

LUFKIN

AUGUST 1985

ROUNDUP



J.B. HUNT
TRANSPORT, INC.
LOWELL, ARK.

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**Our largest single order . . .
1,000 trailers at \$16.3 million**

FROM THE CHAIRMAN'S DESK



“

**If your life
is void of quality
and accomplishment,
its length means nothing.**

”

August Cover

When Lufkin Industries received its largest single order ever—1,000 truck trailer vans at a cost of \$16.3 million—from J.B. Hunt Transport Services, Inc., of Lowell, Ark., it was a foregone conclusion the 40-foot, bright yellow beauties would be adorning Trailer Division storage yards for months to come. Two-hundred of the Hunt vans will be shipped in 1985; the remaining 800 in 1986. There is also an option for another 400 vans. (For more, see story on pages 2-4. Cover photo by Chuck Stevenson).

After 66 years on this good earth, I can't imagine anyone enjoying life more or receiving more from it than have I. It has long been my personal opinion that much of everyday living is purely a state of mind and that there are certain requisites for a good and fruitful life.

An old adage says that a person has not lived in vain who has planted a tree, built a house, and begotten an offspring.

Life is not measured by its length, but by its quality.

You may live 100 years, and if your life is void of quality and accomplishment, its length means nothing.

You may live a short life and achieve much.

Methuselah lived 969 years, longer than any human, yet nothing is mentioned in the Bible of his accomplishments. Alexander the Great and Mozart died in their thirties. The Master of Galilee died at age 33. Yet, their accomplishments changed the course of history.

It is my opinion that there are four main requirements for a successful, meaningful and fruitful life.

- First—You must acquire, cultivate and maintain good attitudes and good habits; at the same time avoiding bad ones. Your habits, both good and bad, determine your personality. You become the person that your habits make you. In avoiding bad habits, you are in reality forming good ones.

- Second—You must engage and select a type of work you enjoy. To do your best work, you must put your heart and soul into whatever you are doing. You cannot do your best work if you don't enjoy doing it. Chances are, if you enjoy coming to work each morning, you are in the right occupation. You must set goals and work diligently to obtain those goals. There is absolutely no substitute for hard work.

- Third—You must be frugal. Frugality is one of life's greatest virtues and a golden key to real success. However, this particular virtue is often neglected by many of us. We must be able to separate the chaff from the wheat and to recognize value; to save, and to use keen judgement. This simply means using self-discipline and self-control.

- Fourth—You must live an upright and virtuous life, using for your guidance the moral teachings and values that were learned in your home, your school, your church, and from the Holy Book. Honesty and integrity are two of the noblest virtues man can possess.

If, during all the days of your life, you follow these four requisites, I can guarantee you will have a good life and discover true happiness.

Tally Ho! The Hunt Orders Continue

By RICK PEZDIRTZ

During the 46-year history of Lufkin Industries' Trailer Division, there perhaps hasn't been a more impressive piece of correspondence than a recent purchase order which arrived from J.B. Hunt Transport Services, Inc., of Lowell, Ark.

(l-r) Lufkin Trailers executives, Jim Horn, sales manager, Jim Riggs, plant superintendent, and Dick McKay, vice president and manager of the company's Trailer Division, inspect one of the many completed Hunt Trailers.



The \$16.3 million order from J.B. Hunt Transport is the

The Hunt Transport order calls for 1,000 LUFKIN truck-trailer vans. Total price tag: \$16,385,000.

“To my knowledge, this is the single largest order for any of the products Lufkin Industries manufacturers that we have ever received,” commented R.L. Poland, company chairman and chief executive officer. “The \$16.3 million figure could eventually run considerably higher since this customer has an option for an additional 400 trailers in 1986.”

Lyle Carpenter, assistant to vice president and machinery sales manager Ben Queen, also indicated the Hunt Transport order was the single largest during the 83-year history of Lufkin Industries.

“We received a 1977 order from Syrian Petroleum for \$2.2 million of our LUFKIN oil field pumping units and a 1983 order from Caltex Petroleum for \$6 million, but nothing previously to quite compare with this Hunt Transport order,” said Carpenter.

Lufkin Industries’ president and chief operating officer Frank Stevenson, accompanied by vice president and Trailer Division manager Dick McKay and Oklahoma City-based LUFKIN salesman Joe Williams made a recent trip to Lowell, Ark., to personally thank J.B. Hunt for the huge order. While there, they inspected the 77,500-square-foot Hunt Transport general offices and equipment repair facilities.

“I was most impressed with what I saw at Hunt Transport headquarters in Arkansas,” said Stevenson. “This is an excellent company, with outstanding organization, that buys only from other excellent companies. It is obvious they don’t buy shoddy equipment from anyone. We’re certainly happy to be one of their suppliers.

“Since there weren’t any trade-in trailers with this order, one must realize the order is an expansion of their present fleet.”

Tucked neatly in the rolling hill country of northwest Arkansas, Hunt Transport is located only a Sunday drive



“Our success to date has been based on formal planning, backed by uncompromising commitment to our customers.”

J.B. Hunt

from where the states of Missouri, Oklahoma and Arkansas intersect. Hunt Transport, however, is hardly a regional company. It employs 1,453 which includes 1,100 long-haul drivers.

“Trucks anything, anywhere, in the 48 contiguous states,” is the description *Business Week Magazine* (May 27, 1985, issue) gave Hunt Transport. The national magazine ranked Hunt Transport, with revenue of \$104.3 million, No. 4 among its 100 “Best Little Growth Companies in America.” This, after a survey of the performance of 4,200 publicly held U.S. corporations with annual sales of less than \$150 million.

“The success story of the year (1984) has to be J.B. Hunt, who broke into the Top 50 (of American for-hire carriers) for the first time. The company is now ranked 49th. It was ranked 80th in 1983 and 129th in 1982,” reports the July, 1985, issue of *Commercial Carrier Journal*. “In just a two-year period, using almost all

company drivers, Hunt has more than doubled revenues, while sustaining a better than 300 percent increase in net income.” At present, Hunt Transport has 998 tractors and nearly 2,000 trailers on America’s highways, hauling freight that includes foodstuffs, plastics, general retail store merchandise, chemicals, computers, paper and paper products.

“J.B. Hunt Transport has the best operating ratio among the nation’s largest motor carriers,” says Wayne Garrison, the company’s president and chief executive officer. “Operating ratio is the trucking industry benchmark for operating efficiency and profitability. This ranking is to our company the equivalent of winning the Olympic Gold.”

Williams, the LUFKIN salesman who has serviced the Arkansas company since an initial order for 25 trailers in 1978, is quick to compliment his prize customer. “I couldn’t have a more pleasurable business relationship; best I’ve had in 25 years of selling trailers,” he says.

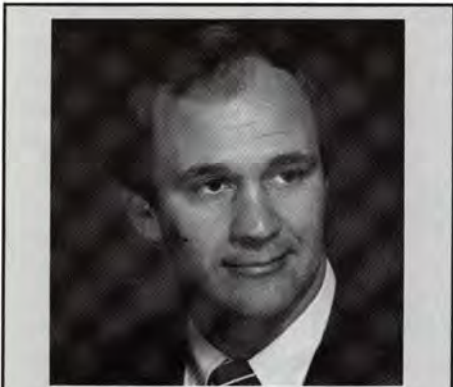
Upon 1986 delivery of the final trailer from this order of 1,000, Hunt Transport will have received a record 3,152 vans from LUFKIN.

Why LUFKIN vans? Hunt Transport executive vice president and chief financial officer Kirk Thompson had a ready answer.

“The primary reason we buy LUFKIN trailers is because of the quality of product, service and attention to detail. Of course, your competitive prices are important, although we have received lower price bids from some other trailer manufacturing firms.”

According to Garrison, his company has a philosophy of providing its customers with the most modern and efficient equipment available. Average age of all equipment is about one year old. With trailer lots for shuttle yards in Chicago, Los Angeles, Dallas, Houston, Atlanta, Little Rock, Philadelphia, and Elizabeth, New Jersey, Hunt Transport is this year expanding to

largest single order in the company's 83-year history.



“J.B. Hunt Transport has the best operation ratio among the nation’s carriers.”

