

LUFKIN

JUNE, 1984

ROUNDUP



From the Chairman's Desk

Several steps can be taken to hold down medical insurance increases ...

Without question, the cost of health care has increased by leaps and bounds—perhaps faster and higher than any other service—during the past decade.

When we are obliged to notify employees about necessary premium increases in our group insurance plan, I'm rather certain a first reaction by many of you is to verbally lambast the company for requesting such an expenditure. This is only natural.

However, if you pause to think about it, you should realize the company's cost is increased considerably more than your own. Simple arithmetic tells us the company pays 60 percent (almost \$2 million last year) of your insurance costs; the employee pays only 40 percent. In other words, the company pays 50 percent more than you do for your medical benefits.

What has Lufkin Industries done to help employees cope with these ever-increasing health care costs? The answer is, quite a lot.

Since 1967, the year I was elected president of this company, LUFKIN's monthly contributions toward family medical coverage has increased every year. Over the past 17 years, our contributions have gone up a whopping 600 percent. This is more than twice the rise in over-all, national health-care increases during the same period.

Company health care contributions are part of the cost of doing business, of course, and must be justified in that vein. It is estimated, for instance, that when you purchase a new automobile, you are paying \$600 to the manufacturer just to cover his health care costs for his employees. Think about that.

During the past decade, spending on health care in the United States has tripled and is now estimated at \$362 billion annually. This figure is \$150 billion more than we spend each year for our national defense. It is equivalent to \$1,000 yearly for each woman, man and child in this country.

Needless to say, all of us share in this astronomical medical bill—business and industry who subsidize group health plans, federal and state governments, and the employees who benefit from company medical plans.

There are several steps we can take to hold down further medical insurance increases, namely:

- We can be cost-effective in our health care in much the same manner we manage our households or businesses.



- We need not be hesitant about asking in advance for the costs of medical tests, treatments and prescribed medicines.

- We should consider alternatives to in-hospital procedures.

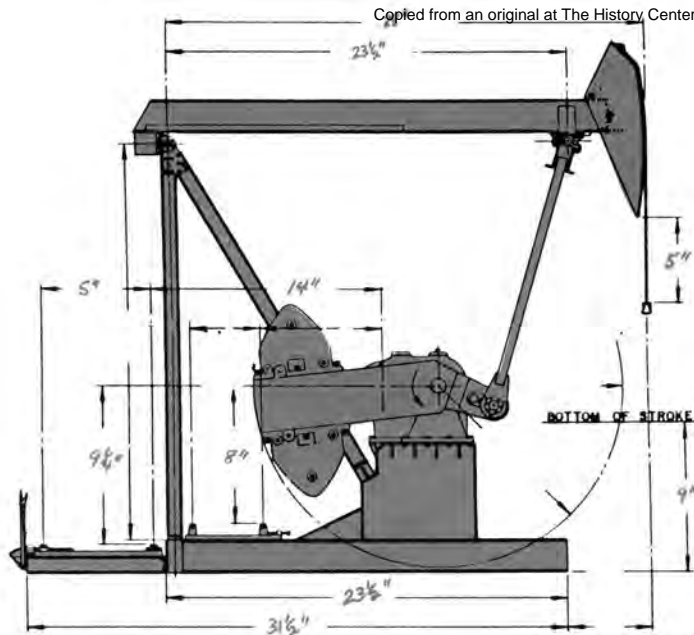
- We can seek a second opinion about elective surgery.

- We should shop for health care the same way we shop for other services.

I realize many of us are shocked when advised of increased medical insurance premiums, but someone has to pay the higher price tag.

Certainly, we can all think of more enjoyable ways to spend our money, but what asset do we own that is more important than our individual health?

A handwritten signature in dark ink, appearing to read "J. Deland". The signature is fluid and cursive, written on a light-colored background.



By Rick Pezdirtz

MASTER MODEL MAKERS

The middle initial that prevents Jerry D. Winstead's first name from bumping into his last does *not* stand for "Dedicated."

But, it certainly could.

For 26 of his 35 years, Winstead has been diligently dedicated to duplicating something large and beautiful into something small and aesthetically agreeable.

He has also zealously held to the Lewis Wallace blurb in his book, *The Prince of India*, that reads: "Beauty is altogether in the eye of the beholder . . ."

When Winstead was a nine-year-old scamp, sprouting into adolescence along the dusty fringes of West Texas oilfields, his young hands were busy building Soap Box Derby pushcars.

A couple years later, he turned "semi-pro," making model cars from those little kits you can still purchase at five-and-dime stores.

"I'd buy two model car kits alike, then sell a schoolmate one of the completed Studebakers or Hudsons or whatever to cover my costs on both of 'em," Jerry Don was reminiscing the other day.

PATIO WORKSHOP

If Winstead was a tyro in free enterprise as a tadpole, he's a Big Frog in scale models today.

He earns his coins and cornbread working from his Pine Tree, Texas, patio—weather permitting—or on his kitchen table inside a modest home—weather not permitting—making miniature LUFKIN oilwell pumping units.

"There is a need for models by oil companies who want to train their office personnel in the terminology of the equipment in the oil patches. I defy anyone to tear apart my scale sizes. They're all *very* accurate," he insists.

"I put aside the toys of childhood and started work in the oilfields around Odessa at age 15," recalls Jerry Don "They taught me how to repair pumping unit engines."

He has worked in oil patches in Texas, Arkansas and Mississippi; visited fields in California and Alaska.

"Wherever I've gone, there have been LUFKIN units at work. Maybe this is why I've always been partial to LUFKIN pumps. Maybe this is why all ten of the models I've made have been only LUFKIN units," says Winstead. "Why not make the Cadillac of the industry if you're going to make anything?"

Winstead says he's made the complete LUFKIN line with the exception of the new low-profile unit. "I'll make that one, too, just as soon as I receive the paperwork on it. I've already got a potential customer for that new baby," he says.

WEBB 19, WINSTEAD 10

If Winstead has turned out ten LUFKIN models, he has nine more to make to catch up with Riley Webb, a 37-year employee of Lufkin Industries and presently a machine and tool designer with the company.

Webb has had Superman assistance from Clark Kent James, an eight-year engineering technologist at Lufkin Industries, with 16 of his 19 pumping unit models. He maintains a mutual admiration society with Winstead.

"I tip my cap to J.D. for all the intricate details he puts into his models," says Webb.

"Riley is the old master. Although I only met him here at Lufkin Industries a year ago, I've long admired his craftsmanship," says Winstead.

Webb, who made his 17th, 18th and 19th models last year in his garage/workshop, plans only one more.

"I've made three for the top of my own television set at home, but always got talked into selling them," says Riley. "The last one I do, I hope to be able to keep."

Of Webb's 19 models, eight have been conventional pumps, eight were Mark II's and three were air-balanced units.

OMAN SHEIK BOUGHT ONE

His first two, both conventionals, went to a Texaco Petroleum Museum in West Germany and to an oil sheik in Oman. Others have gone to Canada, Venezuela, the Kilgore School of Petroleum, Damson Oil Company, and LUFKIN sales offices in Houston, California and Maracaibo.

Company chairman R.L. Poland and director of research and development Joe Byrd sold another pair to Arco Oil Company during a trade show in Tulsa. "One of those was a gold-painted unit signifying our 100,000th manufactured pumping unit," recalls Webb.



Former executive vice president and current director L.A. (Pete) Little remembers the first pumpjack models LUFKIN acquired. "We bought one and Standard Oil another from a model maker in Cleveland in 1939 for the New York's World Fair," said Little. "We later purchased some inexpensive plastic models from Turkey."

Byrd remembers other models, made mostly of balsa wood, that had tiny electric motors. "They didn't compare to the models Webb made later," said Byrd.

All 19 of Webb's models have been machined by James into working pumping units. His models are on a one-inch-to-the-foot scale; Winstead's are on a quarter-inch-to-the-foot scale. Winstead has crafted some tiny ones, selling for only \$30 to \$500.

"My models are mostly all brass whereas J.D. puts more materials into his—stainless steel, wood, plastic, aluminum, leather and brass," says Riley.

