

# LUFKIN ROUNDUP

APRIL 1985



## FROM THE CHAIRMAN'S DESK



“

**...A healthy mingling and meeting of minds for our company**

”

This month, on April 10, 1985, at 10 a.m., Lufkin Industries, Inc., will hold its annual stockholders' meeting at the Lufkin Civic Center.

This is the one time each year that our stockholders get together with their board of directors and management team to conduct the official business of our company. This business includes electing directors and auditors; changing by-laws, etc. It also consists of receiving first-hand management reports on company business and financial conditions.

In the old days—twenty or more years ago—only company directors and officers would show up for these annual shareholders' meetings. There would be few, if any, stockholders who were not officers or directors at these meetings. Without exception, there were never any women present.

The year I became president of Lufkin Industries (1967), I invited my wife, Adell, to attend our annual stockholders' meeting. She recruited most of the wives of the other directors and officers to attend. Employee stockholders and other stockholders were later invited. Our attendance has now approached 300 for the past several years.

I believe this has been a healthy mingling and meeting of minds for our company. These larger annual meetings have seemed to generate a greater feeling of loyalty among our stockholders. They seem to appreciate attending, and enjoy being recognized as a real and vital part of Lufkin Industries.

It is rather interesting to note that the majority of those attending, in addition to company employees, are the descendants of the original company founders and early leaders who were, without question, responsible for our tremendous progress and growth through the years.

Stockholders are the true owners of a company, and are the ones who ultimately make the major decisions either directly or through the directors they elect to represent them.

The friendly spirit and closeness that permeates during these LUFKIN stockholders' meetings constantly confirms that we are truly a family organization.

This is the one time each year when many old friends can gather together and spend enjoyable hours reminiscing about the "old days" at Lufkin Industries.

This is a close-knit group. We all take immeasurable pride in being a part of the great LUFKIN team.

If you are a Lufkin Industries' stockholder, come join us on April 10. Come and learn to know us better. We believe you'll like what you see and hear.

### **April Cover**

Without question, LUFKIN pumping units can be found working in oil fields from Oman to Odessa and elsewhere around the world. Photographer Chuck Stevenson caught this silhouette of LUFKIN sales representative Keith Walters atop a C-228 unit in mid-afternoon sunshine near Odessa, Texas.

# BEAMING IN ON SUCCESS

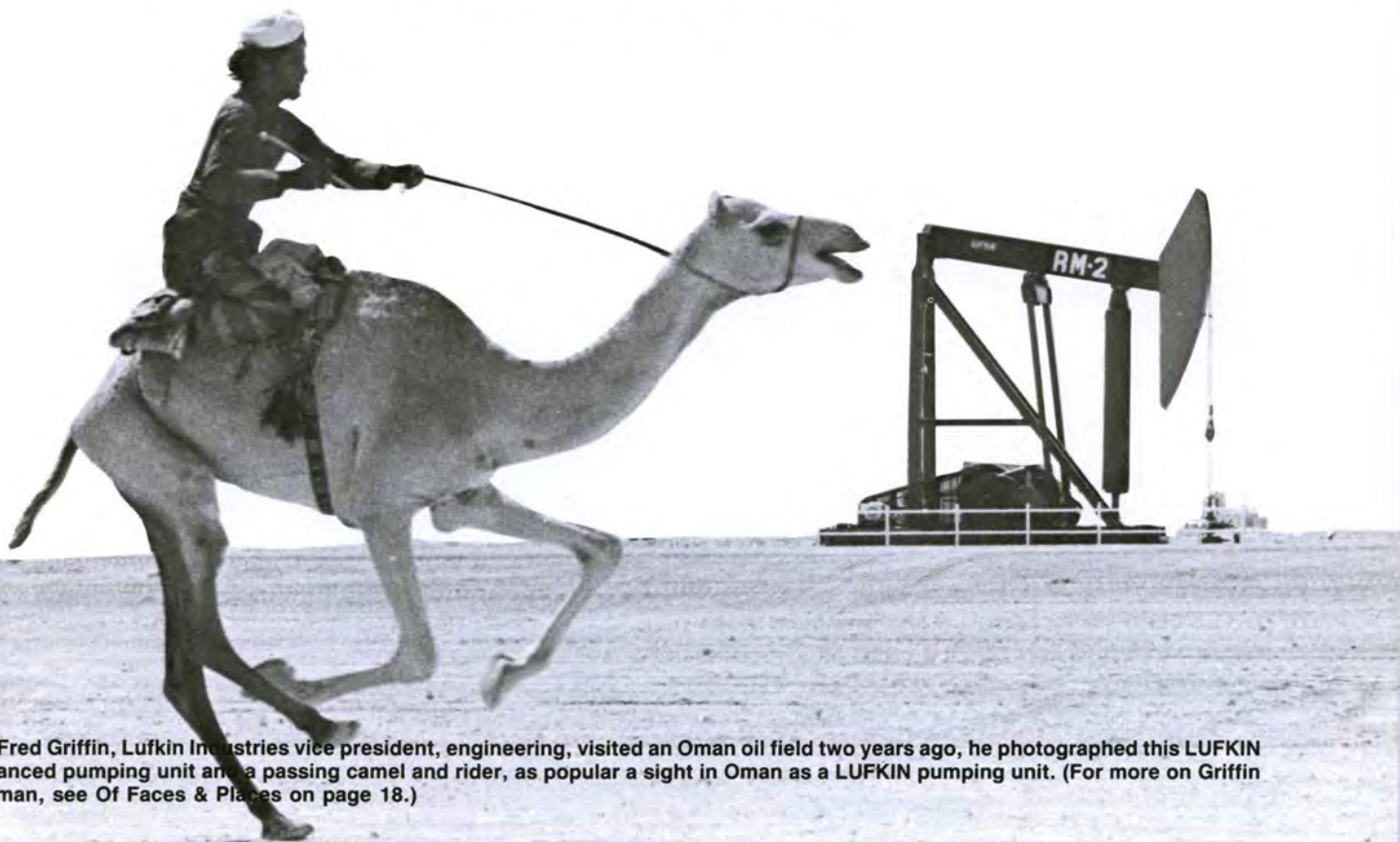
*EDITOR'S NOTE: The following feature story about the part Lufkin Industries plays in the oil fields of Oman appeared in the most recent issue of PDO (Petroleum Development Oman) NEWS.*

**A** series of pump breakdowns and the differential gears from a wrecked tractor may seem an odd genesis for a good idea, but so it was for the “nodding donkey.” From the earliest days of oil production, lifting heavy oil to the surface presented problems. And as wells were drilled deeper into the earth to reach the lower oil-bearing layers, the exercise of drawing up viscous crude to the surface became more difficult.

The makeshift wooden beam pumps, driven by rubber belts which slipped in wet weather and balanced by anything that came to hand, often failed.

In a young and expanding market, there was the opportunity to produce a reliable pumping machine which would stand up to the rigors of round-the-clock operation for weeks and months at a time.

By **RICHARD FELFA**



When Fred Griffin, Lufkin Industries vice president, engineering, visited an Oman oil field two years ago, he photographed this LUFKIN air balanced pumping unit and a passing camel and rider, as popular a sight in Oman as a LUFKIN pumping unit. (For more on Griffin and Oman, see Of Faces & Places on page 18.)

**T**he oil business was booming in the eastern and southern states of America in the early 1920s and business, which until then had been devoted to other things, saw that supplying components to the new oil companies would be a lasting source of income.

