

LUFKIN ROUNDUP

FEBRUARY
1978



FELLOW EMPLOYEES:

We have always considered sales as one of the most important aspects of our business. They are our contact with our customers, and they generate our orders which is the lifeblood of our company. I learned a lot last week about salesmanship from the world's greatest salesmen.

Lufkin Industries held its Annual Machinery Division Sales Conference the first week in January, and LUFKIN salesmen from the world over met in Lufkin to exchange ideas and get better acquainted.

This was the best I have ever attended during my 32 years with LUFKIN. There was real interest, great enthusiasm, and good humor among the entire group. They have the best attitude of any group I have ever seen, and I was very proud to see some of our most experienced salesmen giving such good advice to our younger men.

The highlight of our program consisted of sales presentations from three of LUFKIN's fine salesmen: Rick Muller, Dick Couch and John Finney.

I would like to quote from some of their discussions because I think their ideas are worth passing on to all employees, who, in a sense, are all salesmen for LUFKIN.

"Arrogance costs as many orders as ignorance of the trade."

"The seller is always the servant to the buyer."

"Humility is still the hallmark of the successful salesman."

"No one ever lost an order because quality was too high or service too good."

"We do not worry too much about losing an order strictly on price if we feel our price is right and the quality is good. Our competitor knows better than anyone what his product is worth."

"When I am in contact with a customer, I represent LUFKIN, and when I am in contact with LUFKIN I represent my customer. This is the way it has to be so that there is clear and accurate communication with engineering, manufacturing and shipping. Otherwise we will have a dissatisfied customer."

I can now understand why we are very active in the gear fields and sell more pumping units than any other company in the world.

I have great confidence in these fellows, and I am convinced that our machinery sales are in good hands.

R. L. POLAND



from
The President's
Desk ...

BERTSCH PLATE ROLL MACHINE

No ordinary "fix-it" job

From the beginning, repairing the roll machine in the welding shop was not one of those ordinary "fix-it" jobs.

The Bertsch Plate roll machine rolls cylinders from flat plates to form tanks for air balanced units.

The casting that covers the gears, shafts, bearings, and all those parts necessary to hold the three 16-inch rolls was beginning to crack. First attempt at repair was a weld but after awhile, the weld began to break.

Buddy Pullen, foreman, mechanical maintenance, machine shop, contacted the company from which the machine was purchased to request a new casting. The response asked that the machine be returned to the factory so the casting could be machined to fit the machine. He also was told it would take at least 60 days to machine the casting.

"Since I felt we could do the machining here and Bill Pennington agreed, we just requested the casting," Buddy said.

In order to take the old casting off the machine, all the gears were removed off the rolls. The rolls were straightened out and set up on blocks.

The old casting was transferred to the machine shop where it was set up on a tape-controlled machining center, or NC boring mill. Dimensions were recorded off the old casting and when the new one arrived, Buddy Pullen and James Elliott, machine shop, foreman, 1st shift, used these dimensions to machine the casting.

However a few problems occurred since the manufacturer did not pour the casting the exact size of the old casting.

For example, there was not enough stock to machine a 10-inch surface around an opening for a bearing. The surface had to be machined more than the



Bertsch plate roll machine rolls cylinders from flat plates to form tanks for air balanced units

needed 10 inches and a shim was placed on the side of the bearing.

"We also drilled roll end bearings, squared the casting and other required machine work before taking it to the welding shop," Buddy said.

At the welding shop, Ronnie Smith, foreman, welding shop maintenance, and his crew had to reassemble the machine. It took Ronnie's crew one day to fit the casting on the machine and another ten days to align the gears and shafts within and around the housing.

Ronnie described the reassembling job as involved and complicated assignment.

"There were just a lot of irregularities," Ronnie said. "Sometimes, the dimensions on the prints did not apply to this roll machine and when you're trying to reassemble and fit all parts, the dimensions need to be exact."

All shafts and gears had to be aligned. After certain shafts were lined up, an asbestos sheet was cut to fit around the shaft and outer part of the opening through which the shaft had been placed.

"Wayne Hodges cut the pat-

terns to fit the shafts and the outer surface of the opening," Ronnie said. "Then we slid in the pattern before pouring the metal for the babbitt bearing."

Ronnie said it was the first time he had ever poured babbitt bearings. "It was quite an operation but you learn something every day on this job."

John McCarty, general foreman, welding shop, said Ronnie and his crew did a great job. "Before it was repaired and reassembled, we could only roll half of a tank off the machine because it was too much pressure for the three rolls," John said. "But, now we can roll a whole tank off the machine."

"I'm glad it's over," Ronnie said. "It was quite a job but it does give us pleasure to know we did it here with our crew and equipment."

"I thought Ronnie and his crew did a sensational job and the co-operation around the plant was wonderful," Buddy said. "The point is that we can take care of our machinery here. We have the equipment and know our machines better than outside sources."

A child is waiting

Jo McCalister had one nagging doubt: would she be able to give up the child when the time came?

It was as hard as she imagined and yet, today, a slender, soft-spoken Jo encourages other couples to become foster parents.

"There always is another child waiting and this is what helps you overcome the loss of the child who leaves your home," Jo explained.

A foster child is removed from his home for a short period of time because, for one reason or another, that family can not take care of a child. Since the purpose of the foster care program is to keep a family together, these children are not available for adoption.

Foster care is substitute care only.



Jo watches as Tommy, left, and Johnny play with some of their Christmas presents



Learning to share was the adjustment the McCalisters' seven-year-old son Johnny, right, had to make upon the arrival of his foster brother. Watching cartoons is a favorite pastime

"The foster home gives a child a place for now," said Bill McCalister, foreman, gear cutters, 3rd shift.

