

LUFKIN JUNE 1985
ROUNDUP



FROM THE CHAIRMAN'S DESK



“

...A person can accomplish nearly anything with a proper attitude...

”

During my forty years with Lufkin Industries, Inc., I have known and worked with many fine people. I have long-since learned a person can do or accomplish nearly anything he wishes with two basic stepping stones toward success: preparing for an assigned task with a proper attitude; following up with what those of my generation call “roll-up-your-sleeves hard work.”

Likewise, I have seen some good people fail while attempting the most worthwhile of projects due to a poor or negative attitude.

Throughout my 18 years of managing LUFKIN, I have been most fortunate in selecting good people for the right job. I am convinced this has occurred because of my first-hand knowledge about a person's capabilities and his inner-attitude toward meeting the responsibilities of a given job.

Recognizing the degree of a person's work habits and human qualities—proper attitude, self-confidence, the practice of exhibiting keen judgment—brings the realization of the right person for the right job. With the daily usage of these essential characteristics an employee can become a true asset to his or her company.

Bob Napier, a supervisor in our structural steel shop, once passed along to me some sound advice pertaining to self-confidence, which he had received from his father, J.H. Napier. It reads like this:

“He can, who thinks he can.

If you think you are beaten, you are.

If you think you dare not, you don't.

If you like to win, but think you can't, it is almost certain you won't.

If you think you'll lose, you're lost; for out in the world, we find success begins with a person's will. It's all in the state of mind.

If you think you are outclassed, you are.

You've got to think high to rise.

You've got to be sure of yourself before you can ever win a prize.”

There is, of course, that other vital ingredient, just as important as a good attitude or self-confidence, and that is quite simply—hard work.

Knowledge is of importance, too, but it is usually acquired through learning and experience.

Thomas Edison once stated that “success is about five percent inspiration and 95 percent perspiration.” Certainly, there is really no acceptable substitute for “hard work.”

It is well to remember, if you are ambitious enough to set good goals, if you possess a proper attitude and self-confidence, if you are willing to work hard enough, you can accomplish almost anything you set out to do.

We are constantly looking for young men and women, those with all of these necessary qualities, to promote to higher plateaus among our work force. Such individuals make good LUFKIN team members and ultimately good leaders. These are the type that will guide our future.

June Cover

Favorable response to their “lightweight” platform trailers led LUFKIN trailer engineers to design a lightweight steel dump, and the first LWD-35 Lightweight Steel Dump with the beautiful Dallas skyline in the background was photographed for our cover by Kurt Martin. To learn what's behind the current demand for “lightweight” trailers, see page 2.

INNOVATIONS



Setting the standard for “lightweights”

Trailer Division officials predict stricter enforcement of weight laws will create strong demand for LUFKIN lightweight platforms and dumps.

By DAVID WILLMON

As final touches were made on the prototype of an all-new lightweight steel dump trailer last month, production employees at LUFKIN's trailer plant must have wondered if their engineering department personnel were re-designing the division's entire line of trailers. This was the third time in three years they had watched a completely new, and different, trailer roll through the back doors of their giant eight-acre production building.

It was only three years ago when LUFKIN introduced a wider, longer, “high-cube” dry freight van. Then, last spring LUFKIN engineers introduced a “Featherlight” line of lightweight steel platform trailers. Now, a new lightweight steel dump trailer.

Although each new trailer requires time-consuming, and costly, changes for these production employees, no complaints have been heard. Orders for the new high-cube vans and new Featherlight floats are keeping assembly lines full and production schedules crowded well into 1986.

When introduced three years ago, LUFKIN's “high-cube” trailer was considered far ahead of most competitor's high-volume dry freight vans. The LUFKIN van is now called the “Hunt” trailer by plant employees because J.B.

Hunt Transport placed multi-million dollar orders for this trailer shortly after it was introduced. Trailer employees, who were building commercial garbage dumpsters to stay busy in early 1983, well remember the day that first “high-cube” trailer was towed from the van finish-off bay.

“

We no longer have to build a trailer that will haul 100,000 pounds because we know a trucker can no longer haul loads like that...

”

Neither will LUFKIN executives forget the first “high-cube.” The gamble to re-design and re-tool when there was little promise the trailer industry would rebound, paid off sooner than expected. LUFKIN's “Hunt” trailer was the trend-setter in a market that went “high-cube” crazy. The success of the Hunt trailer has left LUFKIN marketing and engineering executives looking for the first hint of new trends in the trailer industry.

According to Trailer Division sales

manager, Jim Horn, and chief engineer Lavan Watts, the industry's next big seller will be “lightweight” designs which allow truckers to haul more payload and still be within legal Gross Vehicle Weight limits. Oddly enough, this new trend is a result of the Surface Transportation Act for 1982 which allowed wider, longer trailers on the nation's interstate highways and started the “high-cube” craze.

“The Surface Transportation Act also mandated individual states would have to enforce weight laws on their federal highways or lose federal highway funds,” “And, with states toughening enforcement of weight laws, truckers who were depending upon a certain amount of income by overloading now must survive on legal loads.”

According to Horn, stricter enforcement of overloading on the nation's highways, not only insures that most truckers will be less inclined to overload, it makes the design of a lightweight trailer more practical.

“If they're going to have to stay within certain load limits, we can design a trailer for that kind of load,” says Horn. “We no longer have to build a trailer that will haul 100,000 pounds because we know a trucker can no longer haul loads like that and get away with it.”

INNOVATIONS

Already demand for the Featherlight platform has surpassed Horn's expectations. He says a goal set last March was to sell 150 trailers during the remaining months of 1984. They sold 182. Already this year, the lightweight trailer accounts for 50 percent of platform sales.

"Flatbed trailer sales nationwide are down now," says Horn. "Without the Featherlight, our float sales would be really slow."

Aside from being as light or lighter than

other lightweight trailers on the market, LUFKIN's lightweight platform has a cost advantage over most competitors.

"Most truckers who wanted lightweight trailers were buying aluminum trailers. Our Featherlight is very nearly as light as an aluminum platform and only half as expensive because of the difference in the prices of steel and aluminum," says Horn.

The same is true of the division's new steel dump, which is only 150 pounds heavier than the all-aluminum dump

LUFKIN manufactured a few years ago. With the cost of steel currently 28 cents per pound, and aluminum \$1.10 per pound, it's easy to understand the steel version costing much less.

Another factor keeping the cost of LUFKIN's Featherlight Line below the competition is LUFKIN's design which allows the trailer to be built with relatively mild steel, says chief engineer, Lavan Watts.

"We avoided using the exotic steels, the 80,000 to 100,000 yield steels, because we've found all the special handling this requires adds too much to the cost," says Watts.

Designing the new lightweight float was an exciting challenge to LUFKIN's engineers, one that forced them to re-think their approach to designing.



(At left) State Department of Public Safety officials in Austin say million-dollar damage suits filed against habitual violators of weight limits has caught the attention of trucking companies. The lawsuits have not necessarily increased enforcement by its 165 license and weight troopers across the state. (Photo courtesy of the Texas Department of Public Safety.)

(Below) LUFKIN's new Featherlight steel platform, identical to a competitor's trailer which Great Western uses, can legally haul 2,500 more pounds. (Photo by Church Stevenson.)



Giving "Featherlights" A Chance

"We have always been very conservative in our design. Traditionally, we designed in wide margins for overload because we take pride in the fact our products hold up longer than others," says Watts. "We had to stress steel to higher limits than we ever have before in the Featherlight trailer. There were times we would swallow hard when we looked at our computer run-outs and the stresses were so much higher than before."