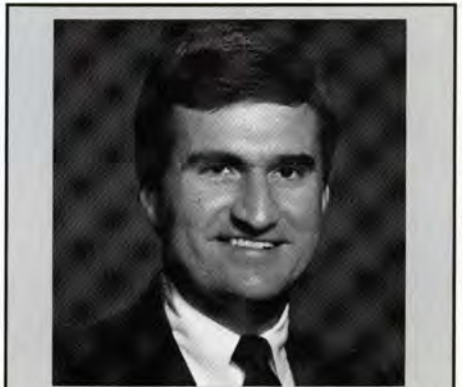
Wayne Garrison

million in sales. It remains to be seen if we can have such a solid sales performance the last half of 1985.

It was in the late depression years of 1939 when Lufkin Foundry and Machine Company (now Lufkin Industries) purchased for \$10,000 the Martin Wagon and Trailer Company. The Hunt Transport order represents 1,638 times the amount paid for Martin Wagon and Trailer Company.

Without question, no one from that era (46 years ago) could have envisioned a future business transaction of such terrific proportions.

As a final touch of quality, inspection stickers (right) signed by inspector, Archie Rice, (below) attest to the quality of every LUFKIN trailer.



“The primary reason we buy LUFKIN Trailers is...the quality of product, service and attention to detail.”

Kirk Thompson

new terminals in Springfield, Ohio, and on the east and west coasts.

The most recent Hunt Transport order calls for 48-foot-long by 102-inch-wide LUFKIN vans which have 3,593 cubic feet of cargo space. “These trailers will be built strictly to customer specifications,” said LUFKIN Trailer Division sales manager Jim Horn.

McKay indicated, with aluminum and tires presently “down in cost,” he has secured some volume discounts from LUFKIN suppliers for the 1,000 trailer order.

“Our overall business is holding up better than most trailer manufacturers, with our van backlog now running through October,” said McKay. “Our total dollar business is nearly identical through the first six months of this year to what it was a year ago. However, one should remember we had all-time high billings of over \$10 million last December and because of that fast-finish we reached a record \$61.7



INNOVATIONS

Ground Gearing: A New Way To Serve Gear Customers

The importance of meeting customer requests outweighs cost to produce new type of gearing.

BY DAVID WILLMON

During the last week of May, LUFKIN's second Hofler gear grinder was placed in operation. This gives the company additional capacity to produce case hardened and ground gearing, a lighter, harder type of gearing than LUFKIN's standard hobbed gearing. The new \$350,000 machine can produce precision gear elements as small as 3 inches in diameter and doubles the company's capacity to produce medium-sized gear elements in the range of 12 inches to 40 inches in diameter. It sits in the industrial gear manufacturing building beside Machine No. 507, another Hofler grinder, purchased in 1981.

Machine No. 507 is the company's oldest gear grinder and one might say the paint is hardly dry on it yet. Thus the arrival so soon of yet another gear grinder is a sign of a changes in the gear industry brought about in part by foreign competition whose gear units are predominately case hardened and ground.

The presence of these new, expensive gear grinders and other changes being made by LUFKIN in its approach to the design and manufacturing of industrial

and marine gearing are more than an effort to keep pace with its competition. These changes are evidence of the importance of the customer and the company's determination to give the customer whatever he wants.

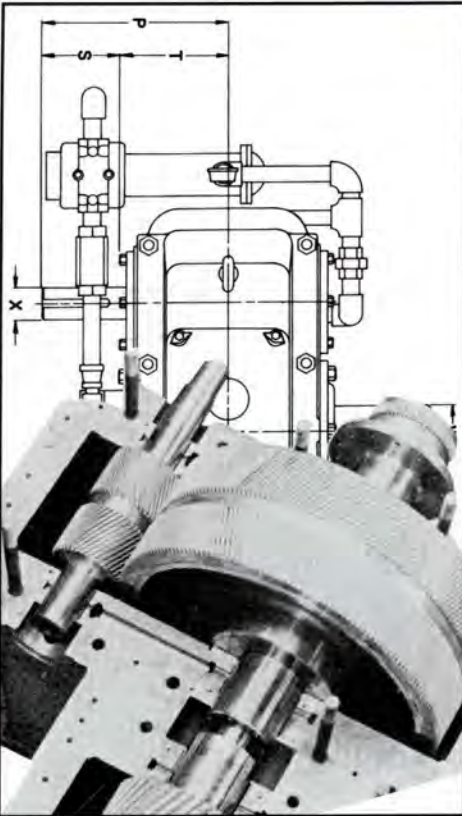
A few company employees, especially those involved in the design, manufacture, and sale of LUFKIN gearing for a number of years, know that case hardened and

ground gearing is nothing new to the gear industry. LUFKIN produced case hardened and ground gearing over two decades ago but since there was little demand for the gearing, the company eventually sold its grinder. Now, as if it were some exciting new breakthrough, more and more gear customers are asking for case hardened and ground gearing.

"You're not on the leading edge of technology if you can't offer ground gearing," says Hugh McWilliams, gear sales manager. "It's thought of as a 'high-tech' gear."

According to McWilliams, the increasing demand for ground gearing is due to the influx of European gear manufacturers whose gears are predominately case hardened and ground. There are some economic advantages to ground gearing as well, but LUFKIN's success and reputation after more than 40 years in the gear business is powerful testimony to the reliability of hobbed gearing.

More importantly, the company's success in the gear industry is a result of first class service, and that means the customer's wishes come first.



Victor Reese machinist, is operator of the latest Hofler Gear Grinder.

INNOVATIONS

Says McWilliams, "We now offer ground gearing for our customers even though we feel our hobbed gearing is just as good."

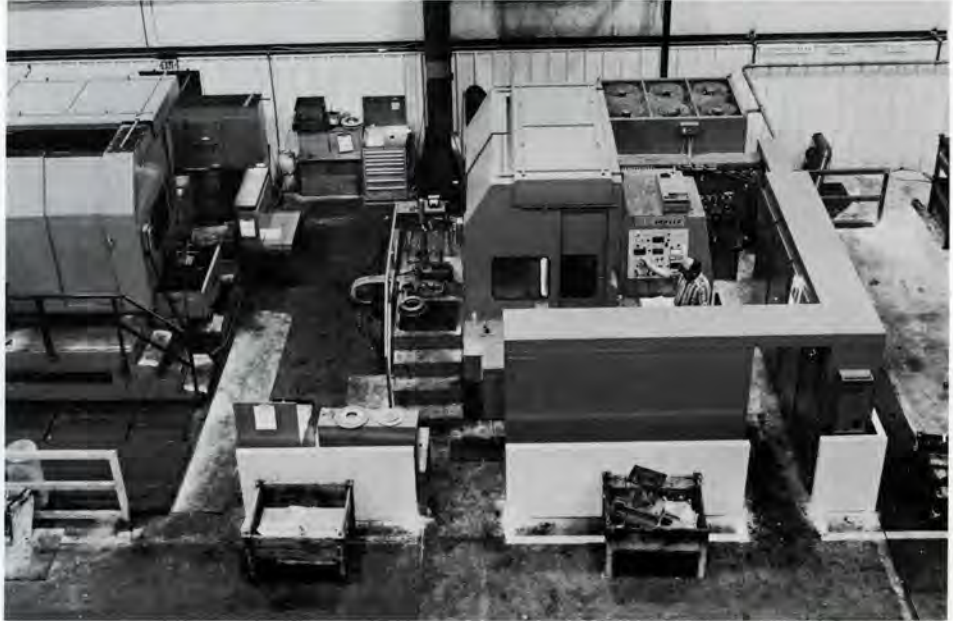
For those who may not understand the difference, hobbed or shaper cut gears, LUFKIN's standard gearing for industrial and marine applications since entering the gear market in 1939, are produced from steel forgings hardened to a uniform hardness of approximately 300-350 Brinell. The material is still soft enough that gear teeth can be produced by a cutting, or hobbing, process.

Case hardened and ground gears are made from a low carbon alloy steel which requires a series of extra steps but the savings in the material offsets the cost of these extra steps. Gear teeth are cut in the material while in the soft un-treated state, then by a special process the outer shell of the gear material is hardened to a 55-60 Rockwell 'C' hardness, equivalent to 550-650 Brinell hardness. In this state the material is too hard for most cutting operations. A precision finish is produced by grinding the surfaces of rough teeth, producing an extremely accurate gear. Because the case hardened and ground gear is much harder, gear teeth withstand significantly greater loads.

"Gear grinding gives us the capacity to handle more horsepower with less material," says Jim Partridge, chief engineer, industrial and marine gearing. "Generally speaking, a case hardened and ground gear unit is by weight and size approximately 30 percent lighter and smaller than the equivalent hobbed gear unit."