Jo and Bill McCalister are confident that people just do not realize how many children today are without places because families cannot stay together. Bill quickly adds that sometimes this is not the family's fault.

"I guess most people think of a foster child as an abused child but this is not always the case," he says. "Economic or health reasons can break up a family and parents feel like they are doing the right thing by placing them in foster homes. And they are."

"Some of the children have to wait for quite a long time until something is worked out," he adds. "It really is a terrible thing to be without somebody and if a child doesn't feel part of a family, that child is alone."

The decision for them to become foster parents was an easy one.

"We didn't have to have a White House Conference about it," Bill says. "We've been together so long we know each other well enough to know how the other feels."

A foster home has to be licensed by the state. However, Bill says people really are too critical about themselves when it comes to something like being foster parents.

"People convince themselves that they can't meet the specifications and decide not to sign up but really, there are a lot of people who could be doing this," he says.

According to Bill and Jo, the only requirement to be a foster parent is to love a child more than yourself.

However, both believe it is important that a couple have their own problems under control.

"A child needs someone to lean on, not for someone to lean on him," Bill says. "We have a place to carry our problems, to Christ. We are just thankful that



Both Jo and Bill agree the decision to become foster parents is one they never have regretted

we have a Christian home and that's a big help."

Jo and Bill attend meetings of the local Foster Parent Association where they can discuss their experiences with other foster parents. Also, a case worker visits them once or twice a month to talk to the child and foster parents.

Since Jo and Bill only have one son, they were advised to take a younger child into their home so Johnny, their seven-year-old son, could be the leader.

The McCalisters never felt that a foster child would have an adverse effect on their son.

"I believe the personality of a

child is pretty well established after the age of five," Bill says. "John already is pretty independent and I'm sure he will affect someone else rather than someone affecting him."

At this time, John is playing big brother to another three-year-old boy who has been in the McCalister home since September. The two boys are quite compatible and John has taken the responsibility of his younger foster brother.

(For the protection of this foster child, we will use a fictitious name in this article.)

Tommy has a twin brother, and at the time they were taken from their home, the boys had been abandoned. Because of environmental neglect, the twins had developed a language between themselves that only they could understand.

Ordinarily, twins are placed together. However, it was decided to separate these children so that each child could receive more individual attention. Also the separation would enable the foster parents to teach each twin to communicate with others.

Since the foster parents of Tommy's brother are close friends of the McCalisters, the twins see each other quite often and last year, they celebrated their birthday together.

Any time you bring another member into a family, there have to be adjustments. When Tommy first came, Jo was nervous with him because she wanted to do a good job.

"I found myself wanting to give him too much attention which is not good," she says. "Also, I stayed at home with him but now I take him with me everywhere I go."

Bill confesses his adjustment is more of a personal nature.

"Now, I'm in competition with two instead of one," he says.

"And sometimes, although actually I don't feel neglected, I do feel she could pay more attention to me but that's just human

nature. Really, none of us ever grow up."

Their son Johnny has the usual problems of learning how to share with his foster brother; but both Jo and Bill agree the family's adjustments have been well worthwhile. Not once have they regretted their decision.

"Just knowing Tommy doesn't have to worry about something to eat, or a place to sleep makes it worthwhile," Jo says. "All he has to worry about is playing."

"And really, this is all a child should have to worry about," Bill says.

The foster care program needs more homes for children. Bill and

Jo say a foster child who is happy in your home is sufficient reward for anyone who assumes the responsibility.

"Sometimes you hear about a child returning to a foster home

he left," Bill says. "In a case like that, you might feel like you have not accomplished anything. However, you really have because your home is a place for him to come back to."



"To become a foster parent, all you have to do is love a child more than yourself," says Bill



If anyone is interested in becoming a foster parent, contact Suzanne Briscoe at the Department of Human Resources, 632-7708.

REMINISCENCES

Building the first Lufkin pumping unit



by Guy Croom

My daughter asked me to recount the development of the LUFKIN pumping unit. For the benefit of those who do not know where the idea originated, it happened this way.

In the early twenties, Ford Motor Company built a truck with a worm gear drive instead of the conventional bevel gear. Someone in the Goose Creek area took the back axle assembly of a Ford truck and put a crank on one of the axles and pumped a shallow oil well.

Mr. Ross Sterling, who was then president of the Humble Oil and Refining Company, saw this rig and it captivated his imagination. He came to Lufkin, made a luncheon appointment with Mr. W. C. Trout and told him the story. Mr. Trout saw the possibilities and sketched out on the tablecloth the embryo of the LUFKIN pumping unit. Mr. Sterling promised if LUFKIN would build it, Humble would buy it.

I would like to add that Mr. Sterling later was elected governor of Texas. He was the boy that organized the Texas Highway Department and took it out of politics. And today, Texas has the best highway system and it is the most efficiently operated department of any state in the nation.

Back to the pumping unit, mind you, there was not a planer-type milling machine, horizontal boring mill, or an electric hoist in the shop. So, the thing had to be designed to fit the tools at hand.

The gear box, outboard pedes-

tal and a power unit, either a gas engine or electric motor, was mounted on an integral cast iron base. It took eight hours to face off this base on a 12-foot vertical boring mill.

The first design had the bronze worm gear shrunk around a cast iron center. What happened was when the pumping unit was working hard, the worm gear slipped on the center, the rig stopped and the gear continued to spin around on the center. To correct this, we drilled and tapped six holes between the gear and the cast iron center for six dowels. All that did was when the gear slipped again, it rolled over the dowel and busted.

