

LUFKIN

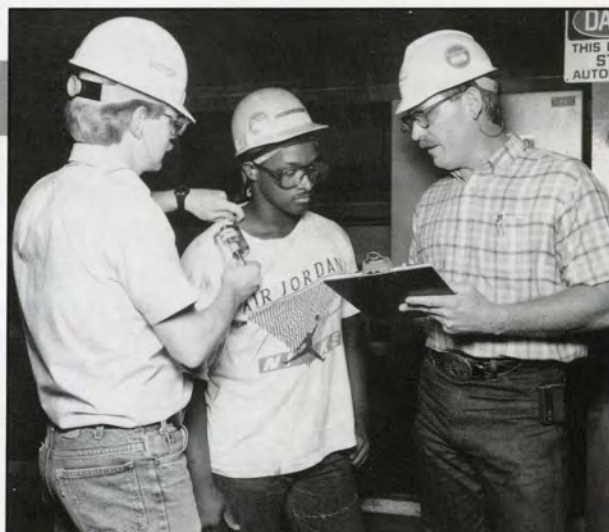
ROUNDUP

NOVEMBER/DECEMBER 1990



LUFKIN University

Annual Hygiene Survey



Product Development

Walking around **LUFKIN**

There have been so many positive changes in the world in such a relatively short time that it is easy to overlook the significance of these changes on our personal lives and on the future course of worldwide events. Let's pause for a minute to reflect on these changes and to think of the blessings that have been bestowed upon us.



truly been a remarkable and wonderful event. The struggle for improvement has been years in the making and has required a complete reshaping of our company as we have entered new markets to take the place of the declining oil field business. This year the work of many dedicated people striving to capture new business opportunities has begun to bear fruit.

•*The downfall of communism* around the world has been the most dramatic event of recent history. The failure of communism has given new birth to individual freedoms for people around the world.

•*The total unification of the world* against aggression. The great powers of the world have banded together and presented a solid front against the invasion of Kuwait by Iraq. There has probably never been such a unified move by a majority of

the world powers against aggression.

•*The individual freedoms* that each of us take for granted are available in our country as no where else in the world. Let us constantly remind ourselves of this fact, be appreciative of it and be determined that we must always preserve and defend our form of government.

•*The improved levels of business* Lufkin Industries, Inc. has achieved during 1990 has

The battle is far from over and our need for constant improvement will always exist, but we have come a long way towards building a truly diversified company.

Let's continue to build on the foundation of freedom and opportunity within our country, to build a better community and to continue to improve and strengthen our company.

Best wishes to you and to all of your family for a happy and joyous holiday season.

Frank B. Stevenson

Frank B. Stevenson

LUFKIN, Angelina County

Top 1990 United Way Goal

1990 Money Raised:
\$470,324



118%

1990 Goal:
\$395,900



100%

LUFKIN
TOTAL= \$24,000

Employee Contribution
\$11 thousand +

Company Contribution
\$12 thousand +

Angelina County
United Way

Lufkin Industries and Angelina County have shown, once again, that East Texans take care of their own.

Working through the many requests for funds, the United Way budget committee came up with what many considered to be a very optimistic goal for 1990.

Even with a nearly 6% increase over the 1989 goal, pledges and money received topped the 1990 goal by 18%.

And again, LUFKIN was an integral part of the overall effort.

LUFKIN employees and retirees contributed and pledged almost \$12,000. The Company then matched this amount and rounded the total up to an even \$24,000 contribution.

This reflected a 3% increase over the amount provided by LUFKIN in 1989.

LUFKIN University...