In Partridge's opinion, hobbed gearing performs as well as ground gearing in most situations, but ground gearing creates additional alternatives when designing gears for certain applications. "Most customers don't specify ground gearing. They leave the design up to us. When we have to meet certain weight and space requirements, then the smaller, lighter ground gearing makes it possible," he says.

John Finney, manager of machinery sales in the Northeastern Division, says the capacity to produce ground gearing is vital to LUFKIN's future success in the gear industry.



The company's capacity to produce case hardened and ground gearing is now doubled with the installation of another Hoffer gear grinder.

"Having the gear grinding capability allows us to cover an additional segment of the gear market," he says. "International competition is forcing us to go this way. When we didn't offer gear grinding, we were on the defensive when competing against foreign gear manufacturers whose gearing is almost 100% case hardened and ground. Whether or not we ever used it, just having the capability is a plus."

Customers expect a major gear manufacturer to have grinding capability, says Finney, and some specify grinding as a requirement for the order. One potentially important customer, the U.S. Navy, may require ground gearing for all marine propulsion contracts in the future.

An important issue may be whether the choice for every application should be ground gearing, as European manufacturers claim, or hobbed gearing. The performance record of LUFKIN's gearing, is good evidence that the hobbed approach is not all wrong.

The best solution for now is a compromise between the two. Partridge sees ground gearing as part of a program of total service to customers, in which LUFKIN selects the best type of gearing to fit the application taking into account customer preferences and requirements.

"Five years ago, many companies asked

for ground gearing because at the time they thought it was the only way to go. Since then, we've proven we can do a job a lot of ways," he says.

LUFKIN, with its tremendous investment in gear hobbing equipment and decades of experience, is particularly well-suited to producing hobbed gears at competitive prices. But European competitors, with gear elements and housings better suited to the manufacture of case hardened and ground gearing, are taking full advantage of the savings in materials and the high exchange rate to sell low-cost gearing.

To meet its European competition head-on with a similar or better gear unit, LUFKIN engineers will make changes in the basic design of both gear elements and gear reducer housings which are more compatible to the manufacture of ground gearing. The importance of meeting customer preferences outweighs the expense of re-tooling to manufacture case hardened and ground gearing and changing gear designs which have stood the test of time.

"Our gears never tear up," admits Finney, "They run forever, but we have to give the customer whatever he wants. If he wants it ground, or hand filed, we must be able to give it to him."

ON THE JOB

This month
THE ROUNDUP
 goes on-the-job with
 plant environmentalist

Roy Euper

New laws regulating the safety and health of the work environment pour out of state and federal legislative offices almost daily.

As corporate environmentalist, it is Roy Euper's job to keep Lufkin Industries employees in compliance with environmental regulations. LUFKIN is regulated by Texas Department of Water Resources, Environmental Protection Agency, Texas Air Control Board, Texas Department of Transportation and the Arkansas Department of Pollution Control and Ecology (regulating LUFKIN'S Little Rock Foundry).

"In a nutshell, my job is to assure Lufkin Industries remains in compliance with numerous environmental regulations that go into effect each month," Euper said. "Some rules apply to us; others do not. However, I must keep on top of what effects our company. I am, also, responsible for updating pollution control permits."

One way Euper stays on top of his job is by becoming familiar with possible new rules and regulations before they are actually on the books. He receives a daily computer readout from the Federal Register.

"By keeping abreast of what is going on legislatively, Lufkin Industries' officials have little or no transition by the time a regulation takes effect," he explained.

Most of Euper's working hours are spent inspecting various areas of the plant. He checks air, water, solid wastes, hazardous



materials and hazardous wastes. Angelina/Neches River Authority and East Texas Testing Laboratory are contracted by LUFKIN to test for hazardous wastes and materials.

"I make suggestions and recommendations about what needs to be done to improve the safety and health of our environment," Euper said. "My job is easy because the company goes out of its way to abide by all rules and regulations."

Only a small percentage of company materials are regulated.

"We have only a few materials that are considered caustic and flammable," he said. "Among these are paint thinner and sodium hydroxide, a caustic ingredient contained in a cleaning agent, which is used to wash machinery parts."

Orientation programs and training sessions, held to educate employees, have helped reduce problems such as, accidents or leakage of hazardous wastes into the air and water systems. Education is another of Euper's responsibilities.

"I'm always trying to find beneficial uses of waste materials," he says. "We are now reclaiming paint thinner waste

used throughout the company and reusing it at Buck Creek."

Euper also wears another hat - foundry safety coordinator.

"Basically, I am responsible for the outside environment; and Jared Satterwhite, corporate safety director, is responsible for the inside environment," Euper says. "However, I help him with foundry safety practices."

Before coming to Lufkin Industries, Euper served 20 years in the U.S. Navy. He retired from the navy in 1976, and began teaching environmental science at Southern Arkansas University Technical Branch in East Camden, Ark. Euper knew about Lufkin, and especially East Texas lakes.

"One day I told the university's dean's, 'I'm going to Lufkin to bass fish,' he says. "Luckily, Lufkin Industries just so happened to be looking for someone to fill the corporate environmentalist's position."

Euper has two sons working for LUFKIN, Charles, structural steel, and Mark, machine shop.

—DIANA HILL

LUFKIN art to Museum of East Texas

A bit of art history—Texas style—has been preserved through Lufkin Industries' donation of 17 paintings, including nine E. M. (Buck) Schiwetz originals, to the Museum of East Texas in Lufkin.

"We wanted to preserve these valuable paintings, and what better way than through our Museum of East Texas," said R.L. Poland, chairman of the board and chief executive officer at Lufkin Industries. "At one time, we thought about developing our own LUFKIN museum. However, we consider it more important to share Lufkin Industries' art collection with the general public, so they might enjoy viewing Schiwetz, Al Richardson and Reese Kennedy's work."

The total collection has been recently appraised at \$83,500 by Lowell Collins, founder of the Art Appraisers Association of Houston.

The collection included six Schiwetz paintings valued at \$9,000 each, three Schiwetz paintings valued at \$8,500 each, seven Richardson paintings valued at \$500

apiece and one Kennedy painting valued at \$500.

Schiwetz began a warm, loyal relationship with Lufkin Industries in 1955 when company president Walter Trout commissioned him to paint. For 20 years, his landscapes and historical buildings appeared on Lufkin LINE magazine covers, company Christmas cards and as framed reproductions (printed in limited editions).

From the East Texas pineywoods to the Gulf Coast and from the Panhandle to the Rio Grande Valley, Schiwetz captured the essence of Texas on canvas using a variety of mediums—watercolors, pen and ink, pastels, crayons, pencil or acrylics.

"Buck was a sweet and loveable man, recalls Virginia Allen, former LUFKIN public relations director. "He was slightly peculiar and most particular about his work. He wouldn't paint for just anyone. However, Buck and I hit it off right away. I told him I loved to fish. We remained close friends until his death at age 85 in February of 1984."

The Museum of East Texas will have the

first public showing of Lufkin Industries' collection in November, according to Rudy Pharis, museum executive director.

"LUFKIN's collection will be a part of our permanent art collection, and from time to time these paintings will be shown in our Rotary Gallery," Pharis said.

Schiwetz received many honors during his lifetime, including being named "Texas Artist" in 1977 by Governor Dolph Briscoe.

"Schiwetz created thousands of paintings and Lufkin Industries was privileged to have owned many of his well-known artworks," said Poland.

Richardson, who showed many of his works at the 1984 Folklife Festival at the museum in Lufkin, currently co-owns a Houston art studio with Connie Foreman, formerly of Zavalla.

Kennedy is a former Stephen F. Austin State University art professor. He and his wife, Lucille, have an art gallery in Nacogdoches and have works in the Rotary Gallery of the Museum of East Texas.

By **DIANA HILL**



Lufkin Industries' officials have donated 17 paintings, including nine Buck Schiwetz originals, to the Museum of East Texas. Shown holding a Schiwetz painting are (l-r) Rudy Pharis, museum executive director; R.L. Poland, chairman of the board and chief executive officer for Lufkin Industries; Jim Haley, Lufkin Industries' and the museum's secretary/treasurer; and Joann Roquemore, president of the museum board.

RX

OUTPATIENT CARE

AS NEEDED TO CUT HEALTH CARE COSTS.

By DIANA HILL

More and more medical procedures

“I’m sorry, surgery is required,” a physician informs a patient. The words have a rather foreboding ring.