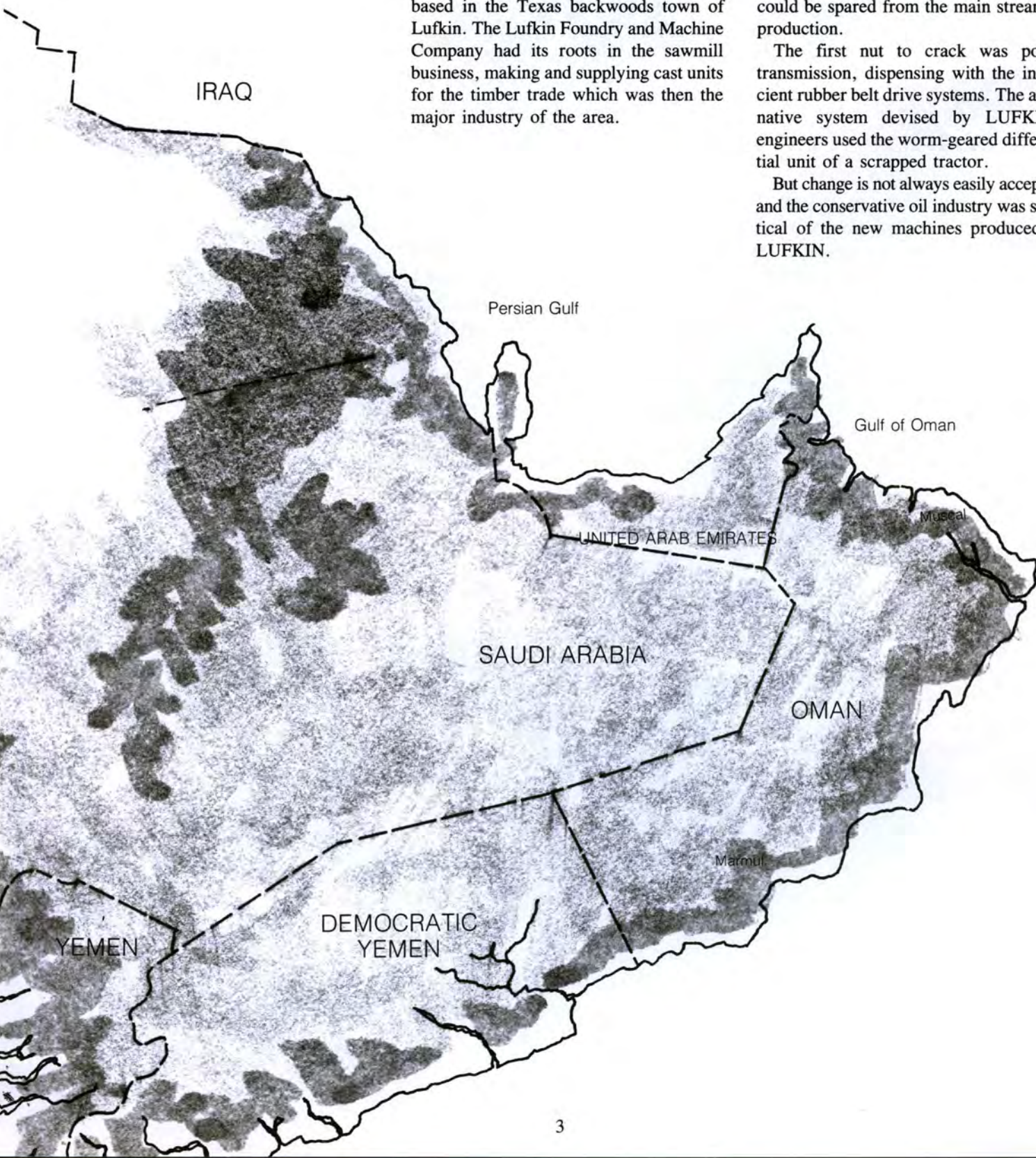
Among them was a foundry company based in the Texas backwoods town of Lufkin. The Lufkin Foundry and Machine Company had its roots in the sawmill business, making and supplying cast units for the timber trade which was then the major industry of the area.

Seeing the oil industry's need for reliable pumping units and the opportunity not only for added sales, but also a way into the new market, engineers in the company determined to experiment.

These were not the days of sophisticated laboratory experimentation; more a down to earth approach using materials that could be spared from the main stream of production.

The first nut to crack was power transmission, dispensing with the inefficient rubber belt drive systems. The alternative system devised by LUFKIN's engineers used the worm-gear differential unit of a scrapped tractor.

But change is not always easily accepted, and the conservative oil industry was sceptical of the new machines produced by LUFKIN.



The company's first breakthrough came with the development of the newly-discovered Liberty oil field in Texas where the pumping units proved themselves. For the first few months, it looked as though a success story had been written in the true pioneering spirit of America.

However, as the oil field began to be depleted, so the amount of water produced with the oil—the water cut—began to increase. And, ominously, as the water cut increased, so the rate of pump failures began to rise steeply.

The situation deteriorated rapidly, leaving the company \$100,000 in the red and with a hard decision to Make; whether to continue in the pump business or to call it a day and look for pastures new.

LUFKIN gambled on finding an answer to the failures—a decision that has put them at the top of the tree in terms of supplying pumping units to the modern-day oil industry.

The pumps were failing because they were unable to cope adequately with the increasingly heavy weights they were being called upon to lift and the resulting fluctuation in power loadings on the electric motors used to drive them.

**“Oman currently has about 250 beam pumps in the southern oil fields, mostly LUFKIN units.”**

LUFKIN's engineers found that a proper system of counterbalanced cranks with movable weights could be finely adjusted so that the power fluctuation on the motors was as little as two amps between the up and down strokes.

And with the weight loadings of between 16,000 lb. and 20,000 lb. on the upstroke of a typical beam pump, such a small variation is a tribute to the simplicity and success of the system.

The development of more oil fields in Texas and markets abroad, such as Venezuela during the 1930s, firmly

established the LUFKIN design as the leading sucker pump for heavy oil fields.

But success has not stopped the basic LUFKIN model being developed to suit different conditions met by the expanding oil industry worldwide.

And so, though the basic model, along with some smaller American units, has been used for the past four years to bring Marmul's heavy crude to the surface, Oman's second major oil center in the south at Rima features a different type of LUFKIN pump—the air balanced unit.

These pumps, physically much larger than the Marmul units, incorporate an air compressor cylinder and are used for larger production volumes or for deeper wells.

**“You need to have units which will stand up to 25 years or so of hard work.”**

Oman currently has about 250 beam

pumps in the southern oil fields, mostly LUFKIN units. “What we are looking at is long-term production from the southern fields,” said head of Production Les Nicols. “And for that, you need to have units which will stand up to 25 years or so of hard work.

**“Quality and reliability of pumping units are items of major importance for us.”**

“Quality and reliability of pumping units are items of major importance for us both in existing fields and in considering the exploitation of the known large fields which are soon to be developed.”

And for the pump manufacturers, the future is indeed rosy. For the development of the huge Nimr field to the north of Rima, Oman, could mean sales of literally hundreds of new units. And Nimr is but one of known accumulations of heavy oil in the southern part of the country.



Called a “nodding donkey” by the oilmen of Oman, A LUFKIN pumping unit brings the heavy crude of Marmul to the surface.

# Welding's Best Promoter

During his 45-year career, Leon Walker has helped organize successful vocational welding programs at Angelina College and East Texas high schools.

**W**hen Leon Walker, manager of welding technology for Lufkin Industries' Trailer Division, has a need to fill a welding position, he doesn't have far to look.

"Lufkin High School, Jasper High School and Angelina College have excellent vocational welding courses," Walker says.

During the two-year welding course, students are taught blueprint reading, fabrication, welding equipment and three welding processes. Welding processes include shielded metal arc (stick welding), shielded gas metal arc (mig welding) and tungsten inert gas welding (tig welding).

"It's a three-hour per-day course," he says. "Besides theory, they receive actual welding experience and training in a laboratory with an industrial plant atmosphere. An average number of students complete the welding course with good general skills that meet requirement levels for jobs with industries in the East Texas area."

Welding instructors are Jerry Taylor, Lufkin High School; Horace Hobbs, Jasper High School; and Troy Edwards, Angelina College.

"These welding instructors, being qualified welders, take great pride in improving their own welding and teaching skills, and imparting these skills to the students," Walker says. "This is evident by their students' success in industry. The facilities and equipment being used for instruction is modern and adequate for welding processes, generally used in industry."

In May of each year, Walker, a LUFKIN welder for nearly 45 years and an accredited inspector, helps Lufkin and Jasper instructors give a comprehensive examination to graduating seniors.

"It is the same welding test I give pros-



Leon Walker, manager of welding technology at LUFKIN's trailer plant, answered questions about welding careers for students attending the 11th Annual Career Fair last month. These students, all children of company employees, were: (l-r) Darryl Bain, son of Bruce Bain, foundry; Sage May, daughter of William May, machine shop; and Shannon May, daughter of Bo May, machine shop.

pective LUFKIN employees," Walker says. "If the student passes the exam and applies for a welding job at LUFKIN's Trailer Division within six months after graduation, I honor the test."

If a student is hired from Lufkin or Jasper high schools or Angelina College, Walker follows up on their progress. He evaluates how the person is performing on the job.

