

LUFKIN Roundup

October 1984



FROM THE CHAIRMAN'S DESK



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doomsday fears
have, in fact,
no real basis.**

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For years, doomsayers have been issuing warnings. We'll blow ourselves up, they say. We'll starve ourselves to death. Poison our people. Run out of energy. Choke on our own pollution.

I cannot agree we will ever sit idly by, allowing these foreboding predictions to come to pass . . . not unless we become so complacent we just don't care anymore.

I believe our future appears very bright.

I think we are learning to control these ominous hazards. Many of these widespread, doomsday fears have, in fact, no real basis.

We are told that "carbon monoxide will kill us all." Over seven percent of the CO generated in the world comes from human activities. The other nearly 93 percent comes from trees and vegetation.

Scientists have measured the CO content of the atmosphere around our world. They have found no difference with regard to that on earth or in the hemisphere.

Environmentalists recently raised a hue and cry that "we are destroying the earth's ozone layer." Even though fluorocarbon gas released into the earth's upper atmosphere could destroy a maximum of five percent of this ozone layer, it varies as much as ten percent due to natural causes. There should be no danger here.

We are told we will "poison ourselves with polluted water and food." Actually, we have purer water and more wholesome food today than the world has ever known. How would you have enjoyed living 500 years ago in European cities where open sewage washed along the middle of streets and water was obtained from contaminated streams or shallow wells?

We are said to be running out of coal, petroleum, natural gas, uranium, iron, aluminum, copper, lead, zinc, tin, gold, silver and some fifty other minerals and elements. Actually, we have just touched the surface on land and the greatest source of all—the sea—has yet to be tapped.

The sun, our source of energy, will be with us forever . . . or, so long as God commands. Animal and plant life cannot exist without the sun. So, man's existence on earth should continue so long as he can live peacefully with his neighbor—so long as we work in harmony with one another.

Even chances of an all-out nuclear war have been reduced by improved communication between the super powers.

Sometimes these doomsday predictions, even though highly improbable, do have a positive effect. They require us to start thinking about how we are going to make a positive future happen.

I am hopeful. I believe the future of our world is very bright.

October Cover

Jane Green, printer assistant for Lufkin Industries, is up to her . . . well, her neck in miniature giraffes these days. Jane began collecting anything and everything with a giraffe motif 23 years ago. Her story is on page 7. (Photo by Chuck Stevenson).

The Tuition Aid Program Works

Just ask company employees, Kathi Jordan and Gary Day, who used it.

By DIANA HILL

Only five years old, the Lufkin Industries Tuition Aid Program is working. Since its 1979 inception, 259 employees have entered college courses—thanks to \$54,153 of company paid-tuition assistance.

From business management to computer classes, from accounting to astronomy, men and women of Lufkin Industries have completed courses with grades of C or better at Angelina College and Stephen F. Austin State University.

For some, earning a college degree is a long, tedious road. Gary Day, purchasing department, is a case in point. For ten years he worked days at Lufkin Industries, and spent nights working towards a Bachelor of Arts Degree in management at SFASU. Most of those years, he doled out tuition money from his own pocket. Then, the Lufkin Industries Tuition Aid Program came to his financial rescue.

"I think it is a wonderful program," says Gary. "I fully support it. My son (Gary) graduated from high school the same year (May, 1983) I finally graduated from college."

Kathi Jordon, foundry department, was determined to get her degree . . . "no matter what," she says.

"I paid for the gas to and from Nacogdoches and SFASU, but the company paid for everything else," she said.

Kathi, daughter of retiree Franklin Weeks, received her degree in management in August, 1983.

"I've completed one degree, but I've about halfway talked myself into working on another degree," she added, realizing full well she can expect additional financial assistance in further schooling from Lufkin Industries.

The program is open to any full-time employee with the company at least one year, according to Dr. James Horton, senior personnel officer/career development.

"The company encourages employees to take advantage of this program which can prepare them for greater opportunities and responsibilities within Lufkin Industries," Dr. Horton says.

If a student receives a grade of C or bet-



KURT MARTIN

Kathi Jordan completed all of her college education while working as an employee in the foundry. Jordan was employed in 1976 after graduating from high school, and completed studies at Angelina College and Stephen F. Austin State University using the Tuition Aid program.



(Right) Gary Day, purchasing, completed his bachelor's degree requirements in May of 1983, ending ten years of night classes while working as a full-time employee.

ter, Lufkin Industries reimburses an employee for full tuition, fees and books not exceeding \$200. The course application must be approved by the employee's manager, and on file by the first scheduled class session. Only state accredited academic or vocational schools are approved.

"The number of courses eligible for reimbursement may be limited when, in the

judgement of the manager, the unit load will interfere with employee's job performance," Dr. Horton explained. "Also, an employee receiving any other educational aid is eligible for reimbursement only on those approved courses not covered by other assistance."

Continuing education applications may be picked up in the personnel department.



67,050 HP gear a record for LUFKIN

Company ventures into uncharted territory
with production of NF2207C 'super gear.'

by David Willmon

A small crowd fluttered around the test stand, waiting for the test to begin. Those in the crowd included company engineers, sales representatives, executives and customer representatives. The way they acted, peering curiously at first one thing and then another, suggested something out of the ordinary was underway.

The gear unit being readied for test was an NF2207C. Without the crowd clustered around it, one might have passed by without noticing it at all. There were more interesting things to see. At one end of LUFKIN's industrial gear building sat a huge DF1010 sugar mill gear in for repair. At the other end, freshly painted and ready to ship, was an 85 horsepower gear which was small enough a healthy high school football player could have carried it out to a car for the customer.

At first glance, the NF2207C hardly seemed interesting or impressive. But for those involved with the NF2207, this project had been a challenging, half-frightening venture into a practically uncharted frontier.

Weighing only 30,000 pounds, it was considerably smaller than the sugar mill gear. But the NF2207C is designed to transmit 67,050 horsepower which is 67 times the horsepower of the giant sugar

mill gear, and two times more horsepower than any gear unit LUFKIN has ever built during more than 40 years in the gear business—a 36,000 HP gear unit built for NASA in 1974 was the old record.

The design and production of the NF2207C was a challenge to all LUFKIN employees involved, certainly for the industrial gear production employees who built it and especially the engineers who designed it.

Although all LUFKIN gears are to some extent custom designed, in most cases company engineers select from a wide selection of standard sized gear elements and gear housings a combination which will best suit the customer's application.

According to Jim Partridge, chief engineer, industrial and marine gearing, the NF2207C will be used by Westinghouse Canada to test giant gas turbines which the company builds.

"This unit is for their test stand and will be used in the testing of Westinghouse gas turbines that will eventually be part of a 50 megawatt power generating system. That's 50 million watts of electricity," Partridge adds, "or 67,050 horsepower and that calls for a 'super gear.'"

For Lisa Ford, design engineer, and Ken Beckman, project engineer, the work to

design a super gear for that application began almost a year ago. With little information on other similar projects, they began the design process, designing first the gear elements, then the gear housing. "We couldn't find any design or performance data on gear units like this," says Beckman. "We couldn't even obtain pictures of other units this size."

He credits Lisa with much of the design work, which was further complicated because the gear had to fit an existing installation.