We then had the gear cast with a flange that came down the side of the center. This flange was doweled and riveted to the center and that stopped the gear box failures.

But in the meantime, our walking beams were two steel channels laced together with riveted straps. These creations broke right over the sampson post. Then, we reinforced it with a plate halfway out to the well and they broke off at the end of the reinforcement.

We then made a truss type beam that did not break but the truss bars clattered and banged together so badly that the noise was almost intolerable. That is when we decided to try the I-beam which is very similar to what we use today. In the meantime, we

had bought an electric welding machine. Our then plant superintendent had no faith in electric welds and it was ridiculous the amount of weld he required the welders to apply.

As all engineers know, a worm gear is a very inefficient method of power transmission. So in the late twenties, we again designed our unit for Herringbone gears and bought our first Herringbone gear cutter and installed it in December of '28 or '29. I'm not sure about the date but that was the year the thermometer went down to zero and there were 15 inches of snow on the ground.

Before the advent of the mobile well-servicing equipment, each well had a rod and a tubing hoist on the derrick floor. This hoist was driven by a chain and sprocket from the pumping unit.

At the time of well servicing, the unit was disconnected from the walking beam and had to be speeded up. The first counterbalanced crank had a twofold purpose: number one, it was to counterbalance the well and number two, when the weights were back behind the crank shaft, it had a flywheel effect that helped give a constant speed when servicing the well.

We sold pumping units as fast as we could make them. Our first goal was one unit per day.

For several years, we made individual well pumping units. It was quite sometime before we built central power units.

The hub of communication



C. B. Burris, office services manager

Once a forlorned storage house, out of sight and often overlooked, the red brick building behind the main office is now the hub of communication among LUFKIN employees.

Office Services Manager C. B. Burris and his employees moved into the renovated building which is an office for C. B., switchboard operators Louise Melton and Judy Hill, and the mailroom.

A part of the office services department's responsibilities is to provide both phone and mail service to all LUFKIN employees, a task that continues to grow as LUFKIN continues to increase its employment.

Phone Service

With the recent move into their new quarters came the arrival of

a new Northern Telecom SL-1 phone system. The SL-1 is a computer controlled digital-type electronic phone system.

C. B. explained that the continued growth of our company had forced the expansion of the telephone service far beyond the capacity of the old telephone system. "Our employees were having to wait for a long period of time before they could get a dial tone in order to make a phone call. Other problems included the inability to get an outside trunk to call out of the plant, and more important, these same outside trunks were busy when our customers were calling us.

"The new system has solved these problems and it is surprising how much time it is saving our operators. The operators mainly

are concerned with incoming calls and with the speed that they are able to operate the switchboard, these calls clear very fast."

C. B. says pay phones also are being installed at all gates as a convenience to employees.

Both switchboard operators Louise and Judy agree with C. B. that the new system is faster and better than the previous one. Louise says what she particularly likes about the new system is that she no longer has to listen to so many complaints.

Here are some of the features the phone system offers.

Call pickup—This feature allows you to answer an incoming call from any extension in your general office area. Say a call comes in to an extension number in another office located away from your immediate area. If the extension number is not answered, you can dial the call pickup code and the incoming call is connected to your phone.

Ring Again—When you dial a busy extension, dial 11, then hang up. Once the number you call is free, your phone and the called number will ring, if both phones are not busy.

Transfer calls—Now numbers can be transferred without going through an operator. If an outside call comes in to your department, tap the cradle once, dial the number, get the person on the phone, then tap the cradle button again. Both parties are now on the phone.

C. B. explained that it took from February to November of last year to gather information and to place it in the memory bank of the computer.

"Generally, we will be making changes in classification of service within some departments," C. B. says. "We have to add and take out some phones. Like all major changes, it will take a little time to get the system working at its full capacity."



Mary Fuller, and Donald Young, mailroom employees

Mailroom

At 7:30 a.m. each morning, the mail is picked up at the U.S. Post Office by LUFKIN employee Don Young.

At 8:15 a.m., the first batch of mail arrives in the mailroom from a special run that is made around the plant to pick up night mail from second and third shifts.

The early morning delivery marks the beginning of a rather long procession of mail made through LUFKIN plant and office areas from the LUFKIN mailroom.

On a typical day, mailroom employees Mary Fuller, Linwood Havard, and Don Young process approximately one thousand pieces of outgoing mail, and three to four thousand pieces of incoming mail. They deliver about half the total amount of incoming and outgoing mail within the plant area.

While the mailroom's large volume of mail is due mostly to branch mail, customer orders, payments, and other customer



On a typical day, approximately one thousand pieces of outgoing mail, and three to four thousand pieces of incoming mail are processed



The afternoon plant route

mailings, the interoffice mail delivery serves as the main line of communication among all LUFKIN employees.

Depending upon the volume of mail, each department at the LUFKIN plant receives either three or four mail deliveries a day. Deliveries are divided up into two morning and afternoon routes, with Don and Linwood having specific plant and office runs to make.

A truck from the trailer plant picks up mail four times a day.

In addition to knowing their way around the LUFKIN plant, mailroom employees must keep up on changes in office locations, organization changes, new employees, and even marriages.

"One of the toughest parts about being a mail clerk is learning names," says Mary Fuller, mail clerk. "When I first started in the mailroom, I would dream about

names at night. Then once you learn names, you've got to keep up on the name changes as well as the transfers and new employees."

The mailroom strives for speed and accurate delivery. In fact, a piece of mail picked up by 9:30 a.m. should reach its destination within the plant by 11 a.m.—if it is addressed correctly.

