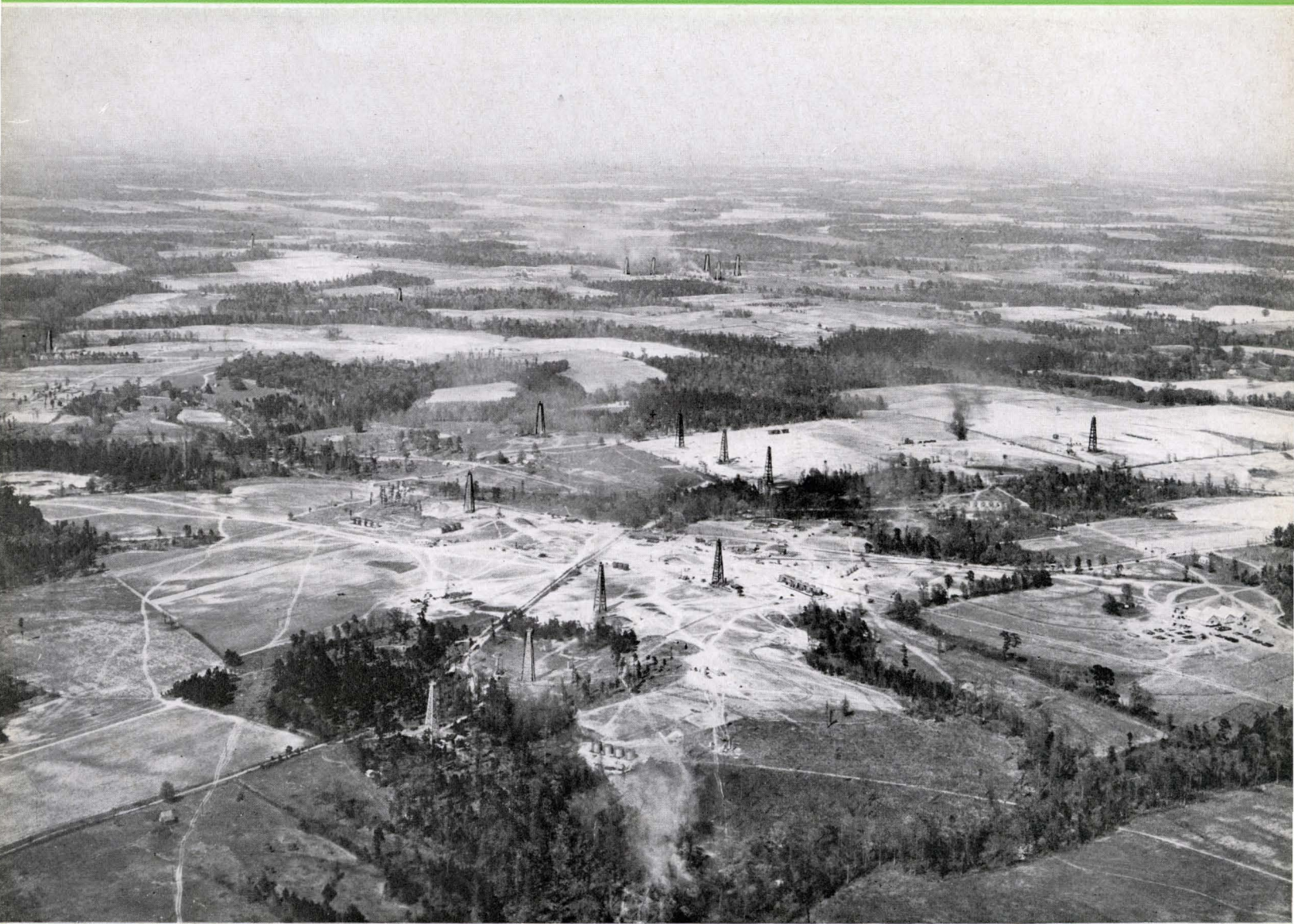


The **LUFKIN** **LINE**

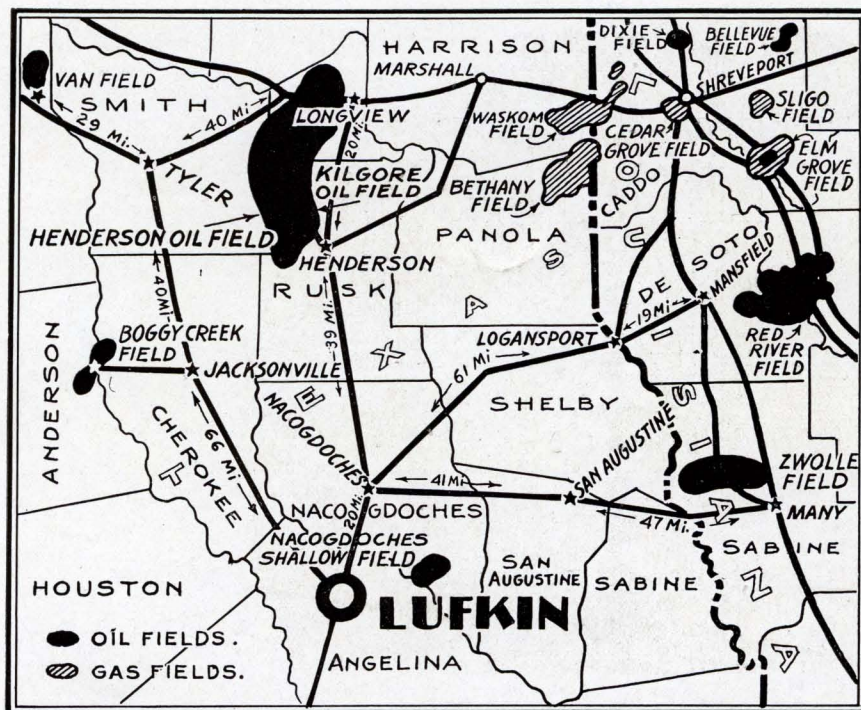
EAST TEXAS
Oil World's Focal Point



Lathrop Discovery Area
. . . as it looked on April 7, 1931

MAY-JUNE, 1931

Vol. 11, No. 3



East Texas Area showing Lufkin's close proximity to the producing areas of East Texas

LUFKIN » »

Gate-way to the producing areas of East Texas

Located only sixty miles from the Henderson oil pool and within a short driving distance over paved highway, the Lufkin Foundry & Machine Company enjoy a peculiarly advantageous position in respect to serving the East Texas area oil fields.

East Texas Headquarters

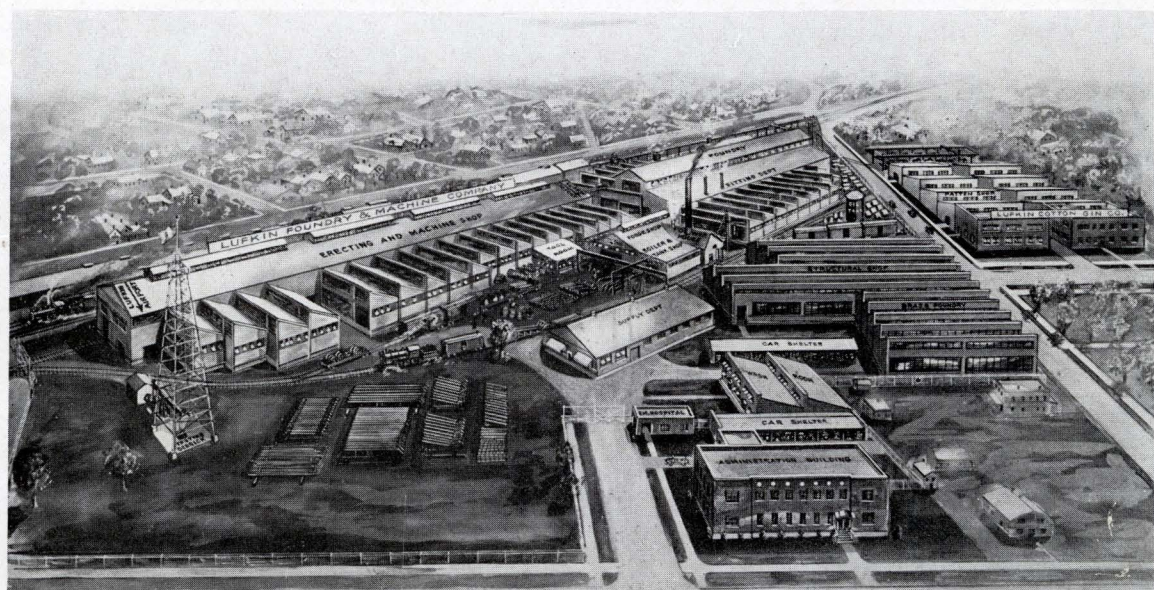
Permanent headquarters for the East Texas area oil fields have been established in Henderson, Texas, one mile from the heart of the city on the Tyler road.

Sales Representatives and field men will headquarter at this point in a combination home and office arrangement where oil men will be always welcome. A warehouse will also be established. The 'phone is No. 142.