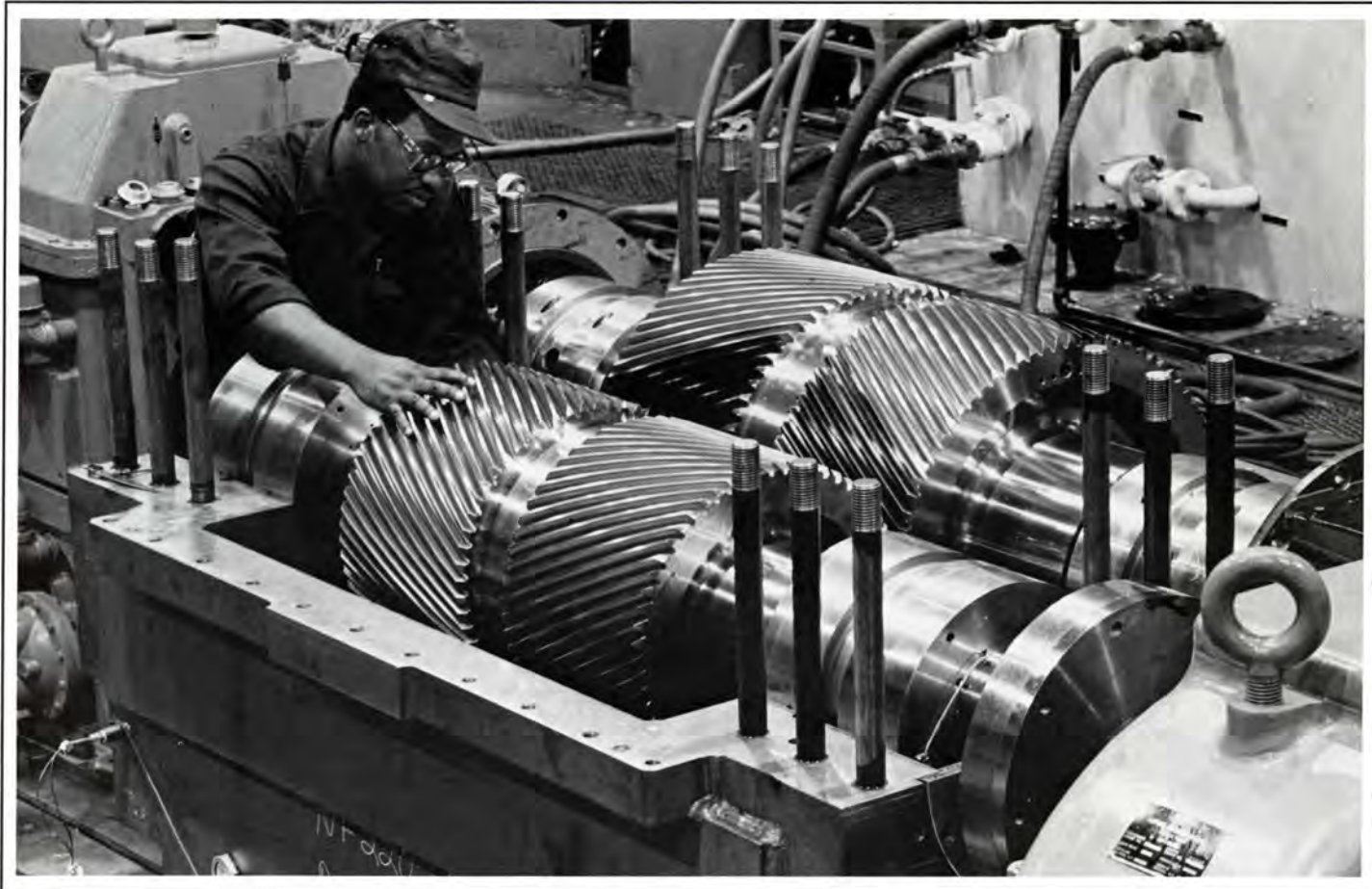
"There were a lot of little things our design had to match up to in order to fit on their test stand," Lisa says. She holds a manila folder on the project that is six inches thick, crammed with drawings and correspondence accumulated during the year.

But, there were other more important problems.

"When you design a gear this size you worry mostly about dynamics, or vibration, and lubrication," says Partridge.

The pitch-line velocity of the gear elements, the speed of the outside circumference of the gears, is 36,000 feet per minute. "Lubricating them is like trying to wet a 747 as it passes by," Partridge says.

INNOVATIONS



CHUCK STEVENSON

Once engineering drawings were finalized, the manufacturing of the NF2207C's components became a challenge for industrial gear department's production employees.

"Accuracies were so important on this project, that we called everybody together, even the machine operators who would be working on the parts, to discuss what the critical points were and how to achieve the accuracies we needed," Partridge says. "We had to be as close as two-tenths of a thousandth, in some places. That's .0002, or 1/15th of a hair to us Aggie engineers."

Early in the project, it was determined modifications to the company's test stand, designed to test units up to 25,000 HP, would be needed to test the unit. The engineers projected it would take 1,570 HP just to spin the gear without a load. A 1,000 HP motor was purchased to work in tandem with an existing 800 HP motor. And, it was necessary to extend the test

Fremont Bryant, industrial gear assembler, prepares the NF2207C unit for a check of gear tooth contact, one of the final checks on the completed unit.

"We couldn't find any design or performance data on gear units like this . . . we couldn't even obtain pictures of other units this size."

stand floor 12-feet in order to handle the double arrangement of motors.

Additional electrical power and a larger line for cooling water was installed. Although, the modifications were necessary for the NF2207C, the changes

give the test stand more flexibility for the future. With two large motors, separate tests can now be run simultaneously.

If the NF2207C performs in the Westinghouse Canada testing facility as company engineers and Westinghouse Canada officials expect it to, there is potential for other units of this horsepower range for the actual generating systems. But LUFKIN faces stiff competition for this business from other U.S. and foreign suppliers.

"Such high horsepower gear drives are fairly rare," says Partridge "But, there are four or five manufacturers in the U.S. equipped to build gear drives this large. At least ten foreign suppliers also bid on this job. We got this job because Westinghouse is one of our best customers and they like the way we do things. We weren't low bidder," says Partridge.

"In the future, we're going to have to do more than build them right, we're going to have to build them cheaper."

Who are those guys driving

Ten company executives talk about their jobs, goals and the problems,

by Rick Pezdirtz

There is an old saying (two or three minutes old at least) that insists if you give a Lufkin Industries' executive an inch to talk about his immediate area of work, he'll take five paragraphs.

During the past month, this writer has escaped the utter-clutter of his own office to spend 12 hours with ten departmental chieftains. The probing conversations ran towards such typical topics as: short and long range goals; pressing problems, if any; capsule comments on possible future *ROUNDUP* features.

A flurry of questions and answers brought this would-be communicator added enlightenment as to who is doing what and where in our 2,700-plus employee company. One-by-one, here's a sneak-peak at the ten department heads and their areas of endeavor.

Fred Davis Griffin, Age 63. Birthplace: Blooming Grove, Texas. Title: Vice President, director of product design engineering. Years with Lufkin Industries: 37. Oversees 66 employees.



"Our main purpose is the design of gears and pumping units. But, we also do a lot of special sales and service work. A couple of our engineers are usually on the road. They go on trouble-shooting expeditions all over the world. In industrial gears especially, there are times our engineers know more about costs than do our regular LUFKIN salesmen.

"We have 13 graduate engineers, no more than we had 20 years ago. Of this number, 62 percent work on gear designs, 21 percent on pumping units and 17 percent go both ways.

"With so much computer usage today, we're called 'number crunchers.'

John Thomas Long, Age 58. Birthplace: Lufkin, Texas. Title: personnel director. Years with Lufkin Industries: 31. Oversees 45 employees.



"Our largest problem is the area of labor relations. Supervisors don't always follow company policy. They sometimes make hasty decisions which lead us into areas of arbitration. Ten years ago, this company didn't have ten arbitration cases in its previous 72-year history. Since then, we've had 23. Of that number we've won 21.

"Insurance is also a nagging problem. The processing of employee claims and the constant changes taking place within our medical program require much of our time. We don't have many problems with safety, security or the handling of job applicants. Our retiree and pensions programs are in great shape."

James Curtis (Dick) McKay, Age 52. Birthplace: Lufkin, Texas. Title: Vice President, manager of Trailer Division. Years with Lufkin Industries: 28. Oversees 449 employees.



"Our long and short range goals are both the same—to control costs so that in the valley periods of our business we can still operate profitably. The trailer business is something like a roller coaster. It fluctuates yearly. This year has been exceptional. We're running full-throttle. Two days in succession, we turned out 14 standard truck-trailers; a few days later we setup 16 vans during one shift.

"Our largest problem is a shortage of materials; getting goods from our vendors. We're always looking for more balanced production to satisfy our customers who want immediate deliveries. Right now we're booked through January on van orders but could produce floats in 4-5 weeks and dumps in 2-3 weeks."

William Thomas (Bill) Pennington, Age 54. Birthplace: Hermitage, Ark. Title: Vice President, structural steel, final assembly and shipping. Years with Lufkin Industries: 27. Oversees 533 employees.