"Since our runs are broken up by departments, inter-office mail should be addressed to both the person and department," says C. B. "If a piece of mail is addressed only to a person's name, we've got to look up the department and it just adds that much more time to our sorting process."

C. B. pointed out that it helps to be as specific as possible.

"Considering the amount of mail processed through here every day, we've got to depend on our mail clerks in order to get the job done," says C. B. Burris. "And they are doing a great job for us."



Linwood Havard says office buildings usually have a delivery of mail approximately every hour

Celebrating an Anniversary

12 years or more



ROBBIE BARLEY
Assembly & Shipping
14 years



STANLEY BECK
Plant Engineering
23 years



FRED BENEMON
Cleaning Room
32 years



THOMAS BOULWARE
Side Bay
23 years



EARL BURCHFIELD
Welding Shop
16 years



C. B. BURRIS
Office Services Manager
25 years



JOE BYRD
Machinery Sales
17 years



CABE CLONTS
Trailer Repair
14 years



LEONARD DONNELL
Trailer Division
26 years



DELBERT ELLISON
Utility Maintenance
14 years



LEWIS FERGUSON
Core Room
12 years



EMMIE FORD
Material Control
12 years



JAMES GREEN
Trailer-Pierce Rivet
12 years



DOROTHY HAVARD
Automotive & Industrial
13 years



BOYCE HENDRY
Trailer-Vans
28 years



CHARLIE JACKSON, JR.
Trailer-Vans
12 years



PIETER JANSEN
Gauge Room
16 years



FRED JENKINS
Side Bay
22 years



CLAYTON JIRCIK
Chief Foundry Engineer
23 years



JAMES C. JONES
Foundry Department
16 years



JAMES R. JONES
Cleaning Room
23 years



REX JONES
Side Bay
27 years



CHARLES KILGORE
Trailer-Vans
14 years



JAMES KING
Engineering
13 years



JACK LANDRUM
Machine Shop
19 years



BILL LITTLE
Trailer Division
vice president
21 years



MALCHOM LOWERY
Welding Shop
19 years



JAMES LUCE
Jig Shop
13 years



ELMER LYNCH
Trailer Division
12 years



J. C. MALNAR
Trailer-Vans
12 years



DAVID MERRITT
Welding Shop
16 years



PETE MINTON
Main Bay
16 years



G. L. OLIVER
Trailer-Floats
13 years



RONNIE PARKER
Machine Shop
12 years



MARCUS PATRICK
Welding Shop
31 years



J. B. PERKINS
Main Bay
26 years



E. G. PITTMAN
Foundry Department
vice president
18 years



CARL ROSS
Pattern Shop
26 years



LUKE ROUSE
Trailer-Carpenter
28 years



RAY RUSSELL
Traffic Manager
22 years



JAMES SCOTT
Foundry-Shot Blast
32 years



BETTY STEWART
Main Office
20 years



JAY L. TARVER
Welding Shop
14 years



CURTIS L. THOMAS
Yard Crew
13 years



WILLIAM WAGNER
Engineering
26 years



DONALD WALLACE
Tool Room
19 years



ARTHUR WARREN
Trailer Division
28 years



HULEN WARREN
Machine Shop
16 years



MILTON WATSON
Trailer-Vans
28 years



PRESTON WESTBROOK
Pattern Shop
22 years



JOHN WHITEHEAD
Trailer-Dumps
14 years



ARCHIE WILLIAMS
Main Bay
12 years



THERON WILLIAMS
Assembly & Shipping
12 years



FREDDY WILLIAMSON
Trailer-Repair
14 years



GRANVILLE WRIGHT
Trailer Division
28 years



THOMAS REYNOLDS
Machine Shop Inspector
16 years



PAUL TAYLOR
Welding Shop
4 years



EARL DAVIS
Automotive & Industrial
15 years

LUFKIN IN FOCUS

Promotions

Ten LUFKIN employees were promoted within their respective departments.

In the Machinery Division, Travis Stone, who was 2nd shift foreman of the machine shop, was named general foreman of machine shop operations, 1st shift.

Other employees who were promoted on the first shift within Machinery Division are James Elliott, foreman of the machine shop area; J. D. Pitts, foreman of the tool room; and John Smith, foreman of the jig shop.

On the second shift Robert Phillips was promoted to supervisor of the tool room; Jack Anderson became the supervisor of the shaft shop; and Willie Wigley was promoted to supervisor of the lathe shop.

In the Foundry Department, M. L. (Pete) Thompson was named general foreman in charge of foundry mechanical maintenance and David Allen was promoted to general foreman in charge of foundry electrical maintenance.

In Welding and Structural Plant, David Cobb was named foreman of machines in assembly and shipping department, 1st shift.



Travis Stone



James Elliott



J. D. Pitts



John Smith



Robert Phillips



Jack Anderson



Willie Wigley

LUFKIN IN FOCUS



Pete Thompson



David Allen



David Cobb

Clyde Hall, Trailer Division, 35 years

Clyde Hall doesn't like to leave a job once he gets into it so he stayed at the LUFKIN trailer plant for 35 years.

Born in Nacogdoches County, Clyde came to work for Lufkin in 1942. He worked all over the place but stayed most of the 35 years in the float weld-out section of the Trailer Division.

About two years ago, he invested in a portable welding machine.

"I just decided it would be nice to be my own working boss in re-

tirement," he said. "I only bought a small welding machine because I didn't want to handle big jobs." Clyde even has his own business cards to hand out to prospective customers.

"I don't care about a whole lot of work, just enough to keep me busy when necessary," he said.

