

The **LUFKIN** Line

FALL, 1983





MACHINERY DIVISION SALES AND SERVICE OFFICES

ABILENE, TEXAS 209 S. Danville Bldg. C, Suite 107 Phone: 915-695-7610	NEW ORLEANS, LOUISIANA 4636 Sanford Street P.O. Box 73373 Metairie, Louisiana Phone: 504-885-2841
ATLANTA, GEORGIA 2355 Main Street P.O. Box 141 Tucker, Georgia Phone: 404-939-3119	NEW YORK, NEW YORK 100 Menlo Park Office Bldg. Room 408 Edison, New Jersey Phone: 201-549-1021
BAKERSFIELD, CALIFORNIA 2500 Parker Lane P.O. Box 10839 Phone: 805-327-3563	ODESSA, TEXAS Highway 80 East P.O. Box 1632 Phone: 915-563-0363
BALTIMORE, MARYLAND 2003 Rock Spring Road, Suite 2A Forest Hill, Maryland Phone: 301-879-9264	OKLAHOMA CITY, OKLAHOMA 2300 S. Prospect P.O. Box 95205 Phone: 405-677-0567
CASPER, WYOMING 610 North Warehouse Road P.O. Box 1849 Phone: 307-234-5346	PITTSBURGH, PENNSYLVANIA 201 Penn Center Suite 304 Phone: 412-241-5131
CHICAGO, ILLINOIS 18 Grant Street P.O. Box 382 Crystal Lake, Illinois Phone: 815-459-4033	SAN ANTONIO, TEXAS The Crossroads 1635 N.E. Loop 410, Suite 202 Phone: 512-828-8142
CLEVELAND, OHIO 6500 Pearl Rd., Suite 215 Phone: 216-842-7879	TULSA, OKLAHOMA 2865 E. Skelly Drive Suite 203 Phone: 918-749-6846
DALLAS, TEXAS 276 Meadows Bldg. Phone: 214-691-6133	VENTURA, CALIFORNIA 198 Barbara Street Oakview, California Phone: 805-649-2757
DENVER, COLORADO 2305 E. Arapahoe Rd. Suite 115 Littleton, Colorado Phone: 303-795-9253	WILLISTON, NORTH DAKOTA 417 First Avenue East P.O. Box 1968 Phone: 701-774-3831
HOUSTON, TEXAS 810 Highway 6 South Suite 206 P.O. Box 440069 Phone: 713-870-9151	EXECUTIVE OFFICES & MANUFACTURING PLANT P.O. Box 849 Lufkin, Texas Phone: 409-634-2211 R.L. Poland, President Ben Queen, Vice-President, Sales Manager
KILGORE, TEXAS Interstate 20 & State 42 P.O. Box 871 Phone: 214-984-3875	
LOS ANGELES, CALIFORNIA Brea Village Plaza 259 S. Randolph Ave. Suite 280 Brea, California	

LUFKIN MACHINE CO., LTD.

CALGARY, ALBERTA CANADA 225 McDougall Place 808 Fourth Ave., S.W. Phone: 403-234-7692	NISKU, ALBERTA CANADA P.O. Box 240 Nisku Industrial Park Phone: 403-955-7566
--	---

INTERNATIONAL DIVISION

SALES AND SERVICE OFFICE

HOUSTON, TEXAS
12941 Interstate 45 North
Suite 302
Phone: 713-820-9884
Telex: 79-4309
Cable: "Luffo" Houston