Possibly, one of the first thoughts that cross many patients’ minds upon hearing such an announcement from a doctor is that they will soon, if not immediately, confront admittance into a hospital.

During the recent past, physicians insisted upon patient hospitalization for at least one night and often five or more nights, depending on the extent of surgery. Not so anymore, reports Charles Poland, account executive for Smith Administrators, the employee benefit specialists for Lufkin Industries’ medical insurance plans.

“Many medical procedures, depending on your personal physician, are now done on an outpatient basis,” says Poland.

“This is true. Many times an overnight hospital stay is unnecessary,” comments Johnny Long, director of personnel at LUFKIN, “More and more physicians are now treating their patients on an outpatient basis.”

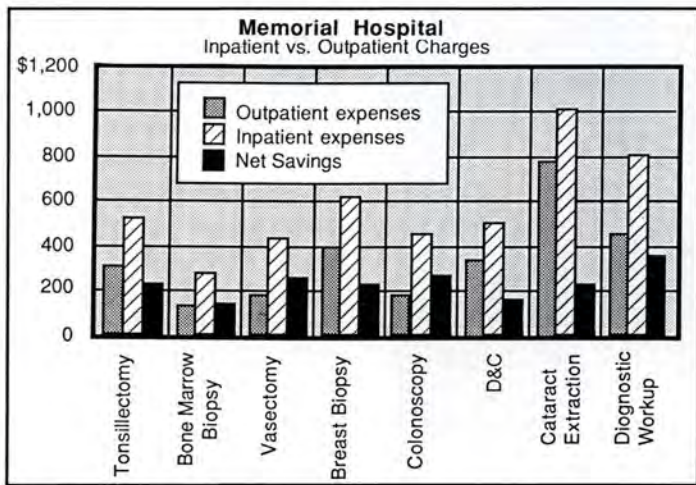
According to Poland, many medical procedures—tests, treatments and some surgeries—can be performed on an outpatient basis.

“Arthroscopic knee surgery, biopsies, hand surgery, cataract surgery, tonsillectomies, benign tumor and cyst removals are only a few of the medical procedures now available on an outpatient basis,” reports Gary Whatley, assistant administrator



Scrub technician, Janet Phillips, (left) and Sharon Hunter, L.V.N., prepare Jared Satterwhite, corporate safety director, for a series of tests at Lufkin’s Memorial Hospital.

can be done on an outpatient basis to control health care costs.



13 medical procedures could have been performed on an outpatient basis.

Total charges for these 13 inpatient cases amounted to \$16,753. Outpatient charges for the same treatment would have been \$10,448 or a cost savings of \$6,305, Whatley reported.

“For these 13 LUFKIN employees’ 20-percent co-insurance portion, the employees would have saved a collective \$1,261 and the company health plan would have realized a \$5,044 savings,” Poland explained.

During a further study, covering May 7 to May 30 of this year, nine other Lufkin inpatients accumulated total charges of \$9,041. Outpatient charges for the same medical procedures would have amounted to only \$5,440. The savings to the LUFKIN health plan would have been \$2,881. Employees’ savings would have been \$720. These figures include only hospital costs, not physician fees.

“Some of these inpatient treatments included a kidney stone problem, bone spur removal, hypertension treatment, headaches, wrist surgery and stomach problems,” Whatley indicated.

Poland and Long advise Lufkin Industries’ insured patients to always ask their physician two important questions prior to allowing any treatments:

- First, why the medical procedure is being performed;
- Second, can recommended surgery or treatment possibly be performed on an outpatient basis.

Poland and Long point out that Lufkin’s Memorial Hospital offers company employees a 25 percent discount on outpatient surgery services. This discount encompasses both time and supply charges. The hospital also offers 30 percent discounts on X-ray and laboratory work if paid at the time of service.

Additionally, all LUFKIN employees and their dependents who must be admitted as inpatients, receive a 10 percent discount on hospital room and board plus pharmacy costs. The only two exceptions to the 10 percent discount are for intensive care patients and newborn nursery care.

“Memorial Hospital is supported by LUFKIN Industries,” Long says. “However, savings (other than Memorial’s 10 percent inpatient discount) of medical services performed on an outpatient are available at most hospitals.”

“As you can see, cost savings to you and your health plan begin with you, the employee,” says Long. “If more use of outpatient facilities occurs in the future, it should have good effect on any possible premium rate increases.”

at Memorial Hospital.

Although outpatient surgery does not require lengthy and expensive overnight stays, all facilities of the hospital are available, says Whatley.

“The major advantage of outpatient treatment is the time and money savings to the patient, plus monetary savings to their Lufkin Industries’ health care plan,” says Long.

In a recent study of inpatient cases of Lufkin Industries’ employees and/or dependents, covering a time span of Feb. 13 through May 7 of this year, Memorial Hospital personnel found



(left) Satterwhite recovers from the anesthesia, at home, following the hospital tests. Having the procedure performed on an outpatient basis, costing \$227, saved over \$200.

FOCUS

Cortines accepts manager's position at LFM

When opportunity tapped Martin Cortines on the shoulder, he evaluated the offer carefully. Although his final decision meant resigning from Lufkin Industries' accounting department, he is facing a challenging new career.

"I wasn't looking for another job," Cortines says, "I was perfectly happy at LUFKIN."

After much thought however, Cortines accepted the position of manager of LFM Federal Credit Union.

"It was a tough decision to make," he said. "You know,

26 years is a long time to work somewhere. My wife, Charlene, also works for Lufkin Industries, so this was another cause for consideration."

Cortines has cultivated a close relationship with the credit union since its inception in August, 1964. He plans to continue that long-term relationship.

"Austin (Freeman, former credit union manager) and I worked together setting up the payroll deduction system for credit union members," he says. "I consider the credit union an important fringe ben-



Martin Cortines

efit for Lufkin Industries employees."

Cortines plans to maintain the current practices, and expand the 2,300-member credit union. He foresees increasing the number of members and services available. Members include LUFKIN employees, spouses and children.

"I hope to offer, in the near future, such services as IRAs and money market accounts," he says. "I would also like to present our story through an employee orientation meeting and/or a newsletter."

Before Cortines began his career in the LUFKIN accounting department in 1959, he worked part-time in the foundry while attending Stephen F. Austin State University. During his tenure with Lufkin Industries, he has worked in payroll and cost accounting. For the past five years, he has been the company's tax accountant.



LUFKIN contributes to community cleanliness program

Nancy Chancellor, right, chairman of Angelina Beautiful/Clean, accepts a \$500 check for her program from Lufkin Industries' chairman and CEO R.L. Poland. At left is ABC coordinator Kaye Alderman.



Lemon Hamilton, third baseman for the Lufkin Industries softball team, won the Home Run Derby of a recent Calvary Baptist Tournament. Lemon lashed four of his allotted five pitches over Kit McConnico Park fences for his title.

FOCUS

They leave LUFKIN For pulpit, bandstand

At last count, 168 Lufkin Industries' employees have spent 30 or more years with the company. James Doyle Palmer and Jimmy Watson are two that won't. One has heard his Master call; the other is about to march to a different drummer.

Palmer, a six-year machine shop employee, has left LUFKIN to take up a call to spread the gospel.

"I wasn't much of a Christian until two years ago," Palmer said shortly before tak-

ing his wife, Lynn, and two young sons, Adrian and Aaron, to Selby, South Dakota. There, he is working as a missionary minister at the First Baptist Church in the community of 800.

"Lynn and I hope to serve as overseas missionaries someday. We want to dedicate the remainder of our lives to missionary work somewhere in the world," he says.