According to Watts, considerable weight was eliminated by using thinner gauge steel in the trailer's center beams, especially in the top and bottom flanges, while making the beam deeper to add stiffness. The center beams on the Featherlight are 26-inches deep. On LUFKIN's standard platform the center beams are only 19-inches deep. The crossmembers were down-sized from 6-inch junior I-beams to 4-inch high tensile I-beams.

Although the LUFKIN executives have seen demand for lighter trailers come and go in the past, Horn and Watts believe tougher weight law enforcement will mean the lightweight trailer is here to stay. Both are hoping LUFKIN, with the Featherlight platforms and the new lightweight steel dumps, will again be setting the standard for lightweights, as they did for "high-cubes" with their famous "Hunt" trailer.



The biggest costs in the production of new lightweight platform trailers is in the fabrication of the trailer's two center beams. The beams with two transitions, from 11 inches down to 26 inches at the front and back up to 19 inches in the rear, require more fabrication work for LUFKIN employees.

Although Kenneth Haskins, president of Great Western Trucking Company of Lufkin, says he was initially skeptical of the new Featherlight trailer, a chance to give one a good inspection, plus a lengthy relationship with LUFKIN, was enough to convince him to purchase 20 FL-75s for his fleet.

"We talked to some people who were using LUFKIN Featherlights and they liked them, so we got one and looked it over," say Haskins. "We liked the looks of this new trailer and we knew LUFKIN would stand behind it. That's why we took a chance on it."

Haskins says Great Western trucks, which can be found in any of 48 states at any given time, cross so many state lines that the company never overloads their trailers.

"We normally don't have the opportunity to carry maximum loads, but we don't want to miss out on anything. This trailer gives us the capacity to haul 2,500 more pounds," he says. "When you're getting paid by the pound, it adds up. It also gives us an extra margin so we don't have to worry about being within weight limits

across the U.S. Sometimes 500 or 1,000 pounds can make the difference."

Great Western Trucking Company owns 400 trailers and operates 250 tractors, hauling "just about anything you can name anywhere you want it to go," says Haskins.

Great Western has been one of LUFKIN's better customers since Kenneth's father, Bennie Haskins, purchased his first trailer back in 1951. The company then was a one-man operation.

"He was hauling granite from Georgia and the Carolinas to Texas and cotton, or anything else he could get, back the other way," says Kenneth.

Hanging on the paneled lobby walls in Great Western offices on Highway 103 East, is a large black-and-white photo of the company's first trailer. This 32-foot grain trailer with the big "LUFKIN" nameplate on its side, and more recent color photos of Great Western tractors and LUFKIN trailers, are reminders of the long-standing relationship between LUFKIN and Great Western. The photos are evidence of many changes both companies have seen come to the trailer industry.



Looking over one of the new LUFKIN FL-75 Trailers purchased by Great Western are: (1-r) Pat Gammill, LUFKIN trailer sales representative; Kenneth Haskins, president of Great Western Trucking Company; R.L. Poland, Lufkin Industries chairman of the board and CEO; and Bennie Haskins, Great Western's board chairman.



LHS students Mark Winthrop and Kevin Puryear with their trailer built from materials donated by LUFKIN's trailer plant.

Student Trailer Builders

Lufkin High School welding students designed and built trailer for class project.

When it comes time to file employment applications, two 1985 Lufkin High School graduates, Kevin Puryear and Mark Winthrop, will be able to list under the "previous experience" category — truck-trailer building.

Both Puryear and Winthrop, may be seeking employment at Lufkin Industries in the near future.

"I hope to obtain a job with LUFKIN's Trailer Division," says Winthrop who is the son of LUFKIN truck driver, Johnny Knaus. "Me, too," says Puryear. "It doesn't matter much to me which department at Lufkin Industries I work in, just so long as I am welding."

While taking welding classes this spring graduating seniors Puryear and Winthrop built a 27-by-7-foot customized van.

Material for the project was donated by LUFKIN's Trailer Division and structural steel operations.

"We gave them scrap metal and discontinued materials," says Dick McKay, vice president and Trailer Division manager. "We are always happy to help students, when we can—especially students that may one day become our employees."

The students built the truck trailer in two phases, according to Jerry Taylor, LHS welding instructor. At the conclusion of stage one, Puryear and Winthrop had completed building a dovetail, gooseneck flat-bed trailer. The second stage involved enclosing the trailer, turning it into a customized van.

"The students did most of the design work and all of the construction work on the van," Taylor says "All I did was in-

struct and advise during the beginning of the course. My objective in this class was to make their course as much like an actual work experience as possible. My job is more like a supervisor than a regular classroom teacher."

The trailer will be used during future school years to haul shop projects to contests.

Besides actually building the trailer, Puryear and Winthrop had to submit a technical report, which included an explanation of how the trailer was built, safety features, drawings and pictures.

"The report must be detailed so that anyone could build a trailer by reading their instructions and explanations," Taylor says. "When our welding students graduate from LHS, they have a marketable skill they can use the rest of their lives."

— DIANA HILL

Texas A&M award to Poland

LUFKIN Chairman one of five selected for College of Engineering Alumni Honor Award

Since his graduation from Texas A&M in 1942, Lufkin Industries' Chairman and Chief Executive Officer R.L. (Bob) Poland has made many nostalgic return visits to his old college campus.

A year ago, as a member of the Texas A&M President's Council, he was at College Station for a conference and lecture series with former U.S. Secretaries of State Henry R. Kissinger and General Alexander M. Haig. NBC-TV Chief Diplomatic Correspondent Marvin Kalb was also on the scene.

However, perhaps none of Poland's previous visits to Aggieland were any more pleasurable than his early May appearance as one of five men named recipients of the 1985 Texas A&M University College of Engineering's Alumni Honor Award.

"This was quite a prestigious award for me to receive. I'm most honored," said Poland who was cited for his contributions to the engineering profession, specifically mechanical engineering. His award was also based on his innovation in the production of oil field pumping unit manufacturing and marine gear manufacturing, and for his leadership in the business world.

Other honorees included Edward (Pete) Aldridge, under-secretary of the U.S. Air Force; Weldon Kruger, vice president of Exxon Corp.; Davis Ford, an Austin environmental engineer; and Elmer Cox, manager of operations for the H.B. Zachary Co.

Poland, as senior member of the honored group, was tabbed to present a luncheon address. He spoke on "Engineering and Economics," and quipped later; "If the subject is about Lufkin Industries or Texas A&M, I'm always ready to talk."

In offering high praise of Poland's leadership of Lufkin Industries, company president Frank Stevenson remarked: "This year marks Bob Poland's 40th of service to LUFKIN and I do mean service. His early-year technical



R.L. Poland with plaque and medal from Texas A&M.

knowledge and expertise helped propel LUFKIN to a world leader in the manufacturing of oil field equipment and to the forefront as a manufacturer of industrial gears in the United States.

"His strong personal character and leadership has guided LUFKIN in becoming a leading manufacturer of heavy machinery and truck trailers."

A former U.S. Army major, Poland served in five European theaters of World War II, earning several decorations including the Bronze Star, Crois de Guerre and a Presidential Citation. He was named assistant to the president at Lufkin Industries in 1966 and elected to the board

of directors. He was elected the company's fourth president in 1967 and made chief executive officer in 1968. He was elected chairman of the board of LUFKIN in 1984, retaining his chief executive officer title.

Poland is a past president of the American Gear Manufacturers Association and the Texas Society of Professional Engineers, Pineywoods Chapter. He is a past director of the Texas Association of Business and the East Texas Chamber of Commerce. He is a former president of the Angelina County Chamber of Commerce and is also a member of the National Society of Professional Engineers.