The **LUFKIN** Line

Fall 1983 • Volume 59 • Number 3



CONVENTIONAL

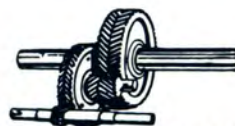


AIR BALANCED



MARK II

OIL FIELD PUMPING UNITS



GEARS FOR INDUSTRY
AND SHIP PROPULSION

MIDCONTINENT DIVISION

Tahlequah	4
Sudden Service	8
LUFKIN Installations	10
Snapshots	12

COVERS

Front:
LUFKIN Air-Balanced Pumping Unit
Stark County, North Dakota

Inside Front:
Palo Duro Canyon, Canyon, Texas

Photos by LUFKIN photographer, David Freeze

IABC

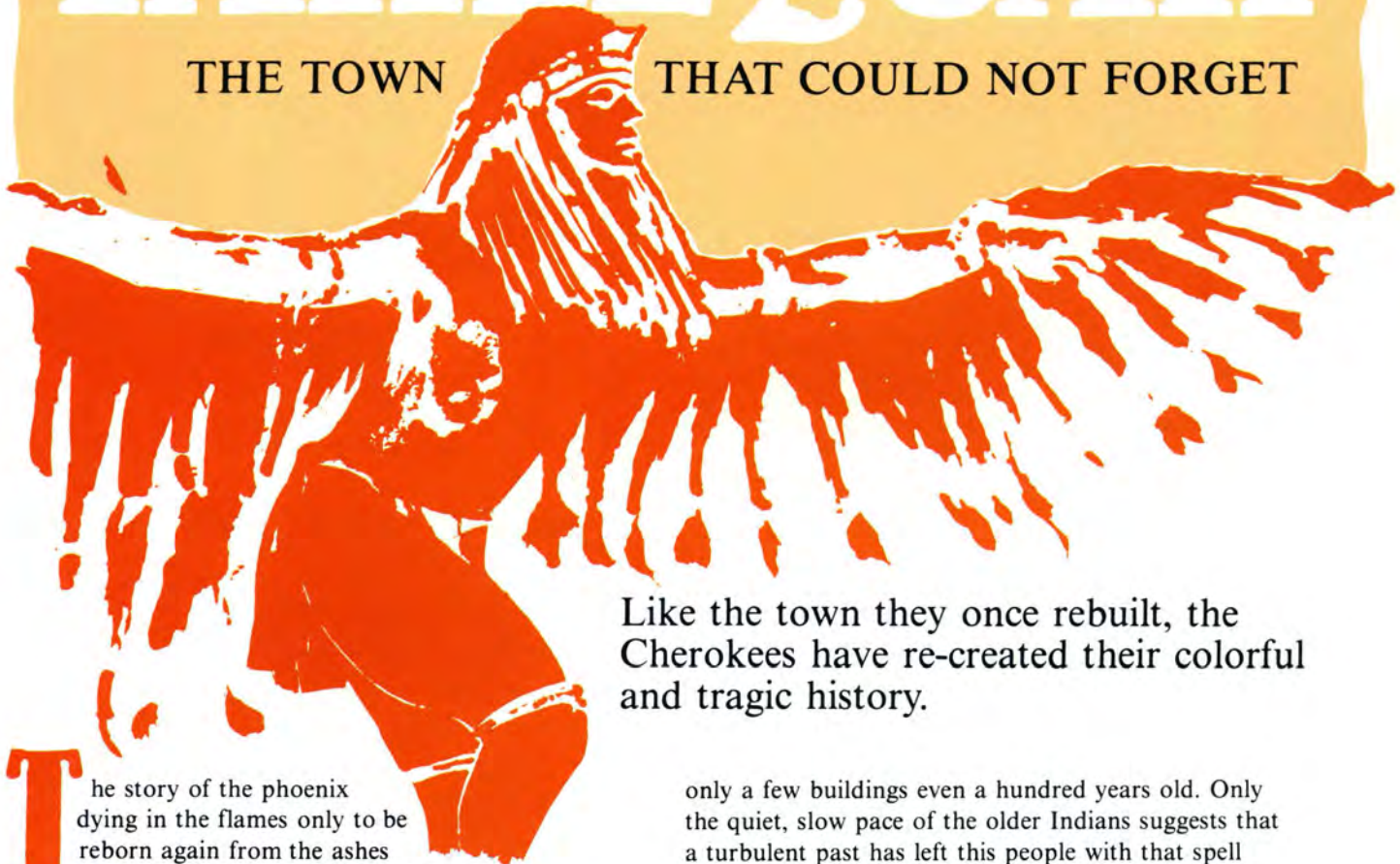
Member of International Association
of Business Communicators

Published to promote friendship and goodwill among its customers and friends and to advance the interest of its products by Lufkin Industries, Inc., Lufkin, Texas. Produced by the Public Relations Department, Virginia R. Allen, director; David Willmon, managing editor; David Freeze and Tom Johnston, photographers.

