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SPRING/SUMMER, 1984



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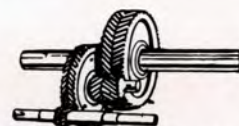
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The **LUFKIN** Line

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GEARS FOR INDUSTRY AND SHIP PROPULSION

GULF COAST DIVISION

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COVERS

Front:

LUFKIN Conventional Pumping Unit
Dime Box, Texas

Inside Front:

Spring flowers in East Texas

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Seeing is Believing

By David Willmon

To ward off a cold March wind, the men huddle in small groups beside the trucks, hands jammed in pockets or tightly folded under their arms to keep them warm. They are waiting to install a new LUFKIN pumping unit, a huge, 38-ton M-912D-305-192 whose components sit on two truck-trailers a short distance away. Minutes later the throaty roar of a mobile crane drowns the last of their chatter. The assembly process begins.

For some of the men, the assembly of a LUFKIN pumping unit, as well as other types of oil field machinery, is an everyday matter. Their hard hats are scarred and grimy. They go about the process with a casualness that comes from having done something many times before. The others only stand and watch the process because they have never seen it before, as one might decide noting their still-new, yellow hard hats. These men are Lufkin Industries employees on hand to observe the installation of a LUFKIN pumping unit whose components they help produce every day.

It will be a long, cold day for David Jenkins and Mike Whitten, machine shop employees; Vernon Speicher, Jr., engineering oil field design group; and Jeff Lankford, foundry engineering. Already, they have traveled a hundred miles this morning from their homes in Lufkin, Texas to a well site near Quitman. But, by the day's end, they will have seen for the first time the installation of a LUFKIN unit on location. They will return home with a better understanding of how each of their jobs affects the assembly, operation and quality of a LUFKIN unit.

During the past year, groups of employees have made regular trips to the field to observe the installation of

Observing the installation of a LUFKIN unit in the field helps employees understand the importance of quality.



Braving a cold morning in an East Texas oil field near Quitman, Texas, LUFKIN employees, Mike Whitten and Vernon Speicher, Jr., watch as crews begin unloading a 70,000-pound M-912D-305-192 pumping unit.

LUFKIN pumping units. Primarily, the trips are designed to spot problems that can affect the assembly process or the operation of the unit. But, for most of the employees, the trips are educational as well. Most employees have never observed the complicated process.

LUFKIN pumping unit installations are done by independent service companies and normally only supervised by local company field representatives. Even small problems, such as a missing bolt or bracket, may halt the process for hours, or worse, delay the installation until another day which may cost the customer hundreds of dollars.

"We're looking for small things that normally

might not be mentioned in a field installation report," says Bill Cantrell, manager of industrial engineering and coordinator of the field trips. "Did holes match up or did the installation crew have to pry something to make it fit? We want to make note of that and take steps to see that it's corrected."

Since the program began in October, 1982, Cantrell's department has organized more than a dozen trips to observe pumping unit installations in the East Texas field, a two-hour drive from the LUFKIN plant. Representatives from different areas of the plant are included in each trip. During the long drive to and from the site, the individuals have a chance to get better acquainted and generally have a long discussion about product quality, he says.

"A trip like this gives people who are working toward a common goal without necessarily coming in daily contact with each other, a chance to get acquainted. You



enhance communication and cooperation among the entire group," Cantrell says.

Each of the individuals concentrate their attention on different areas directly related to the work of their departments. They look for improvements that can be made in the appearance, or changes in the design or manufacture of components that can speed the assembly process. While most of those taking the trips come from production or engineering areas of the plant, members from other departments such as material control and order-entry, as well as company vice-presidents, have made trips to the field to observe the installation process.

For all employees, observing the assembly process in the field creates a better understanding of the importance of each of their jobs and brings new appreciation for even the small details of their work. "We've been putting these stencil marks on the cranks for years because I was just taught to do it, but I'd never realized how important they



(Above) Handling the 18-ton gear reducer and cranks for a M-912 unit requires special rigging by the installation crew, especially during the assembly process when the massive and awkward piece must be lifted relatively level. (Left) LUFKIN sales and service representative Rick Hughes (red jacket) visits with employees from the plant, (l-r) Vernon Speicher, Jr. engineering oil field design group; David Jenkins, machine shop; Mike Whitten, machine shop, and Jeff Lankford, foundry engineering.

were until I saw how they were used," says David Jenkins, machine shop employee. "Even little things like that are important."

Robert Nunn, a member of the oil field design group in the engineering department, says the field trip experience helps him visualize how design changes he makes affect the handling and installation of components.