When not working, Clyde and his wife Lucille will go fishing. "Yes sir, that wife of mine is a better fisherman than I am," he admitted. "I hate to say it but she can beat me at that fishing."



Clyde Hall, who retired from Trailer Division, received his watch from Bill Trout, vice president

The grandchildren of Higdon



William Higdon, gear cutters, 1st shift, holds his only grandson, three-week-old James Louis Winthrop, Jr.

His three granddaughters are, top Angela Winthrop, 12 years old; Jocelyn, two years old, and Janna Wilson, four years old.

LUFKIN IN FOCUS

SUMMING IT UP:

1977 was a good year and 1978 looks better

To meet customer demands last year, this company hired more people, bought more equipment, and tools than it ever has in a single year.

The banner year in sales strung a ribbon of improvements around the plant. Also last year, plans for construction were begun again, many of which are expected to see completion this year.

Below is a summary of major improvements made throughout the plant in 1977 and predictions of what's coming up for 1978.

Machinery Division

With pumping units leading the field in sales last year, the Machinery Division spent approximately one million dollars in equipment for the machine shop. The major part of this investment was made in production machines such as milling machines, lathes, turret lathes, a new cutter grinder, and a large cylindrical grinder.

"The 1977 improvements primarily were for replacement of bottleneck operations or places where existing machines were not adequate to do the present job," said Frank Stevenson, vice president of Machinery Division.

Improvements continue in 1978 as the machine shop updates equipment, and expands facilities. Present plans call for expansion in four major areas of the Machinery Division.

The south end of the machine shop will be extended approximately one hundred feet to house



an Ingersoll planer-type milling machine.

Construction will begin in renovating the old foundry to house new numerically controlled vertical turret lathes.

An extension to the heat treat building will be added to allow for storage cut off and heat treatment of all bar stock.

The north extension on the gear building will be started.

All plans for expansion are tentative ones subject to change because the priority of building projects changes as demands for LUFKIN products change.

Foundry Department

Last year, the foundry department mapped out the location of a new pattern shop, planned the

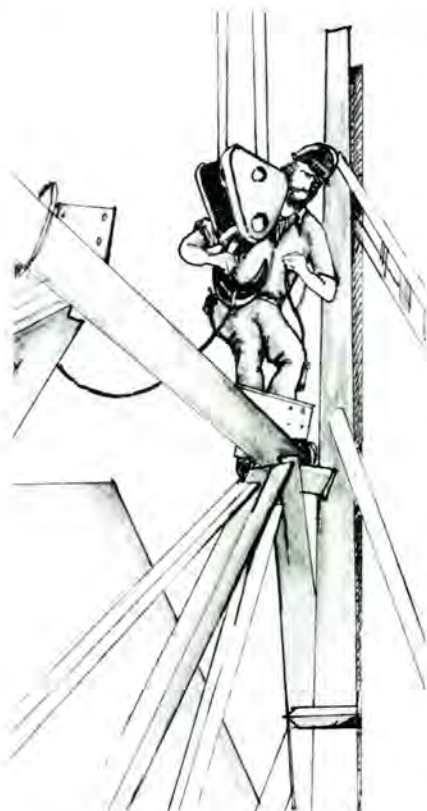
relocation of some of its departments, added new equipment, and designed extensions to existing facilities.

"All additions and changes are expected to give more production space to individual departments, and reduce the handling of material," said Bill Fincher, foundry engineer.

All relocation of other departments will follow the completion of the new 13,600-square-foot pattern shop now under construction.

"Generally," Bill said, "this new facility will offer better employee conditions and a better organized shop that will give a more efficient setup for the production of patterns."

LUFKIN IN FOCUS



When the pattern shop is completed, the electrical and maintenance departments will be transferred to the 9600-square-foot building that previously housed the foundry offices. This building will be remodeled to offices, parts storage area, and workshop area for those two departments.

The conversion of the main bay to the no-bake molding has been an ongoing process for approximately seven years.

Chief foundry engineer Clayton Jircik said the difficulty is converting all foundry operations to the no-bake process while maintaining production at the same time.

Another phase now under construction are two expansion projects: an extension to the main bay and extensions to the core room. The west extension to the main bay will cover the main bay flask yard and will house a new complete sand system. Extensive renovation of the core room calls for a building between the core room

and main bay and an extension to the present facility.

Both improvements will mark major steps toward the plant's total conversion to the no-bake molding.

Foundry improvements completed in 1977 were an eight-foot retainer wall built on the fence line along Winston and Trout Street; the installation of an auxiliary generator set; the purchase of a new metal analyzer for the metallurgy lab; and the addition of eight new cleaning booths in the cleaning room.

The foundry department also expanded its operations with the purchase of a cast iron foundry at Mabelvale, Arkansas. The purchase cuts down on outside purchases and gives in-house employment.

Welding And Structural Plant

In the welding and structural plant, the major expansion project was the 50-foot extension to the assembly and shipping building. Vice President Bill Pennington said the additional bay will give the department two loading areas for trucks.

"The additional bay primarily is being used for loading of export units," he said. "However, this area also will help us in meeting our shipping schedule of domestic units as well."

Bill also pointed out the additional crane in the bay eliminates crane waiting time which caused delays in the past. A 125-foot lean-to for air tank test area and lumber storage also was added to the existing facility.

Approximately one quarter million dollars was invested into equipment. Most of the investment was for vehicles such as fork trucks, transporters, and sweepers. One major purchase of production equipment was a positioner for sub bases that is capable of holding up to 6,000 pounds.