TAHLEQUAH

THE TOWN

THAT COULD NOT FORGET



Like the town they once rebuilt, the
Cherokees have re-created their colorful
and tragic history.

The story of the phoenix
dying in the flames only to be
reborn again from the ashes
has always been a part of the Cherokee
folklore as if they knew in the beginning their own
tragic course through history.

Every night during the summer months, the
Cherokees perform the dance of the phoenix during
the colorful "Trail of Tears" drama at the Tsa-La-Gi
Cherokee Heritage Center outside of Tahlequah,
Oklahoma. At Tsa-La-Gi (pronounced Jah-La-Gee),
where the almost forgotten history of the Cherokee
Nation comes to life again, this ancient story of death
and rebirth has chilling significance.

Reading the town's lyrical Indian name as they
enter town, visitors to Tahlequah expect to find old
buildings, burial sites and remnants of the Indian
frontier. Instead, they see young Indians jump down
from glittering, jacked-up GMC pickups wearing \$200
snakeskin boots and Ocean Pacific t-shirts. There are

only a few buildings even a hundred years old. Only
the quiet, slow pace of the older Indians suggests that
a turbulent past has left this people with that spell
which comes from already having experienced too
much.

The story of Tahlequah and the Cherokee Nation
began as the American settlers moved westward,
pushing ahead of them the remnants of the Indian
nations with ruthless and stubborn energy.

President Andrew Jackson recommended in 1829
that all Indians be removed westward beyond the
Mississippi River, but before this could be put into
effect, the "permanent Indian frontier" was again
shifted farther westward to the 95th meridian, along
the western boundaries of Missouri, Arkansas and
Louisiana.

The removal of the great Cherokee nation from
their homelands in the hills of Tennessee, North
Carolina and Georgia was to have been done in
gradual stages due to the size of the great Indian



(Above), In it's fourteenth season, the "Trail of Tears" drama has become a tradition at the Theatre at Tsa-La-Gi. (Left), Part of the Rural Museum Village, a schoolhouse, typical of the Indian villages near the turn of the century, seems only waiting for students to return.



nation. But with the discovery of gold within their Appalachian territory, there was a clamor for their immediate, wholesale exodus.

Rounded up at gunpoint by General Winfield Scott, they were herded westward to the new Indian territory during the winter of 1838. During the long winter march, four thousand of sixteen thousand Cherokees died of hunger, cold or disease. They remembered their march as "The Trail Where They Cried" or, as it is known today, "The Trail of Tears."

They settled in a sheltered valley along the Illinois River in what is now eastern Oklahoma and started again, building a new city they called Tahlequah, most likely named after an old Cherokee village in Tennessee called Ta-lik-wa.

Within a few years, it was a prosperous, frontier town they hoped would suffer no more at the hands of the white man. But the Cherokee nation was soon bitterly divided with some factions supporting the Union and others the Confederacy during the War Between the States. Before it was over, their new city,

Tahlequah, was burned to the ground by the Confederate army.

The Cherokees rebuilt Tahlequah after the war. During the years from 1866 to 1907, Tahlequah grew from a small rural village to a town with beautiful Victorian homes, neatly trimmed lawns, and a new Cherokee National Capitol building, a two-story brick structure which still stands in the Tahlequah square.

Under the leadership of great Cherokee families, the Indian nation and its capital city prospered while the Indian and white societies of Oklahoma slowly intertwined. When the Cherokee nation was made a part of the new state of Oklahoma in 1907, the golden era of the Cherokee republic drew to a close. As if they were suddenly tired of their ancient ways, the Cherokees seemed to forget their heritage, and Tahlequah became a typical turn-of-the-century American town.

But the forced eviction from their homeland, the broken promises, the death march during the winter of 1838, the bitter divisions and destruction brought by the Civil War, as well as their ancient Cherokee mores, were not simple memories easily forgotten like

the lazy words of a summer day.

After years of planning, financial support and tireless labor from both Indian and white Tahlequah leaders, the history of the Cherokee Nation lives today at Tsa-La-Gi just outside the city of Tahlequah.