The Lufkin Foundry & Machine Company

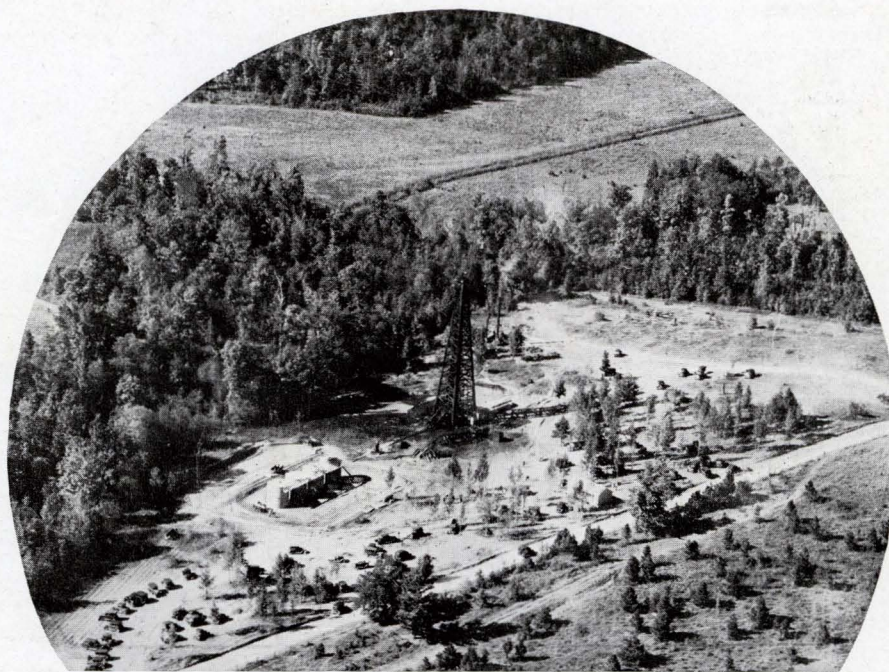
Here the advantages of having the factory near the operation is valued by the experienced producer who, tomorrow, may be miles away from such facilities following some new "play". Here it is possible to order any amount of equipment one day and have it delivered on the lease the next day. Repairs . . . adjustments . . . what not . . . can be handled by experts from the plant without delay. . . . Here Lufkin's engineering facilities are as available as if they were in the field . . . and its engineers eager to serve. . . . Here it is that Lufkin Production Equipment is designed . . . built . . . proven and shipped wherever oil is produced.

To oil men using Lufkin Equipment and to those who are sure to some day . . . the "latch-string" of the Lufkin plant is always out and the "welcome mat" spread at the door.



Plant of the Lufkin Foundry & Machine Co., Lufkin, Texas

Development
Continues
Unabated in



Joiner Discovery well near Joinerville, Texas, as seen from the air.

East Texas Area « « « Oil World's Focal Point

Whether the discovery of oil in the East Texas area, is as described by Robert R. Penn, Chairman of the Texas Central Proration Committee, "the greatest economic catastrophe in the history of the country" or, as some writers have described it "a source of new wealth, to a section already enjoying rapid and prosperous growth," activity in that area continues unabated. Field developments now spread over considerable portions of four counties, with the possibility of reaching into a fifth, which now establishes this area as the most extensive single field ever discovered in the United States. At this time more than 750 wells have been completed or are in the process of com-

pletion and it is estimated that more than 4,000 will be drilled within this year and next. The proven area approximates 90,000 acres. From the northerly producing well of the Longview-Gladewater District (Gregg-Upshur Counties), to the most southerly producer in the Joiner or Henderson-Arp area (Rusk-Smith Counties), is a distance of 33-miles, representing the present North-South extent of the field. From east to west the field varies in extent, the distance between the most easternly and most westernly producing wells in the Joiner area being over six miles; in the Kilgore district about 3½ miles; and in the Longview-Gladewater area more than six miles.

Despite this vast proven area the limits of the East Texas area are still not definitely established and it is possible that considerable acreage, particularly to the north may yet be proven productive.

Despite the low market price of oil, wildcatting continues on perhaps a larger scale than before, stimulated by bonus offerings as high as \$15,000 for first producers.

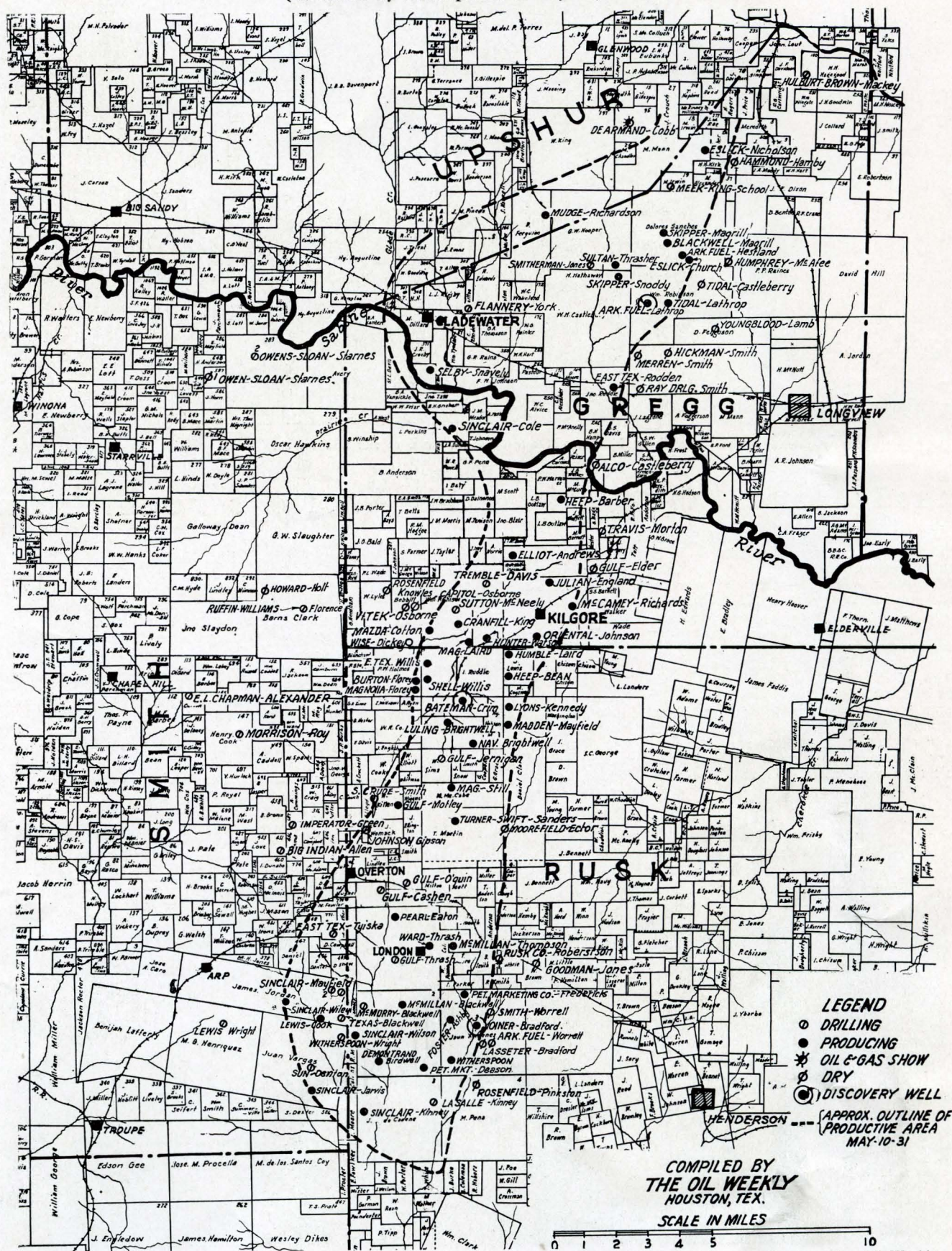
Oil has brought civic improvements of a permanent nature to many of the smaller towns in the East Texas area. Kilgore, a quiet little village of about 1,000 inhabitants before the oil boom, has under development, civic improvements totaling more than \$500,000.



The Joiner discovery area, near Joinerville. Circle marks location of first Lufkin Unit in the East Texas area—a Giant Power for H. L. Hunt Company.

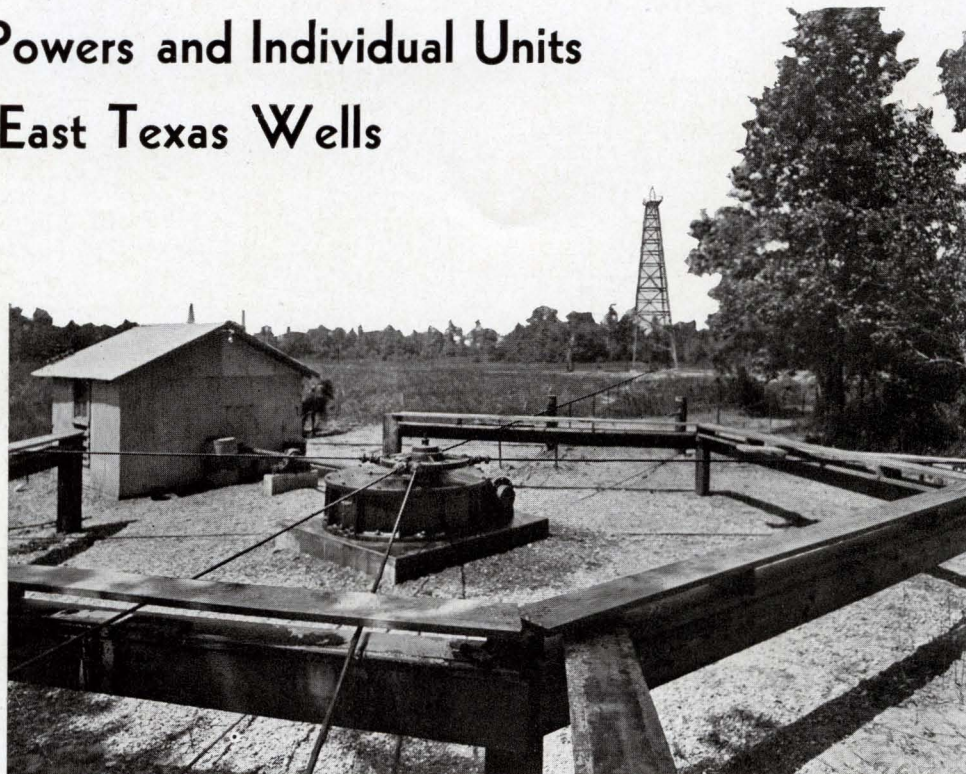
Probable Productive Area in East Texas

(As Shown by Development to May 10, 1931)