"I am usually well pleased with the results," he says. "The two-year program is quite intense. If they make it through the course, they come to us with a good, working knowledge of the welding process."

When business is good, and the Trailer Division needs additional welders, Walker hires new employees from student availability.

Walker helped promote the welding

industry in March by hosting a Lufkin Industries booth at the 11th annual Career Fair, sponsored by the Angelina Chamber of Commerce.

"I enjoyed helping with the Career Fair," he says. "I saw many faces I knew, either because they were employees' children or were currently taking the high school welding course."

Being a member of the advisory committee of both high schools and the college, Walker strives to keep abreast of new techniques being incorporated into the course, and old techniques being discarded.

"Technological changes in industry requires the continual purchase of new equipment," Walker says. "Therefore, welders are often required to take short courses familiarizing themselves with new equipment and processes."

**W**hen the 29th Annual Angelina County Junior Livestock Show concluded at Lufkin's Exposition Center last month, eight purchases totaling \$7,209 had been made by Mike Penn, company vice president, manufacturing.

"Each year we buy steers, hogs, lambs and broilers from youngsters of company employees," Penn said. "We may also buy one or two animals from other children as a corporate gesture of goodwill."

Thirty children of LUFKIN employees had show entries this year. Of the entries purchased by LUFKIN, top money went to Mike Dewberry, son of Carolyn Dewberry, corporate offices. He received \$1,575 for his steer.

The company purchased four other steers from: David Berry, son of Larry Berry, trailer plant, \$1,289; Lori Vann, daughter of Larry Vann, foundry, \$1,194; Greg King, son of James King, trailer plant, \$1,100; and Kristi Martin, daughter of Ronnie Martin, utility maintenance, \$924.

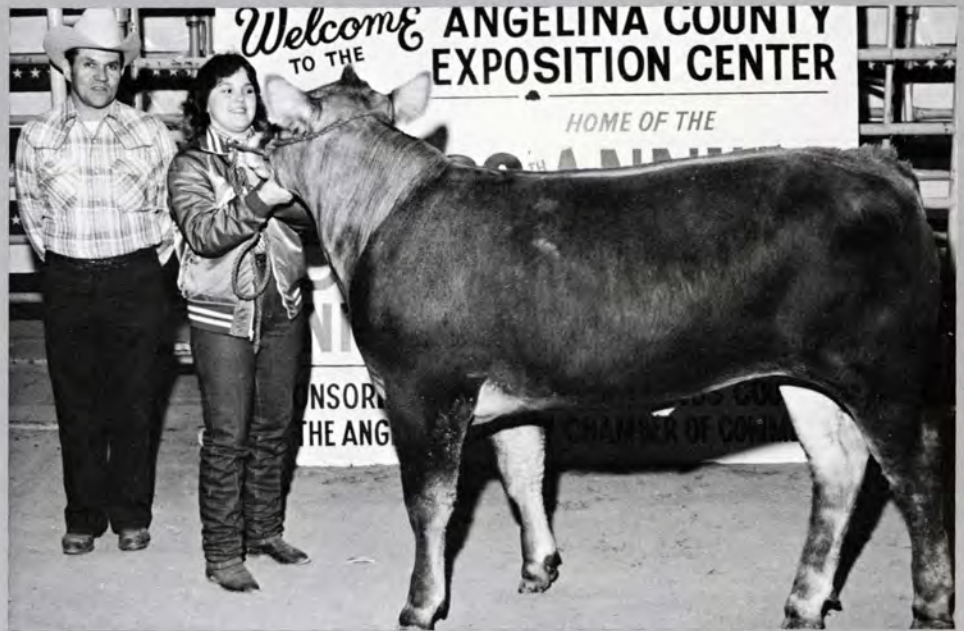
Other purchases were: \$500 for a hog shown by Tommy Paulette, son of Judy Cain, corporate offices; \$425 for a lamb shown by Deck Penn, son of Joe Penn, foundry, and \$200 for broilers shown by Jill Jarvis of the Silver Buckley 4-H Club.

Other children of company employees competing in the livestock show were: Bob Hohimer, son of Jen Hohimer, accounting; Kimberly and Monte Dewberry, children of Carolyn Dewberry, data processing, Donna and Becky Hall, daughters of Ray Hall, corporate offices; Micah Moseley, son of Kendell Moseley, Industrial Supplies; Brent and Jason Kartye, sons of Mike Kartye, machinery sales; Becky O'Neill, Chip and Justin Renfro, children of Mitchell O'Neill, industrial engineering.

Also, Angela Conner, daughter of Robert Conner, machine shop; Dusty Miller, son of Clarence Miller, industrial gear manufacturing; Aaron Butler, son of Walter Butler, trailer plant; Becky Davis, daughter of Charles Davis, trailer plant; Roger Smith, son of PeeWee Smith, trailer plant; Jason McLaughlin, son of Janice McLaughlin, personnel; Lance Vann, son of Larry Vann, foundry; Victor Alexander, son of Otis Alexander, foundry; and Jennifer Donnell, daughter of Arthur Lee Donnell, structural steel plant.

# Showin' off

Among those with high hopes at last month's Junior Livestock Show were thirty children of company employees.



Lori Vann, daughter of Larry Vann, foundry, earned \$1,194 for her steer which was purchased by Lufkin Industries, but Mike Dewberry (below) walked away with \$1,575. With them is Mike Penn, company vice president, manufacturing.



## ON THE JOB

This month  
**THE ROUNDUP**  
 goes on-the-job with  
 company mail carrier . . .

# Bill Smith

**E**xercise, fresh air, people and plenty of activity are just a few reasons Bill Smith enjoys his job at Lufkin Industries.

Smith became mailroom clerk in 1979 after working three years as a LUFKIN security guard.

"I felt like a caged tiger as a gate guard," Smith says. "I needed to be set free; I needed to be physically active. I'm not the type to be tied to an office all day."

Smith is seldom ill. He attributes his good health to the two jobs he has held. Prior to joining Lufkin Industries, he served as an airborne weapons specialist for the U.S. Navy.

Smith begins his day at 7:45 a.m. Tuesday through Friday. He makes six mail rounds at 8, 10 and 11 a.m.; 1, 3 and 4 p.m. He collects and distributes mail in cardboard boxes to all departments located west of the railroad tracks: Industrial Supplies, foundry office, electrical shop, sub-assembly, gate 9, crank department, heat treat, utility maintenance, credit union, truck shop, engineering, print shop, corporate communications, insurance and personnel. Don Young is the mailroom clerk in charge of departments on the east side. Nancy Nerren collects and distributes mail for the Trailer Division.

Smith walks an average of 12 miles each day.

Mondays are slightly different. His day begins at 7 a.m. First item on his work schedule is picking up mail at the Lufkin Post Office.

"I have a huge bagful to deliver Mon-



*William R. Smith*

day mornings, and Friday afternoons several offices pile it on, trying to get letters and invoices out by the weekend," he says. "I think it would be interesting to know how many tons of mail I carry each year. I'm sure it must be tons."

After he sorts, both the incoming mail from outside the company and the intra-departmental mail, his next stop Monday mornings is the corporate offices.

"To save time, I don't stop at every office each round," Smith says. "Some offices, like the truck shop and gate 9 don't receive or send much mail. But I deliver and collect at every office on the first round in the morning."

Intra-departmental mail is delivered within two or three hours or within two or three rounds, depending on when the mail

is sent. After each round, Smith returns to the mailroom to sort his collection, and pick up anything that has come in from across the railroad tracks. "I really love my job," he says. "I love being in contact with so many people. The weather doesn't bother me. One sunny day makes up for four or five bad days."

After his 4 p.m. rounds, Smith returns to the mailroom to sort mail a final time. He helps other mail clerks weigh and stamp the mail, preparing it for the Lufkin Post Office.

"At 4:40 p.m. I gather two or three boxes of mail, and head to the Lufkin Post Office," Smith says. "Once I make my delivery, I'm through for the day."

—DIANA HILL



# taupe raspberry MISS SPELLERS

**Denise Johnston and Jennifer Kelsey, both children of company employees, advance to state spelling competition.**

**A** classroom dictionary has served Denise Johnston and Jennifer Kelsey, both children of Lufkin Industries' employees, like an old and valued friend during recent weeks. They are preparing for the Houston Chronicle Regional Spelling Bee competition, scheduled later this month in the Bayou City.