"I've long had a goal, or dream, to be able to have only two-days turnaround time on the production of pumping units. Out here at Buck Creek we build all fabricated parts which then go to final assembly and shipping, but at least once, sometimes twice, daily I'm also uptown at the old structural steel plant where Bob Watson and Don Baker keep things humming. Commercial and marine gearing and products that need subsequent machine work are still handled uptown.

"We have our own in-house fire department and a private water system here at Buck Creek. We have 17 over-the-road and five local truck drivers to move our equipment.

Ben Murph Queen, Age 59. Birthplace: Little Rock, Ark. Title: Vice-President, Machinery Division sales manager. Years with Lufkin Industries: 26. Oversees 106 employees.



"Compared to a year ago, we don't have any problems. Twelve months ago, we were concerned with a lack of orders and maintaining price stabilization. Now, everything is progressing smoothly. It appears our sales will continue on the upswing through the fourth quarter of 1984 and into the first quarter of 1985.

"Our foreign sales were virtually nonexistent a year ago but have picked up considerably this year. Other companies, such as MAPE of France, are becoming more aggressive in the international market place with the sales of pumping units, but our men are sending in worthwhile orders from all across the globe.

"My primary concern is to maintain the

and where are they taking us?

they most often encounter in each of their departments

profitability of Lufkin Industries and to always safeguard our high standing in the marketplace."

Ernest Gilford (Rod) Pittman, Age 50. Birthplace: Anson, Texas. Title: Vice President, foundry operations. Years with Lufkin Industries: 24. Oversees 577 employees.



"Our long-range goal is to someday make all our castings right here. Sixty-eight percent of a pumping unit's weight is castings and only 60 percent of these castings are currently made by our foundry. We hope to raise that percentage to 80 percent by the end of 1985. Increased productivity will eventually reduce dependency on outside foundries.

"We don't talk about problems here. We talk about opportunities and challenges and the many ways we can make each employee aware of improved methods to do routine and occasional tasks more efficiently.

"Our new monorail or 'hot metal crane system' should be in operation soon and this will further enhance what we consider the most modern large-mold, no-bake process ductile iron facility located anywhere south of Chicago."

Michael Allen (Mike) Penn, Age 44. Birthplace: Lufkin, Texas. Title: Vice President, manufacturing. Years with Lufkin Industries: 19. Oversees 650 employees.



We're in the dawn of a new age in manufacturing. Process manufacturing is out and product manufacturing is in. "The old days of 'three-yards and a cloud of dust' are over. We've reduced 40 work stations to only six in the shaft shop and production time on many components which was once as much as six-weeks has been cut to one week.

"Our plan is to build 125 pumping units per week. In mid-September we started a

productivity improvement suggestions system among all our employees. In pursuing quality, we've spent over 1/2-million dollars for a new Kearney & Trecker 800 Matching Center."

Cecil James (Jim) Haley Jr., Age 41. Birthplace: Lufkin, Texas. Title: Secretary-Treasurer. Years with Lufkin Industries: 11. Oversees 30 employees.



"We have no serious problems unless you could classify keeping close checks on customer credit a problem. There are four areas within our department. These are: data processing, credit and billing; general and cost accounting; and office services.

"In data processing, we're looking to develop a new system for improved maximum efficiency. We're looking at a new maintenance equipment system and to re-do our accounts payable and receivable and general ledger as there has been little upgrading in this area since 1974."

Elton Floy Fenley, Age 38. Birthplace: Lufkin, Texas. Title: Manager, Industrial Supplies. Years with Lufkin Industries: 11. Oversees 48 employees.



"Since I assumed the manager's position out here nine months ago, I've been given plenty of support toward trying new ideas. My short-range goal is to move \$1 million of merchandise a month. When I reach that figure, I'll want an even better average. We're drawing close. We had sales of \$6.3 million through the first seven months of this year.

We carry three basic lines of merchandise—industrial, pole-line and plumbing. Five salesmen—Jack Green, Kendall Moseley, Phil Huber, John Purvis and Jim Hudiburgh—are on the

road weekly, helping us achieve our goal of turning warehouse stock four times per year. They cover a 150-mile radius, selling any of the 35,000 or more items we buy from nearly 300 firms and warehouse here.

"Instead of a once or twice yearly inventory count, Harvey Graham runs a perpetual inventory. He counts daily. Our best customer is our own company, accounting for one-third to a half of our yearly business.

"The only little problems we sometimes have are spending an hour with a walk-in customer for a one-piece sale, and better utilizing our plumbing showroom by moving it to the south end of the building. If it is redone, we should consider large showroom windows that are visible from the street."

Herbert James Green, Age 37. Birthplace: Enid, Okla. Title: Manager, materials and manufacturing information system. Years with Lufkin Industries: 3. Oversees 90 employees.



"Ten years ago, there wasn't a computer terminal in this company. Today, there are 180 computer terminals. The company had three in 1976, 43 by 1978, then 78 by 1980, 132 by 1982. Within the next 10-15 years there'll probably be a terminal next to a telephone on every desk.

"All 90 of our people are skillful in using computer software. We face 'option shock' daily, the proliferation of so many different options for solving each problem. I'd say 60 percent of my time is devoted to material control; 20 percent to traffic; 20 percent to hardware/software operations.

"We're always attempting to make every person in our department feel more strongly about our customer service and for them to achieve a sense of urgency for doing all jobs right. Because of continuing education and training, we have excellent people here."

She's Ga-Ga Over Giraffes

For the past 23 years, LUFKIN's Jane Green has collected "giraffe mobilia."

Story and Photos By
Jo Ann Anderson



Little did Lufkin Industries' printer assistant Jane Green realize on her birthday 23 years ago that she was about to become a collector . . . a collector and connoisseur of ceramic, terry-cloth, crochet, crewel, or whatever, miniature giraffes.

"A dear friend gave me a ceramic, baby giraffe on my birthday in 1961 and I've been collecting 'em ever since," she says. "I still have that original giraffe, but must admit its legs have been mended many times through the years."

This Jane, who has never swung on an African vine with a Tarzan but admits to fantasizing about such an adventure from time to time, is now surrounded by a menagerie of miniature giraffes at her comfortable home out on Palmetto Court.

"I can hardly celebrate any special occasion without someone giving me something nice with a giraffe motif," she says. "I've come to love these gawky, dark-eyed, long neck and eye-lashed creatures."

Jane has also come to be something of an expert on giraffes. She'll tell you the giraffe is the tallest creature in the animal kingdom, often stretching 18-20 feet tall. Although its neck measures six-feet or more, it has the usual seven neckbones or vertebrae. A baby giraffe stands 6-feet at birth and can care for itself after three months. Full maturity is reached after 7-8 years.

Having observed giraffes many times at zoos in Houston and New Orleans, Jane reports her favorite animal has keen senses—sight, hearing, smell. "Because its front legs are so long, the giraffe has to spread them to lower its head for water or grazing on short plants," says Jane. "It can also close its nostrils to keep out sand or other irritating particles."

"My miniature giraffe collection isn't an obsession but I do catch myself searching for new and different giraffes in gift shops. This can become expensive, so I'm more selective now about adding to the collection."



Lufkin Industries' printer assistant Jane Green is surrounded at home by miniature giraffes. She covers up on the sofa for a short nap with a giraffe-decorated throw, one of more than 85 giraffe-motif items in her home.



She has giraffe coffee mugs, keyholders, brass chimes, candles, towels, book marks, necklaces, napkin holders, stationery, needlepoint, and plant holders.

Among the many giraffe pictures she has collected, her favorite is a beautiful oil painting her son-in-law, Harold Hutcheson, put on canvas during his high school years or before he met Jane's daughter, Peggy.

"It was just one of those little ironies of life. He couldn't have had any idea he'd one day have a mother-in-law so crazy about giraffes," says Jane.

Of all her giraffe-motif memorabilia, the most useful item is a large throw that covers her with snugly warmth when she reads, naps or watches television.

Around the Lufkin Industries' print shop, Jane is appreciated for the creamy and delicious chocolate fudge she brings to work. Asked if she ever attempted making a fudge giraffe, she exclaimed, "No but Peggy once made a three-foot giraffe cake for my birthday. It was perfect in every detail . . . long, slender legs, tawny color marked with chestnut-brown patches of icing."

When Jane signs football betting board squares these days, her co-workers quickly recognize her mark. She doesn't sign her name, simply pencils in a giraffe character as her signature.