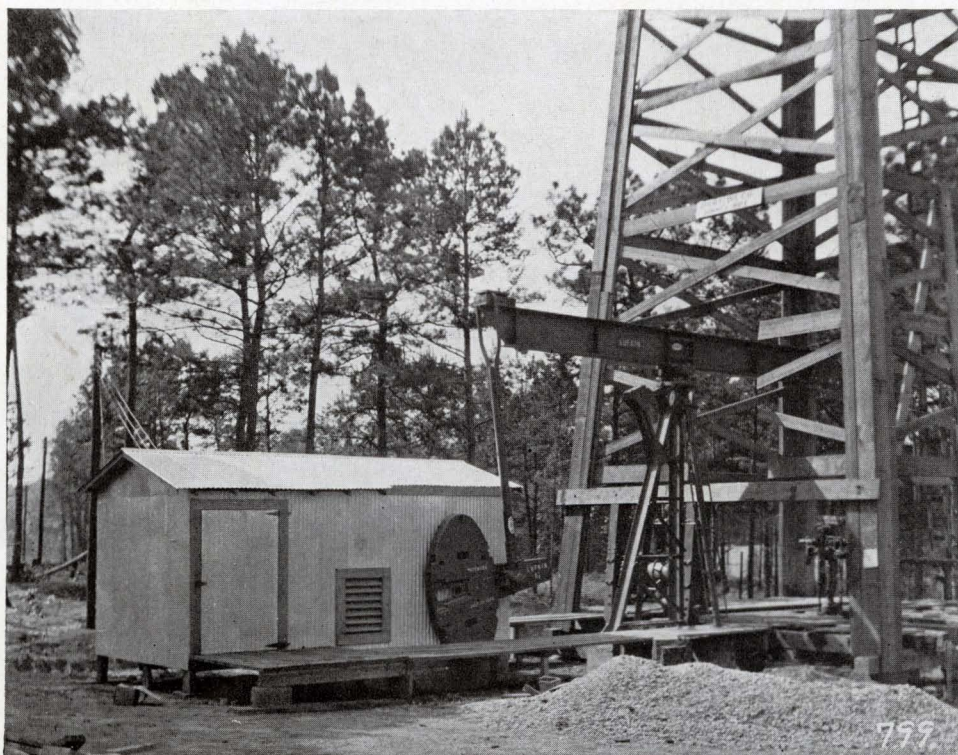


Lufkin Central Powers and Individual Units Pump East Texas Wells

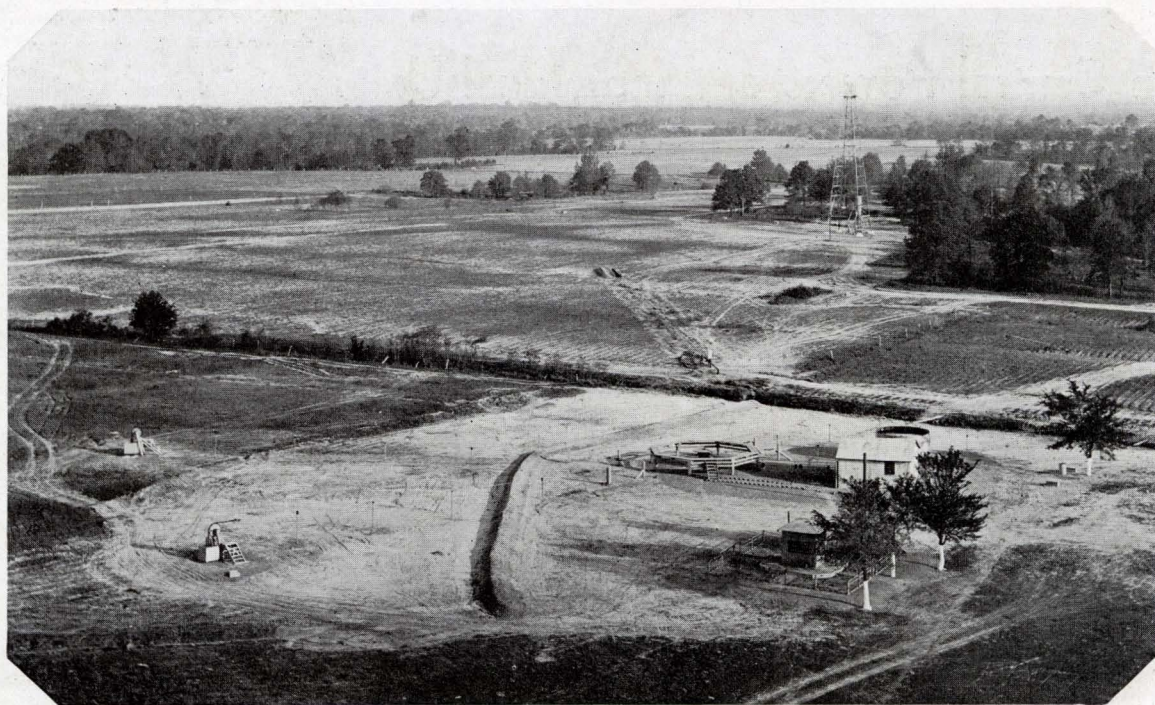
Lufkin Giant POWER installation
H. L. Hunt Company near Henderson,
Texas. This was the first
geared pumping equipment in the
East Texas field.



This LUFKIN GIANT CENTRAL POWER on the lease of H. L. Hunt Company near Henderson is capable of handling 12 deep wells. At the present it is pulling 7 wells, five of which are tubed with $2\frac{1}{2}$ " tubing, four with $\frac{5}{8}$ " rods and three with $\frac{3}{4}$ " rods with 42" stroke on jacks. The length of the pull rods average 1440 feet, the shortest being 480 feet and the longest 3640 feet from the Power. The unit is equipped with a 75 H.P.—900 R.P.M. G.E. Motor and the Power cost, according to Mr. Yates Hunt, Production Superintendent, is less than \$50.00 per well per month.



Pilot Oil Company, Finney No. 1. This well is equipped with Lufkin $5\frac{1}{2}$ " Herringbone Unit, Lufkin No. 1 Post Assembly and Lufkin Hoist. The unit is driven by a 55/25 H.P. 1200 600 speed G.E. oil field type motor.



Hill-top view—Lufkin Central Power Installation of Pure Oil Company in Van field.

VAN » » »

Oil Countries' Most Attractive Field ... is equipped with a Lufkin Central Power

The Van field, Van Zant County, in East Texas, said to be the oil man's dream of an ideal operation, is also looked upon as one of the most attractive oil fields anywhere.

With the exception of a few outlying tracts, the entire field is on a unitized block of acreage in which five major companies are interested. These companies are the Pure Oil Company, which operates the properties; Shell Petroleum Corporation; the Texas Company; Sun

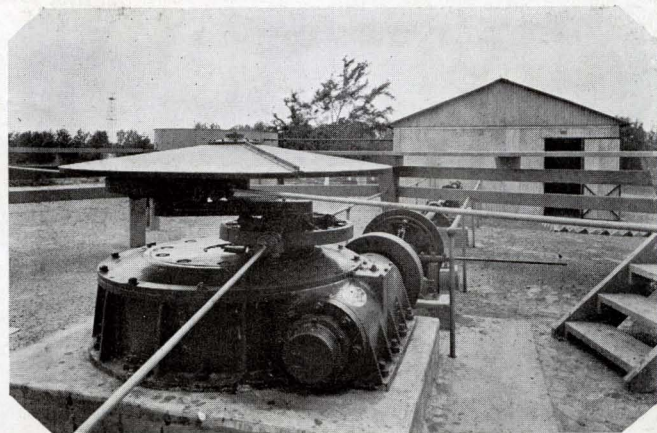
Oil Company and the Humble Oil & Refining Company.

In this field, after a well is completed, all equipment, including derrick and connections, are painted a light gray color and all concrete painted white. The ground surface is leveled off, cleared of all debris, and harrowed. Wells in the Van townsite have derricks removed and all connections housed in a neat structure. Gas traps are removed from the well and situated at the stock tanks.

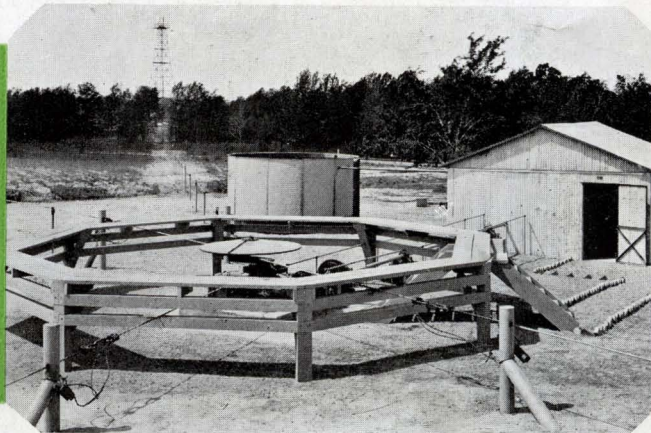
Every protection from danger to pedestrian or buildings is employed by the operators.

Fire hazard is a thing almost entirely eliminated in the Van pool and the whole presents a striking picture of neatness found in very few fields.

No one can deny that the Lufkin Central Power installation on this page set forth makes a distinct contribution towards the elimination of fire hazard and the neatness of this fine East Texas operation.



Close-up of the Van field Lufkin Power installation, showing line shaft running to motor house.



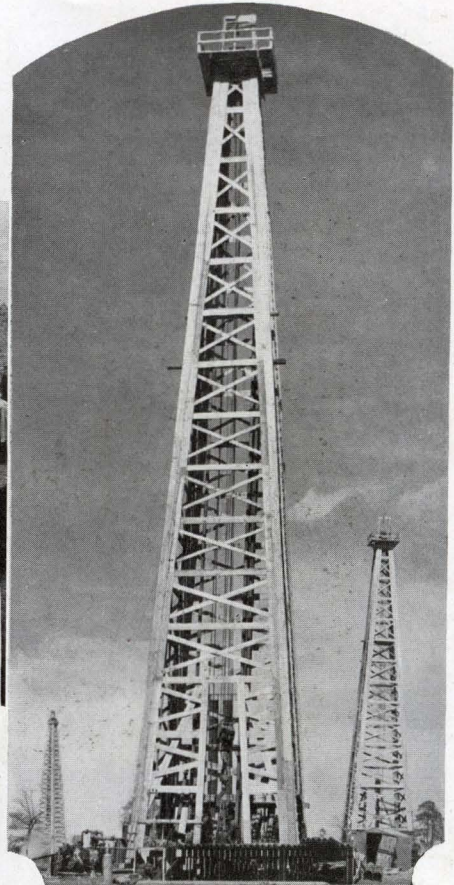
General view of Lufkin Power installation showing "bull pen" and rod line to one of the wells.