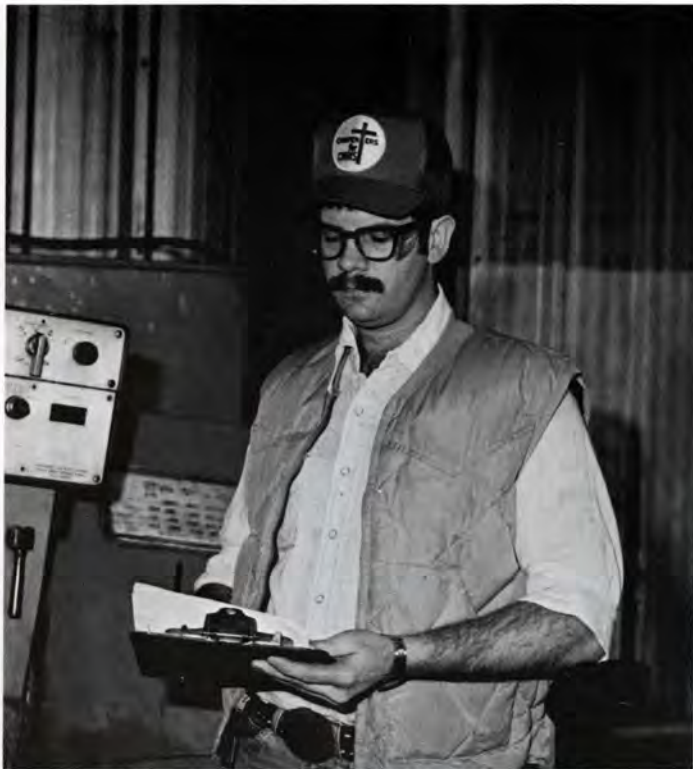
Watson, who has worked at the Trailer Division with his father, J.W., and uncle,

Milton Watson, for the past 15 months, is heading in a different direction. He leaves next month for Hollywood, Calif., where he has been accepted as a drummer for one-year of study at the Musician's Institute.

"I've wanted to be a professional drummer since I was three years old and used to beat on empty Crisco cans with soup spoons," says Watson. "I received my first snare drum at age 10 and began taking private lessons."

Watson left Lufkin Industries once before, after an eight-month stint in 1981. He hooked on as a drummer with a musical group called Mercy River Boys, traveled the country and played on the same program with such star performers as Barbara Mandrell, B.J. Thomas and the Oakridge Boys.

Of some 4,000 auditions for the Musician's Institute of Hollywood, Watson finished No. 73 and earned his right to a year's study at the school.



James Doyle Palmer has left LUFKIN's machine shop to serve as a Baptist missionary in Selby, South Dakota.



Jimmy Watson waves a goodbye drumstick to LUFKIN's Trailer Division. He begins a year of study at the Musician's Institute of Hollywood, Calif., next month.

FOCUS

Company announces Promotions for four employees in Personnel, MIS, Accounting and Trailer Division



Joyce West



Tim Stacy



Laura McClary



Libby Parish

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

In personnel, **Joyce West** was promoted to nurse at Buck Creek from clerk. She joined the company in 1984. Following graduation from Zavalla High School, she received an L.V.N. certificate from Memorial Hospital Nursing School in Nacogdoches. She has also attended Angelina College Nursing School.

She and her husband,

William, have two children, Vicky Courtney and Mahlon West. Mahlon works in the structural steel plant. Son-in-law, Chad Courtney, is a Lufkin Industries' pilot.

In materials and information systems, **Tim Stacy** was promoted to operations analyst from assistant operations analyst. He joined the company in 1981. Following graduation from Eisenhower High School in Houston, Stacy received a bachelor of business administration degree in production management

from Stephen F. Austin State University.

Stacy is a member of Sigma Iota Epsilon, honorary management fraternity; Omicron Delta Epsilon, economics honor society; and American Production and Inventory Control Society. He is married to Karen Stacy.

In accounting, **Laura McClary** was promoted to departmental secretary. She joined the company in 1981. Following graduation from Lufkin High School, McClary studied business administra-

tion at North Texas State University.

She and her husband, Doug, have three children, Wes, Bo and Julie.

In the Trailer Division, **Libby Parish** was promoted to secretary from personnel department part-time clerk. She joined the company in 1985. Following graduation from North Shore High School in Houston, Parish attended San Jacinto College in Pasadena.

She and her husband, David, have one son, Kyle.

NAMES & NOTES . . .

Job Postings Work

Is the Lufkin Industries' employee job posting system, instituted 15 months ago, working? Indeed it is, indicates **James Horton**, senior personnel officer.

"We've had a 71.3 percent success ratio of moving LUFKIN employees into new positions through our job posting program," Horton says. "Of 152 job postings during this 15-month period, 97 LUFKIN employees have been selected for new positions with only 39 positions filled by external applicants. Ten positions remain unfilled and six job openings were cancelled after job postings were placed on bulletin boards."

Each time a job opening is available through an employee's relocation within

the company, retirement, dismissal or termination, the position is posted on 60 bulletin boards throughout the company.



Persistence pays off

After seven years of attending night classes at Stephen F. Austin State University, **Charles Winthrop**, foundry materials manager, has earned a bachelor of applied arts degree in business occupations and professional development.

With 18 years service at Lufkin Industries, Winthrop had nearly one-third of his educational expenses covered by LUFKIN's Tuition Aid Program.

On job training

One of eight Lamar University seniors majoring in criminal justice receiving on-the-job experience this summer is **Sonja Butler**, daughter of LUFKIN Trailer Division's **Halter Butler**.

Sonja is working in the Angelina County Adult Probation Department's intern program, earning a few dollars and credit toward a degree in criminal justice and social work.



Opryland appearance

When the Grand Old Opry in Nashville holds its weekly performance Saturday night, Aug. 24, three of LUFKIN's own will be on the scene.

Lufkin Trailer Division employees at Oklahoma City—singer, songwriter and bass player **Jerry Winslett** and guitarist **Dan Ussery** will be center stage with their Eagle Creek band; public relations coordinator and bus driver **James Kennedy** will root them on from the wings.

FOCUS

Former Lufkinite joins company as supervisor, cost accounting

Gerald Conner, former Lufkinite, has joined Lufkin Industries as supervisor of cost accounting. He replaces Ken Baker, who recently assumed the duties of data processing manager.

Prior to coming to LUFKIN, he worked as controller for Constructors John Brown Inc. in Houston.

Prior to that time, Conner was project controller for Fluor. Located in Greece, he oversaw the building of five offshore platforms and one onshore refinery.

"After three years overseas and a couple of years in



Gerald Conner

Houston, I was ready to get back to East Texas," Conner says. "I wanted a job with Lufkin Industries."

Following graduation from Lufkin High School, Conner received a bachelor of business administration in accounting and economics from Stephen F. Austin State University.

He and his wife, Pat, have two daughters, Alicia and Stacie.

LUFKIN caps and jackets now on sale

By employee request, Lufkin Industries is now selling company caps and wind-breaker jackets. These

are the popular white baseball caps with red LUFKIN patches and red, nylon wind-breakers with white LUFKIN across the back.

The caps and jackets are available at wholesale prices—\$2 per cap; \$8 per jacket—from the shoe room of the personnel department.

Business has been brisk on these items during the first two weeks of sale to company employees reports senior personnel officer James Horton.

"We've sold 250 caps and 92 jackets. One man bought 20 caps," said Horton.

Besides Horton, personnel department employees Mickey Mark, John Havard, Ann Allen and Jared Satterwhite are handling cap and jacket sales during weekday hours of 7 a.m. to 5 p.m.



NAMES & NOTES . . .

Combat ready

Two LUFKIN Trailer Division employees—Sgt. First Class **Doug Landers** and Sgt. **Andy Beddingfield**—helped Lufkin's Army National Guard unit score a record 94 percent in recent 72-hour combat-readiness maneuvers at Fort Hood.



Early career decision

Since age six, former Lufkin Industries' employee **Morris Weeks**, knew he wanted to one day be a welder.

Morris, son of machine shop employee **Harold Weeks**, recalls: "I used to walk past Lufkin Industries on my way to grade school and the arc lights of the welders were always an attraction I hoped someday to learn more about welding."

He has. Now, Morris is both a professional welder and instructor for Metils, Inc., a Beaumont company of laboratories and schools for welding.

"We have an 85 percent placement rate with our welding students," Weeks says.

\$8,000 Scholarship

With an \$8,000 Houston Livestock Show and Rodeo scholarship tucked in his pocket, **David Allen Berry** plans to study agriculture at Angelina College this fall.

Vice president of the Angelina County 4-H Council, David graduated among the top 10 percent of Hudson High School's Class of 1985. He is the son of Lufkin Industries' Trailer Division employee **Larry Berry**.



Tough assignment

When the Texas A&M Aggie Club's board of directors held a recent meeting in Las Vegas, Nevada, company vice president and foundry manager **Rod Pittman** and

wife **Darlene** were in attendance.

Pittman is an executive committee member of the Aggie Club.



Yard beautiful

After 12 years of trial and error to discover what grows best in their predominantly shaded yard, company secretary-treasurer **Jim Haley** and wife **Barbara** have won a Yard Beautiful citation from the City of Lufkin. Beds of ajuga, portulaca, day lilies and hostas adorn several areas of their corner lot on Jefferson.

FOCUS

These retirees to travel and garden.