Indeed, she's ga-ga about giraffes.

ON THE JOB

This month, **ROUNDUP** goes on-the-job with a salesman who sells to his own company

Aaron Pigg

Out-of-town travel came to an abrupt halt back in March for Aaron Pigg, special projects administrator for the Industrial Supplies Division of Lufkin Industries, but that hasn't slowed his work-pace.

The busy salesman just keeps his wheels rolling in shorter circles, calling on only one customer—his own company, Lufkin Industries.

"My primary responsibility is dealing with Lufkin Industries' buyers and despite what one might think, our purchasing agents are *not* obligated to buy from me or their own company's warehouse," says Pigg.

"Because of this, I must compete with other supply houses for the best pricing, delivery time, quality of products needed and larger quantity of materials on hand."

Pigg has been employed by Lufkin Industries for 21 years. He spent his first 18 months working the counter at Industrial Supplies, then nearly 19 years traveling East Texas, knocking on doors of potential LUFKIN customers.

"I don't say this boastfully, but there isn't much about the Industrial Supplies Division that I don't know," he says. "When I'm not out trying to sell our company buyers something, I'm out front here at the warehouse waiting on walk-in counter customers or else out back in the warehouse stocking shelves or taking inventory."

Industrial Supplies, under the management of Elton Fenley, carries whatever one might need in the way of plumbing, electrical or industrial supplies.

Within the warehouse are rows and rows of shelves and cubicles stocked with every-



Aaron B. Pigg

thing from attic fans to wheelbarrows, work gloves to work tools, stainless steel sinks to pipe fittings, water heaters to nails and hammers. They even stock and sell expensive jacuzzi's and huge saw blades that run as high as \$2,000 apiece.

"I find out what our Lufkin Industries' buyers need that we can offer at a cheaper price or with faster delivery time."

"We hope to put this over 30,000-item inventory on a computer system," says Pigg. "Right now, we still have all of it on a card-file system."

A typical work day for Pigg begins early. From 7 to 8 a.m., he mans the front counter, servicing the needs of equally early-rising plumbers, building contractors, carpenters and electricians. His co-workers come in at 8 a.m. and thirty

minutes later, Pigg is off to make his sales rounds at the Trailer Division at Buck Creek or at the company's foundry or machine shop.

"I find out what our Lufkin Industries' buyers may need that we can offer at a cheaper price or with faster delivery time. Once I've sold the department head on our in-house product, I'm off to the purchasing department to convince them on the deal," he says.

During his noon hour, Pigg is usually back at the front counter lending a helping hand. Most of his afternoons are spent in the huge warehouse.

Aaron eats on the run. "I take my lunch break whenever I can squeeze it in between 7 a.m. and 4 p.m.," he says. "The job is sometimes hectic and each day is certainly different. But, I love my work. Most of all, I love meeting and talking with people.

"However, I'm not a high pressure salesman. I present myself and my merchandise in a positive way. I feel that is enough to make a sale."

—Diana Hill

Working

Story and Photos by **RICK PEZDIRTZ**

The money may be

Even though a slight hint of breeze trickled through a stand of nearby loblolly and slash pines, five oilfield workers and six Lufkin Industries' observers felt as though they were standing near the open hatch of a blast furnace.

This was mid-August at Stallworth Oil & Gas Company's Chappell Hill Field between Kilgore and Tyler in the East Texas oil patch.

Heat from a searing Texas sun seemed to slowly sizzle body juices from the work gang's pusher, Terry Woods, and his quartet of grimy helpers. Triple-digit temperatures brought perspiration and discomfort.

Taking the deep breath of a cliff diver, Woods towels the sweat of honest labor from a scruffy beard and sighs: "You get used to the daily ritual of working beneath that brutal sun. You don't necessarily like it; but, you either force yourself to accept it or get yourself into another line of work."

Terry has been an oilfield pusher eight years "this time." He took himself out of oilfield work for three years; but came back. The pay is better than he could find elsewhere. Indeed.

Woods makes \$25 per hour, his helpers \$18.50 from Gladewater's R.B. Oder Construction Company. A 40-ton crane and backhoe, with operators, are supplied by Big M Construction Company of Longview. Their tariff runs \$55 per hour.

This sun-dappled day, the oilfield construction crew will spend five hours putting together a LUFKIN Mark-320D pumping unit. They'll toil from 8:30 a.m. to 1:30 p.m., using measuring tapes, leveling sticks and strings, surveyor's equipment, sledge hammers, heavy wrenches as long as a tall man's leg.

Their conversation is sparse. When they do speak, their voices are soft as a mother's kiss and usually about inches and fractions of inches. They work with a surgeon's skill and precision, placing the nearly 400 parts and 35,000 pounds of this \$50,522 tangle of iron and steel in proper and workable position.

They're full-grown men, richly muscled and deeply tanned; moving, lifting, hammering, bolting expensive tinker toys. Sometimes they swear, almost inaudibly, beneath their breath. Not often. Frequently, however, they do take water breaks, fishing a yellowish plastic cup from the back of a battered pickup truck, its floor-bed strewn with the tools of their trade. They guzzle ice-water like a college freshman chug-a-lugs beer at his first frat party.

"It's a living and a pretty good one," says Woods.



"This LUFKIN unit is only one of 33 we'll be installing in this field. The one you're looking at will pump the black stuff from 7,000 feet."

The oilfield workers were still shucking pajamas when a fivesome of Lufkin Industries' employees—J.C. Matlock, Jack Roberts, Colbert Rittgers, Don Dudley and this writer—departed Gate One at 6:30 a.m. for a day of "in-the-field" observation and education.

Matlock is the team leader. He will file a report with company executives and engineers upon his return to Lufkin. Rick Hughes, who a few years ago was playing football at nearby White Oak, doesn't "play" this day. The LUFKIN sales and

Beneath that Brutal Sun

...be good, but the sun is brutal and the work hard for oil field crewmembers.



Four Lufkin Industries' employees—left-to-right, J.D. Matlock, Rick Hughes, Don Dudley and Colbert Rittgers—look over a LUFKIN Mark 320-D pamphlet prior to watching the big pumping unit assembled in an oilfield near Chappell Hill, Texas.

Left: Three Oder Construction Company oilfield workers, l-r, Terry Woods, Lee Green and Chris Donnaly, scramble across a LUFKIN Mark-320-D to align and attach a counter weight.

service man out of his Kilgore sales office, is on a first-name basis with the construction crew. He occasionally lends a helping hand with their work.

After two loads of coarse sand (for ample drainage) are laid and leveled by Big M's backhoe, Woods and his crew—James Johnson, Lee Green, Chris Donnaly—hand-rake the sand so a pair of portable pan-pads can be crane-set in place. This is the twin-platform the Mark 320-D will sit upon.

Then, the heavy work commences. Oily chains are wrapped and secured around heavy, steel pieces and parts—heavy enough that if dropped by the crane, they could shatter a man's hard hat and splinter the body below.

"Men have been killed doing this type work—but not if they're careful and concentrate," says Woods. "Out here, we're always thinking about our next step."

Each step of assembling the towering Mark-320-D doesn't go without hitch.

Upon arrival at the well site, the workers discover the Sampson Post Kit lying atop the crank guard. No damage. Hughes says the Mark 320-D pieces were *not* delivered nor unloaded

by a LUFKIN truck driver. "Our drivers know how to unload a unit and arrange the equipment properly on the ground," defended Hughes.

Matlock's post-installation report indicated a few other flaws and recommendations: Two nuts missing for the bolting of sub-plates to the base; two bolts that hold the brake control to the sub-base were not long enough upon which to place lock washers; make shims for brace with slots.

Minor, technical items maybe; but important for a smoother installation.

Bill Cantrell, manager of manufacturing engineering, is the company coordinator for these beneficial employee oil patch field trips.

The program was started in late 1982 and since that time 136 employees from seven departments have made 28 field trips, usually in groups of 4 to 7. "I expect we'll have five or six more such trips before the end of this year," says Cantrell.

"I usually receive a phone call from Willard Chappell, our district sales manager in Kilgore, about 1 or 2 p.m. informing me he has obtained permission from an oil company for a group of our people to watch an installation the next day. It's always a one-day notice thing. But, we're eager to have our employees see such installations of LUFKIN pumping units."