Each era of the colorful Cherokee history has been re-created in detail at the Tsa-La-Gi Cherokee Heritage Center. A walk through the Ancient Village, the Ho-Chee-Nee Trail of Tears Memorial Chapel, the Cherokee National Museum and Rural Museum Village, and an evening spent watching this story unfold in the colorful, award-winning "Trail of Tears" drama, leaves visitors to Tsa-La-Gi fascinated and humbled by the repeated triumph of the Cherokee over the adversities forced upon them by historical events.

The Ancient Village at Tsa-La-Gi is a re-creation of the Cherokee lifestyle in the late 1600s. The Village is typical of small Cherokee villages in the southern Appalachians and so authentic that it creates the impression that it has always existed there.

Full-blooded Cherokee Indians re-create the daily

(Below), Practicing an art passed down from generations ago, a native Cherokee shapes an arrowhead from a piece of stone. (Opposite page, above), As if from a colorful page out of history, Cherokee women at Tsa-La-Gi's Ancient Village weave baskets from buckbrush and, (below), make pottery from natural clay.





life in an ancient Indian village, practicing arts handed down through many generations. They go about their work, seemingly oblivious to the modern world around them, weaving baskets from buckbrush, making pottery from natural clay, shaping arrowheads and cooking over an open fire while young Cherokees play lacrosse, as if time in this part of Oklahoma has stood still for over 300 years.

Not far away stands the Ho-Chee-Nee Trail of Tears Memorial Chapel, a tribute to the Cherokee Indians who died on the "Trail Where They Cried." The small chapel was the dream of Jimalee Burton, Cherokee painter, poet, writer, composer, lecturer, and long-time member of the Cherokee National Historical Society. In its design and construction, the Chapel reflects both the religious and mystical influence of the ancient Cherokee world.

Artifacts from archeological sites in the homelands of the Cherokees and exhibits representative of every era of Cherokee history are on display in the Cherokee National Museum. Built on the site of the old Cherokee Female Seminary which operated from 1851 until 1887, the structure's design incorporates sandstone slabs from the foundation of the seminary and three of its original brick columns. As a result, the contemporary building is reminiscent of both the ancient Indian construction and the 19th Century architecture of the seminary.

The museum houses one of the finest collections of Indian art, as well as the beginning of what will become the largest collection of books, documents, reports and correspondence in the world relating to the Cherokees and their history.

A casual walk away is the Rural Museum Village with detailed reconstructions of a rural Oklahoma Indian village during the years after the Civil War. Homes, shops, school house and general store are re-created with authentic materials and furnishings dating to the second half of the 19th Century.

These reconstructions sit waiting silently, tables set for a family meal and school desks awaiting barefoot students, as if at any moment a door will open and life will begin again as it was during the last golden years of the Cherokee nation.

During the summer months, the magic seems complete as the story is portrayed in the beautiful "Trail of Tears" drama performed nightly in the Tsa-La-Gi amphitheater. With the smells of fresh clay pots and meals cooked over open fires in the Ancient Village still hanging in the cool night air, the story of the proud Cherokee people caught in the powerful and sometimes ruthless birth of a nation comes to life once again during the dance of the phoenix.



(Photo Courtesy of Oklahoma Tourism and Recreation Department.)

SUDDEN SERVICE

Although LUFKIN's area of service has expanded around the world since it was founded in 1902, few companies can match its record for service.

Born out of a need for faster repair service to East Texas sawmills, a commitment to fast service, like quality products and fair prices, has been one of LUFKIN's business ethics since it was founded in 1902. Although the company's area of service has expanded around the world since then, few companies can match LUFKIN's 81-year record for "sudden service."

With thousands of industrial and marine gears in operation around the world, and each one normally a critical component in plant operations or marine propulsion systems, LUFKIN's gear service department receives calls for service every week. Prompt service can save thousands of dollars for the customer who suddenly is out of business due to an unexpected problem.

Although much more is involved eventually, the process begins by getting the service representative on location quickly.

"If a customer calls us today and needs somebody there tonight, we try to get him there," says Leonard Avery, manager of LUFKIN's gear service department. With Houston's Intercontinental Airport only two hours away, service representatives can be anywhere in the United States in a matter of hours.