Levi Patton 29 years

Many changes in the foundry cleaning room of Lufkin Industries were witnessed by Levi Patton during his 29 years with the company.

The foundry's size was enlarged, walls were insulated to muffle noise and special equipment was installed to improve environmental working conditions, remembers the recent retiree.

Patton worked 24 years in the cleaning room; then spent his final five years in the foundry's mechanical warehouse and electrical shops. He worked both night and day for LUFKIN—24 years on the second shift five years on the first shift.

"I miss the men I worked with, but I'm enjoying retirement although I can't break my habit of arising early," he says. "My internal clock is so accustomed to ringing about 4:30 a.m., I still begin my days at that time. However, I now have the luxury of napping later in the day if I wish."

These days, during the cool of early morning hours, Patton can usually be found tending a one-acre garden. "You should see the tomatoes I've grown this summer. Why, I counted 32 tomatoes growing on only one vine," he says.

With four brothers residing in Dallas and a sister in California, Patton and his son, Rayther, are planning late-summer visits with a stopover in Las Vegas, Nevada. Patton, whose wife, Lamerle, died in 1979, had two other sons and a daughter, plus 10 grand-



Levi Patton

children and four great-grandchildren.

Tyre Henry 12 years

During his dozen years of employment at Lufkin Industries, Tyre Henry never missed a day of work, nor was



Tyre Henry

he tardy for his Trailer Division tasks.

"I didn't believe in missing work," Henry says. "I felt it was important to be on the job and to be on time. I knew if I wasn't, it would create an overtime situation for another employee."

Henry served as a mainten-

ance laborer until his recent retirement. His thoughts about steady work habits were quickly seconded by his supervisor, Lankford Ballard. "Tyre was a good, dependable worker. I never had to worry about him being there to do his job. I certainly wish him well in his retirement," says Ballard.

Henry owns 200 acres, the old family homestead, near Palestine where he has been farming and raising 70 head of cattle since his retirement.

"I grow just about any vegetable there is to grow, including English peas," he says. "English peas aren't difficult to grow; you just have to plant the seeds immediately following the final winter frost."

INSURANCE

UPDATE

The importance of employees using outpatient care whenever possible (see story on page 9) is made apparent in this chart comparing the average monthly costs of each of the company's insurance plans showing the potential savings if in every possible case employees had used outpatient care rather than inpatient care.

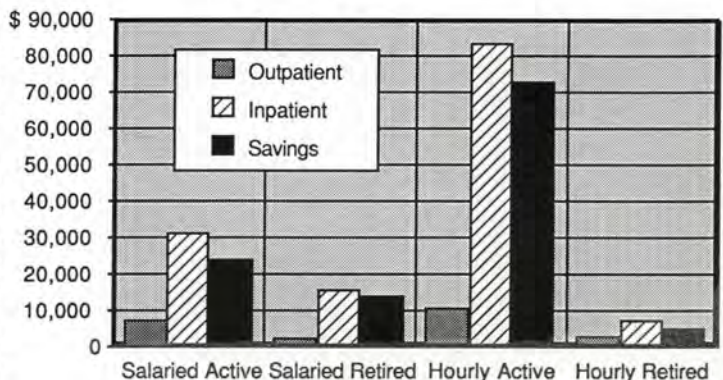
Although premiums paid into the company's plans more than covered claims paid out during the month of May, the savings from outpatient care could have helped erase more of the

deficit in the salaried plan. Premiums paid into the salaried plan were \$28,820 more than claims paid, lowering the plan's deficit to

\$72,103.

The hourly plan now has a surplus of \$476,229 with premiums for May exceeding claims by \$31,768.

Average Cost per Month by Group





AUGUST ANNIVERSARIES

CHANGES

Company officials have announced job changes and new assignments for 25 employees.

STRUCTURAL STEEL—Elma Holloway, from class C to class B utility maintenance; Terry Walker, from sandblast operator to beamline/anglematic operator.

LITTLE ROCK FOUNDRY —Otis Gammell, Jr., from mullor operator to sand preparation operator; Michael Johnson, from core room helper to sand preparation operator; Orvil Kirkendoll, from shakeout operator to sand preparation operator.

TRAILER DIVISION—Jesse Brooks, from helper to class B painter; Johnny Ebarb, from helper to clean and grind; Robert Love, from class B to class A welder; Robert Molandes, from helper to clean and grind.

FOUNDRY —Ivory Abrams, from chipper grinder to mold system helper; Tony Arnett, from crane operator learner to crane operator; Christopher Duirden, from chipper grinder to shakeout tender; Michael Eaton, from chipper grinder to mold system helper. Alvin Erwin, from chipper grinder to shakeout operator; Larry Goodwin, from chipper grinder to shakeout operator; Judge Handy, from chipper grinder to hydraulic manipulator operator learner; Arnold Hood, from chipper grinder to mold system helper; Charles Johnson, from chipper grinder to class B mold machine operator; Roy Jones, from chipper grinder to mold system helper; Cester Mack, from chipper grinder to melting laborer; Terry Mark, from chipper grinder to mold system helper; Jose Ramos, from chipper grinder to mold system helper; Lenard Thacker, from class B to class A mechanic; Jerry Thornton, from chipper grinder to mold finisher core-setter; Antonio Vallejo, from chipper grinder to mold system helper.



LUFKIN INDUSTRIES CANADA

| | |
|------------------|---|
| Balnarine Kurkut | 3 |
| Stan Berger | 2 |
| Dung Ngo | 2 |
| George Armitage | 2 |
| Barry Telford | 2 |
| Kevin Gove | 1 |
| James Schuetz | 1 |
| Michael Paranych | 1 |

STRUCTURAL STEEL OPERATIONS

| | |
|-------------------|----|
| Leonard Modisette | 35 |
| Grady Kirkland | 35 |
| Joe Watson | 31 |
| Paul Thompson | 31 |
| Arthur Donnell | 30 |
| Bill Pennington | 28 |
| James Thomas | 27 |
| Hosia Harris | 24 |
| David Richard | 16 |
| Troy Johnson | 15 |
| Willie Washington | 14 |
| Milton Grimes | 11 |
| Doris Hooper | 11 |
| George Johnson | 11 |
| John Hodges | 10 |
| Ira Mott | 10 |
| Ronnie Jones | 8 |
| Rick Huckabee | 8 |
| Talmadge Hyde | 7 |
| Jimmy Jackson | 7 |
| Craig Anglin | 6 |
| Jose Diaz | 6 |
| Sherry Meaux | 6 |
| Jolyn Neveu | 6 |
| James Carlile | 5 |
| Gary Ener | 1 |
| Joe Landers | 1 |
| Joe Crawford | 1 |
| Ricky Davis | 1 |
| William West, Jr. | 1 |
| Curtis Hodges | 1 |
| Joe Pittman | 1 |
| Garland Davis | 1 |
| Elsie Gilstrap | 1 |

FINAL ASSEMBLY AND SHIPPING

| | |
|-----------------|----|
| James Thompson | 19 |
| Armon Thrasher | 13 |
| Charles Reeves | 11 |
| Theodore Perez | 6 |
| Steve Pleasant | 1 |
| Ronnie Anderson | 1 |

FOUNDRY OPERATIONS

| | |
|-----------------------|----|
| William Thorne | 40 |
| James Evans | 38 |
| Arthur Harrison | 35 |
| Raymond Hulett | 35 |
| John Ridgeway | 35 |
| Robert Brevell | 29 |
| Roy Tullos | 23 |
| Billy Bryce | 16 |
| Thomas Ladd | 15 |
| Marvin Free | 15 |
| R.L. Ross, Jr. | 14 |
| Melvin Harris | 13 |
| Bobby Allen | 12 |
| Thomas Jenkins | 12 |
| John Moore | 11 |
| Alice Thompson | 11 |
| Charles Adams | 11 |
| R.V. Horace | 11 |
| John White Jr. | 10 |
| John Powell | 10 |
| Dornest Spikes Jr. | 10 |
| Willie Bryant | 9 |
| Alfred Navarro | 9 |
| William Hollingsworth | 8 |
| James Malone | 8 |
| Marvin Allen | 8 |
| Craig Person | 8 |
| Charles Winthrop, Jr. | 8 |
| Roger Hurts | 7 |
| John McElwee | 7 |
| James Craven | 7 |
| Everardo Luna, Jr. | 7 |
| Jack Haney | 6 |
| Alton Inman | 6 |
| Marcos Rodriguez | 6 |
| Eleazar Carrillo | 6 |
| Charles King | 4 |

