

# es And Decreased Net Income

\$37,000 and \$258,000 for the first six months and second quarter of 1984, respectively.

Sales of water valves last year were reported as totaling about \$6.5 million.

AVM Chairman Harold J. Ruttenberg said, "The sale will permit AVM to increase capacity and efficiencies at its Automotive Products Division to produce vacuum actuators and pneumatic counterbalances."

He said the removal of the water valve line from the division will take place in stages during the next several months, and should be completed by

the end of the year. Ruttenberg said that during the transition, the division will continue to ship the valves to customers but at a declining level.

Sales of \$12,825,691 were reported for the second quarter the year, in comparison to \$11,528,278 in the same period a year ago. Net income was given as \$195,336 (13 cents a share) for the latest quarter, as against \$579,658 (38 cents a share) in the comparable period last year.

Ruttenberg said the income decline in first half 1984 stemmed primarily from substantially lower sales volume, and competitive pricing in the market for

lockers sold to governmental agencies. Also cited as an influence were adverse production problems now being corrected at the office furniture and locker manufacturing facility.

The AVM chairman said the work force at the plant was reduced by about 20 percent in mid-May. He noted selling prices to office furniture customers also were increased late in the second quarter.

Ruttenberg said that although the Automotive Products Division still is not profitable, it has shown an improvement from a year ago.