Sitting(l-r): Gary Reppond, Kenneth Spears, Curtis Smith, Greg Alexander, Simon Aguilar
Standing (l-r): Leroy Mooney, Eldon Newton, Robert Bailey, Roger Mayes



Sitting(l-r): Gary Reppond, Cedric Brown, Juan Lopez, Kenneth Spears, James Davis
Standing (l-r): Robert Bailey, Ricky Moore, Michael Dowdy, Roger Mayes



Sitting(l-r): Edward Marsh, Joyce Basey, Leea Hyde, Judy Cain, Cathy Cloyd, Zebbie Gray
Standing (l-r): John Duke, Charles Mirkle, Michael Foster, Roger Boulware, Phillip Brock, Henry Brasher, Jerry Wilson



Sitting(l-r): Lynn Cummings, Cathy Cloyd, Karen Horton, Joe Simmons
Standing (l-r): Johnny Stott, Robert Gresham, Michael Foster, Edward March, Bill Fincher



Sitting(l-r): Greg Elliott, Joe Simmons, Kyle Syler, Junior Ramos
Standing (l-r): Claude Mullins, Jeff Lankford, Gary Long, Bobby Spells, Woody Peavy



Sitting(l-r): Bobby Allen, Jay Schwartz, Rickie Gilley, David Bowers, Craig Cloud, Ronnie McMullen

Fall 1990 Classes



Sitting(l-r): Barbara Smith, Florine Thompson, Mary Russell



Sitting(l-r): Russell Drapela, Bobby Jones, David Joachim, Jim Pursley, Joe Landers



Sitting(l-r): Mark Townley, Jack Landrum, Ronnie McMullen, Jerry Warren
Standing (l-r): Bill Fincher, Woody Peavy, James Bennett



Sitting(l-r): Tommy Jenkins, Johnny James, Carroll Benge, Jim Pursley



Sitting(l-r): Jason Parish, Ron Smith, Rickie Gilley
Standing (l-r): Gary Long



Sitting(l-r): Tim Stacy, Mary Russell, Florine Thompson

LUFKIN

Bits & Pieces



LUFKIN has always answered when the call has come to support the military. This

Christmas Packages For Desert Shield

time the call came, not from Uncle Sam himself, but from Angelina College.

Instead of their usual Christmas party, the Health Careers Division adopted two platoons of the First Cavalry Division from

Fort Hood and prepared Christmas boxes for them.

LUFKIN was called, and willingly provided Company caps and t-shirts for most of the boxes.

Merry Christmas to Desert Shield!

Once again LUFKIN and Uncle Sam are working together on a project.

In October when the BMY contract signing was announced Trailer Vice-President LaVan Watts took the opportunity when having Congressman Charles Wilson on hand to show off yet another project LUFKIN was working on. This time it was the proto-type for a small trailer to be used by the Army.

Since the Army decided to change out its small vehicle work-horse -- the JEEP -- it had been having trou-

Politics Makes for Good Business at LUFKIN



ble finding a small trailer to work well behind their new vehicle -- the Hummer.

Due to the design of the Hummer, the trailers which had been used with the

JEEP, were found to be inadequate.

So while the Hummer is built somewhat larger than the JEEP, just as always, there are many times when things must be

loaded on a small trailer and pulled behind the vehicle.

This is where LUFKIN came in. Taking the specifications provided by the Army, LUFKIN's Trailer design team designed and built a proto-type.

Since this photograph was taken government contractors have brought a Hummer to Lufkin and the proto-type trailer has been run through its paces.

No final word has been received on the project, but LUFKIN officials are quietly optimistic.

LUFKIN's annual industrial hygiene survey was conducted again recently to closely examine the working environment of every LUFKIN employee.

Although a number of the tests are required under OSHA regulations, LUFKIN voluntarily con-

ducts many others in a continuing effort to ensure a safe workplace for all

employees.

Tests are conducted to determine the levels of: air-born

Left: Ted Carapezza, Industrial Hygienist, and Danny Melton, Foundry Quality Assurance Technician, attach a sampling device to Kevin Cauley, Shakeout Operator.



Annual Industrial Hygiene Survey Held

materials; solvents; metal fumes; and any other agent which might affect the working environment.