Denise, daughter of Leah Johnston, data processing, won first place in February's Lufkin Kiwanis Club sponsored Angelina County Spelling Bee as did Jennifer, daughter of Barbara and David Kelsey, a welder in LUFKIN's structural steel department.

Jennifer, an eighth grader at Lufkin Junior High West, took top honors in the 6-8 grade level of competition; Denise, a fifth grader at Brandon Elementary School, finished No. 1 in the kindergarten-fifth grade division.

Denise reached her final plateau by correctly spelling the word "notarize;" then won her title by correctly spelling "raspberry."

Jennifer advanced to her final round with correct spelling of "ghastliness;" then won her title by mastering the word "taupe."

Winning a county spelling bee was nothing new for Jennifer. She was also county spelling champ two years ago.

"I studied for over a month," Jennifer said. "My teachers, mother and friends helped by calling out words for me to spell." Jennifer thought she had lost this year's competition, misspelling "exclamatorily," but another student, in second place at the time, also misspelled the word.

"I was happy I had another chance," said Jennifer who made the most of her opportunity.



**Denise, 10, daughter of Leah Johnston, data processing, and granddaughter of company retiree, Ray Wolford, won first place in the kindergarten to fifth grade category of the Angelina County Spelling Bee contest. (Let) Jennifer, 13, daughter of David Kelsey, structural steel plant, was the winner in the sixth to eighth grade category in the contest sponsored by the Lufkin Noon Kiwanis Club.**

"I was so excited to win this competition, especially since I was first runner-up a year ago as a fourth grader at Trout Elementary School," said Denise. "I can't wait to compete in the regionals at Houston."

Should Denise win the Junior East Texas Spelling Bee on April 10 and Jennifer capture the East Texas Spelling Bee on April 17 at Houston, next stop would be the national championships in Washington, D.C.



David Schaffer, Trailer Division material handler, uses his hook to guide the steering wheel of the tug he is driving.

# Given a ... he can do most anything, says han By Dian

**D**avid Schaffer has only one hand. But, that hasn't stopped him from learning to master an important job at Lufkin Industries.

"Sometimes I have to learn a different way to do a job," says Schaffer, a material handler at the Trailer Division. "I have learned to compensate, using this hook apparatus to substitute for my missing right hand. Once I get the hang of a job, I can usually do the work as well as anyone else."

Schaffer drives one of the tugs that move newly-constructed truck trailers around the plant area at Buck Creek. His basic job in-

## One-Of-A-Kind LUFKIN Tugs

**T**he tugs David Schaffer and other material handlers use to shuttle truck trailers around crowded storage yards at the trailer plant are a common sight to LUFKIN Trailer employees. But to visitors, the squatty vehicles are like nothing they've ever seen before, or will likely see again without a return visit to LUFKIN Trailers.

Designed and built by company employees in the late 1960s, these trailer tugs are unique to LUFKIN.

"There was not and still is not anything on the market that is comparable to our design," says Jerry Sudduth, chief industrial engineer at LUFKIN Trailers.

"Our design works. It has a low profile so an operator can see under a truck trailer when maneuvering it around the plant. The cab is mostly glass, so visibility is no problem."

The late Dude Schuller, former vice president of the Trailer Division, introduced the tug idea. Stanley Beck, now manager of quality assurance in the

Machine Shop, created the original design, says Jim Riggs, trailer plant superintendent.

"At one time we tinkered with the idea of marketing our tug design," says Riggs, "but we were not set up for that type of business."

**T**he fleet of five tugs are receiving much-needed over-hauls this year. The two original tugs, built in the 1960s, were remodeled in 1978 when three new tugs were added to the fleet. This year, all five are receiving more powerful engines and transmissions, new, roomier cabs and a fresh coat of paint.

"We were using the previous power plants at their full capacity," says Sudduth. "There's too much wear and tear on the engine when you use it at 100 percent all the time."

"The new, diesel-powered engines can pull 50,000 to 60,000 pounds," Sudduth says. "That's about how much a straddle trailer weighs when fully loaded with lumber (trailer flooring)."

The trailer tug cabs are also being remodeled. The cab is being expanded to allow more room for the operator, and sliding doors will replace the swinging doors which operators find difficult to close.

"The sliding doors will be easier to open and close," Sudduth says. "With the swinging doors, the tug operator, or material handler as they are officially called, has to climb out to reach the opened door in order to shut it."

Finally, the tugs will receive a fresh coat of orange paint.

All work is being done by LUFKIN Trailer employees except for the installation of engines and transmissions. A Beaumont, Texas, company, Stewart & Stevenson, is installing the engines.

**Material handlers (left to right) Johnny Charanza, Dale Carter and David Schaffer have seen a few features of the trailer tugs change, but the basic design has remained the same since its inception in the early 1960s.**

# chance

handicapped employee David Schaffer.  
Hanna Hill

volves moving truck trailers to and from the paint house and from there to a nearby storage lot.

“When I interviewed for a job out here, I told Dick McKay that I was remodeling my house, and doing all the construction work myself,” Schaffer recalls. “I guess he figured, if I could use a hammer and saw, there were plenty of jobs I could handle at the trailer plant.”

Fifteen years ago, at age 15, while residing in Skull Valley, Arizona, Schaffer was partially electrocuted. This resulted in the loss of his right hand.

“I remember nothing from the time the bolt of electricity hit me until I awakened

several hours later in a hospital,” Schaffer says. “I was informed 7,200 volts of electricity had shot through my right hand and that I’d fallen head first onto a patch of muddy ground.”

**T**he beginning of Schaffer’s near-tragic story went like this . . .

His younger brother had received an early Christmas present—a fishing rod and reel. He cast the fishing line skywards. It wrapped around a high-voltage power line.

“I climbed the electric pole, and the rest is self-explanatory,” says Schaffer. “At least it was my right hand I lost. I’m left-handed, so I didn’t have to re-educate myself in such elementary things as writing or using table utensils.”

All the same, being an active teenager at the time of his accident, Schaffer had quite a period of adjustment.

“It took awhile for me to mentally accept the loss of my right hand,” Schaffer recalls. “I’d been an avid bicycle rider and mountain climber. Even after I was fitted with a prosthesis, I didn’t feel secure enough to attempt such activities anymore.”

**H**owever, Schaffer, a Lufkin Industries’ employee for two years now, has learned to whip his tug around as quickly as any other LUFKIN material handlers.

“I use my hook to maneuver the fifth-wheel lever; also to open and close the tug’s door,” he says. He operates his hook by pushing his shoulder blades back, thus causing an arm-cable to open the claws of the hook. “I’ve built some strong muscles in my right shoulder,” he says.

Perhaps the largest problem Schaffer confronts is when the arm-cable snaps, which occurred in March. “It’s like having a broken hand,” Schaffer says.

The cable occasionally breaks when Schaffer places too much stress on the hook or following an extended period of wear and tear. Price of replacing the cable is \$60, but a figure Schaffer readily pays to return his hook to proper working order.

Schaffer may be missing his right hand, but he isn’t short on optimism. “Nothing is ever as bad as it seems,” he says. “I accomplish anything I want to accomplish.”



## INNOVATIONS



# A machining cell for walking beams

New computer controlled 9-spindle drill and saw speeds production of pumping unit components.

By DIANA HILL

**W**ith the addition of a nine-spindle drill and cold-cut saw, time and material handling have been reduced in Lufkin Industries' structural steel operations.

"Work that once required four people and four machines, on an intermittent basis, now requires only one machine and one person to operate it," Dwayne Howell, manufacturing engineering technologist, says.