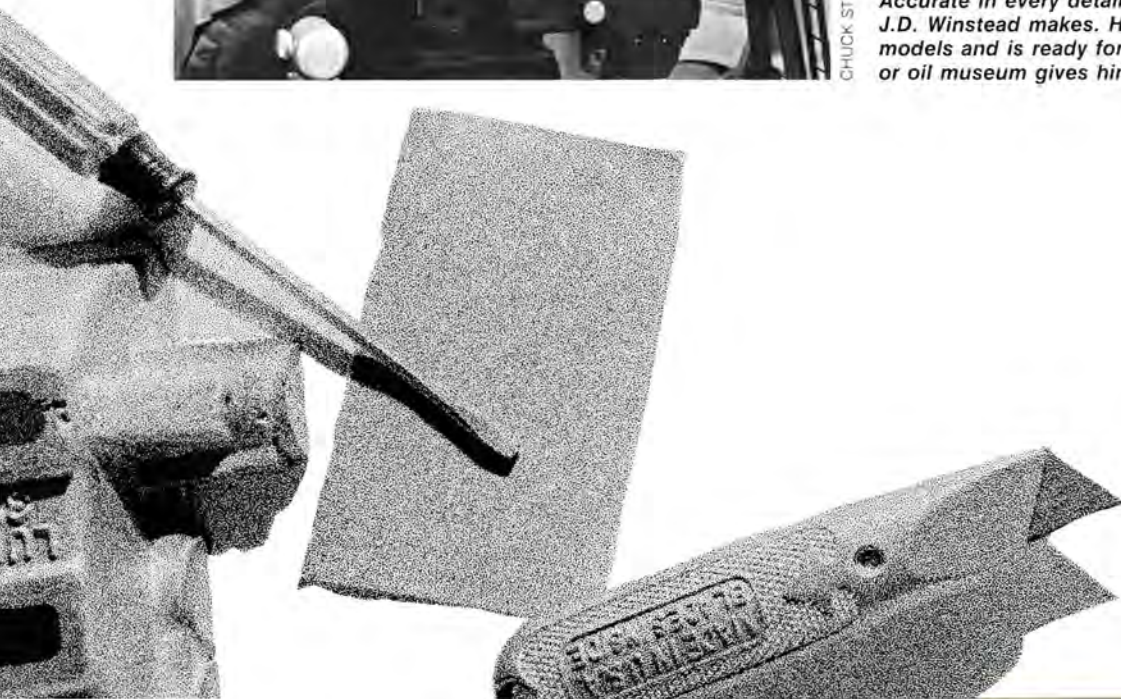
TIME CONSUMING

Webb calculates it takes about 200 man-hours to finish one of his models, with the Mark II usually requiring a little more time. He's had four models under construction at one time.

"I started with this company about the same time Bob Poland did. I was a draftsman. He was an engineer. He's always been something of an idol of mine and I've never sold one of my models without checking with him first," said Webb.

While Webb recalls spending 200 hours making one of his models, Winstead has sharp memories about spending 440 hours during a horrendous 34-day time span, crafting a drilling-rig-in-location diorama which brought \$7,300 from a major oil company in Houston.

Accurate in every detail are the model LUFKIN pumping units J.D. Winstead makes. He's made 10 LUFKIN pumping unit models and is ready for more work whenever an oil company or oil museum gives him the green light.



"For 34 straight days, I never put on shoes, socks or a shirt. Just blue jeans. I'd sit at my kitchen table 12 or 14 hours a day. My wife, Bonnie, and three children ate all their meals on teevee-trays in the den. This project was on a 1-to-48 scale and included every piece of equipment pertinent to making hole. The platform which holds this diorama was 12-square feet and the finished production was complete even to landscaping, including trees and dirt," says Winstead.

If the \$7,300 for his drilling rig site was the most Winstead ever pocketed for one project, he has high hopes of doing better than half as well with a 640 Mark pumping unit he now has for sale. "My asking price and my 'gettin' price on the 640 Mark is \$4,000," he says.

BIG BUCKS IN OILS!

Winstead is also an artist with oils, having sold several oilfield scenes for four-figure sums. He once painted a marshland scene with wild ducks, earning \$3,500 for his work.

He presently has a model of a LUFKIN truck-float upon which he'll mount a tiny 160-conventional pumping unit. This pumpjack-on-a-flatbed was commissioned by a Kilgore trucking company.

Winstead is also working on another diorama or a

three-dimensional look at the original Lufkin Foundry and Machine Shop from an exterior and interior standpoint.

The tools of Winstead's trade are exacto knives, coping saws, files, hand-drills, wrenches, nut drivers and clamping vices. The nicks and cuts on his fingertips indicate the hazards of his intricate work. "I use a piece of finger-meat to guide the files and when it starts hurting too badly, I just stop for a while," he says. He uses glue and screws so tiny that, at times, he accidentally screws one into a finger.

Why does Winstead build only LUFKIN pumping model units?

"I've been a longtime admirer of Lufkin Industries for its family atmosphere and its super-quality products," he says.

How long does he plan to continue building LUFKIN models?

"I'll work until I lose my vision. I've already gone to a 2½-times magnifying glass for the tiny pieces I have to make," says Winstead.

Does he supplement his income with any other work?

"Not often, but just recently I took a part-time job with a sawmill near Longview. I guess you could say I've gone from oil to sawdust . . ."



BURT MARTIN

Admiring one of the model LUFKIN pumping units they made together are company employees Clark Kent James, left, and Riley Webb. Of the 19 models Webb has crafted over the past seven years, James has machined 16 of them.





Our "Queen"

By Rick Pezdirtz

When 45 upper-echelon officers from as many different corporations arrived from their 17 respective home-states to sit down with 15 top-ranking government officials in Room 1105 of the State Department in Washington, D.C., recently, Ben M. Queen, Lufkin Industries' vice president and sales manager, was among the number of select invitees.

Queen and the other corporate chieftains were at the State Department for a two-day Executive-Diplomat Seminar, called by James Tarrant, Director, Office of Business and Economic Affairs.

They quickly received an attendance bonus.

Tarrant arranged for the visiting execs to interrupt their workshop/meetings. He moved them down a State Department corridor and into an auditorium where President Ronald Reagan, Secretary of State George Schultz and Secretary of Treasury Donald Regan were about to address the Council of Americas.

"I traveled to Washington for the expressed purpose of learning more about international economic issues and the pressing need to strengthen our trade and export performances," Queen commented upon his return to East Texas. "We were rather fortunate to be able to sit in on President Reagan's speech on Latin America in which he addressed those issues.

"The two-day conference was both interesting and informative," said Queen. "This was an opportunity for two-way dialogue between Washington officials and business executives."

SHRINKING EXPORT FIGURES

Queen, who heads up Lufkin Industries' oilfield equipment and industrial/marine gear sales divisions, pointed out that export of LUFKIN products "has been as high as 26 percent of our business in the past with as



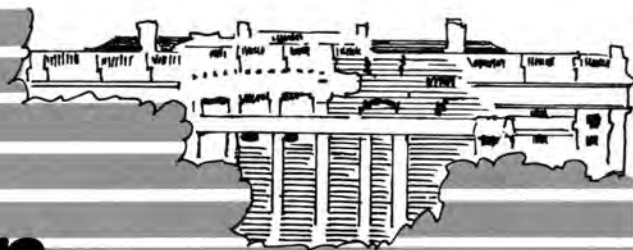
CHUCK STEVENSON

Glad to be back in Texas, Queen expressed concern about recent trends in the export market which once accounted for twenty-six percent of company business.

much as 18.8 percent shipped to Central and South America.

"However, those export figures are now shrinking somewhat due to an increasing insistence by Latin American governments toward oil companies in their countries—which in many cases are government owned or controlled—to buy only from firms that are actually manufacturing within their territorial borders."

If Queen has worries about ever-increasing difficulties in doing business with the world market for LUFKIN oilfield equipment, he heard President Reagan fretfully defend his administration's military-spending policies in Central America, saying: "Communist subversion (in Latin America) is not an irreversible tide. We have seen



in Washington

Company vice-president, Ben Queen, one of 45 executives from major corporations in Washington for briefing on U.S. trade policies.

it rolled back in Venezuela and most recently in Grenada.

"Unless we provide the resources, the communists will likely succeed with their expansion in Central America. Will we support freedom in this hemisphere or not? Will we defend our vital interests in this hemisphere or not? Will we stop the spread of communism in this hemisphere or not? Will we act while there is still time?"