Clayton Williams Visits LUFKIN

Tuesday, October 2, 1990, while on a campaign swing through East Texas, Republican gubernatorial candidate, Clayton Williams, dropped in on the Assembly and Shipping area of LUFKIN's Fabrication Department to watch a mammoth LUFKIN pumping unit, purchased by Clayton Williams, Inc., being loaded onto a truck.

Clayton Williams, Inc. is one of the most active drilling and production companies in the Austin chalk. Williams' com-

pany is a leader in utilizing the latest drilling technology called horizontal drilling.

The LUFKIN unit is destined for the H.H. Howell #2 well, which is located west of Dilley, Texas. The well was drilled with a total vertical depth of 6,900 ft. and also has a total horizontal displacement of 4,100 ft. This drilling procedure has breathed new life into the oil industry and has proven to be particularly successful in the area of South Texas in the Austin chalk

formation.

While this new drilling technique is extremely successful at finding oil and gas, due to the depth at which the oil and gas are found larger artificial lift types must be used in bringing these resources to the surface. This is where LUFKIN comes in.

Mr. Williams, a long-time LUFKIN user, stated that he was very glad to get the opportunity to see the plant where LUFKIN pumping units are built. He also announced to



the crowd of some 200 LUFKIN employees gathered to meet him, that he still had approximately 100 more wells to drill at the pace of 4 wells per month.

Government Contract

LUFKIN Inks Another



In October Lufkin Industries and United States Congressman Charles Wilson (D, Lufkin) jointly announced the signing of a \$3.5 million military contract with the BMY Wheeled Vehicles Division, located in Marysville, Ohio, for the production of 517 dump bodies for the Army's M939 dump truck.

This contract is the first of its kind for Lufkin Industries, although the company has a long history of providing products for government and military use. Full production of six bodies per day is expected within eight weeks.

Herb Green, Senior Vice-President for Lufkin Industries, stated, "Congressman Wilson has been a significant help to

LUFKIN in getting us together with a number of military sub-contractors. Through his office we were able to develop a winning relationship with BMY."

The production work from the contract, which was actively sought and finally realized through the efforts of LUFKIN's Fabrication Department, will be carried out in the Company's Trailer Division facilities. Green further said, "This is really the perfect example of what diversification is all about. When one portion of our total business is in a negative growth trend, then other portions of the business can be called on to pick up the slack.

"In this instance, our Fabrication Department has

been actively seeking this contract for a number of years. Now that we have it, we find that nation-wide the trailer industry is in very bad shape, and this is only being compounded by our continued soft economy, rising fuel prices and, what has turned out to be, over production by trailer manufacturers. With the downturn in the trailer business, this work will help us stabilize employment at our trailer facility."

Sam Greenville, General Manager of LUFKIN's Fabrication Department, stressed that, "Congressman Wilson has really been a great help to Lufkin Industries. He has been working closely with LUFKIN for over three years on this project."

Greenville continued, saying, "While we are extremely pleased with this work, we have the potential of turning this into a long-term commitment which could generate much more business and income. We can't see what's in the future between BMY and LUFKIN, but we feel strongly that LUFKIN quality will put us in a very favorable position for future work."

F.Y.I. - For Your Information-----

- * **Stewart Blood Center** will be at several LUFKIN locations, Tuesday - Thursday, December 11-13 for the annual Blood Drive.

This yearly event is a very easy way to both ensure an adequate blood supply for you and your family, if the need arises, and to also aid our area in maintaining

needed blood supplies during the upcoming holiday season.

As usual, numerous locations will be staffed with LUFKIN personnel and Stewart Blood Center personnel to speed the process. Watch the bulletin boards and check with your supervisors for the specific locations and dates for your area.

- * **The 1990 Fall Semester** is drawing to a close. This means that all eligible employees who are currently enrolled in a qualified college or university should start getting their documentation ready so that the Company Tuition Aid program can speedily reimburse expenses.