VIEWS OF EAST TEXAS » » »

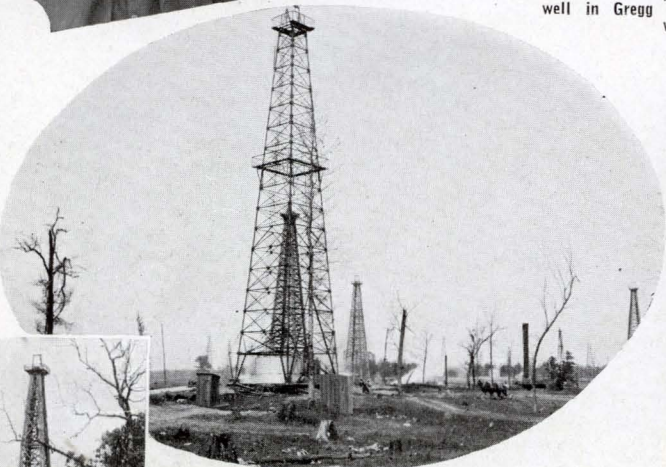
No. 1, Lathrop, Gregg County discovery well which came in January 26, 1931 for an initial flow of 15,000 barrels.



Left to right:—B. A. Skipper, Oil Producer, J. M. Jeffries, head driller and F. K. Lathrop, owner of Lathrop farm on which the discovery well in Gregg County (shown above, left) was completed.



Turman Oil Co. A. T. Deacon No. 2, Joinerville Area—A fine specimen of an "Angelina" Long Leaf yellow pine derrick. Much of the fine derrick material used in the East Texas area was manufactured in the Lufkin plant of the Angelina County Lumber Company, one of few mills able to supply virgin Long Leaf yellow pine lumber and timbers.



Field scene in the Bateman discovery area. The Bateman discovery well with 1400 acres in Northwestern Rusk County was sold to the Humble Oil & Refining Company for a consideration said to be \$1,500,000.



First geared pumping unit in East Texas—LUFKIN GIANT POWER on lease of H. L. Hunt Company, near Henderson.



Bateman No. 1, Crim, discovery well. The now innocent looking little well that turned all eyes towards East Texas.



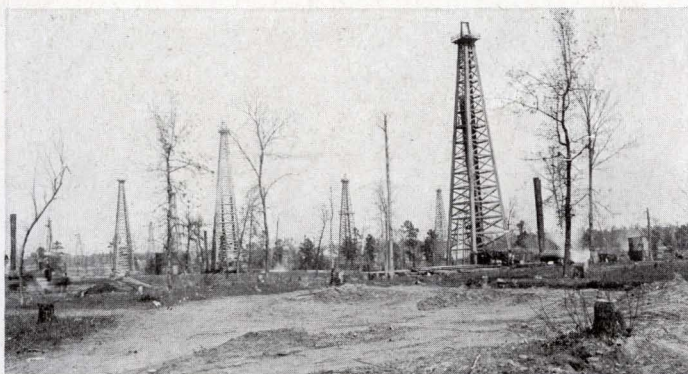
Neat and attractive camp of Humble Oil & Refining Company near Kilgore.



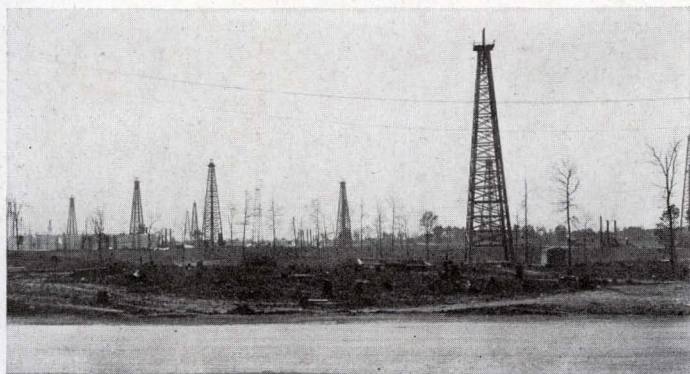
Loading racks of the Humble Oil & Refining Company.

EAST TEXAS » »

▼ ▼ through lens and shutter



Lathrop area field scene.

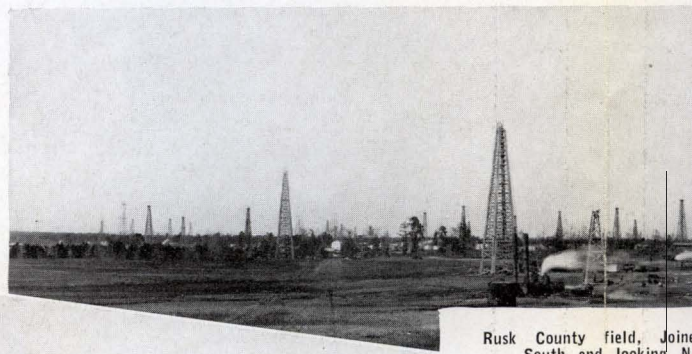
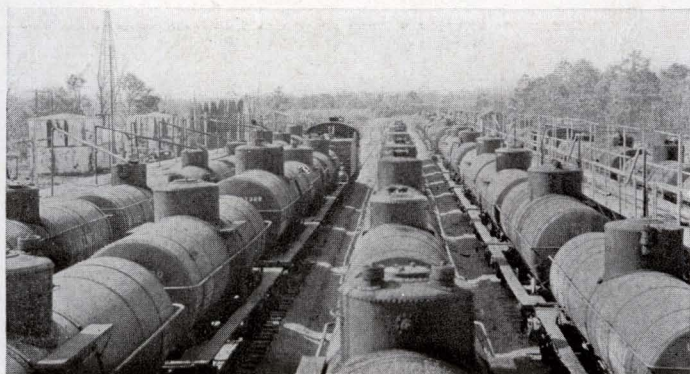


Joiner area field scene.



Ever hear of the traffic jam at Kilgore?

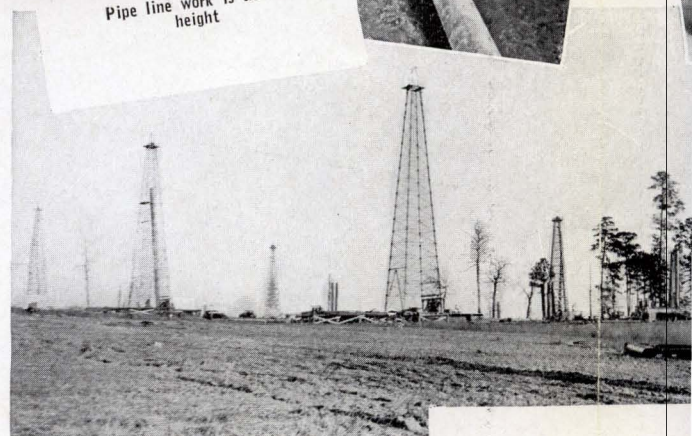
Friar's switch, located north of Joiner pool is the busiest switching point in Texas



Rusk County field, Joiner
South end looking N



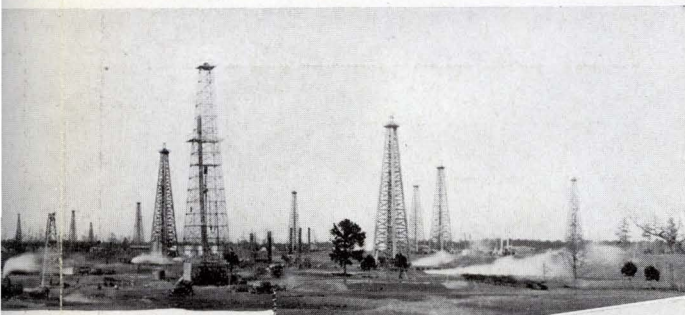
Pipe line work is at its
height



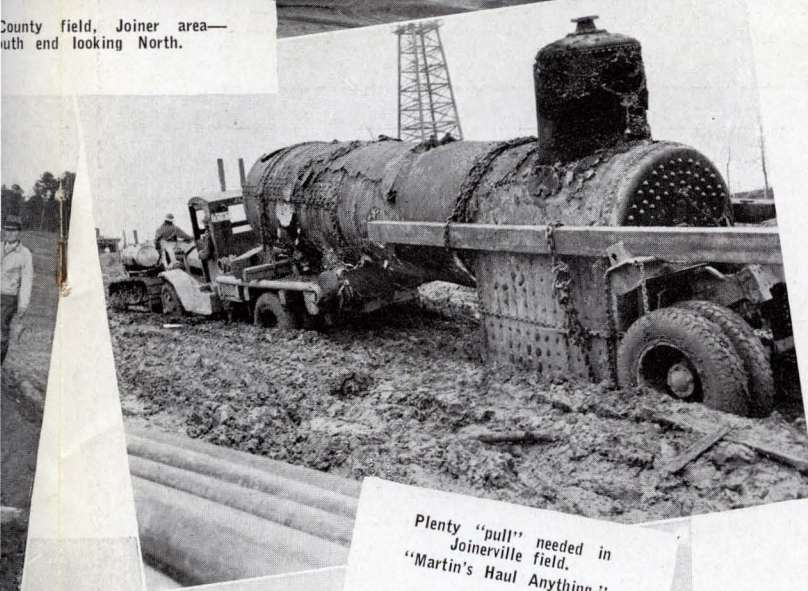
Kilgore area—West



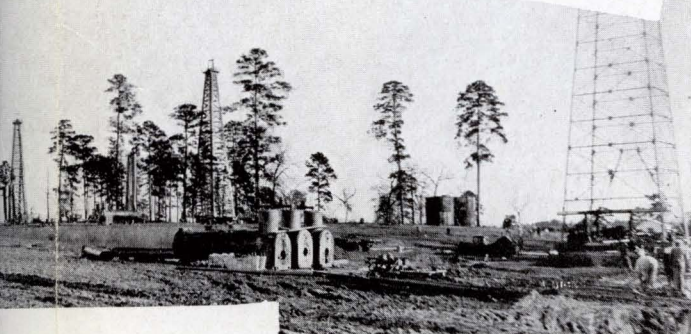
Smith County discovery well—
Guy V. Lewis, Cook No. 1.