UNFAIR TRADE RESTRICTIONS

Queen, as all true-Americans, is concerned with creeping communism in Latin America. He's also acutely concerned with what he considers unfair trade restrictions for LUFKIN pumping units.

"Here at Lufkin Industries, we're not hindered with foreign export quotas but the stiff tariff barriers we're forced to face are rapidly increasing," says Queen. "For example, Venezuela has recently imposed a 60 percent duty on our LUFKIN pumping units. We're running into the same problems in Peru, Argentina and Mexico where the governments own the oil companies."

From LUFKIN export administrative manager Charles Skinner and division sales managers Don Stanley (Far East), Pat Stanley, Armando Ramirez and Ino Reyes (Latin America) and Johnny Fincher (Europe-Africa-Middle East) plus others in his 103-personnel sales division, Queen hears loudly and often about new trade restrictions set forth by this or that foreign government.

While in Washington, Queen also heard President Reagan insist: "The political and economic challenges are so monumental in Latin America. Of the 26 nations of Latin America, 90 percent of the people are

democratic or in a transition to democracy. Ecuador and El Salvador had free elections despite communistic Cuban and Russian intimidation."

LOSS OF U.S. JOBS

Queen said he also learned, during the informal Washington meetings, that our country was strongly encouraging exports from late-developing (Third World) countries.

"I have personal concern about our possibly losing employment in the United States, and more specifically right here at Lufkin Industries, should our government continue to support free trade without a corresponding commitment from our trading partners," said Queen. "If we continue dispatching so many high-technology teams to other countries, we will see a further loss of jobs in our country to their cheaper labor forces which are additionally protected by tariffs imposed on Lufkin Industries' manufactured products."

During the Executive-Diplomat Seminar, Queen heard from Charles Hill, Executive Secretary, State Department; Paul McGonagle, Director, Office of Monetary Affairs; Henry Bardach, Director, Office of Economic Policy; Senator John Heinz (R-Pa.) and other governmental officials.

Key executives from such companies as General Motors, AT&T, DuPont, Texaco, Union Carbide, Uniroyal, General Mills, Boeing Aircraft, Wometco and Rockwell International attended the seminar.

Queen was one of the five Texans at the symposium. Other Texas-based officials were sent from Tennaco in Houston, Western Petroleum in Fort Worth, National Gypsum and Telex Computers in Dallas.

Quick dividends from trailer sales seminar

First-ever Lufkin Trailer Division distributors' conference brings 22 from ten states, then a couple immediate orders.

Dick McKay, Lufkin Industries' vice president and Trailer Division manager, agrees with sales manager Jim Horn about some swift and monetarily advantageous dividends being derived from the company's first-ever distributors' sales conference, held last month at Buck Creek.

"I'd have to say it was no coincidence, rather a direct result of our contracted franchise dealers' meetings here in East Texas that resulted in two \$300,000 orders coming in from O'Toole Transportation in Chicago and Trux Trailers in Springfield, Mo.," said Horn. "Each order was for 30 of the new 102-wide vans.

"We brought 22 men from 15 distributorships in from ten states to school them further on the new Surface Transportation Assistance Act, passed by Congress last year," said Horn.

"I've had several letters back, commending us on this dealers' seminar," said McKay. "A couple indicated our meetings were as good as they've ever attended anywhere."

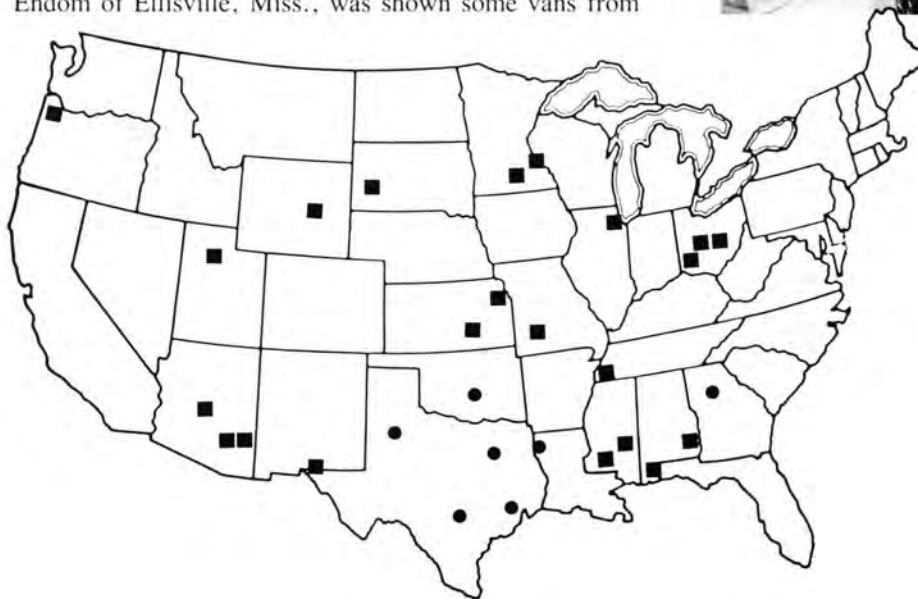
The visiting dealers were given guided tours of the truck-trailer assembly plant and one visitor, Eddie Endom of Ellisville, Miss., was shown some vans from

his recent order for another thirty 102-wide, 48-foot trailers coming off the production lines.

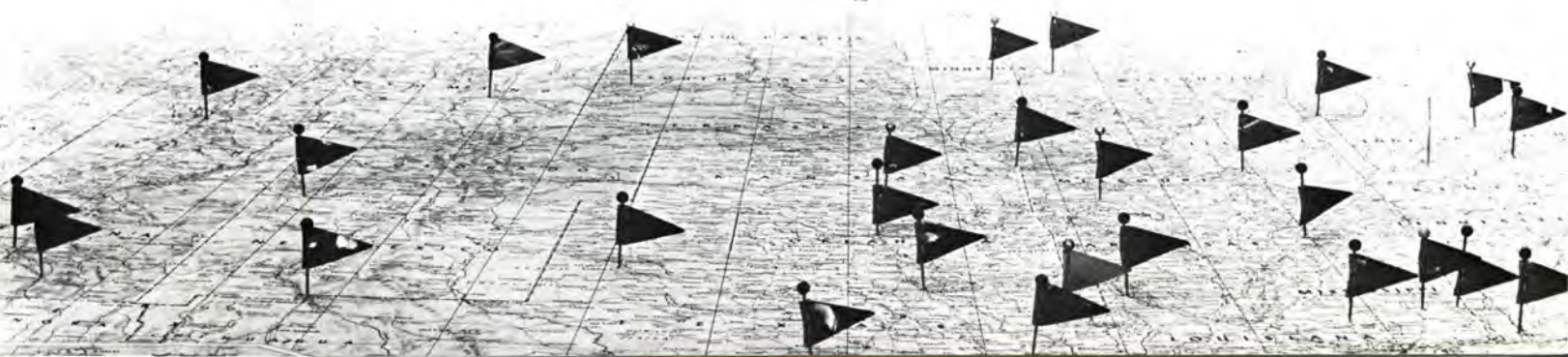
Operational talks were presented the visiting dealers by LaVan Watts, Jim Masters and Wallace Davison of the engineering department; Pat Gammill, Roland McGee, Jim Riggs, Arden Jinkins, Bob Westbrook, Don Wier and Terry Taylor.



Lufkin Industries' vice president and Trailer Division manager Dick McKay, left, points out to Pat Gammill, salesman, and Jim Horn, sales manager, right, some of the distant points franchise dealers of LUFKIN truck-trailers came from for a first-ever distributors' sales seminar. (Left) Twenty-two dealers from ten states came to East Texas for plant tours and sales meetings.



- LUFKIN Trailer Dealers
- LUFKIN Branch Offices



GOLFING

WITH THE PROS

On the job and on the fairways, Stanley Beck shows quality and control.

One thing Stanley Beck knows about is quality control ... whether at Lufkin Industries where he's spent the better portion of 29 years as manager of that essential area, or on a golf course.

During his 53 years, Beck has preached and practiced control and finesse—of his temper and shooting irons on the fairways and from white-sand traps—which has resulted in some quality scorecards.