This is also the time of year to be looking toward signing up for Spring courses. Remember that you must keep up with receipts and information concerning the classes you take so the Tuition Aid program will be able to pay you back for your expenses.

- * **Have you had trouble finding a place to play volleyball lately?** LUFKIN may just have the answer to your problems.

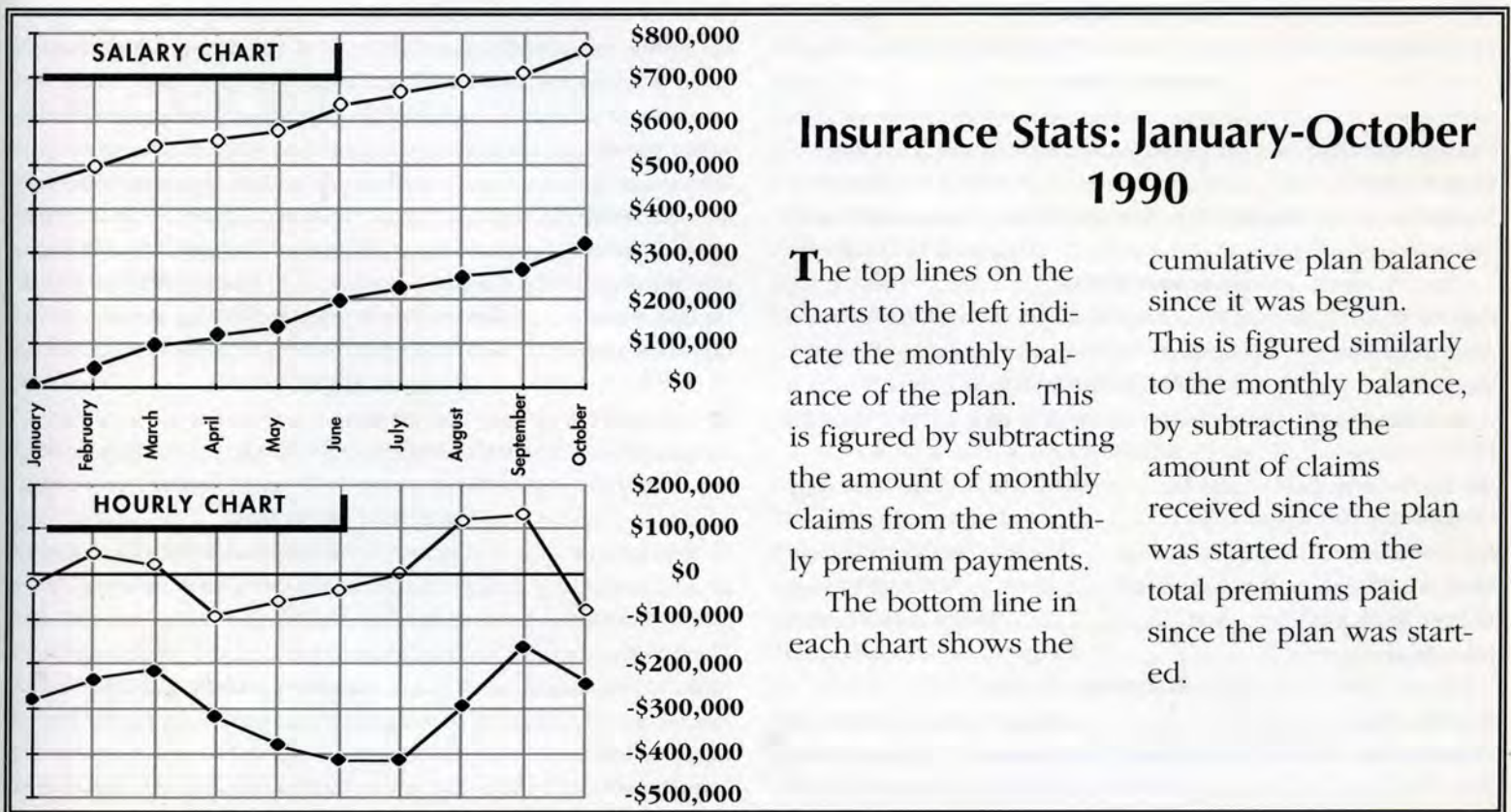
A volleyball court has been built on the property next to the road leading into the foundry and it is available for use by LUFKIN employees.

