral to modern manufacturing and so turned to 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 grant for the new building's electrical infrastructure.

"We're committed to maintaining the quality, innovation and growth that have sustained Garlock for 120 years, and to doing that in our home, Upstate New York. Revamping and refurbishing our Palmyra headquarters and manufacturing facility supports our vision of being the world's premier fluid sealing company"

– Paul Baldetti
President
Garlock



For more information, visit lookupstateny.com or call 1.800.456.5153

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

Work force, R&D, quality of life

Tens of thousands of New Yorkers have job skills needed by precision manufacturers. There are nearly 54,000 carpenters, 34,000 electricians, 96,000 operations managers, 15,000 machinists, 9,000 welders and more than 19,000 industrial truck drivers in New York.¹

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

■ **In western New York, precision manufacturing employment is more than double the national average – 28,763 employees work at 705 factories.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 25,000 precision manufacturing employees work in more than 600 factories – 46% above the national average.²**

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

■ **Nearly 17,000 skilled workers staff 229 precision manufacturing companies in the Southern Tier – almost twice as many skilled workers in this area compared to the national average.²**

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

Sources:

¹State Occupational Employment and Wage Estimates, Bureau of Labor Statistics, May 2007

²New York State Economic Development Agency, February 2005, empire.state.ny.us