County field, Joiner area—
south end looking North.



Plenty "pull" needed in
Joinerville field.
"Martin's Haul Anything."



Kilgore area—West end.



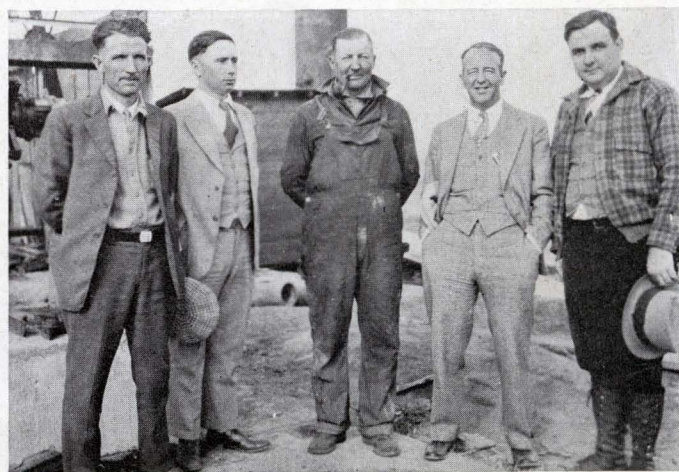
On road from highway to Kilgore
during "high tide."



Not as bad as first indicates—mule has merely balked and driver is throwing
sand in left ear—a sure cure for stubborn mules.



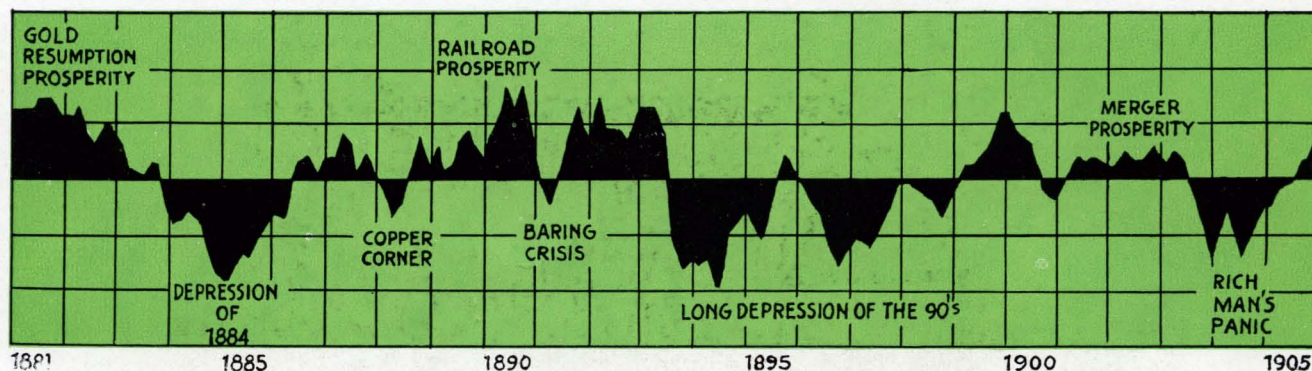
"Fine day," says Pete Little, Lufkin Sales Engineer.



Humble Oil & Refining Company officials at Pampa, Texas. Left to right: U. S.
Allaire, tool pusher; L. Jones, Division Engineer; W. L. Deen, driller; W. E. Hubbard,
Division Superintendent; W. W. Trout, "Lufkin's" District Manager.

EAST TEXAS . . .

At the time of going to press more than 750 wells have been completed or are in the process of completion in the area commonly known as the "East Texas area" and it is estimated that a minimum of 4,000 wells will ultimately be drilled there. The Proven Area represents approximately 90,000 acres of productive territory, and the limits are not yet definitely established.



Study of the Past Builds Confidence in the Future

That we live in "cycles" is a fact not disputed. That for each action there follows a reaction . . . History cannot be denied . . . History is simply a recitation of facts . . . Whether or not prosperity will follow our present depression is left for one's own deduction after viewing these interesting graphs of our past experiences which were prepared by the Republic Steel Corporation and used in one of its recent advertisements.
—The Editor.

"During the past fifty years the United States has seen fifteen periods of depression. Fourteen of them were followed by periods of prosperity. Judge for yourself what will follow the fifteenth, in which we now find ourselves; taking into consideration that there never has been a time when people's needs were so many and so diversified as now. Manufacturers today everywhere are getting ready to meet the demands they know are on the way . . . demands for all products made better, made more economical, and new products to replace the old."

Decalogue of Don'ts to Hasten Business Recovery

Ten things not to do as business emerges from the depression were presented by Dr. Julius Klein, assistant secretary of commerce, in a recent address before the Manufacturers Association, Bridgeport, Conn. The ten principles are as follows, in brief:

First—Don't blame the depression for everything that has marred the economic scene since 1929.

Second—Don't compare peaks with slumps. Both are abnormalities.

Third—Don't expect the wage earner to bear the brunt of readjustment.

Fourth—Don't cut loose from associated activities in business.

Fifth—Don't ignore the amazing power of the new technology.

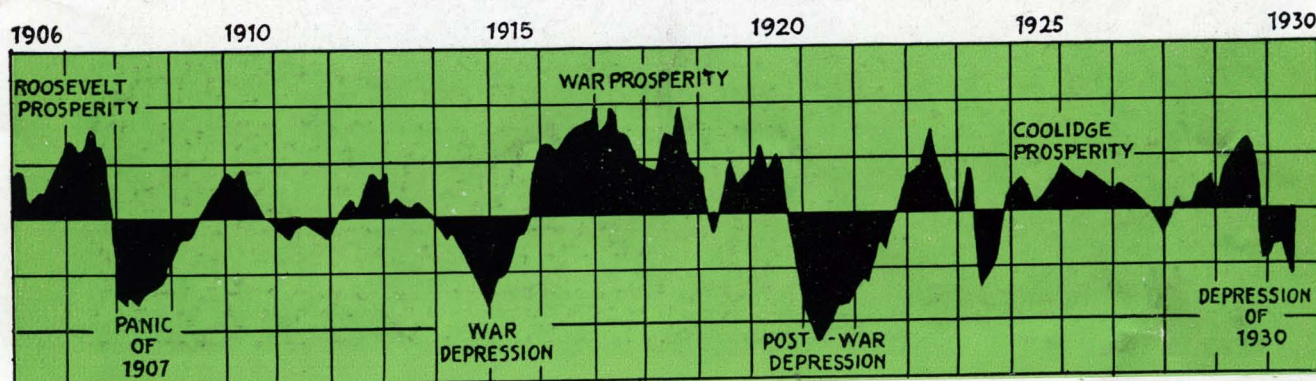
Sixth—Don't cut marketing research. Our gravest deficiency is in defective distribution.

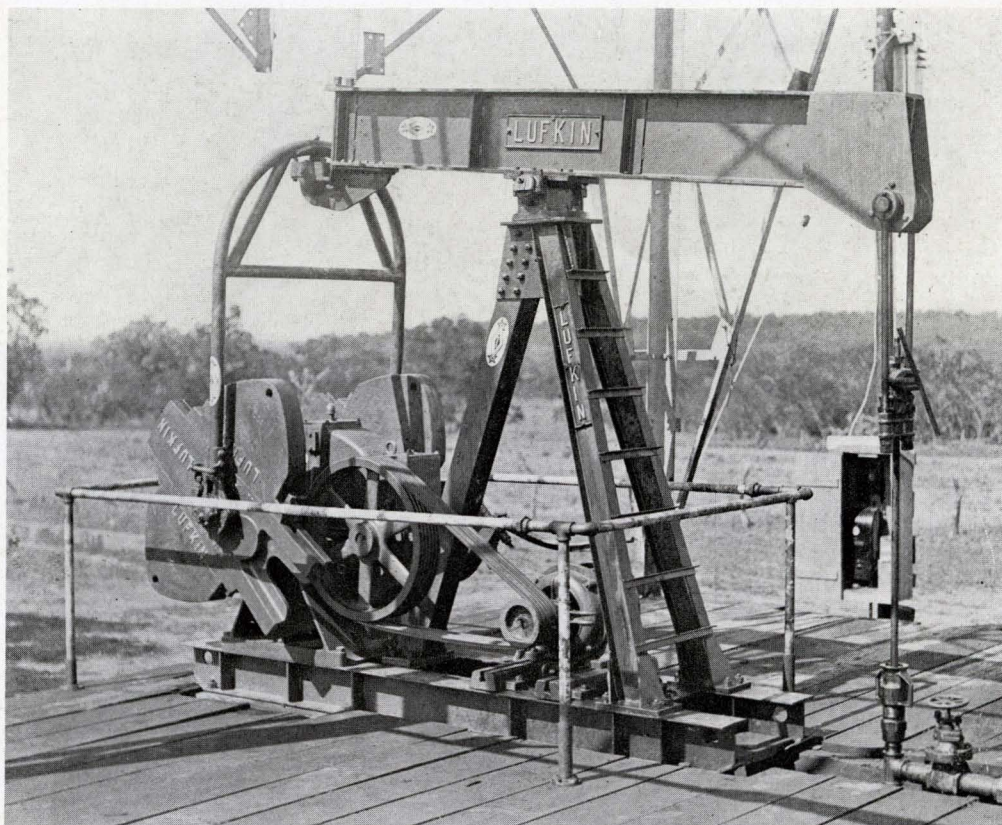
Seventh—Don't overlook the stabilizing value of foreign markets, which can not be exploited on short notice.