Building a Bigger, Better Baghouse

LUFKIN employees in the structural steel plant are building components for the foundry's \$1.5 million pollution control system.

When the main bay foundry's new \$1.5 million pollution control system is completed at Lufkin Industries later this year, foundry personnel will likely share some of their pride and enthusiasm with structural steel plant and welding shop employees who are currently building many of the components in the new system. There is no better evidence of plant-wide teamwork than this massive project, scheduled for completion in late August.

This mammoth array of equipment will control emissions from the Foundry's main bay cupola which produces 55 tons of molten iron an hour and, in the process, generates 1,000-degree explosive gases. When completed, the new pollution control system will make a nine-story-high addition to foundry facilities.

While seeking bids for the construction of this equipment, Rod Pittman, vice president of foundry operations, thought some of the needed components were well-suited to LUFKIN's fabrication facilities.

"It seemed much of the fabrication was of a nature that our structural plant could produce it," says Pittman. "At that time business was slow. We asked them to look at it and they selected components they felt they could produce at a savings to us."

Employees at LUFKIN's steel fabrication plant at Buck Creek are producing many of the components using a new Peddinghaus Drill line which locates and drills holes and cuts to length steel beams with high accuracy. Fabrication of giant pieces



The structural plant's new Peddinghaus drill line was fully operational just days before the first beams for the baghouse facility were being produced. Here Jacob Marquez operates the Peddinghaus.

for the baghouse, too large for the facilities at Buck Creek, were built by employees at the Welding Shop.

Although Bill Pennington, vice president, structural operations, is quick to admit he'd rather have his facilities and employees busy with pumping unit orders, the foundry project was welcome work.

"We had two objectives in mind when we took this job. We needed more work for our employees and this was an opportunity to save the company money on a big piece of equipment," he says.

"This was an ideal situation for us to try this type of work and to find out more about it. We know more about how to price this kind of work now. But, our facilities were designed to fabricate pumping unit structures and if we had all those we wanted to build, we would certainly purchase this equipment and build pumping units."

The pollution control system will replace a system installed when the present cupola was completed in 1979. Although the system worked intermittently, neither the



CHUCK STEVENSON

original contractor or foundry engineers have been able to eliminate all problems.

"We now believe the system was just undersized," says Pittman. "This new system will have twice the duct capacity, with two five-foot diameter ducts in parallel."

According to Pittman, controlling emissions of a cupola the size of LUFKIN's is no simple problem that can be solved by purchasing off-the-shelf items.

"This field was really in it's infancy at the time this original pollution control

system was installed. Still there is probably not another cupola anywhere that is exactly like ours. These are one-of-a-kind pieces of equipment and we're glad the structural plant was able to do some of the work.

"Anytime we have work LUFKIN employees can do, we like to have our people do the job, and that's especially true when regular business is slow," says Pittman.

The new system was designed by Harsell Engineering Corporation of Los Angeles, California, and is being installed by Vulcan

Welding shop employee, Charles Anderson, makes a final check of the giant hopper bottoms for the new baghouse. The components were too large to be fabricated at the company's Buck Creek plant.



Engineering of Birmingham, Alabama. The last phase of construction, which will involve removing the top portion of the present cupola, is scheduled during a vacation shut-down August 26-30.

Our man from Oman

In town to find out about LUFKIN pumping units, the company's agent in Oman discovered "cattle battles" and "boiled crawfish."

By *RICK PEZDIRTZ*

Jag Sahai didn't exactly travel halfway around the girth of the globe—from Muscat, Oman, to Lufkin, Texas—to witness what he later labeled his first "cattle battle."

Nonetheless, 48-hours after landing for the first time on United States soil, there was Sahai—watching and wincing as American cowboys were bouncing on, and off, the backs of broncs and bulls during the 42nd annual Angelina Benefit Rodeo.

"I've seen your wild west rodeos on television and in movies. But, I never dreamed I'd ever actually attend one," said Sahai. "For me, it was quite a thrilling experience."

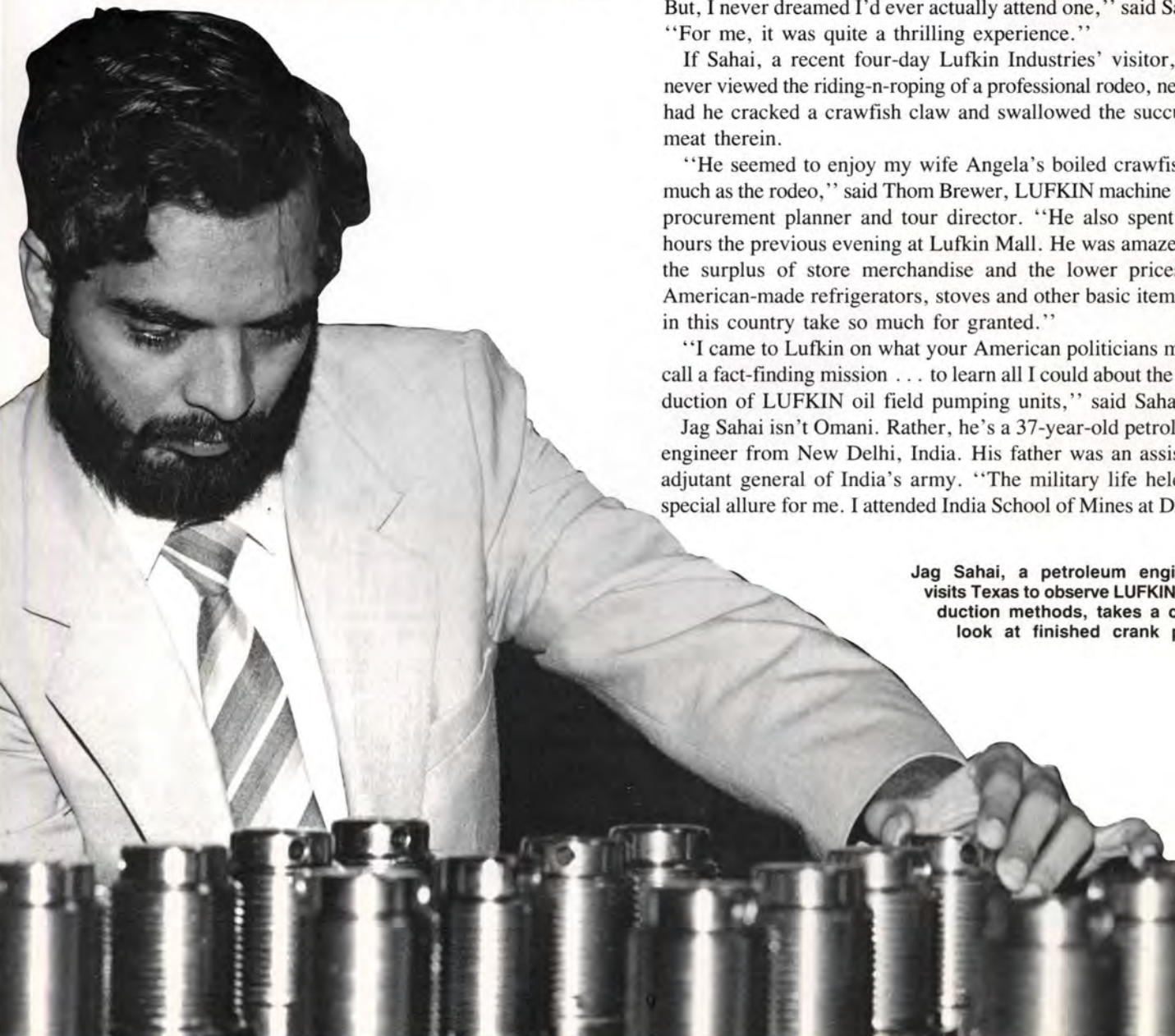
If Sahai, a recent four-day Lufkin Industries' visitor, had never viewed the riding-n-roping of a professional rodeo, neither had he cracked a crawfish claw and swallowed the succulent meat therein.