Among his personal papers, Beck has a letter from journeyman touring golf professional Dave Stockton. The letter was sent to H.G. (Stubby) Stubblefield, president of Crown Colony Country Club in Lufkin; later passed on to Beck.

The golf pro penned: "I enjoyed playing in your recent Crown Colony Pro-Am Tournament with Stan Beck, probably the best amateur golfer I've ever been paired with in an event of this type."

Stockton, who has won big bucks in major golf tournaments for several years, had cause to compliment Beck. During the 1982 Crown Colony Pro-Am, the PGA pro shot a respectable 74. Playing partner Beck came in with a sizzling one-under-par-71.

"That was my second most satisfying day on a golf course," says Beck. He counts winning the Lufkin Country Club Tournament, the first year the course was stretched to 18 holes, as the highwater mark of his golfing career.

If Beck's 71 against Stockton was eyebrow lifting in 1982, his round of 82 in the recent \$35,000 Crown Colony Pro-Am was a bit

disappointing. It was his shabbiest performance in four of these Pro-Ams. He had a 78, playing with rookie pro Phil Hancock, in 1978; shot a 79 with veteran pro Bob Goalby in 1981.

Beck was paired with former U.S. Open champ David Graham and Texas A&M football coach Jackie Sherrill this time. "I enjoyed listening to those two talk about the big business ramifications of major college football and about Graham's contractual agreement with Jack Nicklaus and McGregor Sporting Goods Company," Beck said.

As a devoted Aggie (are there any other kind?) Beck said he kindly refrained from pestering Sherrill about A&M's chances of winning the Southwest Conference football championship this autumn. "He's under some pressure to win big next season, so I thought I'd give him a reprieve from all the penetrating football questions I really wanted to ask him," said Stanley.

"He did say he always whips Texas Longhorn football coach Freddie Akers when they hook up on a golf course, and for an old Aggie like me, that was pleasant to hear."



When two Aggies, such as Lufkin Industries' Stan Beck, left, and Texas A&M football coach Jackie Sherrill, right, gather on a golf course green, even former U.S. Open champ, David Graham, sits back on his haunches to watch. And, probably to listen about the glories of College Station.

NO MORE ROOM

New "computer nesting" system saves time and raw material

By David Willmon

The bright, blue electric arc glides slowly over the metal as the cutting head of the plasma arc shape cutter turns a six-foot wide and 20-foot long piece of ½-inch sheet metal into odd-shaped parts for LUFKIN pumping units.

These days, this numerically-controlled (NC) machine may cut a hundred different parts out of a single sheet of steel plate in a little over an hour's time. Using sophisticated computer-generated programs produced by a new "computer-nesting" system in use at LUFKIN's steel fabrication plant at Buck Creek, the plasma arc shape-cutter now uses as much as 85 percent of the original 6'x20' sheet. The scrap remaining is little more than a thin outline of the parts that will soon be gathered up, separated and distributed to other areas of the plant.

Such efficient use of both the fast-cutting Linde machine and the raw material was never possible before, say Calvin Scarbrough, manager of



KURT MARTIN

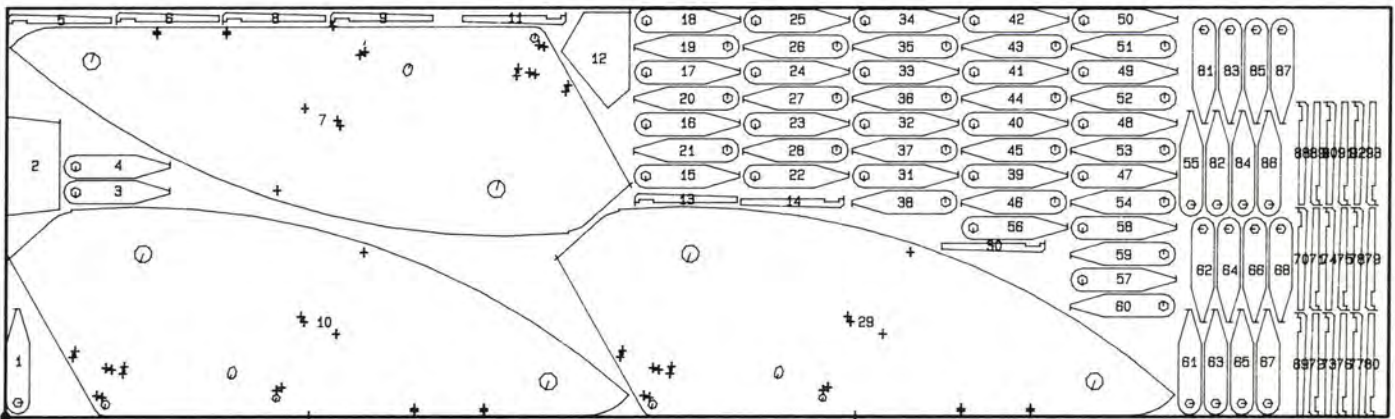
NC programmer, Darrell Luce, checks a drawing of a new nest produced on the plotter as the program comes by telephone from the computer in New York.

manufacturing engineering at the Buck Creek Plant.

"A big cost of our product is the raw material and prior to NC control of our shape-cutting operation, we depended upon the operator to utilize the material on the plate as best he could," says Scarbrough. "This was under-

utilizing this extremely fast machine for the operator to do this manually, but to write programs that would make better use of the material was physically too complex."

Scarbrough says the search for a system in which the programming chores could be done by a computer took several years, but led to a new



W IN THIS "NEST"

aterial in shape-cutting operation at structural steel plant.

"computer-nesting system" begun last January. Now, using a telephone link to a time-share computer in New York, complex nests are designed by the computer in just minutes.

The system required months of preparation by Scarbrough, Darrell Luce, NC programmer, and others involved in the program. Starting in November of 1983, Luce began a tedious time-consuming task of creating a data base on the design characteristics of all parts produced in the plasma-arc cutting operation. Now, with a library of more than 150 frequently-used parts, the computer designs nests every morning based on the needs of that day's production schedule.

"I give the computer part numbers and assign priorities," says Luce. "I tell it what parts I need the most and it designs a nest using all the high priority parts and finishes out the nest with the lower-priority parts."

The computer nesting system gives the shape-cutting operation such

flexibility and fast reaction, that parts are no longer cut for stock. "We cut exactly what we need to meet the production schedule for that day," says Luce. "We don't cut components for stock anymore."

Future plans call for the computer nesting operation to be linked directly to the company's MRP system and the computer itself will decide what parts will be needed to meet the production schedule. Scarbrough says additional parts are being added to the computer library each month.

In addition to providing greater flexibility and reducing company inventory, Scarbrough conservatively estimates the system

now saves \$8,000 every month by making better use of every sheet of steel plate which cost about \$610 each.

"In the past, 60-65 percent utilization was about average," says Luce. "Now we average about 80-85 percent utilization of each sheet."

Writing programs manually, without the computer, for such complex "nests" as those being used today would take days, says Luce. "In nests like these, there are approximately 2,500 moves to program, and the chance for error is very high. Now, with this system, I can run enough nests in three hours every morning, to keep the first and second shifts busy that day."

(Left) The drawing produced on the plotter allows the nest to be checked visually for errors that could cause parts to be scrapped before the actual cutting operation.

(Below) Instructions for the entire cutting operation are encoded into numerical control tapes which program the NC shape cutting machine in a matter of seconds.

(Right) First shift operator, Charles Lee, watches as the plasma arc cutting machine, using a clean-cutting, electric arc to cut shapes from the steel plate, finishes up the complex operation that takes less than two hours from beginning to end.



KURT MARTIN

She knows where the Roundup goes

ROBERT W. JEFFS
10703 DURLAND AVE NE
SEATTLE, WA 98125



CHUCK STEVENSON

Jo Ann Anderson, left, and Mary Beth Kinner of the corporate communications department look over past issues of the ROUNDUP magazine. Anderson was recently named East Texas Secretary of the Year by Story-Wright and KYKS Radio, winning a remote control color TV, a couple flower bouquets and dinner for four.

Ever wonder who all reads your company magazine, the Lufkin ROUNDUP? And, how geographically far-flung this magazine's circulation is?