Cantrell says the field trips have improved customer relations and added much to employee education and awareness while also bringing about quality improvement of LUFKIN units."

"These oilfield visits have been good for us. They're very educational. Customers have been impressed by our on-going interest and they've enriched our employees' morale," says Cantrell.

All well and good, Bill. Now, if you can arrange to do a little something about all that heat and humidity out in those oilfields! 



FOCUS

New employees join company in corporate communications and accounting departments

Kenneth Wayne Baker was hired Aug. 14 as a cost accounting supervisor in the accounting department.

He comes to Lufkin Industries from the United States Air Force where he was comptroller at Royal Air Force Base in Alconbury, England. He retired Aug. 1 as lieutenant colonel. He received numerous medals while in the military with his most recent a citation for Meritorious Service given



Ken Baker

this year in England. Other medals include the Viet Nam Gallantry Cross and Air Force Outstanding Unit with Valor, both received while he was stationed in Thailand in 1968.

Baker received his MBA in managerial accounting from Michigan State University and his BBA in accounting from Texas A&M University. He is a lifetime member of Beta Alpha Psi, national accounting fraternity.

He and his wife, LaVerne, have two children—Michelle, 15, and Kevin, 11.

Diana Hill, 31, has joined the corporate communications department of Lufkin Industries

as assistant editor of the **ROUNDUP** and **LINE** magazines. She replaces Lee Ann Benson who has accepted a position as editor of the Houston Post's new Scene section.



Diana Hill

Lifestyle editor of the Lufkin Daily News for the past eight years, Hill is a graduate of Pasadena High School, San Jacinto Junior College and Stephen F. Austin State University where she is currently working toward a Master of Arts degree. She also formerly worked for the Pasadena Citizen and Nacogdoches Daily Sentinel.

A graduate of the Leadership Lufkin program, Hill is a member of the American Association of University Women, the Episcopal Diocese of Texas Youth Board, Sigma Delta Chi, American Cancer Society and the Samaritan Board.

She and husband, Dan, editorial page editor of the Lufkin Daily News, have two children, Hannah Marie and Jonathan David. They are members of St. Cyprian's Episcopal Church in Lufkin.



KURT MARTIN

.. oh-h-h splash!!!

"I picked up ten scrapes and bruises but I sure didn't get thirsty," Gene Stewart, Jr., commented after riding the 3-J Sky Rapids water slide out on Highway 69 for four consecutive hours last month. An MIS operations analyst for Lufkin Industries, Stewart helped the Lufkin Jaycees



\$1,200 during the Muscular Dystrophy Association Slide-A-Thon. Stewart figures he must have rode the long water-slide some 80 times during his soffy four-hour stint.

FOCUS

Test date for SAT test in Lufkin area December 1

Company employees with children eligible to apply for Lufkin Industries Foundation Scholarships next spring, should remind them to make plans to take the Scholastic Aptitude Test (SAT) this fall.

SAT test scores must accompany the application for the four-year, \$4,800 scholarship which should be submitted before the April 1, 1985, deadline. Scores for tests taken after the December test date may not be received in time to meet the April 1 deadline.

For high school students in the Lufkin area, the SAT test will be given December 1, at Lufkin High School. Students must register for the test before October 26. Children of LUFKIN employees in branch offices should contact their local high school counselor for SAT test dates and test centers in their area.

To be eligible to apply for a Lufkin Industries Foundation Scholarship, a student must have a parent, or guardian, who has been an employee of Lufkin Industries at least one year at the time the student registers for his or her senior year. Applicants must be unmarried.

This year, the foundation awarded nine \$4,800, four-year scholarships and six \$1,200, two-year scholarships to Angelina College. The Angelina College scholarship application does not require SAT scores. Students are encouraged to apply for both scholarships.



Julia Myers, left, receives the keys to a new Buick from Coca-Cola executive Don Brister (center) as husband, Robert, looks on. The Myers won the car with help from Lufkin Industries employees.

Co-workers help Robert Myers win new Buick

For awhile there, Robert Myers, a second shift welder at Buck Creek, was worried about his wife Julia's transportation.

"She had a 1975 Buick and it was obviously on its last legs. So, I bought another '75 Buick, figuring to get enough spare parts to give her one drivable car," Robert was saying the other day.

"Little did I know the good Lord and the Coca-Cola Company were going to see we had a brand new Buick to drive."

Robert and Julia had the winning entry from among over 20,000 tickets submitted to the Lufkin-Nacogdoches-Crockett-Jacksonville Coca-Cola Bottlers Olympic Ring Game. They won a 1984 special Olympic edition Buick Century, valued at \$13,500.

"It's the first time I ever won anything," said Julia. "When Mr. (Don) Brister of the Lufkin Coca-Cola Company phoned and said to be watching TV at 6 p.m. after the Jerry Lewis Telethon, I thought it was a crank call. I didn't realized they'd taped the new car drawing at 4 p.m. and that I was the winner. He just told me to watch my TV set," said Julia.

"I think she broke down crying with sheer joy," said Brister who was back on the phone with Julia when the TV drawing took place.

Myers insists his family wouldn't have won the new car had not 25 of his Lufkin Industries' co-workers helped him collect soft drink tabs (from company machines) which, if imprinted with

"Buick Chance," meant an official entry form for the contest.

"Those 25 guys helped me collect 204 tabs and one of them was worth the winning ticket," said Myers.

The co-workers who helped the Myers win their new car were: Robby Williams, Danny Burchfield, Glenn Edwards, Claudie Heaton, Harlan Brown, Henry Lee, Jim Stepherson, Bob Beers, Clarence Bass, Greg Harrison, Jose Luis Hernandez, Buddy Kirkland, Viel Cooper, Mike Martinez, Curtis Hinson, Sam Figueroa, Vernester Sowell, Luther Patton, Vernell Randle, Milt Warren, Thomas McLendon, James Hambrick, Charles Sanders, Don Garton and Richard Nash.

FOCUS

Company Officials announce promotions for ten employees



Lankford Ballard



Kevin Wynne



David Jones



Boyd Swearingen

Promotions for ten employees were announced by officials in the trailer division, engineering, industrial supplies, material control, Little Rock foundry, machinery sales and machine shop.

In the trailer division, Lankford Ballard and Kevin Wynne were promoted.

Ballard was promoted to custodian supervisor from custodian. He joined the company Jan. 19, 1966. He

and his wife, Mae Willie, have one daughter.

Wynne was promoted to draftsman B from draftsman. He joined the company June 11, 1984. He received an associate of applied science degree in drafting and design technology from Angelina College, and graduated from Lufkin High School.

In engineering, David Jones and Boyd Swearingen were promoted.

Jones was promoted to designer B from draftsman A. He joined the company Oct. 1, 1979. He received an associate of applied science degree in technical illustration and real estate at AC, and graduated from Lufkin High School. He is married to Sheri Renae Jones.

Swearingen was promoted to designer B from draftsman A. He joined the company June 2, 1984. He is currently working on an associate of

applied science degree in drafting and design technology at Angelina College. Swearingen graduated from Woodville High School. He and his wife, Linda, are expecting their first child this month.

In industrial supplies, Trina Skinner and James Curry were promoted.

Skinner was promoted to price clerk from purchaser. She joined the company March, 1979. Skinner is a

NAMES & NOTES

For nearly six months now, **Howard Peacock**, a free-lance writer from Woodville, has thought from time-to-time about April's *ROUNDUP* cover shot of **Winnie Berry** and the story in that month's magazine about the Lufkin Industries' retiree and local Animal Shelter founder.

"A remarkable woman who cares for stray animals. I think of that woman often. She offers love and companionship to many of the world's loneliest, most confused, and most innocent creatures," writes Peacock.

"One of my clients paid me recently, and I would like to share some of that substance with her. Would you see that she receives this bit of help toward her compassionate work."

Peacock, author of a recently released book, *The Big Thicket of Texas*, enclosed a \$50 check made out to "The Woman Who Cares for Lost Animals."

Peacock also had a beautiful 8-page feature in September's *Texas Highways Magazine* on the late **Buck Schiwetz**, renowned Texas artist, who painted 16 originals for Lufkin Industries through the past 30 years.