"He seemed to enjoy my wife Angela's boiled crawfish as much as the rodeo," said Thom Brewer, LUFKIN machine shop procurement planner and tour director. "He also spent two hours the previous evening at Lufkin Mall. He was amazed by the surplus of store merchandise and the lower prices on American-made refrigerators, stoves and other basic items we in this country take so much for granted."

"I came to Lufkin on what your American politicians might call a fact-finding mission . . . to learn all I could about the production of LUFKIN oil field pumping units," said Sahai.

Jag Sahai isn't Omani. Rather, he's a 37-year-old petroleum engineer from New Delhi, India. His father was an assistant adjutant general of India's army. "The military life held no special allure for me. I attended India School of Mines at Dhan-

Jag Sahai, a petroleum engineer visits Texas to observe LUFKIN production methods, takes a close look at finished crank pins.



bad, worked two years as an engineer for Petroleum Development Oman, and am now marketing manager for OOSC (Oman Oilfield Supply Center)" reported Sahai. He's also a LUFKIN sales agent in Oman.

"He's more than that. He *is* LUFKIN in Oman," insists company vice president and machinery sales manager Ben Queen. "He's been doing a super job selling our LUFKIN pumps in Oman for the past four years."

Super indeed. According to LUFKIN international sales administrator Pat McGill, Oman now sits atop the list of foreign purchasers of LUFKIN products. With \$2.8 million orders from Oman thus far this year, the desert country situated along the Arabia Sea is roughly \$1 million ahead of Venezuela and Columbia.

"I'd say 50 percent of the oil field pumping units in Oman are LUFKINs," says Sahai. "And, although there are many free-flowing wells, we expect vast drilling activity and a need for hundreds more beam pumps in the future. The deepest Oman well with a LUFKIN pump is probably 5,000 feet but the average depth beneath a LUFKIN pump is perhaps only 2,500 feet."

Sahai credits Johnny Fincher, LUFKIN's International Sales Division manager for Europe-Middle East-Africa, with much of his selling success in Oman. "He's very well accepted in Oman. He's more than a salesman. He helps calculate and determine the size pumping unit needed over there," says Sahai.

According to Sahai, Oman produces about 155-million barrels of crude per year (425,000 barrels per day). Since this dry arid country (seven inches is an average annual rainfall) has less than one million population, approximately ten percent of its oil is used domestically; the other 90 percent is exported.

"Oman is still a developing country but there has been much progress during the past 15 years," says Sahai. "In 1976, there were only 12,000 motorized vehicles in Oman, now there are ten times that number."

Because Oman Petroleum Development (60 percent Omani owned, 34 percent Shell Oil Corporation owned and six percent owned by European interests) has bought only LUFKIN pumping units during the past five years, Sahai admits to having some difficulty proving the exceptional durability of the East Texas manufactured units.

"They have no way of realizing just how long a LUFKIN unit can last in an oil field because they haven't had the pleasant experiences of your American oilmen who have watched our units work day after day for 40 or 50 years," he says.

Petroleum, of course, is Oman's principal natural resource. "There isn't much agriculture other than their dates which are reportedly the best in the world. They do grow some lemons, limes, mangoes, potatoes, tomatoes and cucumbers. But, I've seen 26 months pass without rainfall, so you can imagine the extent of crop irrigation. They have an adequate production of beef but are only now starting poultry farms.

"Fast food restaurants are a rarity. Oh, there's a Texas Fried Chicken and a Kentucky Fried Chicken, but Oman is one country McDonald's hasn't reached yet," says Sahai.

Sahai, whose religion is Hindu,, says Oman's crime rate is very low due to the swift and harsh judgment of Islamic law. "However, they are mostly a friendly and gentle people; most acceptable of outsiders," he says.

Since Omani television programs are in Arabic, Sahai and his wife, Ranjana, a former economics teacher turned housewife, often join their two young children watching rental movies on a VCR unit. "I used to play bridge and tennis but find little time for such entertainment now," he says.

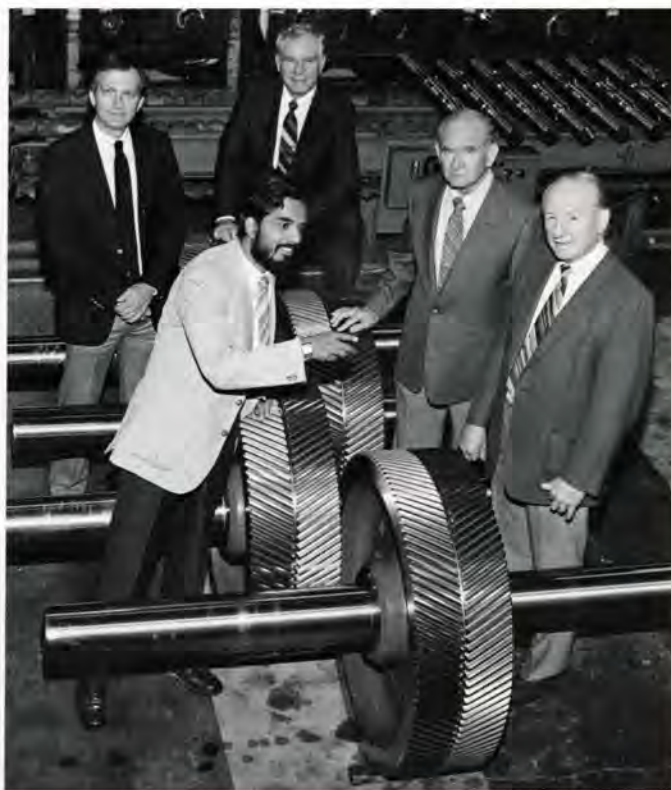
Sahai's impressions of Lufkin and East Texas were most favorable.

"Your city has such a wonderful spread-out and open feeling. Your countryside is very beautiful, lush and green. I've found the people at Lufkin Industries very devoted to their work. They all seem to have a keen interest in their jobs.

"It is good to see so many happy and friendly people enjoying what they do. I've only spent three days previously in an English-speaking country and I'm happy my first trip to America brought me to East Texas," Sahai commented.

The LUFKIN sales agent, from India by way of Oman, included visits to company branch offices at Bakersfield, Calif., and Houston where he attended an oil show. "All most interesting. I hope one day to return for a longer visit," he said.

Possibly, Sahai will see another "cattle battle" some day again.



Ready to answer any question raised by Sahai, center, who represents the company's largest export customer, were company officials: (l-r) Cecil Hunt, assistant chief engineer, oil field; Ben Queen, vice president, machinery sales; Milton Walther, chief engineer, oil field; and Fred Griffin, vice president, engineering.

ON THE JOB

This month
THE ROUNDUP
goes on-the-job with
wireline assembler...

Theron Williams

Theron Williams' job, in the final assembly and shipping department of Lufkin Industries, could be considered nothing less than an important "link" between a LUFKIN oil field pumping unit and its attached sucker rod.

As a Class A assembler specialist, Williams is primarily responsible for making wirelines that loop over the horsehead of LUFKIN pumping units and connect the pumping unit to the sucker rod string in the well. Thousands of times a day, and as many as 10 million times a year, the pumping unit lifts this tremendous weight. The link between the pumping unit and the sucker rod is the wireline Williams builds.