Company advertising co-ordinator Jo Ann Anderson, who doubles as an administrative assistant in the corporate communications department, knows. She keeps tabs on our circulation list of 3,386.

The magazine is presently being sent to 2,614 employees, 533 company retirees and 239 others considered good friends of Lufkin Industries. If somebody changes addresses, you can be sure Jo Ann hears from them.

Anderson spent a couple hours the other day compiling an up-to-date listing of exactly where the Lufkin ROUNDUP is mailed. She was the first to realize we have circulation in 28 states, the District of Columbia and Canada. And, that 3,142 copies—or precisely 92.8 percent of our circulation—are mailed the first week of each month to cities and towns within the borders of Texas.

The magazine is sent to 154 different municipalities, of which 86 are in Texas.

If you have any questions about the Lufkin ROUNDUP circulation picture or wish to make a change of address request, don't call us ... call Jo Ann!

Where the Roundup Goes . . .

TEXAS (3,142): 2,119 to Lufkin; 180 to Huntington; 141 to Diboll; 113 to Nacogdoches; 89 to Pollok; 58 to Houston; 43 to Apple Springs; 41 to San Augustine; 30 to Zavalla; 28 to Dallas; 26 each to Wells and Kennard; 17 each to Groveton and Alto; 14 each to Garrison and San Antonio; 12 to Odessa; 11 each to Broadus and Lubbock; 10 to Corrigan; 9 each to Chireno, Jasper and Etoile; 6 each to Bronson, Kilgore and Ratcliff; 5 each to Centralia and Mt. Enterprise; 4 each to Pineland and Woodville; 3 each to Austin, Center, Hemphill, Pennington, Slaton, Trinity; 2 each to Beaumont, Carthage, Cushing, Fort Worth, Geneva, Grapeland, Humble, Livingston, Moscow, Rusk, and Tyler; 1 each to Abilene, Arlington, Amarillo, Atlanta, Burnet, Bellaire, Bellville, Burleson,

Colmesneil, Crockett, Clifton, Conroe, Corpus Christi, Columbus, Douglas, Fruitvale, Frankston, Graford, Henderson, Hallettsville, Harlingen, Jacksonville, Kerrville, Kemp, Longview, Magnolia, Midland, Marlin, Mabank, Oakwood, Plano, Porter, Palestine, Shelbyville, San Benito, Timpson, Trenton, Wiergate and Warren.

CALIFORNIA (27): 10 to Bakersfield; 5 to Brea; 3 to Oakview; 2 to Huntington Park; 1 each to Hemet, Seal Beach, Mill Valley, Fullerton, San Francisco, San Marcus and Fountain Valley.

ARKANSAS (47): 42 to Mablevale; 2 to Little Rock; 1 each to Roland, Van Buren and Strong.

OKLAHOMA (24): 19 to Oklahoma City; 1 each to Del City, Tulsa, Shawnee, Macomb and Kingston.

LOUISIANA (39): 13 to Bossier City; 8 to Shreveport; 4 to Metairie; 3 each to Houghton and Alexander; 2 each to Harvey and Heflin; 1 each to Lake Charles, Baton Rouge, St. Francisville and Mandeville.

SOUTH DAKOTA (1): 1 to Mitchell.

GEORGIA (14): 10 to Atlanta; 2 to Tucker; 1 each to Marietta and Carrollton.

WYOMING (7): 7 to Casper.

COLORADO (7): 6 to Littleton; 1 to Estes Park.

NEW JERSEY (6): 6 to Edison.

PENNSYLVANIA (9): 7 to

Pittsburgh; 1 each to New

Kensington and Wynnwood.

MISSOURI (1): 1 to Rolla.

MARYLAND (3): 3 to Forest Hill.

ALABAMA (1): 1 to Birmingham.

TENNESSEE (20): 20 to

Memphis.

MISSISSIPPI (1): 1 to Horn Lake.

OHIO (5): 5 to Cleveland.

NORTH DAKOTA (1): 1 to

Williston.

ILLINOIS (6): 5 to Crystal Lake; 1 to Des Plaines.

ARIZONA (1): 1 to Prescott.

VERMONT (1): 1 to St.

Johnsbury.

MINNESOTA (1): 1 to Anoka.

FLORIDA (1): 1 to Williston.

WASHINGTON (3): 3 to Seattle.

NEW MEXICO (1): 1 to Hobbs.

OREGON (1): 1 to Canby.

DISTRICT OF COLUMBIA (3): 3

to Washington.

KENTUCKY (1): 1 to Louisville.

NEW YORK (2): 1 each to Staten

Island and Town of Rye.

CANADA (9): 3 to Edmonton; 5

to Calgary; 1 to Miller.

FOCUS

SHE'S ANGELINA COUNTY'S "GRANDMA MOSES"

At age 79, Ruby Flournoy may have "painted" herself into a comfortable corner. Grandma Moses knew the feeling.

The mother of 29-year Lufkin Industries' industrial engineer Morgan Flournoy, Jr., doesn't use Sherwin-Williams paint on floors or porches. She paints on canvas with oils. And, with amazing, mostly self-taught artistic ability.

A sometimes artist, specializing in pine forest scenes since 1930 when a friend, Kathryn Gibbs at Manning, encouraged her to take up palette and easel, Ruby always wanted to learn the intricacies of portrait painting. Because of her job as a school teacher, mother to five children, and an Angelina County farm of some 2,500 acres to tend, she had to put off portrait painting lessons for 50 years.

At age 77, Ruby became a coed again. "I enrolled in Mary Read's art class at Angelina College. She helped me learn to do portraits. I painted my children first, then old family friend Bob Poland. I taught him years ago at Manning where my husband was school superintendent."

Poland was thrilled to receive Ruby's portrait. "This wasn't the first wonderful favor I've received from the Flournoys, though," said the Lufkin Industries chairman and chief executive officer. "Mr. Flournoy wrote a letter, which I still have, on my behalf in 1938. His letter of recommendation was responsible for my first job as a lab technician at College Station."

So, what corner has Ruby painted herself into?

"Well, I have an even dozen grandchildren," she says, "and I won't rest easy until I've painted all their portraits, too."



Mr. and Mrs. Morgan Flournoy flank R.L. (Bob) Poland in his Lufkin Industries' office. They dropped by for a visit and to present Poland with a portrait that Mrs. Flournoy recently painted of her former high school student who now sits as company chairman and chief executive officer.

PROMOTION ANNOUNCED

In the final assembly and shipping plant, Rayford Davis has been promoted assistant general foreman, first shift. Davis was employed by Lufkin Industries in 1962 and was formerly foreman of quality assurance in the final assembly shipping plant.

He is a graduate of Centerville High School near Groveton, Texas. He and his wife, Marilyn, live in Groveton with their two children, Shannon and Tyson.



Rayford Davis

FOCUS

FELLOW EMPLOYEES CHIP IN WHEN TRAGEDY STRIKES

When human tragedy strikes, East Texans have long rallied to a special cause with love and kindness ... with aide and assistance.

No one knows this better these days than Weldon Wayne Porter, a truck driver for only the past twelve weeks at Lufkin Industries' Industrial Supplies Division.

Wayne, 27, and wife Becky, 26, lost their only two sons—Nathan Wayne, 4, and Christopher Leon, 3,—in a mid-May drowning accident at a pond near their Clawson home.

Lufkin Industries' employees quickly opened their hearts and checkbooks to soften, in some way, the shock and tribulation the Porters were suffering.

"Becky and I are so appreciative, actually overwhelmed, by all the Lufkin Industries' people have done for us," Wayne says. "The people of this company are so good. Most of them don't even know us, but they've been so supportive with their hugs and kisses and contributions, too.

"There aren't really words available to describe how much the kindness of my fellow employees have meant to us during these sad times."

Industrial Supplies manager Elton Fenley and secretary Lynn Owens report \$2,125 has been sent in directly or indirectly by Lufkin Industries to help offset funeral expenses. Elwyn Gipson of Lufkin's Gipson Funeral Home said he personally would "pick up the tab on any excess expenditures for the double funeral."