To ensure that an experienced service representative will be available whenever a customer calls, LUFKIN has seven service representatives at the plant in Lufkin and one working out of the



Assisted by Louis Lloyd, project engineer, Leonard Avery, right, manager of LUFKIN's gear service department and high speed test supervisor, inspects the vibration probe shaft area of a N3004C Gear Reducer for electrical and mechanical run-out.

LUFKIN office in Pittsburgh, Pennsylvania, covering the northeastern states.

All of LUFKIN's service representatives have "come up through the shop," says Avery, and are experienced machinists and assemblers. Many times they are asked to supervise the installation of new equipment, checking alignments and tooth contact once the gear reducer is in place. When a customer has problems with a unit already in service, these service specialists determine the cause of a customer's problem and recommend corrective action.

"We have to tell a customer the truth, just like it is, even if he should have a gear that's defective. Then we try to give him a reason. Sometimes it's impossible to explain, but the best thing to do is just be honest and show him we're interested in getting it repaired to his and our best interests," he says.

However, the real test of a company's commitment to service is in the production of spare parts on short notice. With the majority of LUFKIN gears being custom-designed equipment, it is practically impossible to stock items for repair. Manufacturing the parts necessary to complete the repair job is often a team effort involving employees throughout the company in production, sales, management, and engineering.

"Most parts we can get in a short period of time, even if we have to manufacture them from scratch," Avery says. "Just three weeks ago, one of the service representatives called me on a Saturday morning needing a part. We didn't have one in stock. We didn't even have a rough casting."

But with the help of an employee of the engineering department who located a similar casting and machine shop employees who completed machine work in a matter of hours, the part was shipped by air freight the following morning.

Quite often, fast service means the quick turn-around of gear drives returned to the plant for repairs. Service department personnel tear the equipment down for inspection, order new parts and then expedite the production of the parts through different areas of the plant. Recently, four 72,000-pound, TC-4824 triple-reduction gear units from a sugar mill in Vera Cruz, Mexico, were completely re-worked and ready for shipment within 32 days.



(Above), Testing of high speed gearing is also handled by the service department. Here, service representative Kyle Syler prepares a unit for testing. (Below), (l-r) Service representatives Ken Crawford, Chuck Anderson and David Massingill make a final inspection of one of the large TC-4824 sugar mill gears in for repairs.

But most service work is done on location, and for the service representative the traveling life is not as glamorous as some people think. They spend many hours in airports waiting for connecting flights, and nearly half of their nights are spent away from home.

When they leave the United

States, entrance into other countries is often aggravating. One representative said he had to take a complete physical before entering one South American country. With the constant uncertainty about political unrest in many countries, once inside they worry about getting out again.

Their ability to maintain a confident, professional attitude as they

cope with these problems, as well as hot, dirty and crowded working conditions, is as important as the service representative's knowledge of the equipment.

"The service representative is Mr. LUFKIN when he's out in the field," says Avery. "He is providing a service to the customer and at all times must conduct himself in a manner that will sell another LUFKIN unit, by accommodating a customer in every way he can."

In fact, the service representative's role in today's market has never been more important. The service representative is sometimes the first contact with a customer faced with the decision to repair or replace an existing gear unit.

According to Avery, service representatives are using every service call as an opportunity to improve the company's ties to the customer through the service they provide. While in an area, they may call on a nearby customer and check a couple of gear units at no cost. Especially when asked to make yearly inspections of plants, they go over everything, looking for potential problems.

"It doesn't matter what kind of gear units they have in the plant, we inspect them," says Avery. "If the customer needs parts for another brand of gearing, we can provide them. We can be honest about it and make suggestions to him."

Their suggestions can mean big savings to the customer when replacements for defective parts are ordered ahead of time and installed during scheduled shutdowns.

Despite the importance of prompt service and the ability to produce spare parts quickly, the confidence customers place in LUFKIN products today is due to the company's unwavering commitment to service, as well as quality products at a fair price, during the good and bad times since the early 1900s.



MIDCONTINENT DIVISION



LUFKIN C-640D-365-144, Diamond Shamrock Corporation, Wiley Reynolds Lease, 1-31, Roberts County, Texas.



LUFKIN C-228D-213-86, Mewbourne Oil Company, Hardy Lease, 1-81, Ochiltree County, Texas.