According to chief oilfield engineer Milton Walther, the failure of a pumping unit wireline would cause serious damage to both the pumping unit and oil well, but this only rarely occurs. Much of the credit is due Williams, who for 19 years has built wireline assemblies for LUFKIN units.

"Each line does basically the same work," says Williams. However, various customers of our pumping units prefer different types of wirelines." He makes three types of wirelines—loop, ferrule and babbitt.

Williams explained the three wirelines he makes like this:

The loop wireline is made by braiding three pieces of cable together to form a loop held tightly by a carrier bar.

The ferrule wireline is made by using a 500-ton press to clamp a collar onto the end of a cable, thus making a loop. Then

each end of the wireline is placed in a carrier bar.

The babbitt wireline is made by unraveling the ends of a cable. The cable is placed in a vice. Williams then uses a hammer to push the wireline down into a clamp to form a loop. Babbitt (molten metal) is then poured across the unraveled ends of the wireline.

"The loop wireline is the quickest to make and the more popular of the three types, but it does require two people to braid its cable."

All three wirelines—loop, ferrule and

babbitt—have a strength capacity for lifting 38,000 pounds. "The average workload for these cables is normally only 30,000 pounds, though," explains Williams.

Willie Walker, shipping foreman and Williams' supervisor, had verbal applause for his wireline specialist. "He not only has high skills but is always very dependable. His production is excellent. He normally does enough work for two shifts.

"When we have rush orders to get out, he works as well under pressure as anyone I've ever seen," said Walker.

—DIANA HILL



Theron Williams



Shop Class Graduates

FOUNDRY PRACTICE GRADUATES

Graduating from the foundry practice class were (front row, left to right) Jack Haney, foundry; Irineo Mendoza, machine shop; Ray McCollister, foundry; Gladys Grossman, engineering; Charles Daniel, machine shop; Steve Tullos, foundry; Kurt Ulmer, engineering; Bill Pennington, Jr., instructor; (back row) Robert Nunn, engineering; Kirby Purvis, foundry; Larry Walker, machine shop; Jerry Warren, machine shop; and Charles Collins, foundry. Not pictured were Melvin Powell, foundry; Jo Ann Anderson, corporate communications; Gary Ritnour, machine shop; Bill Pittman, machine shop; and Juan Bermea, foundry.



SHOP MATH GRADUATES

Graduating from shop math were (front row, left to right) Mark Townley, instructor; Jerry Wells, Trailer Division; Simon Aguilar, machine shop; Sandra Randale, final assembly and shipping; Dwayne Bynum, machine shop; Ron Smith, structural steel; Ralph Alaniz, machine shop; (back row) R.D. McClendon, foundry; Jesse Brooks, structural steel; Rickey Buchanan, structural steel; Leo Molandes Jr., Trailer Division; Bob Pennington, instructor; and William Howard, final assembly & shipping. Not pictured were Brent Husband, structural steel; and Donnie Chandler, Trailer Division.



BLUEPRINT READING GRADUATES

Graduating from blueprint reading were (front row, left to right) Curtis Grigsby, foundry; Joe Madden, Trailer Division; Mary Beth Kinner, corporate communications; Kathi Jordan, foundry; Vicki Tullos, foundry; Bobby Wood, machine shop; Jeff Cole, machine shop; (back row) Ronnie Stanaland, foundry; Woody Peavey, foundry; Phillip Smith, machine shop; Judy Talton, structural steel; William Dean, foundry; Mark Wright, material control; and Michael Hebert, machine shop. Not pictured were Delbert Floyd, material control; Fred Sutton, machine shop; Gary Underwood, material control; and James Norwood, machine shop.



BLUEPRINT READING GRADUATES

Graduating from blueprint reading were (front row, left to right) Temple Farr, machine shop; James Pillows, Trailer Division; Earl McKnight, Trailer Division; Charles L. Smith, foundry; Carroll Bengel, machine shop; (back row) Ricky Childress, machine shop; Jerry Wilson, instructor; Jeff Jefferson, Trailer Division; Francisco Perez, Trailer Division; and Gary Lawrence, machine shop.

FOCUS

Promotions for employees in foundry, machine shop, and Little Rock announced



Dennis Clark



Ronald Hopson



Bill Pennington, Jr.



Michael May

Promotions of five Lufkin Industries' employees have been announced by company officials in three work areas.

In the foundry, **Dennis Clark**, **Ronald Hopson** and **William T. Pennington Jr.** were promoted.

Clark was promoted to production control manager from lead controller. He joined the company in 1984. Following graduation from Jasper High School, Clark received an associate science degree in chemistry and mathematics from Angelina College and

a bachelor of business administration in management and computer science from Stephen F. Austin State University. He is currently working on a masters of business administration at SFA.

Hopson was promoted to ductile iron facility manager from assistant metallurgist. He joined the company in 1981. Following graduation from Lufkin High School, Hopson received a bachelor of science degree in engineering technology from Texas A&M University.

He is a member of the American Foundrymen's Society. He is married to Connie Hopson.

Pennington was promoted to facilities manager from production technician. He joined the company in 1977. Following graduation from Lufkin High School, Pennington studied engineering technology at Texas A&M University and received a bachelor of business administration in quantitative production analysis from Stephen F. Austin State

University.

He is a member of the American Foundrymen's Society and the Society of Manufacturing Engineers. He and his wife, Carrie, have three daughters, Jennifer, Kayce and Erin.

In the machine shop, **Michael May** was promoted to assistant maintenance planner from class A machine operator. He joined the company in 1974. May is an Apple Spring High School graduate. He and his wife, Teresa, have two sons, Brian, and Justin.

NAMES & NOTES ...

When youngsters across America begin returning to college classrooms in three months, foundry burner **Mary Lewis** won't have to worry about financing her son **Leonard Hadnot's** higher education. He's signed a national letter-of-intent with Kansas Wesleyan College in Salina, Kans., and is recipient of a four-year athletic scholarship.

Hadnot was a 200-pound all-district defensive end and offensive tight end for the Diboll Lumberjack football team last autumn.

High finishers in the Houston Chronicle sponsored Junior East Texas Spelling Bee competition recently were **Denise Johnston**, daughter of **Leah Johnston**, data process-

ing; and **Jennifer Kelsey**, daughter of **Barbara** and **David Kelsey**, structural steel welder.

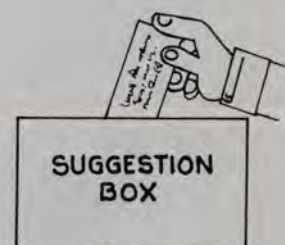
Both Angelina County spelling champs in their respective age groups, Denise finished sixth among 50 in the Grade 1-5 division; Jennifer was seventh among 50 in her Grade 6-8 level.

Members of the Lufkin High School Band have elected **Jeanette Jackson** band sweetheart. A member of the LHS flagline, she played percussion instruments in school bands for the past six years. Jeanette is the daughter of **Elaine** and **Ronald Jackson**, Trailer Division.

Another success story of LUFKIN teamwork occurred when a punch gun breakdown was swiftly corrected by **Baine Adams**, Dallas trailer branch manager, **Jerry Sudduth**, engineer, **Johnny Mote** and **Dub Green** in maintenance. Adams secured a needed cylinder part for the broken punch gun in Dallas; met Sudduth in Athens with the replacement piece. Mote and Green came in early enough to have the punch gun repaired prior to 7 a.m.

Company retirees **Bill Myers**, 36 years with Industrial Supplies, and **Wallace Lankford**, 20 years in final assembly and shipping, are looking forward to long-planned vacations. Myers and wife, Lois, leave later this

summer on a cruise of the Hawaiian Islands; Lankford and wife, Ruth, are heading for the Great Smokey Mountains.