The \$2,125 was derived from: Industrial Supplies employees, \$450; Corporate Office and Mailroom, \$359; Machine Shop area, \$224;

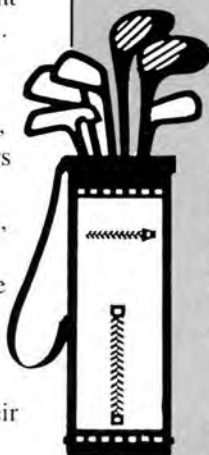
Engineering, Pumping Unit Assembly and Personnel, \$220; Company chairman R.L. Poland, \$100; Corporate Communications, \$122; United Way at Lufkin Industries request, \$400; and Macedonia Baptist Church at Industrial Supplies salesman Aaron Pigg's request, \$250.

A portion of the funds were made available to help move the Porters

from the Clawson area to South Lufkin. "That was a necessary move since I couldn't see Becky having to live anywhere near that particular pond after what happened," said Wayne.

"With all the love and help we've received, we're going to make it just fine."

—RICK PEZDIRTZ



COMPANY GOLF TOURNAMENT SET FOR SATURDAY JUNE 16

It'll be tee-time at Diboll Municipal Golf Course on Saturday, June 16, for company

employees, retirees and spouses who'll swing away for prizes in the seventh annual Lufkin Industries Golf Tournament.

"As in past tournaments, a best-ball scramble format in two flights, will be used," says tournament director Doug Williams. Entry fee is only \$5 with the company picking up the tab for all other tournament expenses.

Diboll Municipal Golf Course manager Dewey Wolf has set aside all 22 of his golf carts for Lufkin Industries players who'll begin teeing off in foursomes at 8 a.m. Should the June 16 tournament be

rained out, it will be re-scheduled the following Saturday, June 23.

Golfers wishing to enter the tournament must do so by June 13. Entrants can phone in their handicaps or average round-scores to Williams (5326), Ray Stephens (5188) or Rick Pezdirtz (5345). The \$5 entry fee will be collected prior to tee-off times on the morning of the tournament.

Wolf says spiked golf shoes are required. Private golf carts and beer coolers are permissible.

Williams, Stephens, Jim Mewbourn and Jimmy Little won last year's tournament at Lufkin Country Club with an 11-under-par 61. Williams and Stephens teamed with Pat Gammill and Larry Walker to capture the 1982 event on a second playoff hole over the team of Mutt Barr, Stan Beck, Ed Dixon and Mike Cloyd.

Beck and David Bowers won in 1980 and 1981 when the tournament was a two-man team, best-ball event. They nicked the John Purvis-Jack Walker team both years, winning in 1980 and in a sudden-death playoff in 1981.

FOCUS

EMPLOYEES COMPLETE SPRING SHOP CLASSES



Company employees completing the Basic Foundry Practices shop class were (l-r): Front row, Gustavo McCoy, Glenn Cummings, Larry Luce, all foundry employees; Andy Beddingfield, trailer plant; and Frank Martin, foundry technical director and class instructor; Back row, Wesley Davis, engineering; Jack Anderson and Phillip Smith, machine shop; Rayford Davis, final assembly and shipping; Carrol Bonner, foundry.

Employees participating in the spring sessions of company shop classes were honored at a graduation banquet last month. A total of 23 employees were presented certificates for completing courses in industrial blueprint reading, trigonometry, and basic shop math.

The classes are offered twice a year by the company free of charge to employees hoping to improve their job skills. They are designed to assist employees with technology that will prove useful on the job. The classes meet for two hours, twice a week for twelve weeks.

The shop class program is coordinated by the company industrial engineering department. Registration dates for fall classes will be posted on company bulletin boards.



Employees completing Basic Shop Math, Blueprint Reading and Trig shop classes were: Front row (l-r), Frank Sander, industrial engineering and instructor, Ralph Alaniz, machine shop; David Lawson, trailer plant; James Hodges, trailer plant; Gladys Grossman, engineering; and Betty Wood, machine shop. Back row (l-r), John Buschman, machine shop, Ronnie Harris, foundry; Robert Nunn, engineering; Charles Smith, machine shop and Frank Myers, industrial engineering and instructor.



Others completing the Basic Foundry Practices shop class were (l-r): Roy Euper, foundry; Vernon Speicher, Jr., engineering; Louis Killingsworth, foundry; Don Wall and Jerry Taylor, machine shop and Frank Martin, instructor.

FOCUS

RETIREMENTS ANNOUNCED BY EMPLOYEES

Two company employees have announced retirements. In the structural steel plant, William Rogers has ended a 33-year career; F.L. Sturrock has retired from the trailer plant after 16 years.

When General Douglas MacArthur returned to the Philippines for the second time in 1945, William Rogers says he was one of the soldiers standing at attention on the beach. For Rogers, whose fear of water keeps him from swimming or even wading in water, that was as close to the water as he cared to stand.

Rogers believes his fear of water is a result of his mother being frightened during her last month of pregnancy while on a family outing near a river.



William Rogers

"Someone started hollering. It scared her because she thought they were drowning. That marked me against water," Rogers says.

Known by many of his friends as "Hoshall," Rogers says the name comes from the small sawmill community south of Lufkin which has all but disappeared as have many other sawmill towns that once existed in East Texas.

His father worked at the Hoshall sawmill. William Rogers was delivered by a black midwife, which cost his father exactly forty cents.

"My daddy told her to go to the commissary and get her a dress," Rogers says. "She got nine yards of material which cost forty cents."

Rogers began his 33-years in the structural shop making 60 cents an hour, "which was big money to me in those days," he says. During his career, he says he was never late for work. "I believe in being on time. If I was coming to work, I was always on time."

Rogers plans to spend his retirement dealing in scrap metals, a profitable sideline of his for many years. Gardening and fishing, two favorite pastimes for many retirees, are definitely out, Rogers says.

"I don't raise a garden because I don't like peas and turnip greens. I ate too much of them during the Great Depression. And, I don't fish because I wouldn't ride across a lake in the biggest boat afloat for a thousand dollars."

If Ferris L. "Slim" Sturrock doesn't act old enough to retire, it could be because he's been surrounded by young people for the last eight years. At a time when most couples of retirement age begin planning a simple, relaxing retirement, the Sturrocks decided to start a family—a foster family.

Eight years ago, Slim and his wife, Henry Belle, who had no children of their own, volunteered to become foster parents for the Angelina County Child Welfare Board for Protective Services. Since then, their home has been a temporary home to dozens of children, too many to remember, but he believes it has kept both he and Henry Belle feeling young.

"It's kept Henry Belle and I busy trying to keep up with these kids. We probably go a little more, camping and traveling, than we would if it was just us," Sturrock says.

"Most of those kids have never done much. The reward for our work is watching these kids appreciate the little things we do for them."



Ferris L. Sturrock

Sturrock was an auto mechanic for 16 years before starting work in the repair department at LUFKIN Trailers in 1968. He says repairing trailers was easier and less aggravating than working on automobiles.

"People came in and wanted me to fix their car right then, because they needed it. That can be tough," he says. "My hands weren't made of asbestos."

He has no definite plans for retirement other than he and Henry Belle continuing as foster parents. Although there are many projects around his house that need attention, he spends most afternoons with the children when they come home from school, usually providing a listening ear. "These kids need love and attention. They come in from school and tell me everything. And, I listen."

He explains that with his wife still working, there's no one to make him do projects around his house. Most likely, she feels, as he does, that just sitting around playing with the kids and listening is more important than any unattended handyman projects around their home.