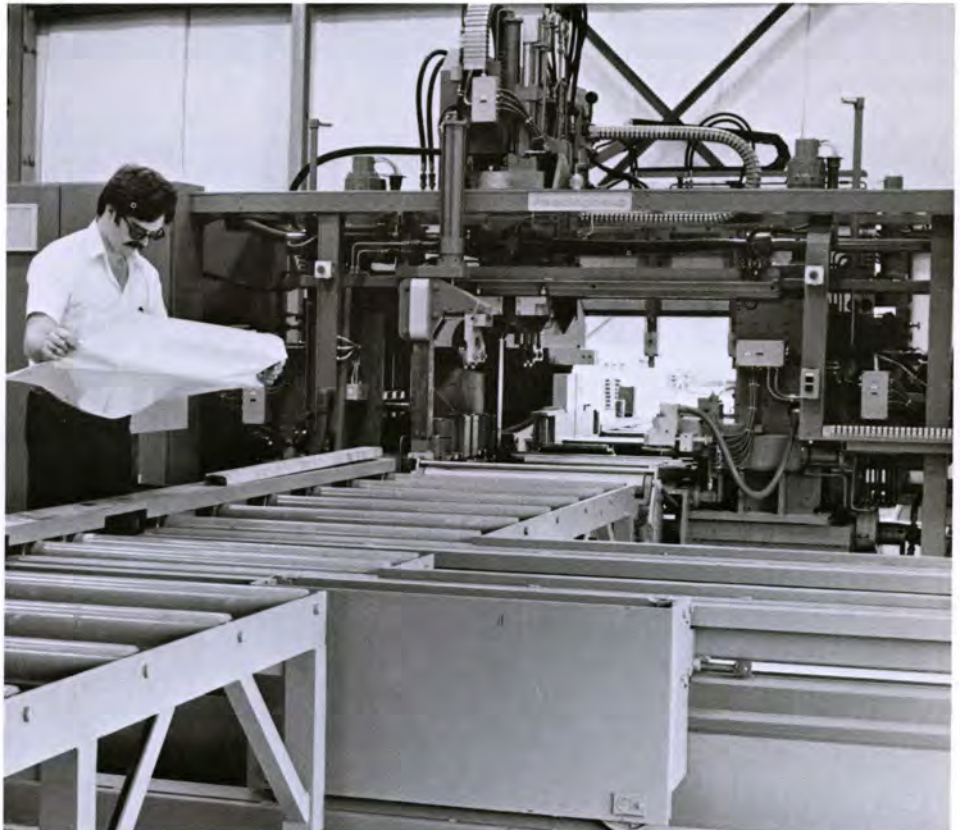
The drill/saw cuts holes, makes location marks and cuts to length walking beams. A walking beam is the pumping unit part that connects the horsehead to the equalizer. The nine-spindle drill and cold-cut saw replaces the portable punch, beam line, kaltenbach saw and radial drill.

An automatic conveyor system, stretching the length of the structural steel shop, is also part of the new equipment.

"The walking beam is automatically delivered to the next work station," Howell says. "We are also saving time and man-power by eliminating a material handling job. It eliminates the need for a forklift to move the material around the building."

In addition, the equipment is operated by direct numerical control.

"We no longer have to manually carry the program through to each machine,"



Dwayne Howell, manufacturing engineering technologist, checks installation papers for the new Peddinghaus nine-spindle drill and cold-cut saw. This is one of several machines to be installed in the structural steel operations.

Howell explains. "Data is fed directly over the wires from the main office."

Howell hopes to purchase similar equipment in the near future.

**FOCUS**



**Lufkin Industries pledges \$50,000 to McKewen Rehabilitation Center drive**

When it comes to community involvement and contributions, Lufkin Industries is always right there in the forefront. Helping push the Wilson McKewen Rehabilitation Center \$500,000 fund drive for a new facility over the top was a \$50,000 pledge from Lufkin Industries' Chairman R.L. Poland, second from left, and company president Frank Stevenson, far right. Poland presents the pledge to fund drive chairman Bill Prince while Joe Murray, McKewen Center president, looks on.

**Ninth Annual Fishing tourney set for April 6 at Lake Rayburn**

The 9th annual Lufkin Industries Fishing Tournament for company employees and retirees is scheduled for Saturday, April 6, at Lake Sam Rayburn.

"This is a team tournament (two anglers per team) with over \$500 in cash and trophies going to 22 winners. We had 112 entries last year and are hoping for more this time," said tournament director John Havard.

Entries can be made at any of the company guard houses or at Hanks Creek Marina the day of the tournament. Fishing begins at 5:30 a.m. and all contestants must report with their catches to the weigh-in station at 2 pm.

The tournament is divided into two divisions—bass and crappie—with top teams in each category earning \$60. Individual prizes of \$40 will be awarded for largest bass and largest crappie. Cash awards will be made for the top six places in the bass division and for the top four places in crappie catches.

Art Nelson, with a 5-pound, 2-ounce fish, won the individual largest bass prize last year. Milton Phillips, with a 1-pound, 12-ounce crappie, took individual honors in that division.

Winning two-man team in the bass division a year ago was James Luce and Charles Minsheu with a total catch of 21 pounds, 5 ounces. The father-son team of Kenneth and Kerry White won first place in the crappie division with a total catch of 25 pounds, 2 ounces.

**INSURANCE**

**UPDATE**

Yours for a longer life...

Of the top ten leading causes of death in America today, seven could be substantially reduced if people chose to eat properly, exercise more, not smoke or abuse alcohol, drive safely and reduce stress.



officials are hopeful of repeat surplus performances during the remainder of 1985.

Hourly employees paid in \$214,086 in January premiums and had \$166,062 in medical claims for a surplus of \$48,024. Salaried employees paid in \$133,842 in

January premiums and had \$70,244 in medical claims for a \$63,851 surplus.

Since the inception of the two insurance plans, hourly employees now show a surplus of \$279,027 while salaried employees have a deficit of \$236,811 in their insurance program.

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Medical claims against Lufkin Industries' insurance programs did not outstrip premiums paid in during January for both hourly and salaried employees and company

## FOCUS

### Promotions announced by officials in five areas



**Patsy McGill**



**Victor Lamont**



**Rogelio Reyes**



**Earl Thomas**



**Russell Gauman**

**P**romotions of six employees were announced by officials in machinery sales, engineering, material control, and the structural steel plant.

In machinery sales, Patsy McGill was promoted to international sales administrator from secretary. She joined the company in 1980. McGill graduated from Thomas Jefferson High School in Port Arthur. Her education experience includes a certificate in secretary-interpreter with specialization in inter-American affairs (Spanish and Portuguese) from the Univer-

sity of New Mexico, general college diploma from University of New Mexico, pre-standard certificate from American Institute of Banking and certificate in programming home computers from Angelina College.

She and her husband, Howard, have two daughters, Melinda and Maureen. Howard is employed in the engineering department of Lufkin Industries.

In material control, Victor Lamont was promoted to reporting clerk from helper in the Trailer Division. He joined

the company in 1984. Following graduation from James Madison High School in Houston, Lamont attended San Jacinto College in Pasadena.

He is married to Sandy Lamont.

In structural steel operations, Rogelio Reyes was promoted to production technician from foreman. He joined the company in 1977. Following graduation from high school in Mexico, Reyes received a bachelor's degree in metallurgy from Saltillo Technology School in Mexico.

Reyes attends First Baptist

Spanish Mission. He and his wife, Lucy, have one daughter, Reyna Lucia, 6.

In final assembly and shipping, Earl Thomas and Russell Gauman were promoted.

Thomas was promoted to foreman from class A assembler specialist. He joined the company in 1978. He graduated from Dunbar High School.

He and his wife, Virginia, have three sons, Kenneth, 16; Edgar, 14; and Vincent, 24.

Guaman was promoted to supervisor from foreman. He joined the company in 1982.

## NAMES & NOTES . . .



“With a workforce of over 2,800, surely you have some competent cooks among that number,” **Kevin Smithhart**, chairman of the 14th annual Southern Hushpuppy Olympics, was saying the other day. “We’d love to have some entries from Lufkin Industries in this year’s event.”

Entries are now being accepted for the May 18 event, scheduled at the Lufkin Exposition Center where the

champion hushpuppy cook will pocket \$1,000. This year’s Hushpuppy Cookoff will be held in conjunction with a revival of the Texas Forest Festival (May 17-19). Any interested LUFKIN cooks can enter by submitting a \$30 entry fee to the Angelina County Chamber of Commerce, P.O. Box 1606, Lufkin, Texas.

\* \* \*

Of course honesty pays . . .

When **James Yates** found a 4½-foot long, 200-pound equalizer bearing assembly from one of LUFKIN’s C-114 pumping units lying on the side of Highway 103 East recently, he loaded the pumping unit part on his truck and returned it to Lufkin In-

dustries’ Buck Creek plant.

“This part had not been secured properly by one of our lease-truckers heading for a Wolf-McGee Oil Installation near Cameron, La., but we hot-shotted them another similar part right quick,” said **Idé Russell**, general shipping department foreman.

For his rapid return of the equalizer, Yates was rewarded with a \$25 K-Bob’s Steak House gift certificate.