Another welcome letter was received by **LaVan Watts**, chief engineer, trailer division. This one came from Ghana, West Africa, and **Matthew Koomson** who was featured on the *ROUNDUP*'s August cover.

"... My appreciation and gratitude for the excellent plant orientation tour at your LUFKIN Trailer Division. Your plant tour gave me exposure and opportunity to acquire more advanced knowledge to go with what I have gained during 17½ years in the aluminum production industry.

"Your company personnel are highly efficient. Everyone I saw was assuming a responsibility to improve product quality. Every customer of LUFKIN must be considered a 'King' in the industrial world," wrote Koomson.

It's rather obvious **Jane Green** (see page 7) is intrigued with giraffes. She

even has a piece of clothing with the following stitched thereupon: What do giraffes have that no other animals have? Answer: Baby giraffes!

Industrial Supplies salesman **John Purvis** didn't pick up any prizes in the 7th annual Lufkin Industries Golf Tournament back in June, but he did in Diboll's Labor Day Tournament.

John's third place finish in the second flight earned him a new Spalding golf bag and head covers.

Rod Pittman and **Linda Morehead** receive *Cheer Magazine* each month and spotted this contribution from

FOCUS



Trina Skinner



James Curry



Barbara Sumlin



Martha Reese



Rick Schlabach



Richard Childress

graduate of Angelina College. She and her husband, Charles have two children—Brian, 21 and Katherine 13.

Curry was promoted to assistant purchasing agent from receiving clerk. He joined the company Dec. 1, 1980. Curry is a Lufkin High School graduate, and attended Angelina College. He and his wife, Angie, have one daughter, Jayne, 7 months.

In material control Barbara

Sumlin and Martha Reese were promoted.

Sumlin was promoted to receiving clerk from storekeeper. She joined the company May 29, 1979. Sumlin is a Lufkin High School graduate, and took a blueprint reading sponsored by Lufkin Industries.

Reese was promoted to reporting clerk from timekeeper in the machine shop. She joined the company Sept. 24, 1979. Reese

is a Lufkin High School graduate, and attended Angelina College. Her husband, Victor, is also employed at LUFKIN as a gear cutter in the machine shop. The couple have four children—DeWayne, 12; Brian, 10; Sandy, 10; and Dan, 8.

In machinery sales, Rick Schlabach was promoted from district manager to division manager, Mid-Continent Division. He joined the com-

pany Dec. 26, 1978. Schlabach received a BS in engineering technology from Texas A&M University.

In the machine shop, Richard Childress was promoted.

Childress was promoted to timekeeper in the trailer plant. He joined the company Feb. 6, 1984. Childress is a Lufkin High School graduate, and attended Angelina College, majoring in business.

Lufkin Roundup in their last issue: "The person who is always asking for a loan is always left alone."

Ide Russell, general foreman of final assembly and shipping, and wife, **Betty**, lost not one, but two tax deductions this year. Son **Doug**, former company security guard, married plant engineering manager **Bill Temple's** daughter, **Mary**, in January; and daughter **Mia** was wed to **John Grissom** on Aug. 31.

"You get a little crazy in the head and real broke in the bank account, but you get through it," winced Ide who can now look forward to filing his next IRS return minus two dependents.

Herb Green, who grew up on a wheat farm near Wakita, Oklahoma, can tell you just about everything you ever wanted to know about the legendary Oklahoma Land Rush of 1890 and the Cherokee Strip. His grandfather obtained 160 acres of government land participating in the Great Land Rush.

Asked where the state to our north and its football team picked up the name "Sooners," he had an enlightening answer. "It seems a lot of men jumped the gun days before the Great Land Rush, hid out in the Cherokee Strip and had choice acreage already staked out when the legitimate Land Rushers arrived from across the Kansas border.

They got there 'sooner' than they were supposed to and were thus labeled 'Sooners' for the remainder of their days."

Eventually, the nickname stuck for all Oklahomans, although as a graduate of Oklahoma State University, Green doesn't claim the name.

Two company retirees—**R.E. (Mutt) Barr**, 47 years; **Elmer Ashley**, 46 years—are on the mend after stays in the hospital.

Barr is recovering from rotary cuff surgery on his left shoulder, injured swinging a golf club. "I'll be out of this harness and okay by quail season," says Mutt.

Ashley, who worked for Lufkin Industries from 1918

to 1964, is recuperating from a stroke at his son Ray's home in Nacogdoches. Retiree **Josh Duncan** says Ashley is making good progress.

An appreciative letter and official resolution has been received from Dixie Youth Baseball Commissioner **Gale Montgomery** of Decatur, Ala. He thanks Lufkin Industries for special support during the Aug. 13-18 Dixie World Series held here.

The company was helpful with a fish fry at Piney Point, program and radio advertising. "The week could not have been the success it was without the help of Lufkin Industries," wrote Montgomery.

FOCUS

Annual United Way drive underway

When the 37th annual Angelina County United Way Fund Drive kicks off Oct. 2 with an overall \$305,000 goal, 28 employees will be heading up departmental solicitations within Lufkin Industries.

Company employees contributed \$11,518 a year ago with management matching this total for a \$23,037 contribution. "We hope to reach \$30,000 this year," says company United Way Chairman Bill Moreau.

Ten percent of LUFKIN's

total donation is set aside for an employee emergency relief fund in case of unexpected losses caused by fire or extended illnesses.

Moreau listed the following department campaign solicitors:

Edith Arnold, Industrial Supplies; James King, engineering/print shop; Linda King, corporate offices; Donna Parish, material control; Jo Ann Anderson, corporate communications; Jerry Vann, order department/traffic; Gene Stewart,

Jr., MIS/Purchasing; Susan Campbell, personnel; Linda Morehead, foundry.

Also, Maebell Hearne, Deyce Dodd, Walter Butler, Steve Fenley, trailer plant; Barbara Fowler, Michael May, James Weatherly, Cecil Berry, James Pate, Jimmy cook, machine shop; John King and Sandria Randle, Buck Creek shipping; Barbara Smith, Ricky Buchanan, David Thompson, H.G. Tierrablanca, Sam Figueroa, Gerri Gilbert, welding.



KURT MARTIN

In preparation for the fall bowhunting season which opens October 6 for area hunters, many Lufkin Industries employees participated in a bowhunter education course recently. The course, taught by engineering department employee, Viron Barbay, covered bowhunter safety, game laws, shooting instruction, and various hunting techniques. Above, company employees, (l-r) Butch Gorman, Richard Jones, and Curtis Havard, all of the engineering department, practice under the watchful eye of class instructor, Viron Barbay.

CHANGES

Company officials have announced job changes and new assignments for employees in the machine shop, trailer plant, structural steel plant and the foundry.

Changes in the machine shop were: **Gene White**, from truck operator to machine operator trainee; **Roy Conway**, from laborer to machinist helper; **James Reaves**, from laborer to material handler; **Alfred Johnson**, from Class E machine operator to Material Control storekeeper; **Delbert Ellison**, from Class A utility maintenance worker to Material Control storekeeper; **Charles Cain**, from Class C to Class B utility maintenance worker; **James Holloway**, from Class C to Class B utility maintenance worker; **Jose Morales**, from laborer to material handler; **John Phillips**, from Class A machine operator to tool grinder specialist; **Donald Cable**, from machinist helper to Material Control storekeeper.

Also, **Melvin McFarland**, from machinist helper to Class D machine operator; **Joe Perez**, from laborer to machinist helper; **Danny Jones**, from laborer to machinist helper; **Craig Hodges**, from machinist helper to blacksmith helper; **Lawrence Hunt**, from Class D machine operator to Class C machine operator; and **James Glass**, from Class C machine operator to Class B machine operator.

Changes in the trailer plant were: **Robert Brockett**, from Class A trailer builder to side machine operator; **Wendell Quattlebaum**, from Class B material handler to Class B painter; **Jerry Wells**, from helper to Class B machine operator; **Leroy Souza**, from helper to Class B machine operator; **Mark Bynum**, from helper to Class B material handler; **Robert Adams**, from side machine operator to Class A trailer builder.

Also, **Johnny Christie**, from helper to Class A material handler; **David Dixon**, from Class B trailer builder to Class A trailer builder; **Larry Collier**, from helper to Class B painter; and **David Merritt**, from helper to Class A material handler.