LUFKIN M-228D-256-120, Grace Petroleum Corporation, Johnson Lease, 2-27, Elk City, Oklahoma.



LUFKIN M-228D-256-100, Compadre Drilling and Exploration Corporation, Chelsea Lease, Well No. 1, Cleveland County, Oklahoma.



LUFKIN C-320D-213-86, Tenneco Oil Company, South Lone Elm Lease, Well No. 104, Noble County, Oklahoma.



LUFKIN SC11A, Phillips Petroleum Company, Cockrell Ranch, Well No. 22, Borger, Texas. One of many LUFKIN pumping units still in operation after nearly 50 years of service.



LUFKIN C-320D-213-86, Tenneco Oil Company, South Lone Elm Lease, Well No. 124, Noble County, Oklahoma.



LUFKIN C-228D-246-86, Courson Oil and Gas, Inc., Herndon Lease, Ochiltree County, Texas.

LUFKIN

Snapshots



MIDCONTINENT DIVISION



EUGENE WALTON
Santa Fe Energy Company
Amarillo, Texas



LARRY REASONER
Santa Fe Energy Company
Amarillo, Texas



KENT KIRKPATRICK
Diamond Shamrock
Amarillo, Texas



JAY VOORHIS
Diamond Shamrock
Amarillo, Texas



TOM WILSON
Santa Fe Energy Company
Amarillo, Texas



DONALD DEAN
Santa Fe Energy Company
Amarillo, Texas



LEE FORD
Diamond Shamrock
Amarillo, Texas



DANNY CONKLIN
Philcon Development Co.
Amarillo, Texas



MURRY MYERS
Hat 4 Petroleum, Inc.
Amarillo, Texas



TRIPP BRADEN
Hat 4 Petroleum, Inc.
Amarillo, Texas



HARRY PHILLIPS
Philcon Development Co.
Amarillo, Texas



K.E. MOSS
Pioneer Production Corp.
Amarillo, Texas



ROBERT PATTERSON
Robert L. Patterson Co.
Amarillo, Texas



JACK SCARTH
Scarth Oil & Gas
Amarillo, Texas



JIM KNIGHT
Mesa Petroleum Co.
Amarillo, Texas



STEVE KUYKENDALL
Mesa Petroleum Co.
Amarillo, Texas



TOM CLOPTON
Scarth Oil & Gas
Amarillo, Texas



TOM ROACH, III
Ashtola Exploration Co., Inc.
Amarillo, Texas



WAYNE ADAMS
Mesa Petroleum Co.
Amarillo, Texas



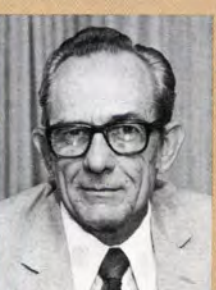
C.R. COOLEY
Phillips Petroleum Company
Borger, Texas



MICHAEL RAINBOLT
Diamond Shamrock
Amarillo, Texas



CHUCK CARROLL
Diamond Shamrock
Amarillo, Texas



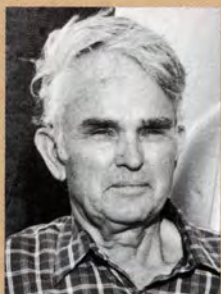
R.D. SCHROPP
Phillips Petroleum Company
Borger, Texas



MORGAN JONES
Phillips Petroleum Company
Borger, Texas



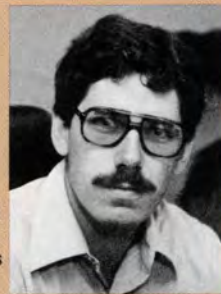
SKIP ARNIM
Phillips Petroleum Company
Borger, Texas