"I watched how the crew handled it and the way parts went together. I know that it may fit together perfectly on paper, but in the field it may not be so easy," Nunn says.

“We’re looking for small things that normally might not be mentioned in a field installation report. Did holes match up or did the installation crew have to pry something to make it fit ?”

Like most employees who make field trips, Robin Edwards, steel fabrication, final assembly and shipping plant, had never seen a pumping unit assembled in the field. He was concerned about holes in the fabricated structure lining up and about missing parts, especially small parts such as bolts and brackets.

“Whenever we get a trouble report back from an installation, we always trace it right back to the person responsible and try to show them what kind of problem this caused. Now I can understand how frustrating these small problems can be,” he says.

And for David Bowers, a member of the industrial engineering department which designs manufacturing systems throughout the plant, it was gratifying to see the finished product assembled without problems.

“We’ve got a terrific plant with sophisticated machines and procedures that we use to check quality to make sure it’s as good as it can be,” Bowers says. “It was a real pleasure to see the unit go together as easily as it did.”

The program has been well received by LUFKIN customers in the East Texas field. Willard Chappell, district manager of the Kilgore office, says customers have been very cooperative, especially after they realize the purpose of the trips.

“When I ask if it will be okay for a group of our people to come observe the installation of their unit and explain what we’re trying to do, they say, ‘Excellent.’

“Anything we can do to eliminate problems that occur during the erection of a pumping unit saves everybody time and money,” says Chappell.



Company employees enjoyed pleasant weather on this field trip to observe the installation of a LUFKIN M-228D-256-100 pumping unit in the Opelika Field near Athens, Texas.

(Above) Clipboard in hand, Robert Nunn, engineering oil field design group, took special note of how crews handled the massive steel components as they were unloaded and assembled.

(Opposite page) LUFKIN employees Robert Nunn, Steve Reynolds, foundry engineering, David Bowers, industrial engineering, and Jack Anderson, machine shop, watch as one of the last pumping unit components, the belt cover, is lifted into place.





No Show-And-Sell

Users of high-speed turbomachinery equipment come to the Turbomachinery Symposium for answers and company executives are there to help.

At first glance, the Turbomachinery Symposium appears to be just another trade show, and a very small one. Its 12,500 square-feet of exhibits are crowded into the Camellia, Bluebonnet, and Azalea meeting rooms, the Hall of Exhibits and Grand Ballroom beneath Houston's stately Shamrock Hilton Hotel parking garage.

It hardly compares to the giant, glittering trade shows held a few miles away at the Astrodome, whose attendees scarcely have the time or energy to see everything. Which is precisely why the Turbomachinery Symposium is so special.

This is a new breed of trade show, if we can call it a trade show at all. Rather than the "old show-and-sell routine," as one exhibitor summed up typical trade shows, at the Turbomachinery Symposium, exhibitors come to help customers learn how to use equipment.

"We're not here to sell equipment, really," says Jim Partridge, LUFKIN's chief engineer, gear division. "We're here to provide a technical service to the users of our equipment. Our users want to know how our equipment is built, how to use it, how to install it and how to repair and maintain it. That's what we're here for, but selling equipment, of course, is always the bottom line."



With many users of turbomachinery located in the Houston area, the week of the symposium is a busy time for John Skillern, district manager, gear sales, of LUFKIN's Houston office.

Selling equipment or services was most likely the bottom line for the eighty-seven exhibitors at last year's symposium, but since it's beginning in 1972, the Turbomachinery Symposium has been primarily a forum for the exchange of ideas and information within the highly specialized turbomachinery industry. Individuals involved in the operation