MELVIN SPENCER, JR.

| | |
|---------------------|---|
| David Jordan | 1 |
| James Williams | 1 |
| Kingsley McKay | 1 |
| Roy Jones | 1 |
| Clarence Menefee | 1 |
| James Womack | 1 |
| Demedric Taylor | 1 |
| Guillermo Soto | 1 |
| Dennis Garner | 1 |
| Walter Levine, Jr. | 1 |
| Arnold Hood | 1 |
| Christopher Purden | 1 |
| Anthony Porter | 1 |
| Terry Mark | 1 |
| Michael Standerford | 1 |
| Kenneth Wade | 1 |
| Gerald Eaden | 1 |

MACHINE SHOP

| | |
|-----------------------|----|
| Doyle Bowers | 44 |
| Charles Daniel | 41 |
| James Parnell | 37 |
| Charles Campbell | 35 |
| William Love | 35 |
| Smithie Reeves | 35 |
| James Wood | 31 |
| Jack Roberts, Jr. | 31 |
| John Smith | 30 |
| Leonard Avery | 30 |
| Lillian Ashby | 24 |
| Willie Calvin | 24 |
| Gary Hopper | 21 |
| Eddie Mitchell | 19 |
| Vernon McAdams | 19 |
| Larry Powell | 16 |
| Hubert Pittmon | 16 |
| Vernice Roebuck | 16 |
| Larry Blanton | 15 |
| David Hartman | 15 |
| James Davis | 14 |
| Richard Brashear, Jr. | 14 |
| Thomas McFarland | 13 |
| James Hanes | 13 |
| Arnold Cole | 13 |
| Jerry Luce | 13 |
| M.C. Freeman | 13 |
| Maurtis Jansen | 12 |
| Robert Spencer | 12 |
| John Sigler | 11 |
| Joe Taylor | 11 |
| Kenneth Lambert | 10 |
| Lloyd McFarland | 10 |
| Michael Miles | 9 |
| John Phillips | 8 |
| Donald Spicer | 8 |
| Kathy Turner | 8 |
| Alexander Koshy | 8 |
| Chris Skelton | 7 |
| Billy Ross | 6 |
| Carolyn Havard | 6 |
| J.C. Matlock | 6 |
| Helen Montes | 6 |
| Paul Crawford | 6 |
| Billy Reynolds | 6 |
| David Goolsby | 6 |
| G.W. Sisson | 6 |
| Joe Wilson | 6 |
| Michael Stephens | 6 |
| Carl Kiel | 6 |
| Frank Pachicano | 6 |
| Kenneth Robertson | 5 |
| Carrol Hargis | 4 |
| Larry Walker | 4 |
| Jay Clair | 4 |
| Cullen Reynolds | 1 |
| James Wells | 1 |
| Joe Perez | 1 |
| Irma Barlow | 1 |
| Lawrence Coutee | 1 |
| Danny Jones | 1 |
| Patrick Sanders | 1 |
| Claudia Holland | 1 |
| Douglas Byrum | 1 |
| Clarence Newton | 1 |

WELDING SHOP

| | |
|----------------|----|
| James Oates | 35 |
| George Branton | 31 |
| Willie Chatman | 19 |
| Larry Caddell | 18 |
| William Loche | 13 |
| Felipe Lerma | 1 |

MANUFACTURING ADMINISTRATION

| | |
|-----------------|----|
| Lenard Stephens | 19 |
|-----------------|----|

CORPORATE OFFICES

| | |
|---------------------|----|
| Ray Davis | 18 |
| Rayburn Grimes, Jr. | 18 |
| Donna Parish | 15 |
| Bill Williams | 9 |
| Diane Farrior | 7 |
| Lonnie Ethridge | 7 |
| Mary Stephens | 4 |
| Robert Brooks | 1 |

INDUSTRIAL SUPPLIES

| | |
|-----------------|----|
| Ray Hall | 23 |
| Joy Havard | 12 |
| Sondra Bennett | 6 |
| Douglas Holland | 4 |
| Ken Baker | 1 |

ENGINEERING

| | |
|------------------|----|
| Joe Varga | 24 |
| Charles Teutsch | 20 |
| Lillie Etheridge | 14 |
| Terry Orr | 9 |
| Connie Townsend | 6 |

MACHINERY SALES

| | |
|------------------------|----|
| Doyle Herndon | 26 |
| Pat Stanley | 19 |
| Michael Kartye | 19 |
| John Skillern | 7 |
| Amando Ramirez | 6 |
| Pat McGill | 5 |
| Danny Kizzia | 1 |
| E. Bernard Foster, Jr. | 1 |
| Gloria Bowen | 1 |

PERSONNEL

| | |
|-----------------|----|
| George Cook | 10 |
| Billy Redd | 7 |
| Ann Allen | 4 |
| Rebecca Johnson | 4 |
| Mark Burke | 1 |

TRAILER PLANT

| | |
|---------------------|----|
| Archie Rice | 31 |
| Dick McKay | 29 |
| Katherine Luker | 29 |
| Gene Nelson | 23 |
| Calvert Olds | 22 |
| Charles Skipper | 21 |
| Jesse Landers | 21 |
| Robert Thigpen | 21 |
| Allen Fancher | 21 |
| Dean Brown | 21 |
| John Lewis | 20 |
| Leetolia Yarbrough | 20 |
| Robert McBride | 18 |
| James King | 17 |
| Donald Kendrick | 16 |
| Sherman Blanton | 15 |
| Billy Thomas | 13 |
| Louis Ross | 13 |
| William Dykes | 13 |
| Gail Oglesby | 11 |
| Isaac Wheeler | 8 |
| Charles Davis | 8 |
| Glenn Coutee | 7 |
| David Ackerman | 7 |
| Arthur Hadley | 6 |
| Lloyd McKnight | 6 |
| Anthony Burrell | 5 |
| Oran White | 2 |
| Christopher Stewart | 2 |
| John Bullock | 2 |
| Charles Allen | 2 |
| Charlie Skinner | 2 |
| Jimmy Hadnot | 2 |
| William Bucklew | 2 |
| Jeff Jefferson | 1 |
| John Molandes | 1 |
| Mikki Miller | 1 |
| Francisco Perez | 1 |
| Sonia Flemons | 1 |

TRAILER SALES AND SERVICE

| | |
|---------------------|----|
| Donald Butler | 29 |
| Edward Johnson, Jr. | 28 |
| Floyd Bates | 25 |
| Norman Coleman | 21 |
| William Money | 16 |
| Jose Sanchez | 11 |



Charles Daniel
41 years



John Ridgeway
35 years



James Oates
35 years



Leonard Modisette
35 years

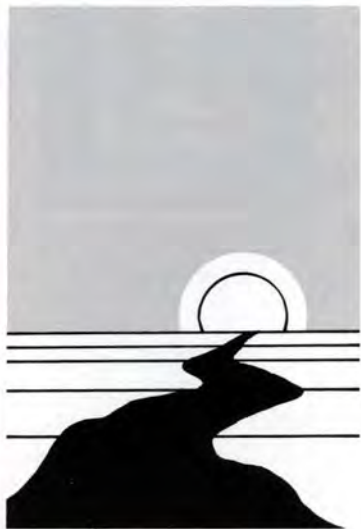


Grady Kirkland
35 years

THOSE GOLDEN YEARS

“Jet-Setter”

In retirement, A.G. Colburn’s new career is “all travel.”



Since retiring after 33 years service with the Trailer Division of Lufkin Industries in 1983, A.G. Colburn hasn’t missed a day of work. He has, however, had some difficulty calling his second career—**work!**

Colburn’s current occupation has taken him to Spain, China, Canada, Mexico and Alaska. He’s a travel agent.