ANNIVERSARIES

STRUCTURAL STEEL OPERATIONS

	Employment Date	Years With Co.
Clarence Mangus	June 8, 1951	33
Perry McKnight	June 18, 1968	16
Thomas Jones	June 2, 1969	15
Elmo Hightower	June 26, 1969	15
James Thompson	June 13, 1973	11
Jerry Jackson	June 29, 1973	11
Gene Hill	June 3, 1974	10
Robert Newton	June 10, 1975	9
Aaron Bluford	June 12, 1975	9
Richard Nash	June 14, 1976	8
Tracy King	June 6, 1977	7
Calvin Evans	June 9, 1977	7
Janie Garner	June 27, 1977	7
James Glover	June 12, 1978	6
Deborah Deason	June 4, 1979	5
Robert Brumley	June 4, 1979	5
Bonnie Doyle	June 4, 1979	5
Donald Weatherly	June 14, 1979	5
Tim Landrum	June 27, 1979	5
Garland Bates	June 8, 1980	4
Carlton Lewis	June 10, 1980	4
Mark Gilmore	June 30, 1980	4

FINAL ASSEMBLY AND SHIPPING

	Employment Date	Years With Co.
Franklin McKinney	June 27, 1950	34
John King	June 1, 1978	6
Little Burrell	June 2, 1978	6

FOUNDRY OPERATIONS

	Employment Date	Years With Co.
Lynwood Dubose	June 7, 1944	40
Frank Martin	June 12, 1951	33
Charles Collins	June 17, 1955	29
Wayne McMullen	June 16, 1959	25
James Kegler	June 2, 1961	23
James Wiley	June 28, 1966	18
James Thompson	June 8, 1967	17
Artis Teal	June 16, 1969	15
David Hernandez	June 7, 1971	13
Bobby Cauley	June 5, 1973	11
Johnny Stott	June 3, 1974	10
Jimmy Johnson	June 13, 1974	10
James Lambert	June 11, 1975	9
Clyde Gilmore	June 16, 1975	9
James Dairden, Jr.	June 27, 1975	9
Linda Morehead	June 7, 1976	8
Homer Kroeker	June 23, 1976	8
Jimmy Evans	June 6, 1977	7
Billy Richardson	June 10, 1977	7
Jimmy Brooks	June 20, 1977	7
Gary McKinney	June 2, 1978	6
David Ayers	June 15, 1978	6
Manuel Padilla	June 4, 1979	5
Bobby McMullen	June 7, 1979	5
Jose Rodriguez	June 12, 1979	5
Gregorio Padilla	June 20, 1979	5
Rayford Randolph	June 9, 1980	4
Floyd Vinson	June 12, 1980	4
Charles Euper	June 17, 1981	3

MACHINE SHOP

	Employment Date	Years With Co.
Billy Collmorgen	June 19, 1950	34
Herman Parrish, Jr.	June 23, 1950	34
John O'Quinn	June 26, 1950	34
James Watson	June 7, 1951	33
Jim Sharp	June 9, 1951	33
David Massingill	June 9, 1951	33
David Cobb	June 21, 1951	33
David Card	June 23, 1954	30
Bill Cantrell	June 11, 1957	27
Betty Havard	June 23, 1959	25
Jerry Jackson	June 1, 1962	22
Hubert Bridges	June 5, 1963	21

Jimmy Hathorn	June 19, 1963	21
Joe Simmons	June 1, 1965	19
Roger Russell	June 29, 1965	19
Tommie Williams, Sr.	June 1, 1966	18
A.C. Hunt, Jr.	June 7, 1966	18
Clarence Smith	June 30, 1966	18
William Bryson	June 19, 1969	15
John Doss	June 19, 1972	12
Ronald McMullen	June 20, 1972	12
James Holiday	June 26, 1972	12
W.L. Bullard, Jr.	June 28, 1972	12
David Bowers	June 29, 1972	12
David Blanton	June 5, 1973	11
James Yount	June 12, 1973	11
Charles Burse	June 13, 1973	11
Lawrence Hunt	June 3, 1974	10
Larry Mayo	June 10, 1974	10
John Madden	June 10, 1974	10
Charles Dailey	June 17, 1974	10
Thomas Williams	June 25, 1974	10
Archie Chatman	June 2, 1975	9
Archia McDougald	June 10, 1975	9
Roger Mayes	June 23, 1975	9
Dean Durham	June 1, 1976	8
Robert Walsh	June 2, 1976	8
Arthur Prejean	June 21, 1976	8
Kenneth Hanks	June 10, 1977	7
Richard Alvis	June 14, 1977	7
James Weatherly	June 27, 1977	7
John Buschman	June 8, 1978	6
Ralph Alaniz, Jr.	June 9, 1978	6
Wayne Harbuck	June 30, 1978	6
George Bryant	June 4, 1979	5
Onetta Hamilton	June 4, 1979	5
Donald Randall	June 4, 1979	5
Michael Dowdy	June 4, 1979	5
Larry Crustner	June 22, 1979	5
David Wright	June 4, 1980	4
Kyle Syler	June 9, 1980	4
Laura McClary	June 1, 1981	3
Jerry Crain	June 10, 1981	3

MACHINERY MANUFACTURING ADMINISTRATION

	Employment Date	Years With Co.
Jack Blackburn	June 3, 1947	37
Genevieve Pruitt	June 8, 1962	22
Gary Day	June 11, 1963	21
Charles Vinson	June 1, 1965	19
Jerry Vann	June 3, 1966	18
Fred Kramer	June 1, 1978	6
Kenneth Estes	June 30, 1978	6

CORPORATE OFFICES

	Employment Date	Years With Co.
Shirley Williamson	June 10, 1963	21
James Blanton	June 17, 1969	15
Robin Nichols	June 25, 1981	3
Richard Conway	June 14, 1982	2
Billy Moreau, III	June 6, 1983	1

INDUSTRIAL SUPPLIES

	Employment Date	Years With Co.
Tony Modisette	June 1, 1976	8
Robin Phillips	June 1, 1976	8
Donnell Bradley	June 8, 1976	8
Lanita Loving	June 1, 1979	5

ENGINEERING

	Employment Date	Years With Co.
Milton Walther	June 2, 1954	30
Jim Partridge	June 2, 1958	26
Jerry Crofford	June 1, 1966	18
John Ramey	June 10, 1968	16
Richard Jones	June 2, 1969	15
Louis Lloyd	June 10, 1970	14
Suzie Barker	June 21, 1973	11

Colbert Rittgers	June 5, 1978	6
Curtis Havard	June 8, 1978	6
William Swearingen	June 2, 1980	4
Howard McGill	June 16, 1980	4
Omid Karimnia	June 19, 1981	3

MACHINERY SALES AND SERVICE

	Employment Date	Years With Co.
Bob Butler	June 14, 1951	33
John Finney, Jr.	June 6, 1955	29
Beryl Brevell	June 1, 1969	15
David Remich	June 1, 1970	14
George Adda	June 3, 1974	10
Karen Demeter	June 26, 1974	10
Scott Hunsinger	June 1, 1977	7
David Freeze	June 1, 1978	6
May Zieche	June 26, 1978	6
Ed Dugas, Jr.	June 8, 1981	3
Kathleen Word	June 15, 1981	3
Lonnie Looney	June 20, 1983	1

PERSONNEL

	Employment Date	Years With Co.
Johnny Long	June 1, 1953	31
Jared Satterwhite	June 1, 1977	7
Charles Steptoe	June 27, 1981	3

CORPORATE COMMUNICATIONS

	Employment Date	Years With Co.
Charles Stevenson	June 2, 1976	8

TRAILER PLANT

	Employment Date	Years With Co.
Billy Holcomb	June 18, 1946	38
Arden Jinkins	June 5, 1950	34
John Modisette	June 9, 1950	34
Hubert Murrah	June 26, 1950	34
Charles Kendrick	June 20, 1956	28
Donnie Chandler	June 14, 1966	18
Augusta Jones	June 27, 1968	16
Donald Dixon	June 12, 1974	10
Betty Wilson	June 17, 1974	10
John Graham	June 1, 1977	7
Nancy Nerren	June 1, 1977	7
Bennie Chisenhall	June 2, 1977	7
Glenn Lofton	June 13, 1977	7
Israel Deltoro	June 13, 1977	7
Robert Lambright	June 30, 1977	7
Lester Brown	June 5, 1978	6
David Ivy	June 5, 1978	6
Jerry Landrum	June 19, 1978	6
David Dixon	June 21, 1978	6
Gladwyn McDaniel	June 27, 1978	6
Jimmy Vann	June 29, 1978	6
Raymond Story	June 11, 1979	5
Frank Williams, Jr.	June 21, 1979	5
Ricky Haney	June 9, 1980	4
Roy Giles	June 13, 1983	1
Jess Williams	June 15, 1983	1
Jay Hunt	June 20, 1983	1
Jack Brooks	June 20, 1983	1
Jack Turner	June 21, 1983	1
Jeffrey Boyd	June 27, 1983	1
Leroy Souza	June 27, 1983	1
David Schaffer	June 30, 1983	1

TRAILER SALES AND SERVICE

	Employment Date	Years With Co.
Bobby Christopher	June 8, 1955	29
James Crawford	June 2, 1969	15
Ruben Cantu	June 19, 1973	11
Antonio Perez	June 6, 1979	5
Bobby Christopher	June 1, 1981	3
Roger Ricketts	June 15, 1981	3
Pamela Gray	June 22, 1981	3
James Whittington	June 27, 1983	1

Those Golden Years

D.L. "Buck" Scarborough

EDITOR'S NOTE: Generally speaking, many stories appearing in this magazine are about Lufkin Industries' employees, their work, hobbies, or recreational activities. But, most company retirees—now numbering over 500—are also continuing active, colorful lives. Many have begun new pursuits. Retirement is an opportunity, at long last, to do anything one wishes or can afford. On a regular basis, the ROUNDUP will take a look at how our retirees are spending "Those Golden Years."