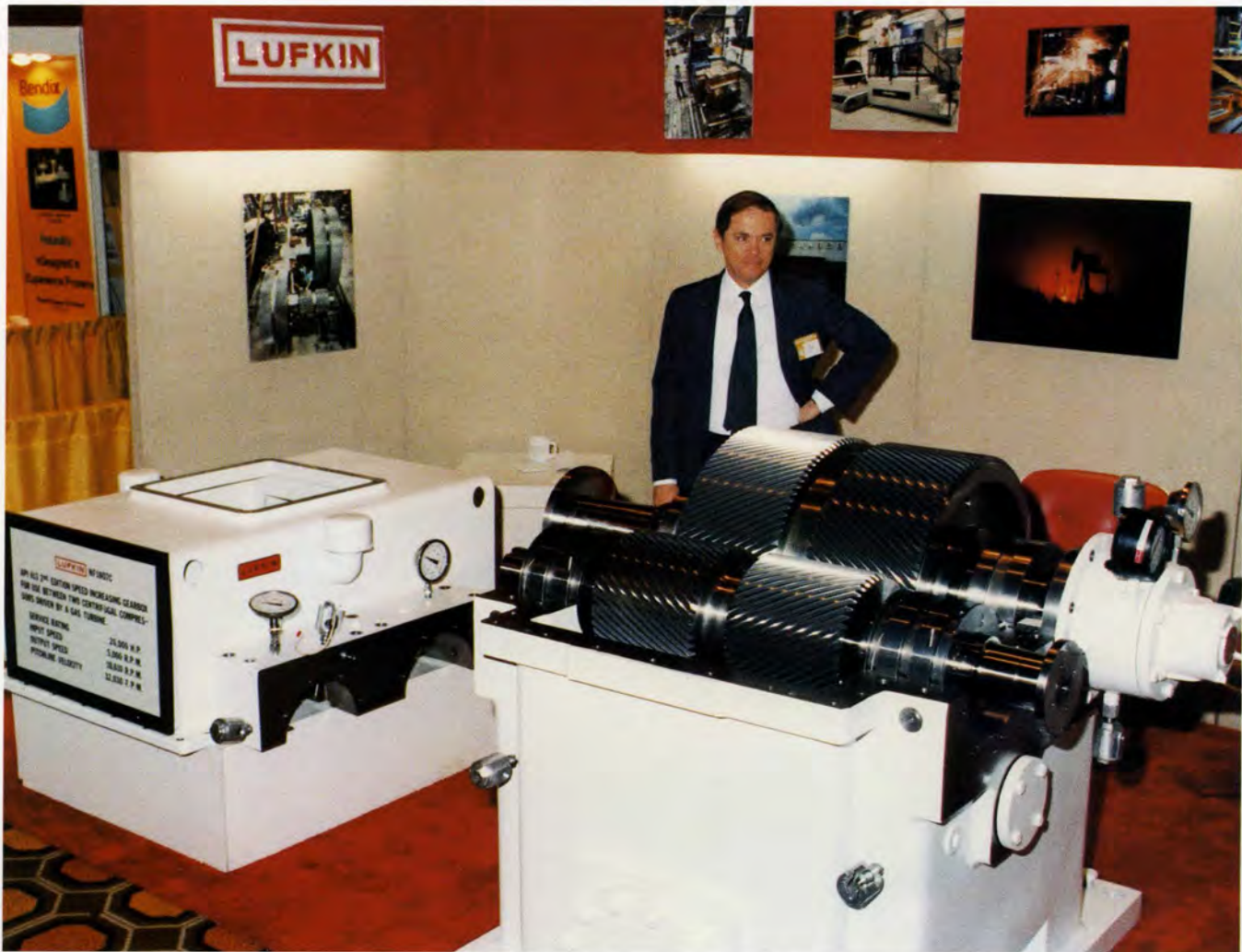
and maintenance of turbine-driven, high speed rotating equipment, such as generators, compressors, and pumps in all types of industries come here for answers.

"We try to get the right people together with the manufacturers, not to talk about theoretical models, but day-to-day problems," says Dr. Peter Jenkins, Director of Texas A&M University's Turbomachinery Laboratories, which sponsors the symposium."

According to Jenkins, attendance last fall, at the twelfth symposium, exceeded 900 despite a general slump throughout the industry and the show's stiff \$350 registration fee. Engineers and technicians from across the United States and from 17 foreign countries came to the show looking for answers and new ideas.

They could choose from a variety of technical sessions. During the three-day show, there were more than a dozen technical papers, a half-dozen discussion groups, tutorials and panel discussions covering a wide cross-section of industrial problems. The topics and experts were selected by a seventeen-member advisory committee, all individuals involved in either the design, operation, or purchase of turbomachinery in different industries.

One member, Charlie Jackson of Monsanto Chemicals, was



instrumental in starting the Turbomachinery Symposium and organized the first advisory committee. "Every year we select a certain number of new topics for papers, and discussion groups, so that the symposium is always presenting something new and fresh.

"Of course, there are some things that are so basic that there's always a need for them. Discussion groups on gearing is a good example. We have them quite often, at least every other year and many times LUFKIN people, Jim Partridge and Louis Lloyd, have served in these discussion groups about gearing."

One comment heard again and again from those involved in the Turbomachinery Symposium is that it is not a "show-and-sell" trade show. It is not a place where a manufacturer sets up a booth and hopes that an occasional visitor will

Selling equipment is always the bottom line, and on display in the company's booth at last year's Turbomachinery Symposium was a 20,000 HP, LUFKIN NF-1807C speed increaser. On hand to answer questions about the product was John Finney, manager of machinery sales in the Northeastern Division.

be a user of his type of equipment and a potential customer. Attendees are most often senior engineers or key executives who come to the symposium for help with the extremely complex and costly turbomachinery of this industry.