Trailer Division

The major project for the Trailer Division last year was re-roofing the 348,000-square-foot trailer plant which cost one third of a million dollars.

According to Bill Little, vice president of the Trailer Division, last year's sales were strong in all three trailer lines—dumps, floats, and vans. He expects strong sales to continue throughout this year.

Last year the trailer division re-invested in production equipment such as new welding machines, a positioner to hold up to 40,000 pounds, a new beveler machine which edges metal, and a beam jig. Two trucks were added to the trailer fleet and the paint booth in van sub-assembly department was enlarged.

General Expansion

General expansion included an addition to the personnel department, new lab test center for the engineering department, and remodeling of the file house behind the main building.

A 1800-square-foot expansion was made to the personnel department to house new medical equipment necessary for pre-employment medical examinations.

"Also," said Johnny Long, personnel director, "this area gives us more room to better handle on-the-job injuries. We now have a complete medical department that offers additional services to our employees."

The new facility houses two examining rooms, a file room that keeps over 21,000 personnel records, two additional offices, an x-ray room, a new enlarged waiting room, a doctor's office, and a new lab room.

New medical equipment includes a spirometer to measure lung capacity, a machine to test vision, a new X-ray machine and blood analyzer, and new equipment to test hearing.

LUFKIN IN FOCUS

If only there had been a 1934 Super Bowl



"As best memory serves us..." is how the three self-appointed All Stars of the 1934 Lufkin Panther team began recalling a hard-hitting and successful football season.

Well, if they were not All Stars, the red-faced threesome were the day they posed for their winning take-off position. Ghent Smelley, former general foreman of the machine shop, left, played tackle. Vic DiStefano, tool room, and Mutt Barr, executive vice president, right, were the two running backs.

"I did all the blocking for them back then, and I'm still doing it," quipped Ghent.

According to the fearsome threesome, they lost only one game that season, and that was to Tyler. The deflated football Vic gently holds in his hands is the 1934 team football.

"Red" Massingill, who was team captain, gave the football to his nephew Jim Massingill who now works in the cost accounting department. Jim pulled the football

out one day, began reading the names and recognized some of his fellow employees.

The football coach that year was Howard Grubbs, who was appointed head coach at T.C.U. and later was named Athletic Director of the Southwest Conference.

"For all of the out-of-town games," Ghent said, "We would take 50¢ to buy our lunch or dinner. Back then, that was a lot of money."

Mutt recalled the time he threw his first and only touchdown pass which was in the Jeff Davis game in Houston. Vic remembered the team beating Nacogdoches in a close game, 7 to 6. He thought it was one of the better games the team played.

All agreed being a member of a football team provides good memories.

As all three began recalling events, it was obvious they were enjoying themselves as much as when they were playing on the 1934 Lufkin Panther team.

A wedding, a bride and a winch



Most brides-to-be would never have accepted a truck winch as a suitable wedding gift.

But then, most brides are not as avid a hunter as Sandi Cater.

"Actually, the winch is the most expensive wedding present we received," said Jim Cater, welding and structural, 1st shift.

Sandi loves to deer hunt as much as Jim does, and both agree they needed a winch for the truck. "Getting stuck is not unusual where we go to hunt," she said. "So, it's something we wanted."

An instructive Jim gives assurance the winch can be used for other purposes. Sandi and two-year-old Chris were not so positive . . .

MARKING AN ANNIVERSARY

MACHINE SHOP

	Employment Date	Years with Co.
Pat Parrish	Feb. 12, 1947	31
Donald Wallace	Feb. 2, 1959	19
Jack Landrum	Feb. 2, 1959	19
Hulen Warren	Feb. 14, 1962	16
Pieter Jansen	Feb. 21, 1962	16
Curtis Thomas	Feb. 2, 1965	13
James Luce	Feb. 8, 1965	13
Ronnie Parker	Feb. 7, 1966	12
Emmie Ford	Feb. 23, 1966	12
Lewis Stubblefield	Feb. 8, 1967	11
Austin Stein	Feb. 26, 1968	10
R. E. Solly	Feb. 17, 1969	9
M. G. Powell, Jr.	Feb. 19, 1969	9
Billy Addison	Feb. 14, 1972	6
Robert Gresham	Feb. 21, 1972	6
Harold Lane	Feb. 2, 1973	5
S. D. Langston	Feb. 15, 1973	5
J. E. Coleman, Jr.	Feb. 4, 1974	4
T. E. Sisk	Feb. 3, 1975	3
W. D. Barnett	Feb. 4, 1975	3
S. E. Alvers	Feb. 10, 1975	3
G. C. Oliver	Feb. 11, 1975	3
V. R. Reese, Jr.	Feb. 16, 1975	3
A. A. Burford	Feb. 20, 1975	3
A. H. Reynolds, Jr.	Feb. 25, 1975	3
O. J. Houston	Feb. 3, 1976	2
J. R. Spivey	Feb. 10, 1976	2
A. B. Kennedy	Feb. 11, 1976	2
J. E. White	Feb. 16, 1976	2
R. J. Stokes	Feb. 16, 1976	2
T. G. Richards	Feb. 18, 1976	2
T. T. Thomas	Feb. 26, 1976	2
T. W. Arriola	Feb. 1, 1977	1
R. B. Dunn	Feb. 1, 1977	1
M. L. Beckler	Feb. 7, 1977	1
R. L. Jones	Feb. 7, 1977	1
S. O. Boaz	Feb. 14, 1977	1
W. K. Roach	Feb. 15, 1977	1
Freddie Gates	Feb. 21, 1977	1
G. J. Powers	Feb. 22, 1977	1
R. D. Smith	Feb. 24, 1977	1
J. D. Elliott	Feb. 28, 1977	1

