

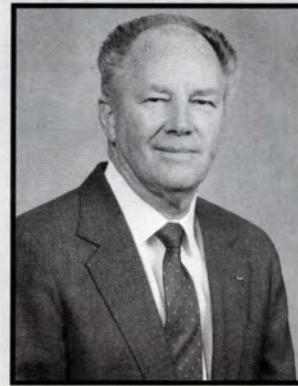
LUFKIN

ROUNDUP

MAY 1989



Enjoying Good Health



As indicated by the chart on page 7, our claims for health care continue to exceed the funds generated by our insurance premiums. The primary reasons are increasing health costs and longer life spans of Americans.

What can we do to reduce the cost of health care? Let's look at some simple things each of us can do to improve our physical and mental well-being.

1. Be more conscious of your diet. Reduce the intake of foods that contain an excess amount of calories and cholesterol. An example of a healthy diet can be found on page 6.

2. Let's get more exercise - - don't ride when you can walk. Find a way each day to get more exercise. It's important to realize we can start today. We don't have to have a regimented program in a controlled environment in order to start an exercise program. Get out on the sidewalk, in the mall, or wherever you can, but start today to improve your physical condition.

3. Be aware of everything that affects your health and well-being. From junk food to late night TV,

there are many things that affect our ability to live fully and enjoy our lives.

4. Have a positive mental outlook about everything you do. Look for the best in people. Look for positive solutions to any problem, and appreciate and encourage everyone you come in contact with to do the same.

There are so many things that affect our total well-being. When we are physically healthier and have a more positive outlook, we can control and improve our enjoyment of life and the performance in the things we do.

Let's help each other not only to reduce the costs of health care, but enjoy and appreciate each other as well as our opportunity for a healthier and longer life.

A handwritten signature in cursive script that reads "Frank B. Stevenson".

Frank B. Stevenson



LUFKIN'S **1988** **Perfect** **Attendance** **Awards**

Machine Shop Perfect Attendance Recipients



Buck Creek Perfect Attendance Recipients



John Finney has been promoted to Manager, Industrial Gear Products. Finney was previously Manager, Gear Sales in LUFKIN's Pittsburgh, Pennsylvania branch office.

Finney joined the company in 1955. He worked 2-1/2 years in the Machine Shop, Foundry, and Structural Fabrication and 3 years in Industrial Engineering. In 1960 he was Foreman of the gear cutting department. In 1963, Finney spent 6 months in the New York office before settling in Pittsburgh.

Finney is a graduate of Pasadena High School in Pasadena, Texas and Texas A&M University in College Station, Texas. His wife's name is Fran.

Commenting on the move back to Lufkin after 25 years, Finney says, "Pittsburgh is a great city, but so is Lufkin, Texas. You don't compare the two places. There are good things about any place you go. I'm trading Italian food for Tex-Mex and chicken fried steaks - good deal - I like them all."

No Pass, No Products

As part of its commitment to quality products, Lufkin Industries takes the manufacturing process one step further by providing a service not found in many other industries - - product testing. LUFKIN has testing facilities for pumping units, gears, and trailers uniquely designed for various phases of testing.

The Engineering Department is home to LUFKIN's pumping unit testing facility. Using a prototype, every new unit, from the Conventional to the new Reverse Mark, is monitored during a series of tests which are performed under simulated oilfield conditions. Howard McGill, Senior Project Engineer, designed the test well two years ago. He says the well is used for testing preliminary operations of units to determine any problem areas before its actual field use. The test well is also used when performing pumping unit modifications.

Each unit part is evaluated on performance and must meet the design rating criteria of API. McGill says, "It gives you the ability to do some innovations and test concepts without putting them out in the field." Applications of the test well include a dynamometer analysis, which measures loads and provides a torque analysis, and a strain gage analysis, which observes stress points as they change throughout the cycle.

Another function of the test well involves LUFKIN's Pumping Unit Maintenance Schools. Receiving hands-on experience, participants in the class assemble a complete unit, take a dynamometer reading, and disassemble the unit all in one day. McGill says the test well has been an excellent facility to use in conjunction with the school.

Expanding over the last few years, LUFKIN's gear testing facilities accommodate new and used gears as well as non-LUFKIN units. LUFKIN's test stand, located in the Industrial Gear Assembly area of the Machine Shop, is equipped with state-of-the-art machinery which provides a variety performance tests. LUFKIN units as



Electrical Designer Gene Hargis, left, discusses the procedures for testing the Ingersoll reciprocating pump with an Ingersoll employee.

well as other manufacturer's units are tested under full and partial load conditions in accordance with AGMA and API standards.