During his 32 years working as a bullard operator in the machine shop at Lufkin Industries, Duel (Buck) Scarborough never had much time for anything except work . . . work . . . and, more work.

He had a large farm with some 50 head of cattle to look after. He also owned a service station, plus a thriving buy-and-sell farm equipment business.

Then, one day, he decided enough was enough. He decided to start enjoying his retirement. He and wife, Dorthey, decided to just go fishing. You might say, they started fishing in a "BIG" way.

"All I used to think about was making money," Scarborough admits.

"Even after I retired from Lufkin Industries, I had all those other things going. One day I simply decided I wasn't going to let those things interfere with my retirement any longer. Dorthey and I were both in good health.

We both enjoyed getting up, going places, doing things.

"So, we've set out to really enjoy our retirement."

Scarborough has leased out his service station and farm equipment business. He's bought a cabin on Lake Livingston. He's started fishing.

There are, of course, all kinds of fishermen. Some people enjoy bass fishing; others prefer fishing for white perch with a cane pole. Scarborough, who never could find time for many fishing trips before retirement, always loved to eat fried catfish. Thus, he chose to set out trotlines for catfish.



A picture of Buck's 80-lb. fish wouldn't be complete without fishing partners, Dorthey, left, and Lake Livingston neighbor, I.R. Hannah, center.

He recommends carp or perch for bait. "The bigger bait you use, the bigger catfish you're likely to catch," he says.

Even though Scarborough's method sounds simple, it works. He and his wife, Dorthey, have enjoyed fishing experiences few folks can match.

"The very first time we caught any fish on our trotline, we had four big cats on the same line. I nearly had a heart attack. I was so excited," he says. "The smallest of the four was a 36-pounder. We got three of them in, but the fourth broke right through the bottom of the net. Ever since that day, we've been hooked on hooking those big catfish."

The Scarboroughs prefer eating small, two-pound catfish. They presently have three deep-freezers loaded with fish.

If there's one thing Buck Scarborough isn't, it's easily discouraged. In April, his boat struck a stump, flipped over and sank. He spent two hours clinging to a stump in the icy waters before rescue came.

Hauling in catfish 50 pounds or larger isn't a novel experience anymore for Buck. He recently boated an 80-pounder.

"Bringing in a fish that heavy isn't easy," he says. Probably not, especially when you consider Scarborough outweighed his 53-inch catch by a mere 40 pounds. "That thing was stout and very much alive. It was like having a big, mean Brahma calf in the boat with me."

Scarborough has hopes of catching a 100-pounder one day. He's planning ahead for bigger catches, having recently purchased a larger, stronger net.

After fishing season, the Scarboroughs are heading for New Orleans and the World's Fair.

"We never imagined retirement could be so much fun. After working so long and hard, we don't have anything tying us down . . . no garden . . . not even a dog. We're just going to keep traveling . . . and fishing."



of Faces & Places

by Rick Pezdirtz

Well, gollliee! This French stewardess
Hooks herself a 'Trout' rather than old Gomer.

Winston Churchill, the beloved little kewpie-doll with the large, glowing cigar once said: "Live dangerously . . . Take things as they come . . . Dread not, and all will be well."

That, of course, isn't a real poor philosophy.

But, globe-trotting Johnny Fincher, our man for all seasons in the Middle East-Africa-Europe, might add: "Don't forget to have some fun along the way."

The scene is a crowded concourse at Orly Airport on the outskirts of Paris . . . uh, France, *not* Texas.

Fincher, his 51-year-old forehead furrowed, is deep in conversation with Lufkin Industries' vice president Bill Trout. They've been to London (where Fincher once lived for eight years), presenting oilfield equipment specs to Conoco. They've met with Russian agents about putting some LUFKIN pumping units into Soviet Union oil patches; and with the French about installations in the Congo, deepest, darkest Africa.

Just prior to departure from Paris for Hamburg, West Germany, a city of two-million that stretches along the banks of the Elbe River, Fincher strolls away in search of the perfect goblet of French vino.

Sign in, please!

He feels a soft tugging at the left sleeve of his jacket.

"Pardon me sir," jammers a Japanese businessman with a Kodak camera dangling from his neckbone.

"That's *him* you were just talking to, isn't it?"

"That's who?" inquires Fincher.

"That's Jim Neighbors. That's Gomer Pyle," excitedly persists the Oriental.

"Sure is," says Fincher. "But, don't bother him for any autographs. He's not too feeling well today."

The Japanese businessman melts into the crowd. He's seen moments later, hiding behind a potted plant, sneaking pictures of Trout who is sitting off to the side, scrawling notes on his three-week sales trip.

Later, on an airliner carrying our two men toward West Germany, a stewardess approaches Trout for an autograph. The word has circulated. She, too, thinks

Trout is Jim Neighbors. She wants the television star's signature in her little, black book.

"Why do you want my name in your little black book?" asks a bewildered Trout.

"Oh, I just do," coos the stew.

Trout shrugs. And, signs.

Some minutes later, the French stewardess wiggles again down the aircraft's aisle. Trout is fast asleep. But, Fincher isn't.

"I just looked in my autograph book," she whispers in Fincher's ear. "Mister Neighbors didn't sign the right name. He signed Bill Trout. How come?"

"Aw, well, you look trustworthy. I'll let you in on a little secret," says Fincher. "Mr. Neighbors here is going through a slight nervous breakdown. He thinks he's a fish. As a matter of fact, he thinks he's a trout."

"Oh, I'm so sorry," sighs the stewardess. "I do hope he recovers soon."

Talk about old towns . . .

Trout showed no surprise when he heard of Fincher's trickery, saying: "Johnny and I are old fishing buddies from way back. There aren't many pranks he can pull that shock me anymore."

Sandwiched into this sales trip for Trout and Fincher were stopovers in Amsterdam, Cairo, and a brief visit to Lunneburg, West Germany, which Trout says was the highpoint of his European trek.

"They were celebrating the town's 1,000th birthday. Can you imagine? Here we are in the United States, so proud of our 208 years," said Trout.

He and Fincher stayed in a Lunneburg hotel that was in business when Chris Columbus beached the Santa Maria on American soil. "The proprietor insisted some of the woodwork around the lobby was there in the 15th century," commented Trout.

Ahhh, yes! World travel. It's usually broadening from an educational as well as physical standpoint. Which could explain why Trout has been busy on the tennis courts, working off some of those schnitzel and strudel calories these recent sun-splashed days.



Johnny Fincher



Bill Trout

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CHUCK STEVENSON

A FAMILY AFFAIR . . .

Barbecued beef brisket, ham, smoked links, venison, ribs and coon were on the Mother's Day menu out on Sunrise Avenue where Lufkin Industries' employee Charles (Eddie) McFarland gathered a son and three brothers, all company employees, to help him tend the hickory coals. "My wife, Oria J., and I have 12 children and they were only a portion of over 50 kinfolks who came to our Mother's Day barbecue," said Eddie. Accumulatively, the McFarland's have 60 years of service with Lufkin Industries: (l-r) Charles E., Jr., personnel, 1 year; Thomas O., 12 years; Charles E., Sr., machine shop, 29 years; Melvin, machine shop, 9 years; and Lloyd, machine shop, 9 years.

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FRONT COVER

Detailed replicas of oil field equipment is model-maker J.D. Winstead's specialty and his favorite subjects are LUFKIN pumping units. Find out why on page 2.
Photo by Kurt Martin.

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