\* \* \*

It was back to the college classroom for two weeks for **Jim Riggs** and **Joe Penn**, both of whom attended a Management Development Seminar at Texas A&M.

\* \* \*



Business continues to boom for the LUFKIN Trailer Division where a 23-week backlog in van orders (about \$20 million) has accumulated. Trailer set-up figures of 194—74 vans, 15 floats, 5 dumps—the last week of February was a new record. And, in one day, the Pierce Rivet produced 32 trailer van sides, seven above average.

\* \* \*

When the Lufkin Rotary Club presented four Paul Harris Fellows Awards recently, two of the winners were

## FOCUS



**Robert Jones**

Gauman graduated from South Am Herst High School in South Am Herst, Ohio. He and his wife, Wanda, have three children, Albert, 18; Luther, 17; and Angela, 14.

In engineering, Robert Jones was promoted to a class A from class B draftsman. He joined the company in 1984. Following graduation from Lufkin High School, Jones received an associate of applied sciences degree from Angelina College.

He and his wife, Linda, have two children, Miles, 2; and Sarah, 2.

### Heart attack claims 38-year foundry employee, Frank Minton

Gone but not forgotten...

Frank C. Minton, who spent nearly 38 of his 63 years with Lufkin Industries, passed away on February 22, 1985, the victim of a heart attack.

An outfielder with the Lufkin Foundry softball team some 30 years ago, Minton was a crane operator with LUFKIN at the time of his death. He was working toward six years of perfect on-the-job attendance at the time of his death.

He'll be missed and remembered.



The late Frank Minton roamed the outfield for LUFKIN's company softball team in the WOW League back in 1953.

Three of his co-workers commented about Minton:

**ERNEST LORD, foundry production superintendent**—“He was one of the finest

gentlemen I've ever met. He taught me a lot about foundry work and was a most accommodating and easy man to be around. You never had to worry about him doing a job properly because he was very strict about doing everything to perfection.”

**LENARD ANDERS, foundry foreman**—“I worked with Frank a long time and he was always such an overall nice guy. He'd do all he could to help a fellow worker. He'd share all his knowledge with you to help make your job easier.”

**HERMAN HORACE, foundry foreman**—“You could always depend on Frank. He was there every day. He was very devoted to his job and stayed on top of his work all the time. He was so very easy to get along with.”

## NAMES & NOTES ...

retired LUFKIN employees—**Guy Croom** and **Joe Byrd**. The \$1,000 awards will be used toward Rotary Club service projects.

\*\*\*

Retiree Austin Freeman, secretary/treasurer and manager of the LFM Federal Credit Union, has been elected to the board of directors of the Texas Credit Union League.

His two-year term will take effect following the league's annual meeting April 13 in Dallas. Freeman is one of 32 directors from across Texas.

“I am quite honored to be asked to serve as a member of the board of directors,” Freeman says. “The job will keep me fairly busy attending three board meetings each



**Austin Freeman**

year. I will receive a report on the league's activities almost every week.”

The Texas Credit Union League employs 900 people. There are approximately 1,200 members of the Texas league.

Freeman has managed the LFM Federal Credit Union since 1965. LUFKIN's credit union was started in 1964.

He also serves as president of the newly-created Piney Woods Chapter of Credit

Unions. The new chapter is comprised of some 22 credit unions in East Texas.

Freeman retired from the Company in 1982 after 31 years of service.



According to **Joe Behannon**, secretary of the Pine Tree Bowling League, eight LUFKIN keglers continue to sizzle on the maples. **Lank Ballard** had a 657 series with games of 234-178-245; **Lee Burnett** rolled a 644 series with games of 203-257-184; **Bill Vanneste** had a 621 series with a string of 220-191-210; and **Charles Shattock** had a

606 series with games of 214-181-211.

Top individual games were rolled by **Bobby Allen** (201); **Ron Smith** (199); **Darrell Luce** (195); and **Jerry Sandlin** (193).



The stork commeth...

**Charlie Gault** is celebrating the birth of his ninth grandchild... **Jim Riggs** is a first-time grandpa... **Carter Olds** is also a new grandfather... **Henry Lawson** and **Jerry Lawson** are new great-uncles... **James Elliott** has a new daughter... and **Elbert Bailey** is a third-time grandfather.

**FOCUS**

**More late-night TV and less driving for retirees**

**Judge Burrell  
38 Years**

Judge Burrell's internal alarm clock still sounds at 4 a.m., but one thing has changed since his December retirement from Lufkin Industries.

He ignores the silent alarm, closes his eyes, and snuggles down for additional sleep. These days, he may not climb out of his bed covers until about 11 a.m.

"I'm a nighttime person," Burrell says. "I'm enjoying this freedom I now have to



**Judge Burrell**

sleep-in as late as I wish."

When the sun slips behind East Texas pines around Burrell's home, he occupies many hours watching television. He often remains awake until midnight or beyond, watching television, especially tape-delayed sporting events.

"I'm a serious sports fan. I love watching basketball, football, baseball or whatever," he says.

During daylight hours, Burrell fishes, hunts squirrel or deer and tends his family-sized garden. The Burrell's supper menu often includes fish he

has caught, game he has hunted and killed or produce from his garden.

"My wife, Johnnie May, fries, stews or barbecues meat I've brought home from the woods," he says. "I enjoy squirrel or deer cooked any way she prepares it."

Other than occasional visits to a daughter in Fort Worth, the Burrells have few travel plans. They are contemplating a summer motor trip to California to visit Johnnie May's parents.

The Burrells have two children and one grandchild.

\*\*\*

**C.B. Stanley  
16 Years**

C.B. Stanley hasn't quite learned to slow his hectic lifestyle, but he is trying to ease the pace.

"I find myself working hard and fast on some project around the house or yard. Then I remember," Stanley says. "Hey, C.B., you can slow down and take your time. I don't have to do anything or be anywhere at a certain time anymore."

Stanley retired in February after 16 years as a welder in the Trailer Division of Lufkin Industries.

"I have several projects to finish that I put off while working for LUFKIN," Stanley says. "But I will learn to take my time mending fences and caring for 12 acres, located in Huntington."

With the help of three horses, Stanley also works his neighbors' cows. One of Stanley's horses is part



**C.B. Stanley**

Shetland and Welch.

His wife, Helen Louise, plans two more years of work before retirement from Weiners. When she does retire, Helen may do some traveling, but not C.B.

"I don't care much for traveling," Stanley says. "I like to stay close to home."

Gardening, deer hunting, fishing, and of course, mending fences keep Stanley busy.

The Stanleys have three children and four grandchildren.

\*\*\*

**Red Richards  
30 Years**

"There's no telling how many miles I've driven during the past 30 years," says Howard (Red) Richards, February retiree from the Industrial Supplies Division of Lufkin Industries. "I know I put 200,000 miles on the last company truck I drove during a five-year period."

It is estimated Richards, a long-distance truck driver and deliveryman for Lufkin, drove nearly 1.25 million miles (or 40 times the circumference of the globe) during his 30 years

with the company.

He drove about 1,000 miles per week with his usual schedule calling for a Monday trip to Houston and a later weekly trip to Dallas.

Although his once flame-colored hair has turned white, Richards is still known to his many friends as, "Red." "Call me Howard and most of my friends wouldn't know who you are talking about," he says.

Although he has checked in his LUFKIN truck keys, Richards may not feel completely retired. "I can't actually say I've retired since I have so many projects at home I'm working on," he says.

Raising a garden, building a fence, home painting and repairs are among only a few of the jobs he has planned for the remainder of this year.



**Howard Richards**

Retiring from Lufkin Industries in February seemed sort of like a belated Christmas for Richards. Friends and co-workers presented him a lifetime hunting club membership, fishing rod and reel and a grinder. "If I'd have known I was going to receive all those goodies, I might have retired a few years ago," he said.





## APRIL ANNIVERSARIES

### CHANGES

Company officials have announced job changes and new assignments for 27 employees. They include:

**LITTLE ROCK FOUNDRY**—**Dale Mauldin**, from molding helper to shakeout operator; **Richard Miller**, from molding helper to mold finisher.