Eighth—Don't fall again into the delusion that the sole purpose of business is "busy-ness."

Ninth—Don't overlook the perils of obsolete equipment.

Tenth—Don't be stampeded by unfounded rumors. They are the fodder on which crises flourish.





Sun Oil Company installation of Lufkin Twin Crank Unit at Seguin, Texas.

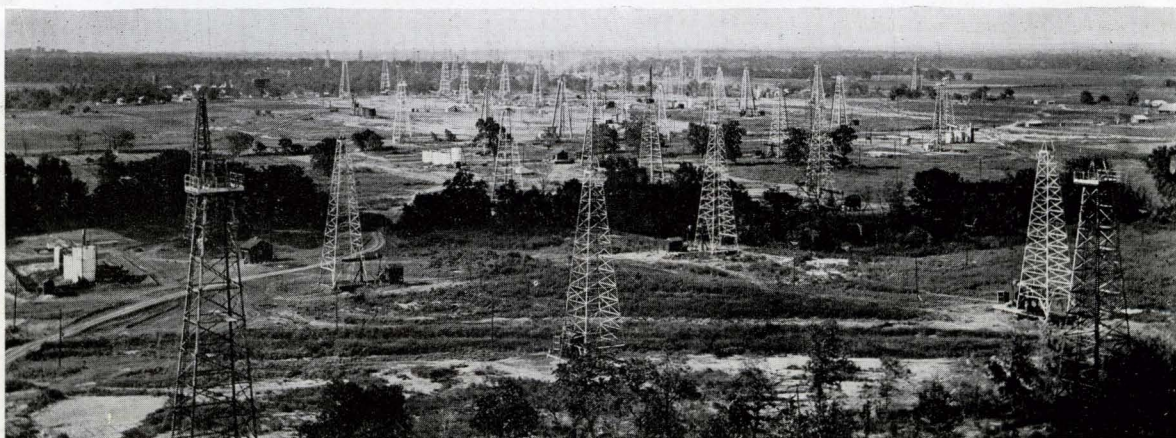
Lufkin Twin-Crank Unit Assembly Meets With Instant Acceptance

The Lufkin Twin Crank Unit Assembly, a newly developed, compact, portable Unit assembly for wells of medium depth, announced a short time ago, has met with instant acceptance and is successfully operating on several wells in the Gulf Coast area. Interest in this new unit indicates a popular demand for an economical, yet efficient unit that can be easily transported from well to well with 100 per cent salvage possible. The entire Unit assembly, of heavy, rugged design, is com-

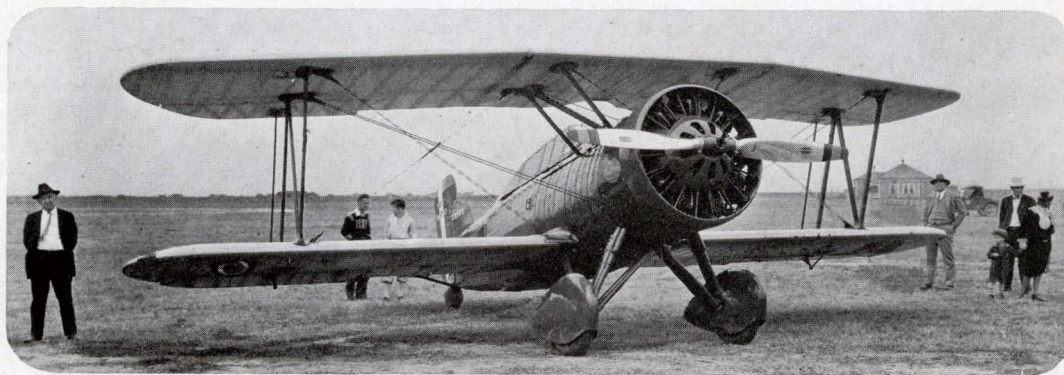
pactly mounted upon structural steel skids of ample size, and is designed to mount on the derrick floor. Sykes Herringbone (continuous tooth) gears are used in the new Unit. The Samson Post is of structural steel, tripod in design and the beam is of "I-beam" type with a special oil-bath center iron. The pitman is of bent pipe construction, fastened to the beam by means of a "ball joint" connection while the crank connection is of the Trout Universal Oil Bath type. Trout counter-balanced cranks of sufficient size are a part

of the regular equipment. A house for motor and belts is furnished.

Incorporated into the design of this Unit is all of the features Lufkin Engineers have found desirable after years of experience designing geared pumping equipment. This assembly therefore, meets all of the rigid "Lufkin" requirements for machinery of outstanding design and performance and is commended to the user with the same guarantee of performance which users of over two thousand Lufkin Units now enjoy.



View of Darst Creek field near Seguin, Texas, which is more than 80% Lufkin equipped.



Secretary Ingall's Navy Hell-Diver, Used by Rogers and Hawks on the Trip

Will Rogers . . . Ground and Lofty Impressions

By FRANK M. HAWKS
Aeronautical Advisor, The Texas Company



Passenger



Pilot

Few have had the privilege of the intimate story of the flight and work of Will Rogers and Frank M. Hawks resulting in the raising of more than a quarter of a million dollars for the American Red Cross Relief Fund for drought sufferers. This story is interestingly told in the accompanying article by Captain Frank M. Hawks whose services were donated, in addition to the gasoline and oil used on the trip, by the Texas Company.

The story and photos are reprinted by special permission of the "Texaco Star."—Editor.

Arriving at my office on January 19, I found a telegram on my desk indicating that Will Rogers was in New York. Previous telephone conversation with Jesse Jones, noted financier of Houston, Texas, had already informed me that I was to have the privilege of flying Mr. Rogers on a proposed tour in the interest of the drought sufferers in the States of Oklahoma, Texas, and Arkansas.

I lost no time in getting in touch with Will Rogers by telephone. I had seen him many times in the movies and on the stage and was wondering what type of individual I was soon going to have the pleasure of meeting face to face. All these thoughts ran through my mind as I waited for an answer.

"Hello, hello," came over the telephone, and I replied, "Mr. Rogers, this is Frank Hawks."

"Oh, yeah," came his reply. "Where are yer? Me an' Bill Hart are havin' breakfast—come on over—I want to see yer."

Twenty minutes later I nervously rang the bell at his room in the Plaza. He answered the door and my nervousness left. A big, brawny hand clasped mine and the grip was backed up by the sturdy frame of Will Rogers, the famous cowboy humorist himself.

"Gee, I'm glad to see yer! Lord, you're only a little runt, aren't yer? I thought y'were a great, big feller!" and we both laughed.

That meeting was the start of a most delightful acquaintance. A long discussion ensued concerning airplanes, and finally Dave Ingalls, Assistant Secretary of the Navy in charge of Aeronautics, made one of the finest offers it has been my good luck to accept—he offered his personal airplane, the Curtis Hell-Diver, equipped with a 600-horsepower Wright Cyclone engine. With that settled, the next move, of course, was to secure some vehicle to take us to Washington, and we called up Casey Jones who kindly loaned us a Cessna in which to make the first leg of our trip.

I realized in this first meeting with Will Rogers that truly I was to travel about with a very famous person, who was not only admired, but loved by everybody. He shakes hands with policemen, doormen, elevator operators, taxi drivers, waiters in restaurants, hat girls—everybody is his friend and he is just the same to everyone. He has a genial way about him that always brings a smile or a laugh and it is quite apparent that he never would intentionally offend anybody in this world.

On January 21, about noon, we arrived at the flying field at North Beach, New York, to take off for Washington. At the last minute Casey Jones decided to go with us in order to bring back the Cessna which he had loaned us so the three of us hopped in and away we went.

When we arrived in Washington, we

spent some time inspecting the Hell-Diver, Secretary Ingalls' plane. I had never flown it before and of course it is always natural for a pilot to ask numerous questions concerning the instruments and controls. I was asking these questions of the chief mechanic when Will said, "Yes, I think yer better find out where the gasoline turn-off is, Frank. Yer better stay out here a while an' practice with this thing."

Mr. Ingalls had been so kind in lending us his own plane that it seemed only right that I should lend him the *Texaco No. 13*, to which suggestion my employers, The Texas Company, agreed. It was a pleasure that evening to hand him the keys and advise him about the gadgets of that little ship.

The next day we were out at the field bright and early. We had breakfast at the Anacostia Station. Soon the motor was warm and we were ready to go; as usual the camera men, reporters and newsreel men were on the spot. Will remarked that everything the Navy had no use for was put on him. We bundled him up with all the flying clothes available, and strapped a parachute on his back. He remarked, "I don't know why, it's funny—I don't know why, but I feel like Annie Lindbergh."

Up to the last minute Will had insisted that I "oughter practice," and our first "practice" took us from Washington to

Little Rock, Arkansas, with stops at Greensboro and Nashville.

We were not actually beginning our show; we were only there a few days in advance to see what conditions were so that Mr. Rogers could talk and write intelligently on the subject for which he was touring that section of the country.

The next day we went to England and Pine Bluff, Arkansas, and thence to Fort Worth, Texas, where we met Amon G. Carter and received the schedule for Texas. I wanted it immediately so I could work out flying time. This enabled me to outline completely our arrivals and departures from every point for the entire week we were there.

Right away Will told me he was going to make an actor out of me. Of course, I was willing to obey. The act went something like this: Will would appear and give about an hour's talk and then he would introduce me. His introduction was most complimentary; he was gracious not only to me but to The Texas Company for lending my services in this good cause. Then I would come out on the stage and give my monologue. I must have been terrible at first because each day he would say to me, "Don't be so technical." In other words, it was a nice, polite way of saying, "You're rotten!" Soon I became wiser and dug up some aviation jokes and by observing Mr. Rogers' manner of handling his audience, I began to learn a little and could extract a few laughs from the audience myself.