Changes in the structural steel plant were: **Charles Fritz**, from helper to Class C welder; **Carl Johnson**, from Class B burner to helper; **Randy Stepherson**, from Class C welder to Class B structural worker.

Also, **Earl Thomas**, from rough carpenter to Class A assembler; **Joe Thompson**, from helper to Class C welder; **James Stokes**, from Class A machine operator to press brake operator; **Frank Oder**, from Class C welder to Class B structural worker; **Cathy McAdams**, from laborer to Class C welder; **Elma Holloway**, from helper to Class C burner; **Steven Harty**, from helper to Class C welder; **William Bradshaw**, from helper to Class C welder; **John Blankley**, from helper to Class C welder; **Robert Rickely**, from Class C welder to belt cover and crank guard builder; **Jonathan Bagley**, from helper to belt cover and crank guard builder; and **Ricky Barley**, from helper to Class C welder.

Changes for employees in the foundry included: **Antonio Vallejo**, from chipper/grinder to molding systems



CHANGES

helper; **William Thomas Hageon**, from chipper/grinder to molding systems helper; **Chester Mack**, from chipper/grinder to molding systems helper; **Willie E. Hageon**, from molding systems grinder to fork lift operator; **Ndon Emah**, from chipper/grinder to shakeout tender; **Kelvin Crain**, from shakeout tender to fork lift operator; **Jose Ramos**, from chipper/grinder to molding systems helper; **Charles Johnson**, from molding systems helper to fork lift operator; **Jeff Madu**, from chipper/grinder to molding systems helper; **Ollis Hunt**, from chipper/grinder to shakeout tender; **Ivory Abrams**, from chipper/grinder to molding systems helper; **Darrell Latham**, from molding systems helper to fork lift operator; **Peter Hermes**, from molding systems helper to molding finisher/coresetter; **Carter Brooks**, from chipper/grinder to molding systems helper; **Kenneth Haight**, from chipper/grinder to molding systems helper.

Also, **Elroy Gregory**, from molding systems helper to Class B molding machine operator; **Ronnie Harris**, from molding systems helper to Class B molding machine operator; **Eddy Rivas**, from shakeout tender to shakeout operator; **Clifton Anders**, from chipper/grinder to coremaker helper; **Fabian Lopez**, from coremaker helper to Class B core machine operator; **Benito Habarra**, from Class B core machine operator to sand reclaimer operator; **Mary Lewis**, from laborer to burner; **Carl Canino**, from molding systems helper to pattern and mold car operator; **William Monmouth**, from fork lift operator to pattern and mold car operator; **Mamie Hankins**, from molding systems helper to pattern and mold car operator.

Also, **Clinton Poole**, from molding systems helper to pattern and mold car operator; **Frederick Wilson**, from fork lift operator to pattern and mold car operator; **Daryl Curl**, molding systems helper to pattern and mold car operator; **William Jefferson**, from fork lift operator to pattern and mold car operator; **Steven Swift**, from chipper/grinder to molding systems helper; **Tracy McGee**, from melting department to molding finisher and coresetter; **Donald Williams**, from crane operator learner to crane operator; **Jose Vasquez**, from chipper/grinder to shakeout tender; **Oscar Elijah**, from cupola and electric furnace tender to molding finisher and coresetter.

Also, **Tim Crawford**, from molding systems helper to fork lift operator; **Marty McClendon**, from Class B pattern tender to Class A pattern tender; **Ray Richardson**, from molding systems helper to fork lift operator; **Johnny Smotherman**, from fork lift operator to crane operator learner; **Michael Weatherspoon**, from chipper/grinder to molding systems helper.

Also, **Charles Johnson**, from fork lift operator to molding systems helper; **Charles Rogers**, from chipper/grinder to melting laborer; and **Robert Drouet**, from chipper/grinder to molding systems helper.



OCTOBER ANNIVERSARIES

STRUCTURAL STEEL OPERATIONS

Jimmy Stepherson	20
Calvin Scarbrough	20
David Kelsey	19
Sam Swindle	19
Judy Taiton	18
Craig Curry	17
Jerry Williams	15
Johnny Burrell	12
Paul Smith	11
Bobby Ward	11
Eddie Loche	11
Barbara Smith	8
Jacob Marquez	7
Lawrence Flournoy	7
Thurmon Davis	7
Benny McGaughey	6
Ruben Acevedo	6
Cradie Wortham	6
Isabel Coleman	6
Juan Betancourt	5
Michael Brewer	5
Jose Avila	5
Michael Martinez	5
Ricardo Palomo	5
Damian Mendoza	5
Leroy Adams	5
Leslie Haag	5

FINAL ASSEMBLY AND SHIPPING

A.C. Hunt	30
Hail Hawkins	13
James McCroan	10
Vernon Modisette	10
Bueaford Smiley	6
Donald Stone	6
David Ham	5
Johnny Bowie	5

FOUNDRY OPERATIONS

Odis Garner	34
Lonnie Greer	30
Steve English	28
Lenard Anders	22
Elmo Scott	20
Jimmy Jones	18
Larry Stringer	18
James Lord	13
Harold Walker	12
Willie Hartsfield	10
Julius Cox	10
Curtis Bryant	10
Chester Benton, Jr.	9
Jimmy Smith	9
Oliver Duirden	9
James Davis, Jr.	9
Bonner Davis	9
Noble Johnson, Jr.	9
Leannell Blake	7
Michael Cranford	6
Nathaniel Logan	6
Winford Burns	5
David Soto	5
Jerry Summers	5
Bihn Ngo	5
Tommy Arnett	5
Bernardino Acevedo	5
Lang Truong	5
Jose Gamboa	5
Lonzo Jefferson	5
Van Luong	5
Muio Nguyen	5
Phuoc Nguyen	5
Ruben Guevara	5
Tien Ho	5
Manuel Lopez	5
Wanda Flenoy	3
Ronnie Stanaland	3

LITTLE ROCK FOUNDRY

Willie Freeman	7
Harry Hayes	7

MANUFACTURING ADMINISTRATION

Floyd Hamilton	9
Leon Amie	7
Michael Parks	5
Mildred Patrick	5
Phyllis Little	2

CORPORATE OFFICES

Leroy Willmon	37
Sandra McMullen	12
William Smith	8
Mary Miller	6
Tim Beamon	6
Mark Turk	1

INDUSTRIAL SUPPLIES

Barbara Pletcher	35
Harvey Graham	23
Nora Smith	17
Billy Curry	1

ENGINEERING

Jerry Taylor	7
David Jones	5

MACHINERY SALES

Jerry Mullens	21
Harold Stevens	10
Regina Meyers	7
Kent Peppard	4
John Taylor	2

PERSONNEL

M.L. Lightfoot	18
Paul Crye	11
Clifford Stephens	7
Janice McLaughlin	7
James Horton	6
Vivian Purvis	4

TRAILER PLANT

Winston Richard	38
Robert Clark	34
Elbert Kirk	33
Oren Rice	32
Roy Brown, Jr.	32
Brown Hays	30
Ron Jackson	29
James McDuffie	29
Earl Dover	29
Charles Gault	20
Chester Hodge	18
Ernest Jenkins	16
Albert Duffield	15
R.L. Watkins	14
Kirby McAdams	12
Howard Price	11
Willie Smith	11
William Smith	9
Lema Thompson	7
George Edwards	7
David Burris	6
Henry Alexander	6
Larry Russell	6
James Herrington	5
Gary Latham	5
Freddie Jordan	4
Leo Molandes, Jr.	4
Jeff Sepulvado	3
John York	1
Gary Pierce	1
Johnny Ebarb	1
Travis Lacy	1
David Holomon	1

TRAILER SALES

Ernest Dailey	28
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Winston Richard
38 Years



Leroy Willmon
37 Years



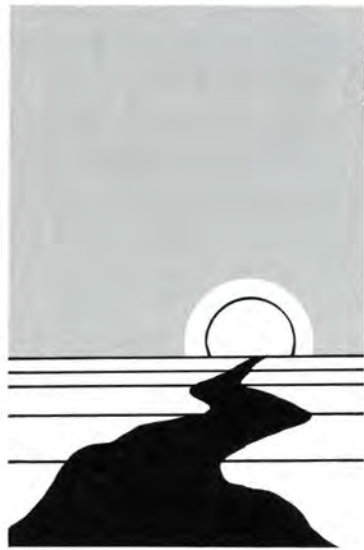
Barbara Pletcher
35 Years



Odis Garner
34 Years



Leonard Grimes
32 Years



'Bird Man'

A best friend to our "feathered friends," retiree Everett Walton is a lover of birds.