Machine Shop chief **Mike Penn** is pleased with the 153 formal suggestions that have come through Open Line. He reports 120 of the suggestions have been answered and many implemented; the remaining 33 are currently under study.

FOCUS



Victoria Pearson

In the Little Rock foundry, **Victoria Ann Pearson** was promoted to secretary from part-time clerk. She joined the company in 1984. Following graduation from North Little Rock High School, she received a real estate license from Broadway School of Real Estate. Pearson is a member of the Little Rock Business & Professional Women's Club.

She and her husband, Joel, have four sons Carey, Tom, Greg and Jeff.

Birdies for Beck in Crown Colony Pro-Am

Who says practice makes perfect? Not Stanley Beck, the Lufkin Industries' manager of quality assurance, who played, and played well, in his fifth \$35,000 Crown Colony Pro-Am Golf Tournament the other day.

"I did better than I thought I would considering I haven't found time for many practice rounds this spring," Beck was saying after carding a respectable five-over-par 77 on the 6,842-yard East Texas course.

Beck, paired with PGA touring pro Bill Rogers whose 75 was only two strokes better than Beck's, had a scorecard of two birdies, nine pars and seven bogeys. He raised the eyebrows of Rogers and playing partner Charley



Stanley Beck

Johnson, the former Houston, St. Louis and Denver pro football quarterback, by snaking in

a 45-foot, birdie putt on No. 2.

The 77 by Beck this time was his second best of five Crown Colony Pro-Am rounds, and five strokes sweeter than the 82 he fired while playing with former U.S. Open champ David Graham a year ago. Beck shot a 78 with rookie pro Phil Hancock in 1978; a 79 with veteran pro Bob Goalby in 1981; and blazed a one-under-par 71 with pro David Stockton, who had a 74, in 1982.

"If I hadn't missed an eight-foot putt on No. 18, I'd have had a 76 and really been pleased with my round," said Beck in typical golfer fashion, fretting about the ones that slide just past the cup.

NAMES & NOTES . . .

To the winners of the bass division of the 9th annual Lufkin Industries Fishing Tournament — **Travis Stone** and **Phillip Lowery** — won not only trophies, \$60 first-prize money, but also dinner for themselves and wives at The Californian seafood restaurant in Nacogdoches. The dinner came via a side-bet payoff from **Hugh McWilliams** and **Dennise Hopper**.

Machine shopper **John Matthews** was All-Events champion in the Lufkin Bowling Association City Tournament with a total of 2,020 pins knocked down. Notification of Matthews winning performance was supplied by proud mother-in-law, **Carol Day** of Lufkin Printing. Her typesetting talents help produce the

neat pages of type for the *ROUNDUP* each month.

Charles Shattuck, who had a pair of perfect 300 games within a 48-hour span, also teamed with **John Hadnot** to win a Senior Citizens No-Tap Doubles Bowling Tournament at Lufkin Lanes. Their 1,506 score won by only three pins.

Other LUFKIN bowlers doing well in the recent City Tournament were **Lee Burnett**, 1,792 score; **Bill Vanneste**, 1,782; **Rayford Wright**, 1,753; **Darrell Luce**, 1,792; **Leo Sullivan**, 1,681; and **Jerry Sandlin**, 1,613.

Top league bowling scores have come from Sullivan, 597 series; **Ben McClain** 220 game and 568 series; **Lank Ballard**, 214 game and 630 series; and **Ron Smith** with a 203 game.

The stork commeth . . .

It's a boyoboyoboy for Charles Rogers, foundry, with arrival of Christopher Eldred Rogers, 7 lbs., 13 oz.; also Terry Akers, Industrial Supplies, with arrival of Christopher Lee Akers, 7 lbs., 3 oz.; Martha and James Roberts, both of the Trailer Division, with arrival of Paul Lawrence Roberts, 8 lbs., 2 oz..

Also, Kelvin Crain, foundry welcomes new son Kelvin De-wayne Crain, Jr., 8 lbs., 7 oz.; Jose Lopez, foundry, welcomes new son David Aaron Lopez, 7 lbs., 8 oz.; Becky Johnson, personnel, welcomes James Franklin Johnson, 9 lbs. 11 oz.; Steven Sowell, welding shop, welcomes David Issac Sowell, 7 lbs., 6 oz., as does grandfather Sherman Farr, machine shop.

And, George Patrick Mott, welding shop, welcomes Ter-rance De'Shunn Mott, 6 lbs., 14 oz., as do grandparents Janie and Aron Garner, both welding shop. Tommy Powell, welding shop, welcomes Brandon Edward Powell, 8 lbs., as does grandfather Alvin Powell, machine shop. Retiree Tony Adkins, foundry, welcomes new grandson Tony William Adkins 9 lbs., 3 oz.

It's sugar and spice with a new daughter for Steve Carlin, gear shop, with arrival of Kimberly Ann Carlin, 7 lbs., 4 oz.; and new granddaughters for Pat Gammill, Trailer Division, with Stephanie Nicole Samples, 7 lbs., 8 oz.; also Alfonso Compean, welding shop, with Heather Leanne Compean, 7 lbs., 2 oz.; and Jesse Ferguson, foundry maintenance, with Brittany Marshel Ferguson 6 lbs., 9 oz.

FOCUS

"Dabble in carpentry, travel" say retirees

Noel Johnson 16 years

Retiree Noel Johnson misses his job and co-workers at Lufkin Industries.

Due to poor health, 60-year-old Johnson was forced into early retirement. In February, 1984, he had triple by-pass surgery. This was his second heart operation in three years.

"I miss my job, but I am beginning to recuperate enough so that I am able to keep busy around the house," he says.

Johnson dabbles in carpentry work, and repairs furniture. He also does a bit of flower gardening. However, what Johnson enjoys most is visiting friends and fellow



Noel Johnson

church members, who are ill.

"It does me good to help someone else," he says. "I like passing out a bit of cheer to others."

During his 16 years in the machine shop, Johnson operated a gear cutter and drill press.

"There were many changes while I worked at LUFKIN," he says. "We purchased more sophisticated, technical equipment. If I had continued to work here, I probably would have needed to go back to school to learn more about computer - controlled machinery," says Johnson.

He and his wife, Daisy, have three sons, two daughters and 13 grandchildren.

M.T. Wilson 19 years

After 19 years of service in Lufkin Industries' machine shop, recent retiree M. T. Wilson wants to travel.

He's already looking at road maps, with autumn visits to



M.T. Wilson

family members in Colorado, Arizona, California and Washington, D.C., planned.

"My family is scattered throughout the country," he says. "I like to fish some, but enjoy traveling even more. I'm going to do some traveling soon."

Wilson was raised by a white family in Anaheim, Calif.

"My mother, a housekeeper for this family, died from an illness when I was only eight weeks old. This white family took care of me, as one of their own children. I never knew any racial problems, growing up with white brothers and sisters."

Wilson retired from LUFKIN as a truck trailer operator. He was previously a forklift and crane operator.

"He was a good worker, very dependable," said Hollis Clifton, material handler supervisor, of Wilson.

As soon as Wilson and his wife, Katherine, sell some rental property in East Texas, they plan on relocating in Phoenix, Ariz. "We want to reside closer to some of our children," Wilson says.

The Wilsons have 11 children; 15 grandchildren.

INSURANCE

UPDATE

Click! The sound of saving a life is what you might hear each time you use a seat belt or child restraint in your vehicle. When you make them click, chances of surviving a crash increases by more than 50 percent.

Studies tell up approximately 61 percent of Texans do not use their seat belts and that at least 75 of every 100 who have died in car crashes could have been saved if they used seat belts.