After my speech of 15 or 20 minutes, Will would come on again for about half or three-quarters of an hour. This was a two-hour show we played at each point we reached in the daytime. The evening performance was more elaborate. We had the service of the Revelers, that world-renowned quartet; Jimmy Rogers, the cowboy yodler, was along and gave a very commendable act and Chester Byers, who is considered the world's greatest trick roper, gave a beautiful exhibition. Will acted as announcer, contributing the major part of the program himself with his stories and lariat.

I was not able to go with him from Fort Worth down to Austin, San Angelo and Abilene because it was necessary for me to hurry back to New York City for an important engagement to which I had previously been committed. So when Will started south through Texas on January 25, I flew north to New York. One of Will's jokes in introducing me later was to refer to this Fort Worth to New York trip, which had been covered in eight and one-half hours, by saying "an' so he left me to go to New York; and he was gone the better part of the day."

I caught Will again at Breckenridge, Texas, and from there continued with him throughout the entire tour. The other cities visited in Texas were San Antonio, Dallas, Port Arthur, Beaumont, Houston, Wichita Falls and Waco.

The week in Texas was most successful and something in excess of \$80,000 was secured.

Then came a week in Oklahoma. Starting at Oklahoma City we covered Norman, Chickasha, Ardmore, Duncan, Lawton, Durant, Stillwater, Enid, Ponca City, Shawnee, Ada, McAlister, Muskogee, Miami, Bartlesville, Okmulgee, Chelsea, Claremore and Tulsa. It was a glorious week; Will Rogers homesteaded with a fitting climax at Tulsa, bringing in \$30,000 for the night's performance and totaling more than \$100,000 for the week's activity in his native state.

Before passing into Arkansas, let me deviate a moment from the chronological order of the tour to state that Mrs. Rogers joined us in Oklahoma City. Earl Halliburton very generously loaned his tri-motored Ford with Bob Cantwell flying and this plane carried Mrs. Rogers and any others of the troupe who cared to fly. Incidentally, not many did.

Mrs. Rogers is a wonderful woman with a charming disposition, poise and personality that win one's heart immediately. I am sure that Will himself will agree with me that she has been his guiding star and has brought to pass much of the success of the Rogers family through her counsel and advice.

We passed into Arkansas and started the Arkansas week at Fayetteville. The next down was Rogers, Arkansas, which, by the way, is the home of Mrs. Rogers.

The next morning we encountered the first little town at which it was impossible to land with the Hell-Diver; Russellville, Arkansas. Will drove by car to Russell-

Speed Records Held by Hawks

By International News Service

New York, April 23.—The following is a list of aviation records held by Capt. Frank Hawks, American speed ace:

London to Rome—900 miles, 5 hours 22 minutes.

London to Brussels—200 miles, 1 hour.

Los Angeles to New York—12 hours 30 minutes.

New York to Los Angeles—15 hours.

ville for the eight a. m. performance. I flew the Hell-Diver on to Conway, which was to be our next stop later in the morning. At Conway I secured a light airplane and flew back to Russellville in time to do my part of the show as usual and returned Will to Conway for our 10 o'clock performance. In the next three days we visited Hot Springs, Little Rock, Batesville, Paragould, Jonesboro, Forest City, Helena, Stuttgart, England, Pine Bluff and Texarkana, where the tour ended.

The total receipts ran very close to a quarter of a million dollars. It is important to explain here that it was emphatically pointed out by Will from the start that there were to be no deductions from the money raised; everybody's services were free and no expenses of any kind were to be taken from the receipts. Theatres and committees, and whoever worked with us locally, donated their services. Will Rogers gave his services and in addition paid all expenses. More than that, I saw him give freely at almost every town and believe that at the close of the tour he had personally donated to the fund not less than \$5,000. Of course my services and the oil and gasoline were donated by The Texas Company.



Rogers and Hawks Just Before the Takeoff on the Red Cross Flight

May-June, 1931

The Lufkin Line

Page 14

The Lufkin Line

Published to promote Friendship and Good Will with its customers and friends and to advance the interest of its products by the Lufkin Foundry and Machine Co.

A. E. CUDLIPP, Editor

Vol. 11

MAY-JUNE, 1931

No. 3

Many years ago when the famous agnostic Col. Robert Ingersoll was lecturing one night, reflecting caustically upon things as they are, a man rose from the audience and asked what he would suggest in the line of reform if the Lord should depute him to remodel and improve the world. Ingersoll replied that the first thing he would do would be to make health contagious, instead of disease. I can remember reading about that reply years ago, and thinking how surprised the eloquent Colonel would have been had some wise man told him that health IS contagious.

I picked up a newspaper the other day and read the statement of some eminent scientist who makes the flat declaration that he has discovered that health IS contagious, as a matter of scientific fact. Which immediately reminded me of Ingersoll's answer. Of course health is contagious! So are all good things. Joy, happiness, enthusiasm, etc., are more contagious than the Bubonic Plague, and always have been. Our trouble is that our fundamental impressions have come down to us from the by-gone days and ages of barbarism, of brutality, of ignorance, of superstition, of fear—fear—fear of everything; from ages when fear was everywhere like Serbonian fogs, and joy and happiness played but minor parts in the drama of human existence.

Mankind has always given more power to fear and all the other negatives that through the world, than he has to the positive and real. Read Lewis Browne's "This Believing World," a marvelously written book. And, as he traces the progress of man from the beginning until now, he terminates his story of each phase of human life with these words: "FOR THEY WERE AFRAID—AFRAID."

And Mr. Browne could well have brought his book up to include these present times, and this financial and industrial cloud through which we are passing. And he might well and truthfully have written: "And in 1930 man entered upon a period of world-wide depression and he stayed therein for a long, long time, FOR HE WAS AFRAID—AFRAID."—Jack Dionne.

Fiddle-de-dee

"What was all the excitement at Jim's place last night?"

"Oh, a girl was playing a violin in her pajamas and the string broke."

"What—on her violin?"

"Naw—on her pajamas!"

Applicant (to magistrate): "I want some advice about my 'usband, sir. 'E left me 25 years ago, and I ain't seen him since."

Magistrate: "Well?"

Applicant: "What about me 'aving a separation."

* * *

John: "Are you good at riddles?"

Jake: "Yeh!"

John: "What's the difference between a woman and a cow in a pasture?"

Jake: "I don't know. I never had a cow in a pasture."

* * *

"I think Salome's dance before Herod lacked originality."

"Why?"

"It was just a take-off from start to finish."



Henry, be careful! You'll split your pants!

We hasten to point out that while every man has his wife, only the iceman has his pick.

* * *

A kind-hearted gentleman saw a little boy trying to reach the doorbell. He rang the bell for him, then said, "What now, my little man?"

"Run like hell," said the little boy. "That's what I'm going to do."

—Iowa Frivol.

* * *

The gloom-dispenser is very pessimistic these days. He sees the rich getting richer, the poor getting poorer, the reds getting redder, the blues getting bluer, and the "wets" getting—"drier."

* * *

It's the little things that bother us nowadays—you can sit on a mountain, but not on a tack. Then there is the case of the ambitious young man who started on a shoe string and got slapped!

A Sunday School teacher was giving the class a moral lesson. "What qualities should you ask God to give you as you grow up? Truth, honesty, and what else?"

And a wise child said—"Sales resistance."

* * *

Fair and Warmer

Florida's clime is wondrous,

And Cuba's too, I own,

But my girl's climb in a rumble seat
Is the sweetest clime I've known.

* * *

Professor (in Engineering class)—
"What's a dry dock?"

Student—"A physician who won't give out prescriptions."

* * *

"You say your sister makes up jokes; then she's a humorist?"

"No; she works in a beauty parlor."

* * *

"Now you keep still!" said the bootlegger to his wife as he left the house.

* * *

First Stew—"Who's your closemouthed brother over there?"

Second Stew—"He ain't closemouthed. He's waiting for the janitor to come back with the spittoon."

* * *

A Smile Costs Nothing

"A smile costs nothing, but gives much. It enriches those who receive, without making poorer those who give. It takes but a moment, but the memory of it sometimes lasts forever. No one is so rich or so mighty that he can get along without it, and no one so poor that he cannot be made rich by it. A smile creates happiness in the home, fosters goodwill in friendship. It brings rest to the weary, cheer to the discouraged, sunshine to the sad, and is Nature's best antidote for trouble. Yet it cannot be bought, begged, borrowed, or stolen, for it is something that is of no value to anyone until it is given away. Some people are too tired to give you a smile. Give them one of yours, as no one needs a smile so much as he who has no more to give."

* * *

A young oil salesman put on his most seductive smile as the pretty waitress glided up to his table in the dining room to get his order and remarked:

"Nice day, little one."

"Yes, it is," she replied. "And so was yesterday, and my name is Ella. I know I'm a pretty girl and have lovely blue eyes. I've been here quite a while and like the place, and don't think I'm too nice a girl to be working here. My wages are satisfactory and I don't think there is a show or dance in town tonight, and if there was I wouldn't go with you. I'm from the country and a respectable girl, and my brother is a cook in this hotel, and was a college football player and weighs 300 pounds; last week he almost ruined a \$25.00 a week traveling man who tried to make a date with me. Now what'll you have—roast beef—roast pork, Irish stew, hamburger or fried liver?"