Meeting specified requirements, a spin test is performed on the gears to check proper operation of the unit, including noise detection, vibration, proper oiling, and tooth contact. Other data monitored include oil pressure, bearing and oil temperature, flow, vibration, and shaft speed. These tests are performed to insure that LUFKIN gears are of the highest quality.

Similar to the pumping unit test well, the gears are tested under simulated field conditions. In fact, documentation is provided for comparison to field performance. LUFKIN also offers the customer access to engineering, service, and testing personnel.

Operating over 25 years, the test stand has performed tests on an 80,000 HP gear, gearboxes used for special testing in the aircraft industry, and sugar mill units which are LUFKIN's largest. Currently, the test

stand supports two motors, which allows a test to be run while another unit is prepared. Because the test stand tests units everyday, plans include the addition of a third motor.

Lufkin Industries' Trailer Division is currently conducting AAR (Association of American Railroads) tests on vans intended for sale into T.O.F.C. (Trailer On Flat Car) usage. The Mechanical Division of the AAR defines the structural performance specifications that trailers and other equipment operating on member railroads are required to meet.

Manufacturing trailers for transport on railroads is a new market for the Trailer Division. Structural specifications are more specific for the "piggyback" trailers than for standard over-the-road vans. The T.O.F.C. trailers, 45' or 48' vans, must be designed and tested to operate at a minimum gross weight of 65,000 pounds. Because trailers are not subject to normal highway weight restrictions while on the rails, they are sometimes loaded beyond the 65,000 pounds. Once the trailer reaches its destination, however, it must be weighed and the load adjusted for travel over the highways.

Because the load of "piggyback" trailers experiences more impact than trailers on the highway, tests are performed at LUFKIN to insure quality structural performance. Before a trailer can be transported, each separate design must be submitted to testing and certified to AAR specifications. For example, AAR requires the front wall to be thicker because it carries more impact loads. To insure the structural strength of the wall, a section of the trailer containing the front wall is hooked up to the testing facilities and a specified load is placed on that wall. After the

load is released, the wall is checked for deflection of its various parts.

A series of tests are also performed to check the stability of aluminum side rails, fasteners to the upper coupler, and structural welding. AAR specifications state that cracks, deflection or permanent bending which would render the trailer inoperable are not acceptable.

All T.O.F.C. trailers, regardless of where they are manufactured must meet the same AAR specifications. In addition to static load tests conducted on various components and sub-assemblies, the Trailer Division also conducts tests on the completed trailer. AAR testing will continue for the next couple of months with scheduled production in September.

Product testing will continue to be an integral part of LUFKIN's manufacturing operation. Whether a pumping unit, gear, or trailer, if it doesn't meet the requirements, it's no pass, no product.

Frank Ragland, Engineer at the Trailer Plant, hooks up wires to the crossmembers of the trailer flooring. Using a specified load on the flooring, this particular test will evaluate its deflection.



On The Road To Success

FOUNDRY

Johnny Miller General Foundryman to Molder, Finisher & Coresetter
 Charles Smith Chipper Grinder to Mechanic Helper
 Roger Sowell Molding Mach. Oper. B to Molding Mach. Oper. A

MACHINE SHOP

Richard Alvis Machine Operator A to Machinist
 Fernando Arredondo Machine Operator A to Machinist
 Ronald Brown Machine Operator B to Machine Operator A
 William Brown Laborer to Machine Helper
 Peedikayil Joseph Machine Operator Trainee to Tool Grinder A
 James Tidwell Laborer to Truck Operator
 Steve Whitaker Machine Operator A to Machinist

MACHINERY SALES

Danny Kizzia Warehouse Manager to Service Center Manager

PURCHASING

Elizabeth Ray Asst. Traffic Analyst to Traffic Analyst
 Freddie Teal Data Entry Operator to Clerk 5

SARGENT

Benjamin Harris Engineering Asst. to Systems Technician
 Ernest Showalter Project Engineer to Electrical Engineer
 David Watts Eng. Technician to Electronics System Designer
 Donald Wood Eng. Draftsman to Mech. Systems Designer

STRUCTURAL FABRICATION

Leroy Adams Helper to Welder B
 Tommy Sanders Supervisor 10 (Foundry) to General Foreman
 Margaret Sowell Welder B to Welder Specialist
 Steven Sowell Welder B to Welder Specialist

TRAILER DIVISION

James Farmer Helper to Mechanic Helper
 Grant Fox Helper to Mechanic Helper
 Dudley Gideon Helper to Mechanic Helper
 Calvin Hammer Plasma Torch CNC to Machine Operator A
 William May Maintenance Mechanic A to Truck Driver
 Craig Person Trailer Builder B to Trailer Builder A

"IT'S US"

Since returning to the plant after 25 years in the field, I have talked to a lot of people, and one comment is universal - "get US more business." We all agree with those words and increasing orders should translate to a full five day work week for all of "US."