W.E. "DICK" SNOW
Natural Gas Anadarko, Inc.
Perryton, Texas



JERRY COLLINS
TXO Production Corp.
Wichita, Kansas



CHARLES PETERSON
TXO Production Corp.
Wichita, Kansas



RICKY SCOTT
Jerry Scott Drilling Co., Inc.
Seminole, Oklahoma



JERRY SCOTT
Jerry Scott Drilling Co., Inc.
Seminole, Oklahoma



KENTON HUPP
TXO Production Corp.
Wichita, Kansas



GAYLE MUENCH
TXO Production Corp.
Wichita, Kansas



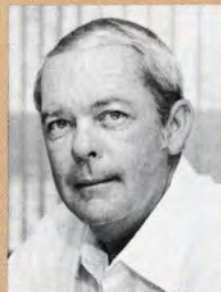
GEORGE GARBUTT
Ronmar Engineering, Inc.
Seminole, Oklahoma



RON GARBUTT
Ronmar Engineering, Inc.
Seminole, Oklahoma



BILL ANDERSON
William L. Anderson
Wichita, Kansas



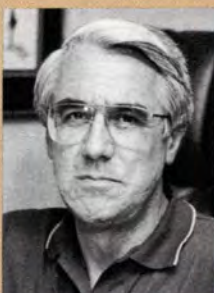
THOMAS BLACK
Black Petroleum Company
Wichita, Kansas



BILL JOHNSON
Big J Oil Company
Perry, Oklahoma



SAM FARRIS
Cordova Resources, Inc.
Ardmore, Oklahoma



ROGER MCCOY
McCoy Petroleum Company
Wichita, Kansas



CHARLES RICHMOND
Cities Service Company
Wichita, Kansas



DeWAYNE WILKINS
Cordova Resources, Inc.
Wynnewood, Oklahoma



BRYCE HAYES
Hayes Well Services
Attica, Kansas



MICK HARRISON
Cities Service Company
Wichita, Kansas



DON HEWITT
Cities Service Company
Wichita, Kansas



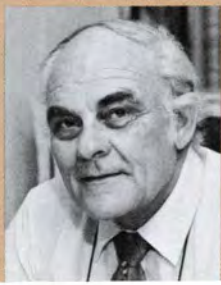
JOE JIMENEZ
Hayes Well Service
Attica, Kansas



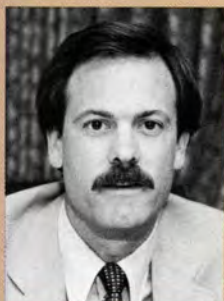
TERRY ARNETT
Hayes Well Service
Attica, Kansas



ROBERT EDMISTON
Ram Petroleum Corporation
Wichita, Kansas



BILL SHROPSHIRE
Murfin Drilling Company
Wichita, Kansas



L.O. BUTNER
Murfin Drilling Company
Wichita, Kansas



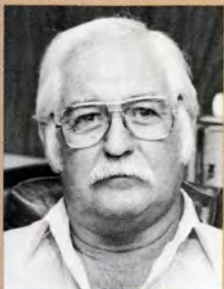
ROBERT CAMPBELL
Oil & Gas Operations
Wichita, Kansas



STEVE PARK
The Maurice L. Brown Co.
Wichita, Kansas



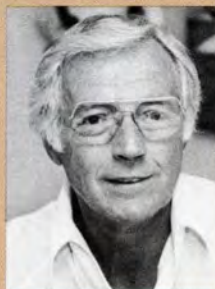
JIM THATCHER
Gear Petroleum Co., Inc.
Wichita, Kansas



WAYNE KIRKMAN
W.L. Kirkman, Inc.
Wichita, Kansas



VERNON LOWE
Koch Exploration Company
Wichita, Kansas



R. BYRON THOMAS
Gear Petroleum Co., Inc.
Wichita, Kansas



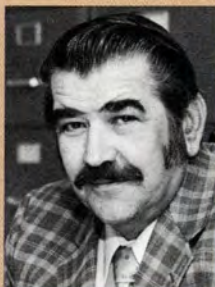
R. JAMES GEAR
Gear Petroleum Co., Inc.
Wichita, Kansas



KENNETH SEYMOUR
Koch Exploration Company
Wichita, Kansas



CINDY MADSON
Koch Exploration Company
Wichita, Kansas



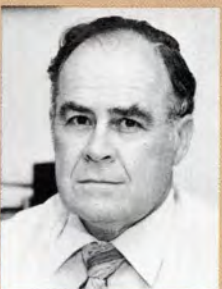
FRANK NOVY
The Maurice L. Brown Co.
Wichita, Kansas