JAPAN » » comes again to Lufkin

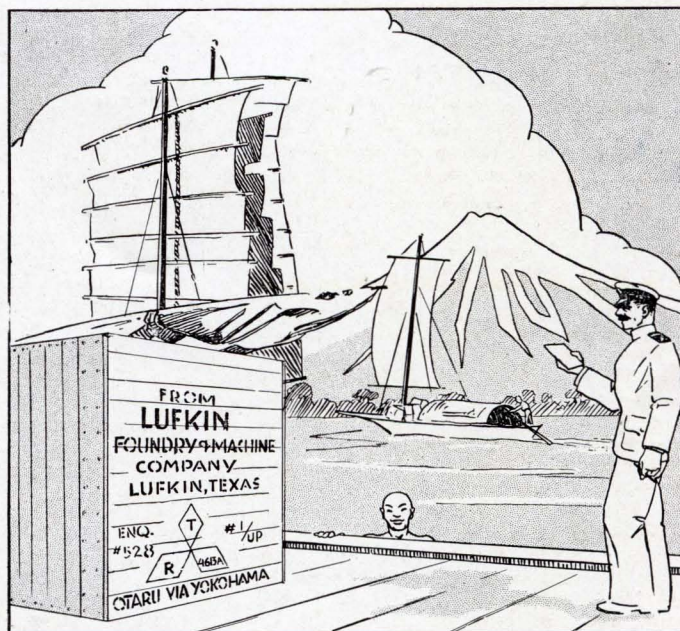
North Karafuto Oil Company orders second LUFKIN CENTRAL POWER

Justly proud are we of the recent purchase of a Lufkin Central Power by the North Karafuto Oil Company, second largest oil producing company in Japan, particularly since it represents a re-order, this type of Lufkin equipment having already proved its merits in Japanese oil fields.

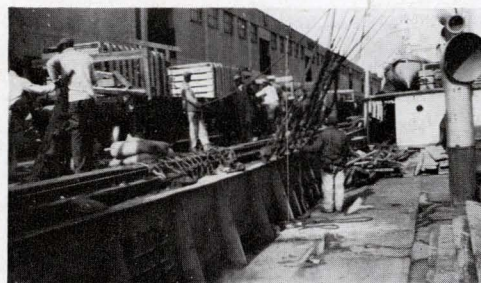
The re-order came through the New York office of the Mitsubishi Company, a major Japanese industrial and financial organization whose activities are world-wide in scope and whose means of research on manufactured products embraces leading manufacturing centers of all nations.

This second Lufkin Central Power to go to North Karafuto Oil Company, will be installed on a concession on the Island of Karafuto (Saghalin) the northernmost of the Japanese Islands, and is the place where the principal oil fields are located. The Island of Karafuto or Saghalin is owned half by Japan and half by the U.S.S.R., but the Japanese have secured from Soviet authorities a checkerboarded concession which embraces half of the Soviet territory, giving to the Japanese a three-quarters geographical interest in the petroleum resources of the island.

A re-order from and through such sources has more than ordinary sig-



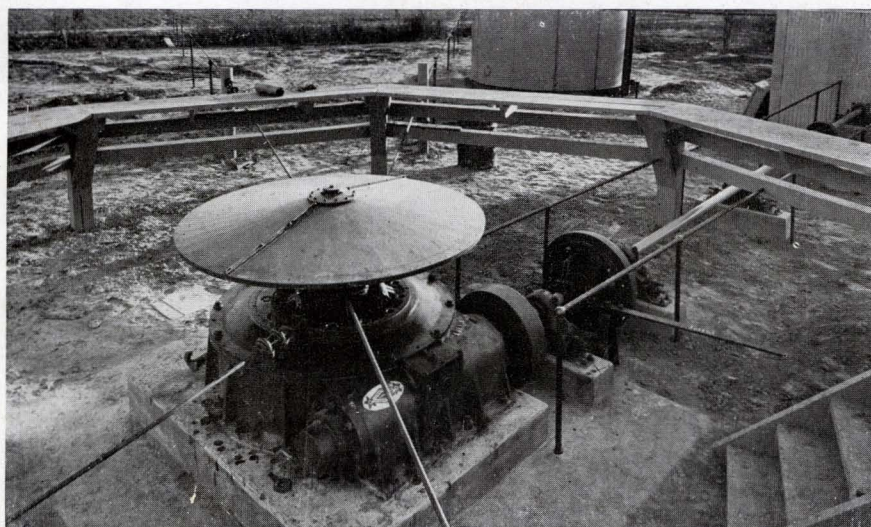
nificance so keenly do Japanese petroleum and mechanical engineers check design, construction, and performance of oil field equipment and so capable are they of reaching correct conclusions as to the efficiency and value of machinery required for their particular needs. The value of their decisions, particularly where mechanics are concerned, is recognized all over the world.



Loading Lufkin Equipment for export from
the Port of Houston.

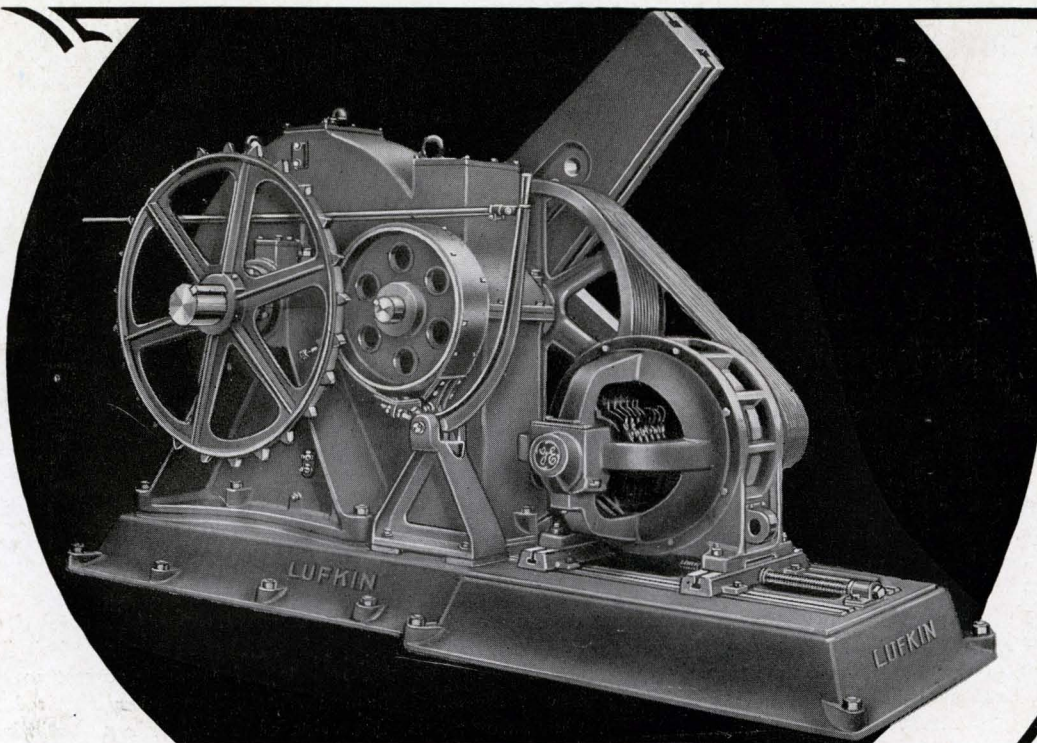
Japanese oil operations have been completely modernized; and in conformity with this policy of modernization and progress, young engineers are frequently sent to the United States for the purpose of studying the most advanced methods employed here. Not only that, but a school of petroleum engineering has been established at Tokyo University.

Japanese oil production, though small in comparison with that of other countries more fortunate in the possession of petroleum deposits, has been increasing consistently and during the present period of expansion, operations have been extended to Saghalin, Taiwan (Formosa), and Borneo.



Type of Lufkin Central Power
furnished the North Karafuto Oil
Company for operation on the
Island of Karafuto, Japan.

ADAPTABILITY



Lufkin Herringbone Unit—Electric Motor adaptation

Universal Adaptability Has Made "LUFKIN" the Favored Unit

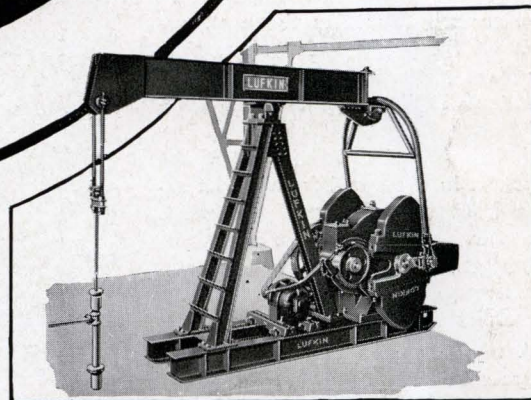
Whatever the type of prime mover... Lufkin Units are easily and inexpensively adaptable. Whether for electric motor... single or multi-cylinder, gas engine or oil engine... there is a Lufkin Unit especially designed for such operation. This flexible and highly desirable feature has been a contributing factor to the success of Lufkin Units.

Without any obligation Lufkin Engineers will gladly submit detailed blue prints and complete specifications for the adaptation of Lufkin Units to any desired type of drive. Write for complete details today!

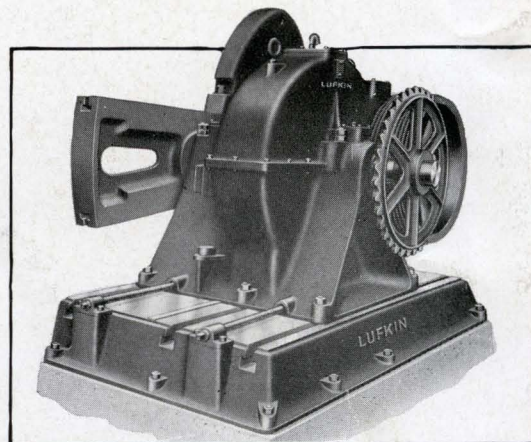
LUFKIN PRODUCTION EQUIPMENT

Manufactured at Lufkin, Texas, by
LUFKIN FOUNDRY AND MACHINE CO.

Branch Offices and Warehouses
Houston, Tulsa, Los Angeles, New York,
Odessa, Seminole, Bakersfield, Eldorado,
Henderson, Tyler, Longview. ~ ~ ~



Lufkin "Twin Crank" Unit Assembly. A compact, efficient Unit-combination for derrick floor pumping of wells of medium depth.



Lufkin "Slide Base" Unit . . . designed particularly for use with single or multi-cylinder engines.