According to the Texas Medical Association, one person dies every 20 minutes from motor vehicle accidents and most of these accidents



occur within 25 miles of home at speeds of less than 40 miles per hour.

For your own safety, before turning that ignition key, allow yourself to hear that life-saving click.

Premiums paid into Lufkin

Industries' insurance programs once again out-stripped medical claim expenditures during the month of March. The hourly plan showed a plus of \$41,884 for March, lifting to \$414,077 its total surplus. The salaried plan had a \$49,547 plus during March, whittling its total deficit to \$130,360.

CHANGES

Company officials have announced job changes and new assignments for 10 employees.. They include:

STRUCTURAL STEEL OPERATIONS — **Frank Oder**, from class B structural worker to class C welder; **Clifton Wade**, from helper to fork truck operator.

MACHINE SHOP — **Glenn Ellender**, from laborer to machinist helper; **Mark Euper**, from laborer to machinist helper; **Gene White**, from machine operator trainer to class A machine operator.

FOUNDRY — **Christopher Duirden**, from shakeout tender to chipper grinder; **Alvin Erwin**, from shakeout operator to chipper grinder; **Larry Goodwin**, from shakeout operator to chipper grinder; **Rickey Green**, from coremaker helper to chipper grinder.

TRAILER DIVISION — **James Baldwin**, from class A material handler to material handler specialist.

Scholarship List Grows

A record \$65,000 in college scholarships from the Lufkin Industries Foundation was being distributed by company officials as this issue of the **ROUNDUP** went to press.

For a complete listing and brief backgrounds on the 19 scholarship winners from nine different high schools, please watch for your July **ROUNDUP**.

The 11 four-year and eight two-year scholarships awarded this year will bring to \$590,000 the amount Lufkin Industries has contributed to 213 high school honor graduates.



LUFKIN INDUSTRIES CANADA

Len Ruzicki 32
Don Mousseau 2

STRUCTURAL STEEL OPERATIONS

Clarence Mangus 34
Perry McKnight 17
Thomas Jones 16
Elmo Hightower 16
James Thompson 12
Jerry Jackson 12
Gene Hill 11
Robert Newton 10
Aaron Bluford 10
Richard Nash 9
Tracy King 8
Janie Garner 8
James Glover 7
Deborah Deason 6
Robert Brumley 6
Bonnie Doyle 6
Donald Weatherly 6
Tim Landrum 6
Carlton Lewis 5
Darvin Dominey, Jr. 1
Ricky Barley 1
Carl Johnson 1
William Bradshaw 1
Steven Hartly 1
Jerry Jones 1
Joe Thompson 1

FINAL ASSEMBLY AND SHIPPING

Franklin McKinney 35
John King 7
Little Burrell 7

FOUNDRY OPERATIONS

Lynwood Dubose 41
Frank Martin 34
Charles Collins 30
Wayne McMullen 26
James Keger 24
James Wiley 19
James Thompson 18
Artis Teal 16
David Hernandez 14
Bobby Cauley 12
Johnny Stott 11
Jimmy Johnson 11
James Lambert 10
Clyde Gilmore 10
James Duirden, Jr. 10
Linda Morehead 9
Homer Kroeker 9
Jimmy Evans 8
Billy Richardson 8
Jimmy Brooks 7
Gary McKinney 7
David Ayers 7
Manuel Padilla 6
Bobby McMullen 6
Jose Rodriguez 6
Gregorio Paddilla 6
Rayford Randolph 5
Floyd Vinson 5
Charels Euper 4
Robert Horn 1
Jessie Barns 1
Antonio Vallejo 1
Ndon Emah 1
Jeff Madu 1

MACHINE SHOP

Billy Collmorgen 35
Herman Parrish, Jr. 35
John O'Quinn 35
James Watson 34
Jim Sharp 34
David Massingill 34
David Cobb 34
David Card 31
William Cantrell 28
Betty Havard 26
Jerry Jackson 23
Hubert Bridges 22
Jimmy Hathorn 22
Joe Simmons 20
Roger Russell 20

Tommie Williams

A.C. Hunt, Jr.
Clarence Smith
William Bryson
John Doss
Ronald McMullen
James Holiday
W.L. Bullard, Jr.
David Bowers
David Blanton
James Yount
Charles Burse
Lawrence Hunt
Larry Mayo
John Madden
Charles Dailey
Thomas Williams
Arcie Chatman
Archia McDougald
Roger Mayes
Dean Durham
Robert Walsh
Arthur Prejean
Kenneth Hanks
Richard Alvis
James Weatherly
Frederick Kramer
John Buschman
Ralph Alaniz, Jr.
Wayne Harbuck
Mark Seale
George Bryant
Onetta Hamilton
Donald Randall
Michael Dowdy
Larry Crustner
Kyle Syler
Laura McClary
Jerry Crain
Walter Levine, Sr.
James Porter
Jimmy Cook
Calvin Walker
Terry Tullos
James Denmon
Ernesto Lopez
Timmy Sutton
Keith Purvis
Jerry Hill
Robert Mims
Mark Townley
Freddie Williams
Aubrey Culbertson
Ray Mathews
Norman Fulford
Donald Jones
Adrian Alfred
Donnie Burgin
Virgil Berwick

WELDING SHOP

Garland Bates 5
Mark Gilmore 5
John Blankley 1

LITTLE ROCK FOUNDRY

Michael Johnson 1
Murry Johnson 1

MANUFACTURING ADMINISTRATION

Genevieve Pruitt 23
Gary Day 22
Charles Vinson 20
Jerry Vann 19
Kenneth Estes 7
Willie Hale 1

CORPORATE OFFICES

Shirley Williamson 22
James Blanton 16
Robin Nichols 4
Richard Conway 3
Billy Moreau III 2
Cindy Oates 1

INDUSTRIAL SUPPLIES

Tony Modisette 9
Donnell Bradley 9

19 Lanita Loving 6
George Trego 1

ENGINEERING

Milton Walther 31
James Partridge 27
Jerry Crofford 19
John Ramey 17
Richard Jones 16
Walter Lloyd 15
Suzy Barker 12
Colbert Rittgers 7
Curtis Havard 7
William Swearingen 5
Howard McGill 5
Omid Karimnia 4

MACHINERY SALES

Thomas Butler 34
John Finney, Jr. 30
Beryl Brevell 16
David Remich 15
George Adda 11
Karen Demeter 11
Leonard Hunsinger 8
Ronald Freeze 7
May Zieche 7
Kathleen Word 4
Lonnie Looney 2

PERSONNEL

Johnny Long 32
Jared Satterwhite 8
Charles Steptoe 4

CORPORATE COMMUNICATIONS

Charles Stevenson 9

TRAILER PLANT

Billy Holcomb 39
Arden Jinkins 35
John Modisette 35
Hubert Murrah 35
Charles Kendrick 29
Donnie Chandler 19
Augusta Jones 17
Donald Dixon 11
Betty Wilson 11
John Graham 8
Nancy Nerreen 8
Bennie Chisenhall 8
Glenn Lofton 8
Israel Deltoro 8
Robert Lambright 8
Lester Brown 7
David Ivy 7
Jerry Landrum 7
David Dixon 7
Jimmy Vann 7
Raymond Story 6
Frank Williams, Jr. 6
Ricky Haney 5
Roy Giles 2
Jess Williams 2
Jay Hunt 2
Jack Brooks 2
Jack Turner 2
Jeffrey Boyd 2
Leroy Souza 2
David Schaffer 2
Rayford Wright, Jr. 1
Roger Spain 1
Jerry Winslett 1
Randy Molandes 1
Kevin Wynne 1
James Pillows 1
Juan Zepeda 1