**MATERIAL CONTROL**—**Belinda Pyle**, from reporting clerk to material control clerk.

**INDUSTRIAL SUPPLIES**—**Tony Modisette**, from foreman to packaged gas coordinator.

**ASSEMBLY & SHIPPING**—**Ralph McClain**, from machinist helper to painter/cleaner.

**MACHINE SHOP**—**Donnie Burgin**, from storekeeper to class A assembler specialist; **Clarence Smith**, from truck operator to laborer.

**FOUNDRY**—**Alfred Broussard**, from machanic helper to class B mechanic; **Robert Drouet**, from molding systems helper to chipper grinder; **Susan Gainer**, from clerk to foundry administrative/production secretary; **Floyd Gilmore**, from fork lift operator to class B pattern tender; **Ralph Richards**, from crane operator learner to crane operator; **Hugh Wise**, from molding systems helper to iron pourer.

**TRAILER DIVISION**—**Johnny Charanza**, from helper to class B material handler; **Linwood Fenley**, from class A trailer builder to trailer builder specialist; **Karl Hogsett**, from class trailer builder to trailer builder specialist; **Charles Kilgore**, from class A trailer builder to trailer builder specialist; **Edgar Mills**, from class A trailer builder to trailer builder specialist.

Also, **Vince Minefee**, from helper to class A welder; **Anthony Niosi**, from class A trailer builder to trailer builder specialist; **Dennis Rice**, from class A trailer builder to trailer builder specialist; **Charles Skipper**, from class A trailer builder to trailer builder specialist; **Robert Thigpen**, from class A trailer builder to trailer builder specialist; **Dwight Walter**, from helper to class A welder; **Dennis Sapia**, to mechanic helper from part-time in the Lubbock trailer branch office.



### LUFKIN INDUSTRIES CANADA

Terry Mason 4

### STRUCTURAL STEEL OPERATIONS

Smith Malone, Jr. 23  
 Roger Williams 23  
 Donald Steele 23  
 Homer Smith 21  
 Robert Lewis 20  
 Don Stringer 20  
 Benny Wilson 19  
 Cullen Malone 15  
 Harold Woods 10  
 Alfonso Compean 10  
 Martin Walden 10  
 Charlie Sanders 7  
 Margaret Sowell 6  
 Brent Husband 6  
 Loretta Gibson 6  
 Bill Bardwell 5

### FINAL ASSEMBLY AND SHIPPING

Jefferson Kee 20  
 John Gyger 7  
 Ray Montgomery 7  
 Roy Traweek 6  
 James Edwards 5

### FOUNDRY OPERATIONS

Clyde Grisham 41  
 Philip Sharp 34  
 Jim Singletary 33  
 Freeman Berry 33  
 James Durham 30  
 Eddie Sowell 23  
 Leon Denning 21  
 George Yarbrough, Jr. 20  
 Leo Cranford 19  
 John Alexander 18  
 Samuel Johnson, Jr. 18  
 Lester Gilder 13  
 Johnny Miller 12  
 MacArthur Hatton 11  
 Roger Horace 10  
 Charles Polk 10  
 Dudley Flenoy 9  
 Loy Williams 8  
 Jimmie Suell 8  
 Perry Davis 7  
 Roy Clifton 6  
 Armando Rocha 6  
 Nancy Ballenger 6  
 Jose Garcia 6  
 Wilbur Painter 6  
 Stephen Reynolds 4  
 Michael Kitchens 4  
 Hugh Wise 1  
 Robert Bryan 1  
 Steven Swift 1  
 Michael Hooks 1

### MACHINE SHOP

Clint Youngblood 33  
 Albert Wilkins 31  
 Chester Hornbuckle, Jr. 31  
 Troy Edwards 30  
 Gordon Thomas 23  
 Leroy Garner 22  
 Leslie Durham 20  
 William McCallister 20  
 Darvin Dominey 20  
 James Eddings 19  
 David Jinkins 19  
 Doyle Robertson 18  
 Donald Smith 17  
 James Williams, Sr. 17  
 James Pate 15  
 Don Allen 13  
 Michael Doss 12  
 Bobby Smith 11  
 Shirley Johnson 11  
 Edgar Ditsworth, Jr. 10  
 Bobby Barber 8  
 Donald Jackson 8  
 Temple Farr 8  
 Elton Hendry 7  
 Tom Spencer 7  
 Larry Jackson 7  
 Judie Abbott 6  
 Steven Carlin 6  
 Gary Reppond 6  
 Robert Huizar 6  
 Chester Read 6  
 Luvert Siglar 6  
 Kenneth Sand 6  
 Albert Larabell 6  
 William Poe 6  
 Coy Taylor 6  
 Albert Blalock 5  
 Thomas Brewer, Jr. 5  
 Steve Whitaker 5  
 Roy Williams 5  
 Jerold Runnels 5  
 Jimmy Dennis 5  
 Carl Phillips 4

### WELDING SHOP

Frankie Heaton 17  
 A.D. Whisenant, Jr. 13  
 Winford Jones 11  
 Hershel Ragsdale 9  
 Willie Fisher 1

### LITTLE ROCK FOUNDRY

Larry Smith 1  
 Leroy Doss 1  
 Jorga Garcia 1  
 Richard Miller 1  
 Jimmy Marshall 1

### MANUFACTURING ADMINISTRATION

Jimmy Lamont 34  
 Jerry Cortines 17  
 Michael Burley 6

### CORPORATE OFFICES

John Cantrell 11  
 Leah Johnston 9

Stephen Coker 9  
 Judy Cain 8  
 Art Lozano 5  
 Sara Callahan 3

### INDUSTRIAL SUPPLIES

Trina Skinner 5

### ENGINEERING

Orpha McCall 12  
 Cathy Salagaj 7

### MACHINERY SALES

Lee Stevens 23  
 Gary Seaton 19  
 Betty Bardwell 16  
 Doris Jones 16  
 Bob Burrelli 9  
 Elaine Thomas 8  
 Inocencio Reyes 8  
 Anna Ballew 8  
 Lorraine Gregory 7  
 Billy Atchley 5  
 Mary Phillips 5  
 Julie Palumbo 3  
 Paul Lauderdale 3  
 John Callender, Jr. 3  
 Annette Bush 3  
 Elizabeth Trammell 1  
 Duane Pritzel 1

### PERSONNEL

John Lenderman 3

### TRAILER PLANT

Benny Spivey 39  
 William Jones 23  
 Jerry Swearingen 17  
 Prentice Brooks 13  
 Ewell Jackson 12  
 Linley Ham 11  
 Tommie Fox 8  
 Anthony Niosi 8  
 John Oliver 6  
 Stephen Jayroe 1

### TRAILER SALES AND SERVICE

Jim Alexander 20  
 Johnny Rhodes 13  
 James Holton 12  
 Mary Guerra 11  
 Walter Shaw 9  
 Sue Massingill 9  
 Ethel Boyles 9  
 Jimmy Martin 7



Clyde Grisham  
41 Years



Benny Spivey  
39 Years



Jimmy Lamont  
34 Years



Clint Youngblood  
33 Years



Jim Singletary  
33 Years

**THOSE GOLDEN YEARS**



# Back to the Farm

**After 25 years, Howard Parker is back to the quiet, farming community where he was born.**

**A** return to the good earth of his birth ...

As a child, Howard Parker grew up surrounded by cows, chickens and vegetable gardens on his father's farmland near Livingston, Texas.

In September of 1947, Parker departed the Polk County farm, accepting a job with the Mill Supply Division of Lufkin Industries. After 25 years as a LUFKIN receiving clerk, he retired and headed "home," returning to the 50-acre family homestead he knew as a youth.