You might ask yourself, "What can I do to help ensure a five or six day work week?" I believe the answer is "IT'S US!" that will do what it takes to reach our goal. No one else is going to do it for US.

Who is "US?" Is it "me", "they", "I", "them", "you", or "we." In certain cases, all of these names will apply to everyone in our company; however, "IT'S US" that will sell, engineer, manufacture, and ship a superior product on time.

"IT'S US" that is responsible for the future of ourselves, our loved ones, and our company. The

company is also a living thing that needs our skill and talent to create a product that will sell in the marketplace. Remember, "IT'S US" that creates the product. "IT'S US" that makes the difference.

Our customers are in partnership with "US". Our customer depends on "US" for quality service and dependable deliveries. Our customer is the most important person in our business and "IT'S US" that will determine the success of the customer/supplier relationship.

Who will make the difference in the growth of the Gear Division? It's not you or me - "IT'S US" that will rise above the normal expectations to achieve our dreams for our family, our company, and US.

John Finney
 Manager, Industrial Gear Products

A Healthy Diet

FRUITS

Fresh, canned, frozen, or dried fruit
 Fruit juices

CEREALS

All cereals with skim milk
 Grain products

MEATS & FISH

5-7 oz. daily of lean broiled or roasted meat: Beef, lamb, and veal. Substitute with fish, chicken, or turkey without the skin. **Avoid** fried meats, bacon, cold cuts containing fat, hot dogs, sausage, corned beef, hamburgers and gravies.

VEGETABLES

Fresh, frozen, or cooked without fat. **Avoid** buttered, creamed, or fried vegetables.

BREADS

Whole wheat, rye, or white breads, saltines, graham crackers. Baked goods containing no whole milk, eggs, or fat. **Avoid** muffins, biscuits, sweet rolls, pancakes, waffles, and potato chips.

BEVERAGES

Skim milk, non-fat buttermilk, coffee, tea carbonated beverages. **Avoid** whole milk drinks and cream.

DESSERTS

Fruit, fruit whips, angel food cake, Jello® puddings. **Avoid** ice cream, and desserts containing fats, whole milk, and eggs such as pies, cakes, and cookies.

MISCELLANEOUS

Hard candies, jam, jelly, honey, pickles, and spices. **Avoid** nuts, chocolate, olives, peanut butter and coconut.