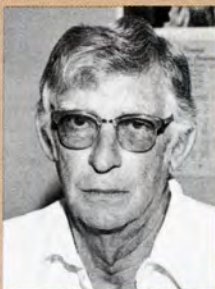
J. MARK RICHARDSON
Petroleum Geologist-Operator
Wichita, Kansas



CARLA NORRIS
Koch Exploration Company
Wichita, Kansas



BRUCE LE BARON
Koch Industries, Inc.
Wichita, Kansas



C.D. DOHRER
Phillips Petroleum Company
Great Bend, Kansas



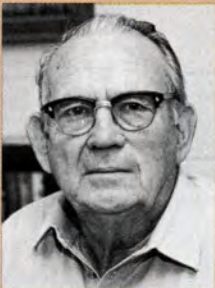
ROBERT LITRELL
Terra Resources Inc.
Great Bend, Kansas



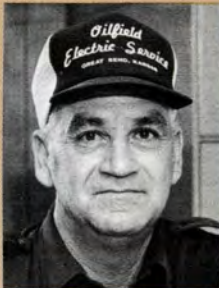
DON BAKER
Camio Oil Company
Wichita, Kansas



INEZ UNDERWOOD
Camio Oil Company
Wichita, Kansas



HUGH MILES
Conoco, Inc.
Wichita, Kansas



RAY KITTERMAN
Arco Oil & Gas Co.
Great Bend, Kansas



PAMELA PRUITT
Camio Oil Company
Wichita, Kansas



DON HICKS
The Maurice L. Brown Co.
Wichita, Kansas



TOMMY SEITZ
Diamond Shamrock
Amarillo, Texas



You could be hauling more than 3613 cu. ft. of cargo with our dry freight vans.

102" wide and 48' long vans with eave heights to 111 inches

Our new 48-foot, 102-inch wide aluminum dry freight van can handle 3613 cu. ft. of cargo in a standard, straight floor design with an 111" eave height. We have optional designs with even more cargo space, such as lengths to 53 feet, FRP trailers with a full 100 inches of inside width, or wedge designs with eave heights greater than 111 inches.

Full rear opening design allows same as inside clearance

Our shallow rear header design lets you take full advantage of this increased space when loading or unloading too. This new rear header design allows same as inside clearance without compromising strength.

Memphis, TN 901/345-0340
Dallas, TX 214/745-6631
Lubbock, TX 806/745-6631
Oklahoma City, OK 405/672-4414
Shreveport, LA 318/746-4636
Houston, TX 713/225-0241

Atlanta, GA 404/755-6681
New Orleans, LA 504/362-7575
San Antonio, TX 512/924-5117
Plant and executive offices:
Lufkin, TX 409/634-2211

LUFKIN®
TRAILERS

DIVISION OF **LUFKIN** INDUSTRIES, INC.



Service for your 50-year-old LUFKIN pumping unit is no joking matter.

Quite often, customers half-jokingly ask our parts departments if it's possible to order a wrist pin or some other part for a 50-year-old LUFKIN pumping unit.

Our warehouses maintain an inventory of commonly needed parts.

These customers are frequently surprised to find such parts in stock. In fact, most of the 165,000 units we've manufactured since 1923 are still in service. Supplying parts and service for every LUFKIN unit, even a 50-year-old model, is one of our top priorities.

Regional service saves expensive shipments back to the plant.

We've located warehouses in every major producing field with facilities and servicemen who can often make repairs to LUFKIN units without returning the equipment to the plant, saving our customers expensive freight charges and lengthy down times.

When it comes to parts and service, we don't kid around.

Division Offices:

Calgary, ALTA, 403/234-7692
Dallas, TX, 214/691-6133
Houston, TX, 713/870-9151
Tulsa, OK, 918/749-6846
Pittsburgh, PA, 412/241-5131
Bakersfield, CA, 805/327-3563

Denver, CO, 303/795-9253

Atlanta, GA, 404/939-3119

International offices:

Houston, TX, 713/820-9884

Executive offices & plant:

Lufkin, TX, 409/634-2211

LUFKIN®
INDUSTRIES, INC.
LUFKIN, TEXAS