"I've heard many senior engineers say that if their companies restricted the number of shows they could attend to just one, this is the only show they would attend," says Charlie Jackson.

As a major supplier of gearing used in turbomachinery systems, LUFKIN engineers and sales executives have attended all but one of the twelve symposiums. While answering questions and offering suggestions to users about installation and maintenance is a

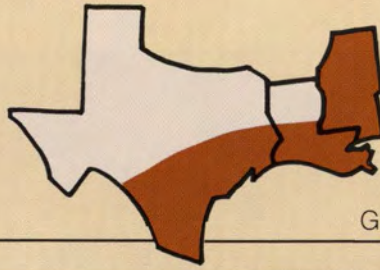
service to the company's market, keeping in step with this industry is vital to the company's future as a supplier.

"This industry is growing more and more complex," says Partridge. "Our customers today want equipment they can crank up and run three years without stopping. If our equipment is to do that, it must be designed right, built right, installed right and maintained right.

"So, educating the user, which is what we are doing at the Turbomachinery Symposium, ensures that he will get the kind of service he expects from our equipment and come back to us in the future. That is just as important as how well we design and build LUFKIN gears."

LUFKIN

Installations



GULF COAST DIVISION



LUFKIN C-228D-246-86 Unit, Sage Energy Company, Somerville, Texas.



LUFKIN C-320D-213-86 Unit, Sante Fe Mineral, Giddings, Texas.



LUFKIN C-456D-305-144 Unit, ANR Production Company, McComb, Mississippi.



LUFKIN C-228D-213-86 Unit, Lordstone Corporation, College Station, Texas.



LUFKIN M-912D-365-168 Unit, Stone Petroleum Corporation, Greensburg, Louisiana.



LUFKIN C-228D-246-86 Unit, Modern Exploration, Smiley, Texas.



Snapshots

GULF COAST DIVISION



JACK PRUITT
Lomax Exploration Co.
Houston, Texas



BILL DEAN
First Energy Corp.
Houston, Texas



R.W. PHILLIPS
SOHIO Petroleum Co.
Houston, Texas



BILL FORBES
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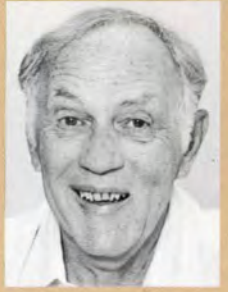
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Goulds Pumps Inc.
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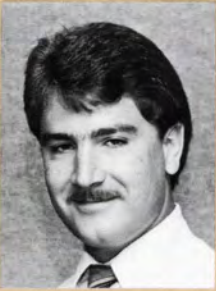
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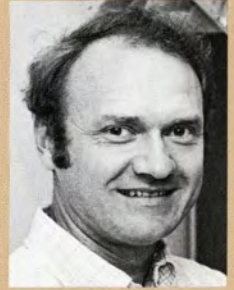
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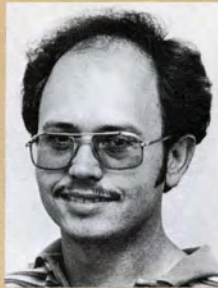
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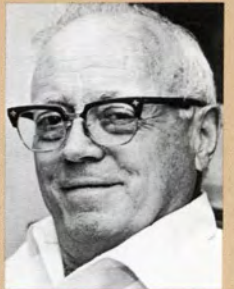
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Tenneco
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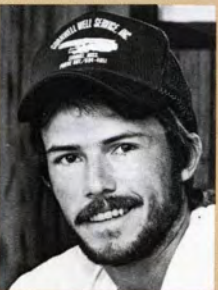
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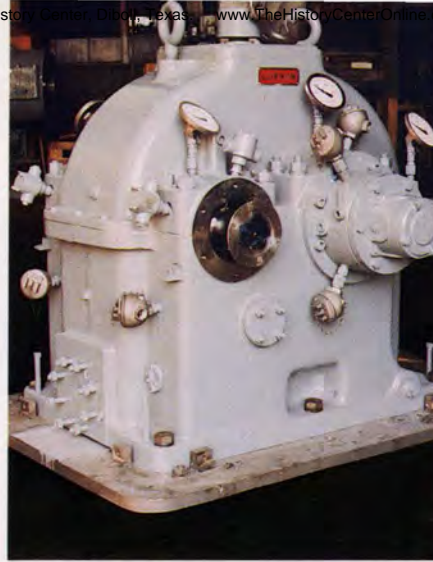
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