ASSEMBLY & SHIPPING

	Employment Date	Years with Co.
Robbie Barley	Feb. 10, 1964	14
Theron Williams	Feb. 10, 1966	12
J. R. Allen	Feb. 10, 1971	7
J. D. Miller	Feb. 19, 1975	3
C. J. Clay	Feb. 18, 1975	3
John Bridges, Jr.	Feb. 2, 1976	2
Theartis McKelvey	Feb. 18, 1976	2
A. W. Back	Feb. 17, 1977	1

MECHANICAL MAINTENANCE

	Employment Date	Years with Co.
K. R. Brashear	Feb. 8, 1971	7
H. B. Calahan	Feb. 24, 1975	3
Allen McGee	Feb. 21, 1977	1

TRAFFIC

	Employment Date	Years with Co.
Ray Russell	Feb. 7, 1956	22
R. E. Lewis	Feb. 24, 1975	3

MATERIAL CONTROL

	Employment Date	Years with Co.
Ted Hearnberger	Feb. 1, 1968	10
Henry Sumlin	Feb. 13, 1973	5
Ken Williams	Feb. 3, 1976	2
Rex Whitaker	Feb. 11, 1976	2

UTILITY MAINTENANCE

	Employment Date	Years with Co.
D. G. Ellison	Feb. 17, 1964	14
M. O. Sowell	Feb. 13, 1974	4

ELECTRICAL DEPARTMENT

	Employment Date	Years with Co.
Troy Allen	Feb. 5, 1973	5
W. H. Commander	Feb. 16, 1976	2

WELDING AND STRUCTURAL SHOP

	Employment Date	Years with Co.
M. H. Patrick	Feb. 7, 1947	31
M. K. Lowery	Feb. 27, 1959	19
D. E. Merritt	Feb. 9, 1962	16
E. D. Burchfield	Feb. 15, 1962	16
J. L. Tarver	Feb. 10, 1964	14
J. F. Matthews	Feb. 7, 1966	12
J. P. Womack, Jr.	Feb. 20, 1967	11
Leandro Vasquez	Feb. 20, 1967	11
G. R. Waldrep	Feb. 12, 1969	9
C. E. Lee	Feb. 24, 1970	8
B. C. Banks	Feb. 2, 1973	5
Lawrence Holt	Feb. 19, 1974	4
G. G. Dempsey	Feb. 16, 1976	2
Sam Figueroa	Feb. 7, 1977	1
James Morris	Feb. 8, 1977	1
Carl Havens	Feb. 13, 1977	1
Therman Davis	Feb. 14, 1977	1
Keith Collins	Feb. 14, 1977	1
Monte Cochran	Feb. 14, 1977	1
Clayton Wallace	Feb. 24, 1977	1
N. R. Reynolds	Feb. 28, 1977	1
Bill Moseley	Feb. 28, 1977	1

FOUNDRY DEPARTMENT

	Employment Date	Years with Co.
Fred Benemon	Feb. 20, 1946	32
James Scott	Feb. 20, 1946	32
Rex Jones	Feb. 20, 1951	27
J. B. Perkins	Feb. 12, 1952	26
J. R. Jones	Feb. 2, 1955	23
Clayton Jircik	Feb. 21, 1955	23
Thomas Boulware	Feb. 22, 1955	23
Fred Jenkins	Feb. 1, 1956	22
E. G. Pittman	Feb. 1, 1960	18
J. C. Jones	Feb. 5, 1962	16
Pete Minton	Feb. 5, 1962	16
L. E. Ferguson	Feb. 7, 1966	12
Archie Williams	Feb. 11, 1966	12
Jewel Hale	Feb. 14, 1968	10
Juan Reyes	Feb. 5, 1970	8
Bill Landry	Feb. 2, 1970	8
McKinley Johnson	Feb. 9, 1970	8
James Johnson	Feb. 7, 1972	6
Simon Benemon	Feb. 8, 1974	4
W. G. Cummings	Feb. 4, 1975	3
Robert Spears	Feb. 7, 1975	3
Ben Fuller	Feb. 25, 1975	3
Frank Davis	Feb. 2, 1976	2
Eddie Wade	Feb. 23, 1976	2
Owen Youngblood	Feb. 23, 1976	2
Elroy Ballard	Feb. 14, 1977	1
Artice Smith	Feb. 15, 1977	1
Jesse Vaughn	Feb. 17, 1977	1
David McClelland	Feb. 17, 1977	1
Charles Burnett	Feb. 21, 1977	1
Robert Holden	Feb. 22, 1977	1
Jack Bates	Feb. 27, 1977	1

PATTERN SHOP

	Employment Date	Years with Co.
Carl Ross	Feb. 13, 1952	26
W. P. Westbrook	Feb. 1, 1956	22
Donald Kuehl	Feb. 13, 1967	11
Everett Rhodes	Feb. 15, 1967	11

MACHINERY SALES

	Employment Date	Years with Co.
V. L. Gallia, Jr.	Feb. 5, 1947	31
W. O. McKay, Jr.	Feb. 1, 1951	27
Roy Lilley, Jr.	Feb. 2, 1953	25
David Bishop	Feb. 19, 1957	21
Howard Trout	Feb. 12, 1968	10
Michael Bomboy	Feb. 24, 1969	9
Charles Mareschal	Feb. 1, 1977	1
Cheryl Maitrejean	Feb. 7, 1977	1
Ricky Elder	Feb. 14, 1977	1