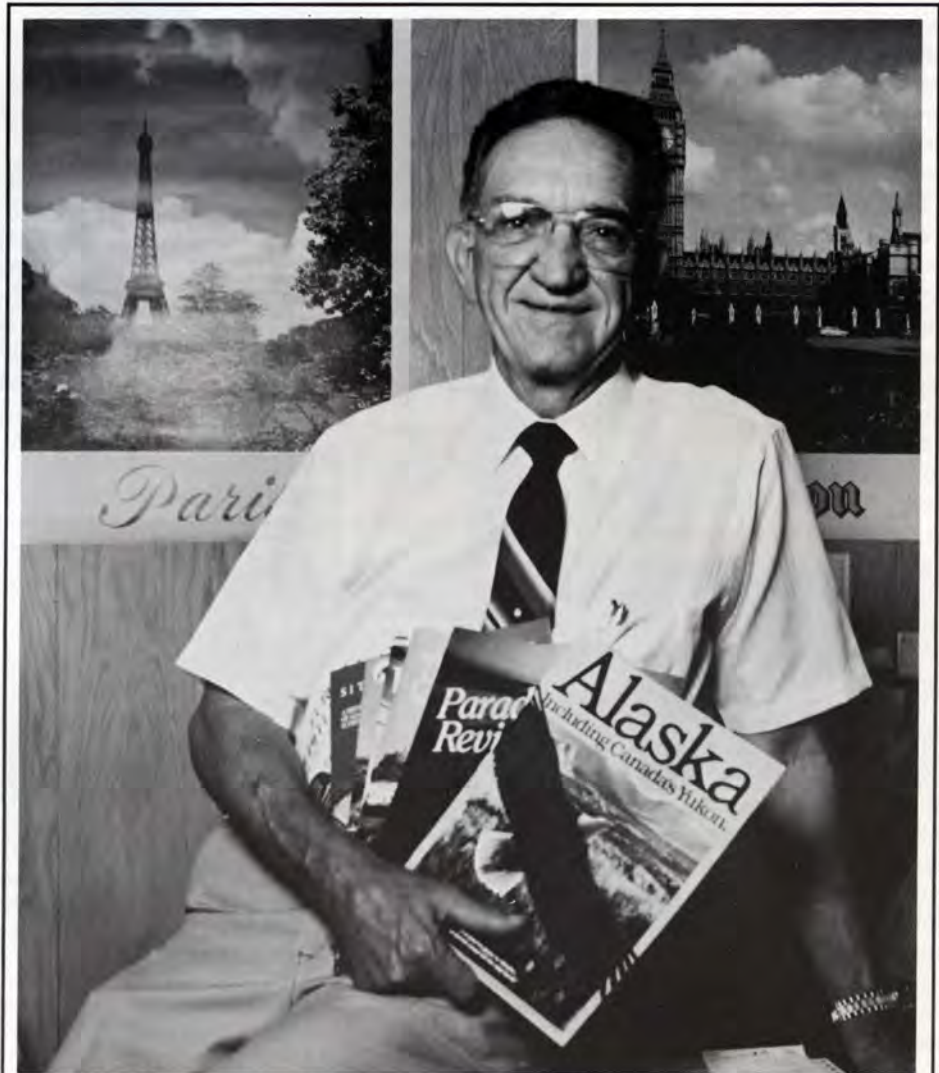
His wife, Charlye, opened All Travels, Inc., in 1977 and during his six years prior to retirement from LUFKIN, A.G. worked evenings and weekends at their travel agency. Now, he’s full-time there, surrounded by brochures, posters and flight schedule booklets to exotic places with romantic and strange sounding names.

“I suppose if I didn’t enjoy traveling, this job would become quite old rather quickly,” he says. “But that’s not the case; I love to travel.”

One of Colburn’s main responsibilities is organizing fishing and hunting trips for customers. He coordinates nearly everything to do with making a trip—booking airline, steamship and rental car reservations; also hotel or condominium accommodations. “And, of course, I often accompany groups to assure all runs smoothly,” he says. It isn’t all work for Colburn when he’s away from the office. “While in Alaska, in June, I caught a 22-pound salmon,” he recalls.

His next customer fishing trip will most likely be scheduled for a Caribbean island. He plans to hunt roe deer and chamos (mountain goat) this winter in Spain.

If you love sea, sun and sand and want the best dollar value, visit St. Thomas, St. Croix or St. John islands in the Caribbean or Cancun or Cozumel along the eastern coast of Mexico, says Colburn. “Summer-



Colburn not only sells travel tickets, he peddles good advice

time is the off-season for tourists because many northerners vacation there during winter months to escape the extreme cold weather back home.”

When the travel business slackens, usually in the fall for southerners, Charlye and A.G. travel—just for the fun of it. Next month, for instance, they’re off on an around-the-world trip. In June, they

vacationed with grandchildren at Disney World in Florida.

“Traveling is an educational experience. Much of what you learn in a foreign country can’t be discovered in a textbook,” insists Colburn who retired from LUFKIN as a Trailer Division warranty administrator following some years as director of trailer design. —DIANA HILL



of Faces & Places

With Rick Pezdirtz

“

...We are continually seeking other markets for our products, trying to keep our people at work...

”

T

ravelers all—

With company pilots Walt Bardwell and Chad Courtney at the controls, Lufkin Industries' Beechcraft Super King Air 200 made not one, but two round trip flights to Little Rock, Ark., the other day.

This was a pure mixture of business and community service for our pilots and their turbine-prop plane.

Bardwell and Courtney transported company safety director Jared Satterwhite plus foundry personnel—project engineer Steve Reynolds, production control manager Dennis Clark and scheduler Kathi Jordan—for a workday at our foundry facility there.

They brought Arkansas Lt. Governor Winston Bryant to Lufkin for a noon luncheon speech before the Angelina County Chamber of Commerce, then retrieved the four LUFKIN employees at 4 p.m. when delivering Bryant back to the Land of Opportunity's state capitol.

For Bardwell, the twin round trips to Arkansas amounted to no more than “just another routine day at the office.”

Walt has 14,000 hours of flight time during his 57 years, the past 23 of which have been spent with LUFKIN. According to my pocket calculator, Bardwell has flown 3.2 million miles or a distance roughly equivalent to 14½ trips to the moon.

More thought-provoking perhaps is the fact those 14,000 hours of flight time break down to one-year, seven-months and one-week that Bardwell has had his head among, or above, the clouds.

Those Crowded Skies

If Bardwell and Courtney depart Angelina County Airport at Burke with some replication, other company airplanes have been bringing major industrial executives to Lufkin on nearly as many flight patterns.

Recent Lufkin Industries' visitors have included officials from Goodyear Tire & Rubber Company (Akron, Ohio), Caterpillar Tractor Company (Peoria, Ill.) and Texas Utilities (Dallas).

“We are continually seeking other markets for our products, trying to keep our people at work,” commented LUFKIN president Frank Stevenson about the recent visitors. “We are going to continue taking care of our core business—oil field equipment, industrial/marine gears, truck trailers—but we're always seeking ways to find niches in other areas of manufacturing for other customers.”

Stevenson said Caterpillar officials have now visited LUFKIN three times since making an initial industrial fact-finding jaunt to Japan.

A Whole Lotta Rubber!

Goodyear Tire & Rubber Company is, of course, a major supplier of LUFKIN's Trailer Division (over 20,000 truck tires per year, according to purchasing inventory specialist Joe Waller) and reciprocates with industrial gear purchases. “We're hopeful of additional business from Goodyear,” said Stevenson.

Texas Utilities is one of several mining and utility companies now doing business with LUFKIN.

“We'll do \$1 million with utility companies this year and are attempting to make a major thrust toward increasing our business with any type gears or heavy machinery other utility companies may need,” stated Stevenson.

“Our salesmen are making contacts with utility companies this year and are attempting to make a major thrust toward increasing our business with any type gears or heavy machinery other utility companies may need,” stated Stevenson.

“Our salesmen are making contacts with utility companies in Arkansas, Oklahoma, Mississippi, New Mexico and Louisiana.”

With air traffic apparently on the increase at Angelina County Airport, thanks immeasurably to the comings and goings of LUFKIN personnel and potential customers, Bardwell and Courtney may one day be confronted with “taking a number” for runway taxi space.

Economically, they'd love it.

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

Address Correction Requested

BULK RATE
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Lufkin, Texas
Permit No. 10



A FAMILY AFFAIR

When it comes to Saturday night square-dancing, Johnny and Nell Arnold can do-si-do with the best of them. They've been attending weekend hoedowns for eight years now and have several pairs of well-worn boots and shoes to show for all their toe-tapping and heel-kicking enjoyment. "Whether square, round or country-western dancing, we just love it," says Johnny, a machine shop foreman with 23 years at Lufkin Industries. "It's a great way to meet new and interesting people," says Nell, 13 years with LUFKIN and now a shop floor data entry support employee. Their nephew, machine shop welder Larry Arnold, has 21 years with LUFKIN, giving the threesome an accumulative 57 years of company service.

| | | |
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LUFKIN
ROUNDUP

Vol. 42, No. 8, 1985

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