TRAILER SALES AND SERVICE

Bobby Christopher 30
Jams Crawford 16
Ruben Cantu 12
Antonio Perez 6
Roger Ricketts 4
Pamela Brown 4
James Whittington 2



Lynwood Dubose
41 Years



Billy Holcomb
39 Years



Franklin McKinney
35 Years

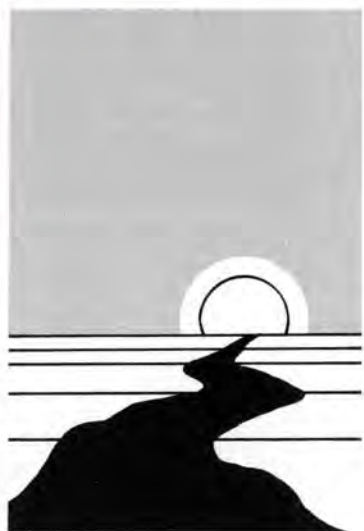


Clarence Mangus
34 Years



Billy Collmorgen
35 Years

THOSE GOLDEN YEARS



'Old-fashioned farmer'

At 72, retiree Thedis Allen doesn't plan to change the way he works his two-acre truck patch in Allentown.

For nearly 20 years now, Thedis Allen and Buck have been almost daily companions. Nine years ago, Allen turned the association of man and beast into a work/pleasure partnership.

On most sunny days from late February through late November, travelers on Hwy. 69 North out of Lufkin, can see the two-some plodding through either fields of freshly plowed earth or rows of corn, cabbage or peas.

Buck is a cream-colored Palomino horse. He began life as a pet for Allen's grandchildren. But, when Thedis retired in 1976 after 35 years as a welder at Lufkin Industries, Buck became a work horse—in addition to remaining a playmate of Allen's nine grandchildren and three great-grandchildren.

"Friends ask when I'm going to start using a modern tiller instead of ol' Buck. I tell them, it depends on which of us gives out first," says the 72-year-old Allen.

"He's just old-fashioned," says Allen's wife, Vivion. "He'll never change. He'd probably quit gardening first before using a tiller."

Together, Thedis and Buck care for several gardens planted across the Allen's 21-acre property. Allen has two acres farmed for vegetables—beans, tomatos, potatoes, corn, peas, cabbage, onions, greens—"just about any vegetable you can imagine," he says. "We have plenty of fresh vegetables for Vivion and myself, plus our three children and grandchildren.

"When it comes to plowing a garden, modern equipment doesn't measure up. Buck can do just as good a job. He's dependable, a hard worker and smarter than any machinery you can buy," says



Modern farming equipment just doesn't measure up to "ol' Buck" says Thedis Allen.

Allen.

Often, while Thedis and Buck are working the land, Vivion is in her kitchen, canning and freezing vegetables. "I've never lacked for something to do during my 51 years of marriage to Thedis," she says.

Allen has lived in Angelina County all his life. His grandfather settled in the community of Allentown which was named in his honor.

"Farming comes second nature to me. Both my father and grandfather were farmers before me. We always raised what we ate. My granddad also owned the Allentown Cotton Gin," says Allen.

Since the Allens live off their land, grocery shopping is a minimal task. Besides the variety of fresh vegetables grown outside their backdoor, they raise and butcher a calf each year.

Buck may spend a good portion of his day working the fields, but is always available when any of Allen's three children or their offspring come for a visit and a horseback ride.

Allen well remembers his early days with Lufkin Industries. "When I started in 1941, the structural steel shop was located in a shed next to the machine shop," he recalls. "Then, we moved to a red brick building next to the old main building. The last place I worked was in the welding shop that faced Pershing Avenue. Most of that department has now been moved to Buck Creek.

"Times and work places seem to keep changing," says Allen who appears comfortably adamant about changing his and ol' Buck's style of farming.

—DIANA HILL



of Faces & Places

With Rick Pezdirtz

“

...I know it was a
LUFKIN. The horsehead
and counterweights
were orange-tipped...

”

Writing a newspaper or magazine column, sez the old bromide, is just like driving a taxi or laboring as a long-distance telephone operator.

It ain't the work you enjoy. It's the people you run into. Or, leastways, the folks you chew some fat with through all those lines of black spaghetti strung from pole to pole.

With either office visitors or telephone callers, I've engaged in some rather interesting conversations of late.

For example:

An excited Jim Hudiburgh, electrical sales rep out at Industrial Supplies, reports he was nearly dislodged from his easy chair during a recent evening of watching MTV Channel 23. You know the one—where all those rock and punk rockers slap the strings of electric guitars 24-hours-a-day.

“I hardly ever pay attention to this music video channel,” Hudiburgh was saying the other day. “But, I did catch this group called *The Clash* singing a song named *Rock the Casbah* from an album entitled *Combat Rock*. There were these four musicians performing in an oil patch with a huge LUFKIN Conventional pumping unit bobbing in the background.

“I know it was a LUFKIN, because the horsehead and counterweights were orange-tipped, just like we paint 'em.”

Hudiburgh figures the video film was shot somewhere in California.

Looking for LUFKIN bloopers!

A recent morning phone call from Murray Goodman of ABC-TV in New York City brought this request:

“You public relations people at Lufkin Industries used to run some television commercials a few years ago and we're starting a new network show of boo-boos and blunders from such shootings,” announced Goodman. “If you have any funny outtakes from those commercials, we'd be interested in buying them. Robert Guillaume who stars in the sit-com, *Benson*, will be hosting this new show for us.”

I informed the network biggie we didn't possess any LUFKIN commercial bloopers, but if the price was right I might could have our men, Chuck Stevenson and Kurt Martin, stage some dandies.

“That won't be necessary,” said he with a hasty hang-up.

Paramount Studios eyeing our lines?

Another caller was Liz Klein from Austin. She's with the Texas Film Commission. Liz indicated Ron Howard, child star (from the *Andy Griffith Show* and later *Happy Days*) and now adult movie director, was searching for an automobile or truck trailer assembly-line location in Texas for an upcoming Paramount Studio film.

I told Liz to have Paramount's location manager, Mike Meehan, contact Dick McKay at our Trailer Division.

“We're mighty busy building on a huge backlog of trailer orders now, but we'd certainly make room for a film crew from Hollywood because the free national publicity for LUFKIN would be worth so much,” commented the ever-accommodating McKay.

“They (Paramount) would probably want to film our production line people at work, and I'm sure our employees would get a big thrill out of knowing they would be bit-players in a major Hollywood production,” said McKay. “Tell those movie folks to gimme a call. We're ready when they are.”

Another former show-biz personality, who had a movie made of his life, held some fascination for LUFKIN's Stan Beck the other afternoon. When Beck finished with a handsome 77 in his latest Crown Colony Pro-Am Golf Tournament competition, he hustled back onto the course to join motorcycle daredevil Evel Knievel's gallery.

“That guy can really drive a golf ball way out there, but he looks like he's been broken three ways and put back together crooked,” said Beck of the oft-injured biker turned fareway hiker.

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A FAMILY AFFAIR

Experimenting with photography and capturing on film the sunsets and landscape of picturesque East Texas is one way Martin and Charlene Cortines spend leisure hours. Together, they have 39 years of service with Lufkin Industries—26 for Martin as a tax accountant and 13 for Charlene as a secretary in the Industrial Supplies Division. This couple plan to expand their portfolio of photo compositions this summer with vacation scenery shots in California and Mexico. “If we decide to enter the Lufkin *ROUNDUP*’s annual company photo contest later this year, we should have a wide variety of pictures from which to choose,” says Martin.

KURT MARTIN



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ROUNDUP

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