MAIN OFFICE

	Employment Date	Years with Co.
C. B. Burris	Feb. 11, 1953	25
Barbara Fowler	Feb. 1, 1957	21
Betty Stewart	Feb. 19, 1958	20
Joe Byrd	Feb. 1, 1961	17
Geraldine Korn	Feb. 12, 1973	5
David Pustka	Feb. 16, 1977	1
Ellen Rodriguez	Feb. 28, 1977	1

TRAILER DIVISION

	Employment Date	Years with Co.
G. C. Wright	Feb. 2, 1950	28
Arthur Warren	Feb. 1, 1950	28
Luke Rouse	Feb. 6, 1950	28
Boyce Hendry	Feb. 9, 1950	28
M. E. Watson	Feb. 27, 1950	28
Leonard Donnell	Feb. 28, 1952	26
Bill Little	Feb. 18, 1957	21
C. C. Clonts	Feb. 6, 1964	14
J. B. Whitehead	Feb. 11, 1964	14
C. D. Kilgore	Feb. 14, 1964	14
H. K. Coleman	Feb. 17, 1964	14
Freddy Williamson	Feb. 17, 1964	14
G. L. Oliver	Feb. 24, 1965	13
Elmer Lynch	Feb. 8, 1966	12
Charlie Jackson, Jr.	Feb. 8, 1966	12
J. C. Malnar	Feb. 8, 1966	12
J. A. Green	Feb. 10, 1966	12
S. V. Adams	Feb. 6, 1968	10
Walter Butler	Feb. 2, 1968	10
Whittaker Garrett	Feb. 17, 1969	9
K. W. Hopson	Feb. 26, 1969	9
Lloyd Pruitt	Feb. 17, 1970	8
R. D. Brockett	Feb. 7, 1972	6
E. P. Williams	Feb. 7, 1972	6
Jerry Sudduth	Feb. 7, 1972	6
I. P. Lewis	Feb. 14, 1972	6
Sylvester McClain	Feb. 16, 1972	6
W. M. Davis	Feb. 28, 1972	6
D. M. McGuire	Feb. 28, 1972	2
C. W. Kirk	Feb. 28, 1972	6
Carnuto Rios	Feb. 16, 1976	2
W. C. Hammond	Feb. 23, 1976	2
R. D. Wood	Feb. 7, 1977	1

ENGINEERING DEPARTMENT

	Employment Date	Years with Co.
William Wagner	Feb. 19, 1952	26
James King	Feb. 8, 1965	13
Robert Estes, Jr.	Feb. 2, 1970	8

PLANT ENGINEERING

	Employment Date	Years with Co.
Stanley Beck	Feb. 21, 1955	23

TRAILER SALES

	Employment Date	Years with Co.
Carl Peppard	Feb. 26, 1960	18
Gary Hobson	Feb. 25, 1963	15
Hoyt Rogers	Feb. 17, 1964	14
James Caldwell	Feb. 25, 1971	7
Irmel Coleman	Feb. 28, 1972	6

AUTOMOTIVE & INDUSTRIAL

	Employment Date	Years with Co.
Earl Davis	Feb. 1, 1963	15
Dorothy Havard	Feb. 1, 1965	13
Lee Saxon	Feb. 5, 1968	10
Millie Conner	Feb. 23, 1970	8
Kendall Moseley	Feb. 10, 1972	6
Mary Linda King	Feb. 15, 1972	6
Paul Squyres	Feb. 2, 1976	2
Bonnie Marshall	Feb. 2, 1976	2
Ellis Saucier	Feb. 3, 1976	2

PRINT SHOP

	Employment Date	Years with Co.
Ellen Lightfoot	Feb. 16, 1976	2

LUFKIN INDUSTRIES, INC.
P.O. Box 849 Lufkin, Texas 75901

Address Correction Requested

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HOUSTON, TEXAS
Permit No. 5340

Roundup Lafts

Interviewer: "I've noted from your application that you've been fired from your last four jobs."

Applicant: "Positive proof that I'm not a quitter."

Drunk (with arm around lamp post): "Let me in!"

Pedestrian: "Nobody lives there."

Drunk: "Don't lie to me, there's a light upstairs."

Diner: "One of the legs of this chicken is shorter than the other."

Waiter: "You gonna eat it or dance with it?"

A wolf is a guy with a strong will watching for a gal with a weak won't.

A motorist following a taillight in a dense fog crashed into the car ahead of him when it stopped suddenly. "Why didn't you let me know you were going to stop?" he yelled.

"Why should I?" came a voice out of the fog. "I'm in my own garage."

If your nose runs and your feet smell, you are upside down.

Generation gap: A frowning woman walked up to a little boy she caught smoking. "Does your mother know you smoke?" she demanded. "Lady," he countered, "does your husband know you stop and talk to strange men on the street?"

Secretary: "I've changed my mind!"

Boss: "Thank heaven; does it work any better now?"

Personnel Manager: "What do you take for your insomnia?"

New Employee: "A glass of wine every half hour."

Manager: "Does that make you sleep?"

Employee: "No, but it makes me glad to be awake."

Housewife to neighbor: "Can I borrow your dishwasher? Mine broke his arm."

"If you pick up a starving dog and make him prosperous, he will not bite you; that is the principal difference between a dog and a man."—Mark Twain

LUFKIN ROUNDUP

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IABC Member of International Association of Business Communicators

About the Cover

The office services department personnel moved to a new location as the new phone system was being installed throughout the plant. Switchboard operators Louise Melton, background, and Judy Hill, foreground, approve of the new system. Why? There have been very few complaints.

Cover Photo: Jim Walsh