MAY ANNIVERSARIES

<p>Accounting</p> <p>Karen Barringer 12 Pat Grimes 11 Rhonda Modisette 8 Donna Conner 5</p> <p>Assembly & Shipping</p> <p>Robert Burrell 12 Homer Smith 2 Richard Welch 2</p> <p>Corporate</p> <p>Jim Riggs 30 Jim Haley 16 Joe Lowe 5</p> <p>Engineering</p> <p>Robert Callaway 9 Karen Horton 9 William Luce 8 Lisa Ford 7 Ross Pinner 5 Jeff Lewis 5 Daryl Weyand 2 Jim Naquin 2 Theresa McGallion 1</p> <p>Foundry</p> <p>Billy Harris 33 Clarence Brazil 28 R. McClendon 26 Billy Summers 24 Gene Hunziker 19 Robert Lucas 19 William Fincher 18 Simmie Moffett, Jr. 17 Larry Thigpen 17 Charles Shattuck 16 Moses Davis 14 Michael Hulett 14 John Brown 14</p>	<p>Billy Davis 13 Carl Canino 12 Basilio Morales 12 Jose Lopez 10 Charles Smith 2 Johnny Ward 2 Hugh Krahmer 2 Otha Thompson 2 Marlin Anthony 2 Dan Melton 2 Eleuterio Maldonado 2 Jose Lopez 2 Kenneth Wade 2 Floyd Rawlinson 2 Adolfo Garcia 2 James Vasher 1</p> <p>Heavy Weldment</p> <p>Aron Garner 21 Rene Esteves 14 Ronnie Frederick 14 Marilyn McCloud 11 John Laforge 11 Steven Sowell 11 Ronald Swint 11 Wayne Porter 10 J. Olford 2</p> <p>Machine Shop</p> <p>John Tullos 35 Charles McFarland 34 Charlie Vann 27 Charles Minshew 23 Michael Cloyd 22 Larry Lunsford 22 Phillip Smith 21 James Duggan 20 Jimmy Johnson 19 Myrle Powers 19 Tommy Davis 19 Fred Carbow 17 Fremont Bryant 17 Manuel Basham 16 Glenn Youngblood 16</p>	<p>Steve Cortines 15 Michael Maddux 15 James Headrick 15 Gene White 14 Melvin McFarland 14 Wayne Bynum 14 Delbert Floyd 14 Peyton Page 14 Manuel Luna, Jr. 14 Randal Luce 14 Bobby Landrum 14 Gary Long 13 James Sumrall 12 Michael Whitten 12 Larry Mathews 12 William Cantrell, Jr. 12 David Evans 12 Clarence Collins 11 Rodney Blanton 11 Larry Singleton 10 Debbie Vann 10 John Tyer 10 Michael Lightfoot 10 David Pennington 9 Welton Parker 2 Steven Ward 2 Joe Warner 2 Jackie Lewis 2 Roy Conway 2 Gary Lawrence 2 Rickey Higgins 2 David Goolsby 2 James Reaves 2 Steven Redd 2 Virgil Shelton 2 Bennie Boles 2 James Denmon 2 Armando Guerrero 2 Jimmy Wilkie 2 Walter Levine 1</p> <p>Machinery Sales</p> <p>Willard Chappell 26 Gladys Partridge 11 Gary Atchley 2 Jeff Lane 1</p>	<p>Material Control</p> <p>Charles Sanford 13 Carrol Bonner 2</p> <p>Order Entry</p> <p>Loyd Davis 30 Lawanna Gainer 16</p> <p>Personnel</p> <p>Lyndell Phillips 17 Wendell Addington 9 Judy Murphy 9 Robert Smith 5 Jonathan Bagley 2</p> <p>Sargent</p> <p>Roy Stiles 8 Douglas Labombard 8 Marvin Justus 5 Janice Hogan 1 Clifton Vickrey 1</p> <p>Trailer Division</p> <p>Oscar Milligan 39 Betty Coleman 22 Thomas Coutee 22 Henry Lawson, Jr. 22 Willie Burgess 20 John Seeman, Jr. 18 Mondorfe Hadnot 17 Gene Hallmark 17 Terry Taylor 17 Sammie Davis 16 Albert Gilder 16 Charles Patton 15 Jerry Elder 14 James Watson 14 Randall Havard 13 Justin McElroy 12 James Allen 11 James Crawford 10</p>	<p>Evelyn Rice 10 Johnny Mote 10 Jose Gutierrez 9 Leonard Hobbs 9 Robert Bower 9 Nelson Sapia 8 Martin Hernandez, Jr. 8 Ernest Caldwell 5 David Hudspeth 5 John Buschman 5 Kim Brady 5 Scott Rayburn 5 Darcey Fairecloth, III 5 Glenn Robinson 3 Frank Ragland 2 Darrell Wright 2 Harold Carey 2 Garland Davis 2 Curtis Nelson 2 Ronnie Anderson 2 Leslie Ford 1 Olga Ramos 1 Gary Day, Jr. 1 Richard Johnson 1 Jimmy Jones 1 Richard Rush 1 James Doss 1 Vernon Tidwell 1 William Black 1 Byron Mangum 1 Larry Faught 1 Delia Lopez 1</p> <p>Welding Shop</p> <p>Sherman Thomas 15 William Simcoe 14 Ronney Smith 14 Donald Deckard 13 Oscar Vasquez 12 James Colter 10 Lorenzo Reyes 10 Royce Hopson 10 James Ivey 5 David Meaux 5 Chuck Beloney 2 Evan Davis 2</p>
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THE ROUNDUP

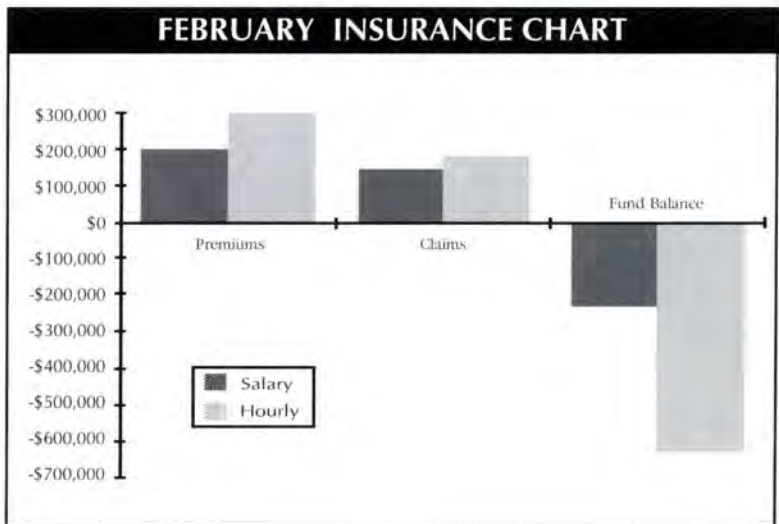
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Welton Parker

The **LUFKIN** Team



Chad Courtney



James Lee Smith