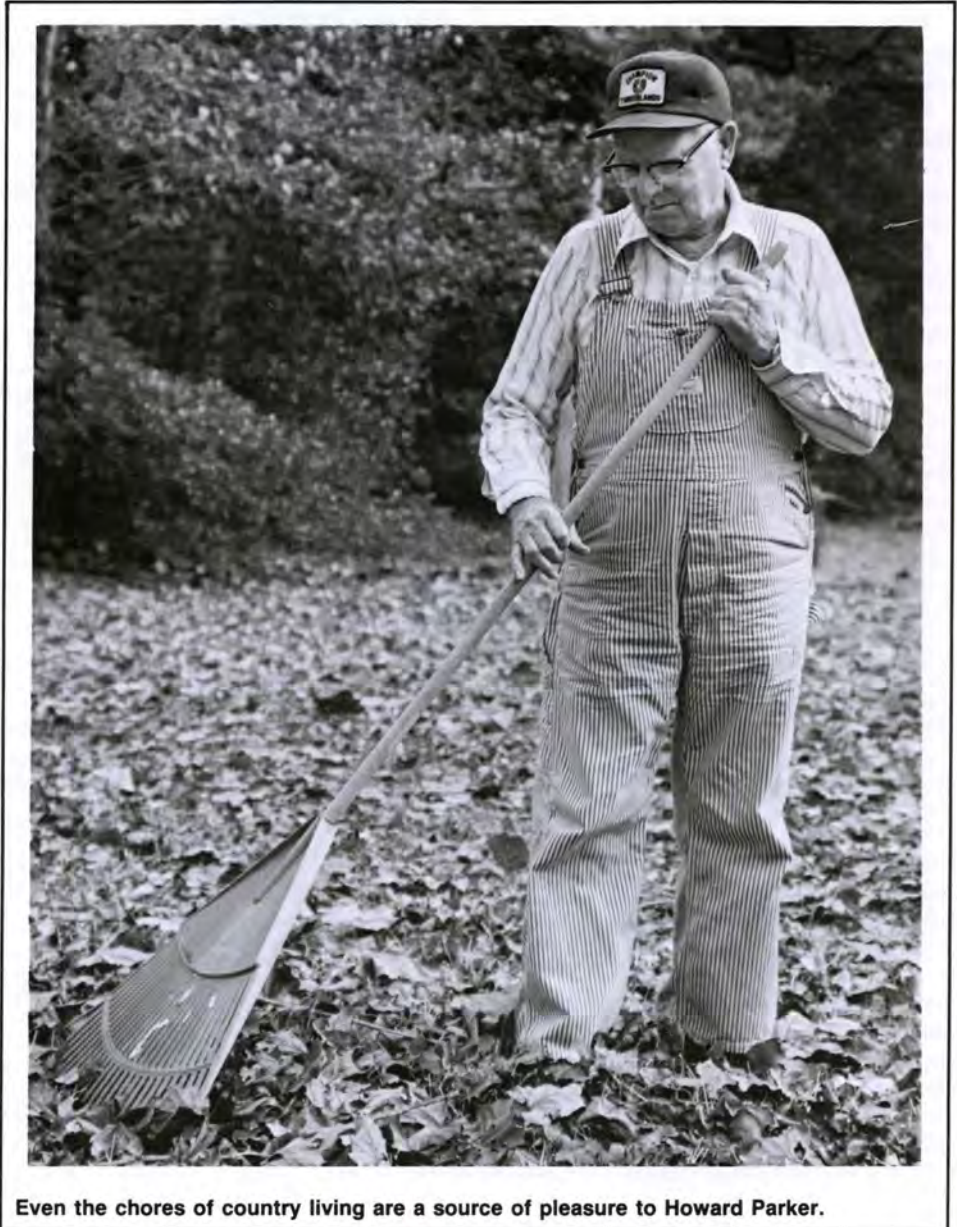
"I enjoyed my job at the Mill Supplies; that's what it was called back then," Parker says. "Even though it has been 13 years since my retirement from LUFKIN, there are still mornings when I awaken and want to return to work there. However, I'm enjoying my retirement. I'm enjoying living the good, country life."

Almost each day for the past 13 years, Parker has remained constant in his wearing apparel. When he climbs out of bed these mornings, he reaches for a pair of farm overalls. "I love wearing overalls. I nearly live in them 24 hours a day, seven days a week," he says.

Parker and his wife, Hazel, spend much time outdoors, feeding their 40 or 50 chickens, planting and harvesting a few vegetables. They maintain spring and autumn gardens.

The farm community around Livingston is like one large, happy family, Parker says.

"When we have too many eggs, we give some to our neighbors," he says. "In return, when they have too many tomatoes or ears of corn or whatever, they share with us. We always swap food, depending on who needs what."



**Even the chores of country living are a source of pleasure to Howard Parker.**

Parker suffered a stroke two years ago. Due to his health problems, he and Hazel have remained close to their farm home. Occasionally, the Parkers make the

relatively short trip to Lufkin to shop and visit Howard's former co-workers at the Industrial Supplies Division.

**—DIANA HILL**



# of Faces & Places

With Rick Pezdirtz

“

... Drilling activity in Oman will be another West Texas all over again ...

”

**O**f the multitude of magazines that come to the corporate communications department of Lufkin Industries each month, perhaps none has more eye-appeal than a publication called *PDO NEWS*. Certainly, none is quite so unusual.

Published by the Department of Information of Petroleum Development Oman, *PDO NEWS* is under the editorship of Abbas G. Rasool, who works out of Muscat, Oman.

When the latest issue of Rasool's magazine was produced by a company called Mazoon Printing, it contained 44-slick-pages, bearing crisp writing and decorated with 74 color photographs.

Nothing so unusual there, you say. Right, you are.

Closer scrutiny of this magazine shows not one, but *two* feature stories about LUFKIN pumping units. Two *identical* features.

Why two identical stories about LUFKIN? Simple.

The first 22 pages of *PDO NEWS* are written in English; the second 22 pages appear in Arabic.

When Richard Felfa of *PDO NEWS* contacted LUFKIN's corporate communications department several months ago, he was sent all available information about Lufkin Industries. His feature story is on pages 2-4 of this issue of the *ROUNDUP*.

## Enthusiastic About Oman

If Johnny Fincher, who manages LUFKIN's International Sales Division for Europe-Middle East-Africa, was excited about *PDO NEWS*' double feature— pages 2-4 in English; pages 40-41 in Arabic—he is equally enthusiastic about future prospects of selling LUFKIN oil field pumping units in Oman during the next five years.

“I average about two trips a year to Oman and let me tell you, they have a lot of drilling activity going on over there right now,” Fincher was saying the other day from his Houston headquarters. “The drilling activity in Oman will eventually be like another West Texas field all over again. I expect they'll drill over 1,000 wells within the next five years.”

Fincher indicated nearly \$3 million of LUFKIN pump sales have already been made in Oman during the first quarter of 1985. This is double company shipments during all of 1983 and 1984 combined to this oil-rich country of less than 900,000 in southwest Asia.

“We shipped Oman \$3.5 million during 1982 and have a good headstart toward surpassing that performance this year,” says Patsy McGill, newly appointed international sales administrator for LUFKIN.

## A 'working' engineer

Company vice presidents Ben Queen and Fred Griffin have, of course, accompanied Fincher to the desert oil fields of Oman in the past.

“I remember when Griffin was chairman of API's (American Petroleum Institute) committee on pumping units and was visiting an Oman oil field with a couple of European engineers, one from England and the other from Holland,” Fincher recalls.

“They were looking at a LUFKIN unit that was not operating correctly due to a misalignment of bearings. Fred unlooped his camera strap from his shoulders, handed it to me, and promptly climbed the unit's ladder for a closer inspection. The European engineers were aghast that a man of Fred's lofty business stature would do such a thing. I think they were also amazed at his acrobatics so high above ground.”

Griffin well remembers the incident. “I suppose engineers over there don't do that type thing. They're supposed to direct traffic in the oil fields, not be part of it,” he quipped.

Fincher enjoys his selling trips to Oman. “It's a tropical paradise over there,” he says. “They have deluxe accommodations, swimming pools, tennis courts, and sand golf courses. You carry a piece of astroturf in your golf bag, flip it on the sand to hit from, and putt on oiled sand 'greens'. But, their most amazing sport is that of land yachting. This is a cart with sails that scoots across the desert, providing there's enough breeze.”

Hmmm! Such is the life of a LUFKIN salesman!

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# A FAMILY AFFAIR

**B**ack in the 1950s and 1960s, the Holiday brothers were known as “The Playboys.” Arthur Lee (Doc) Holiday, left, played rhythm guitar, and brother Estill, right, played lead guitar in a country and western band they organized as teenagers. Arthur and Estill were accompanied by another brother, Billy Joe, who played bass. “We used to entertain at Lufkin Industries’ Christmas parties, play dances in Houston, Conroe, Tomball, Crockett and elsewhere,” recalls Estill. After 28 years service, Arthur retired from LUFKIN structural steel operations last December. Estill and his son, Waymon, shown here listening to some guitar plunking, are currently employed in the electrical department of the machine shop. With Estill’s 30 years of service and Waymon’s 12, the Holidays have an accumulation of 70 years with Lufkin Industries.

KURT MARTIN



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