Everett Walton doesn't have to go out of his way to watch birds; they greet him each morning at his patio door.

"I don't officially call myself a bird-watcher," Everett says. "I just like having them around and snapping their pictures."

Everett submitted several pictures of his feathered friends for the ROUNDUP's photo contest. One shot is of a cardinal scratching his head; another one captures a golden finch coming in for a landing.

Birds of all sizes and colors, cardinals, indigo buntings, gold finches, purple finches and chipping sparrows, visit Everett's home on Crooked Creek. At times there are as many as 40 birds just on the patio alone, not to mention in his shady backyard. Their summer or winter home, depending on the variety of bird, is complete with a bird bath and feeders filled with sunflower seeds.

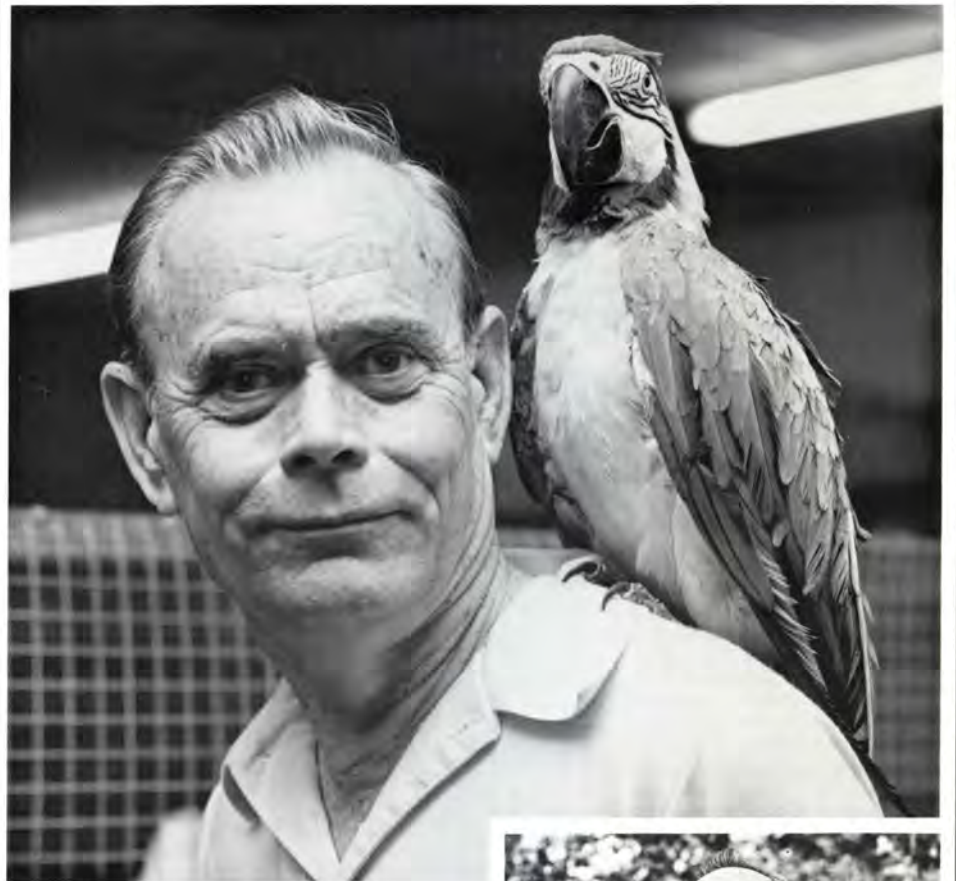
Although he doesn't claim to be an expert on birds, Everett knows a lot about their migrating, eating and mating habits.

"I have several books on birds," he says. "When I see one I don't know anything about, I check it out."

Everett, a 1980 retiree of Lufkin Industries after 34 years of service, has always loved the great outdoors. When he wasn't working in the Lufkin Trailer Division float department, he grabbed his fishing pole in the spring and summer and his hunting gun in the fall and winter.

"Mostly I hunt deer and squirrel," he says. "Last year I just killed two deer because I wasn't feeling up to par. I had injured my hip."

Gardening is another of his outdoor hob-



bies. He grows tomatoes, beans, squash, potatoes and cucumbers.

"I harvest enough for my wife, Pauline, and I to eat," Everett says. "It is not a very big garden. I like digging in the soil and watching plants grow."

Pauline and Everett also enjoy traveling. This summer they visited the New England states.

Did he meet any new feathered friends?

"Not really," he said. "All I saw were sea gulls."



CHUCK STEVENSON



Rick Pezdirtz

of Faces & Places

With Rick Pezdirtz

“

... I work out at
Buck Creek and I
just seen a big X
in the sky ...

”

The afternoon had reached its shank and all the Corporate Communications people were gone for the day, unbothered by word or film wrestling for the moment.

I sat in deserted silence, staring at a wall. I wondered how the bass were biting on Rayburn Lake, or how the Panthers would do in their Friday night football game.

The muffled sound of occasional traffic on Jefferson Avenue went unnoticed, like a dog who sniffs and wanders unprotestingly away.

The sun was a yellow smart aleck outside and junk mail lay unopened on my desk.

And, the phone rang. It always does, doesn't it?

“Say fella, my name is Billy Bob Batson (not his real name) and I work out at Buck Creek and I just seen a big X in the sky.”

I'm sorry, sir. This is Corporate Communications.

“Yeah, I know what it is. But, I called the newspaper and television station and they just laughed at me. They think I'm nuts, but I'm not. It's a beautiful day and the sky is clear and I saw this big X way up there in the sky.”

The Eye Witness

The caller had a crisp, enthusiastic voice, but it was edged with concern.

“Now, I don't want you to think I'm nuts. My landlady saw it, too. We're out here west of town and we were just starting to go in the front door when we looked up and saw that X. Way up there and just as clear as anything.”

Maybe it was a vapor trail.

“Yeah, I knew that's what you'd say.”

Maybe two jets crossed each others pattern and the vapor trails made an X.

“Maybe they did and maybe they didn't. You can ask my landlady if you don't believe me. You wanna ask her?”

No.

No Laughing Matter

Vapor trails happen all the time. On a bright clear day, you can see them all the time when jets from the air base over in Shreveport are on flight maneuvers.

“Yeah, I know that, but I wanna know if anybody else saw that X. I called the television station and they said I didn't see any such thing.

“Now, I've worked hard all day for Lufkin Industries and I don't drink and I wanna know did I or did I not see a big X up there in the sky over my apartment here on the west side of town.

“If you're in Corporate Communications I want you to communicate. I want you to find out if anybody else saw it and how come they haven't said anything about it. I'll give you my phone number and you call me with whatever you find out. “Both of us saw it. We know what we saw. I tried to call the chief of police, but he wasn't in. Then somebody at the television station laughed at me. Then I called you. I know what I saw.”

Vapor trails, dammit. Vapor trails.

“Yeah, well you find out and call me.”

So, I hang up and sit there and stare some more.

Somebody has left a magazine open on my desk of Ms. Bo Derek and some lucky guy together on a beach. I stare at it awhile and wonder vaguely if anyone else saw the big X in the sky.

After a bit, I slide wearily into my coat and go out to fight the traffic. There are late afternoons like that in this business. Afternoons of nothings.

LUFKIN INDUSTRIES, INC.
P.O. Box 849 Lufkin, Texas 75902-0849

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A FAMILY AFFAIR

With deer hunting season only a month or so away, the Watson boys look something like a gang out of the western movie, *The Wild Bunch*, but in reality they're a right peaceable clan that enjoys seeking out those elusive whitetails together. With their rifles all sighted-in and awaiting the opening morning of deer season, these five Watsons have 113 years of accumulative service with Lufkin Industries. Left-to-right are: Bob, welding supervisor (30 years); Pat, setup man (33 years); his son James, assembler specialist (9 years); Joe Ed, maintenance mechanic (30 years); and Jerry, machinist (11 years).

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ROUNDUP

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