The court and the equipment can be

reserved by calling Mickey Mark, ext. 5694, at the Personnel Office.

The court, which is lighted, and the equipment are available on a first-come, first-served basis.

For more information, call Mickey during normal business hours.



NOVEMBER ANNIVERSARIES

Accounting		Gene McGallion12	Benjamin Williford1	J. L. Horace12	Tommy Wells16
Kenneth Griffith6		Brenda Taylor12	Industrial Supplies	Kara Porter.....12	James Jones.....14
David Adams.....3		June Garton.....12	Nick Durham7	Daniel Phipps.....11	Belton Havard.....14
Canada		David Glover12	Ronnie Hill.....6	Sue Landers11	David Holt.....14
Juan Bravo8		Daryl Walters3	Claudia Holland.....4	Timothy Johnson10	Roy Weathers.....14
Harminder Hothi3		Valentin Olavide3	Kenneth Saxon.....3	Travis Amie.....10	Kenneth Faires13
Corporate		Jessie Nash.....3	Machine Shop	Nell Settle.....4	Cleveland Adams.....13
Chad Courtney7		Foundry	Cleveland Simmons29	Terry Waldon.....3	David Lawson13
Rick Morris6		Maurice Patton.....29	Jerry Tullos.....29	Kerroy Thomas.....3	Warren Steel12
Engineering		Preston Cauley24	Robert Manning.....25	Billy Kitchens.....3	Pattie Sowell12
Marvin Kimmey31		Alton Bennett19	Clarence Thorn25	Billy Tucker.....3	James Roberts.....12
Robert Freeman31		Curtis Anthony.....18	John Reece24	Bruce Horton3	Robert Nicholson12
Vallie Hodges6		Oneal Jones16	Al Luce24	Ernesto Lopez3	Robert Foote7
Vicki White.....4		Johnie Horace.....15	Larry Tompkins.....23	Ronald Chunn3	Ronnie Harris.....7
Melissa Mitchell3		Mike Justus15	Jerry Taylor.....21	Keith Purvis.....3	Robert Love.....6
Fabrication		Joe Calhoun13	Jerry Brock20	Charles Doyle3	Larry Berry6
Hollis Mott35		Mamie Hankins.....13	Clifton Marze.....17	Personnel	
Billy Kirkland29		A.J. Funderburk13	Dorman Boaz17	Mickey Mark14	Morty Halyard3
Cecil Agent.....18		Refugio Rojas.....11	Richard Guevara.....16	Pumping Unit Sales	
Arthur Chatman18		William Dean7	Robert Boynton16	Don Stanley25	Kelly Davis.....1
Leonard Sullivan17		Jay Hess7	Andy Modisette.....14	William Little.....3	Trailer Branches
James Burrell16		Byron Coutee3	James Nerren13	Manuel Nakashima.....3	Harley Steele13
Bobby Greenville16		Gear Sales	David Bazar13	Donald Freeman3	Tracy Bisang11
Donald Davis15		Diane Kinzel4	Charles Morgan.....12	William Bryant.....2	Charles Terry5
Donny Garton.....15		Darin Swartz4	Samuel Price.....12	Mark Allen1	Chris Duval.....4
John Foster14		Paige Johnson.....1	Eugenio Aldava12	Trailer	
John Richard.....13		Yvette Roos1	Carlos Tovar12	Dennis Rice.....24	Victor Garcia.....3
					Rodney Gullick.....2
					Phillip Gifford1

On The Road To Success

ACCOUNTING

Tonya Odom.....Part-time to Voucher Clerk I

ENGINEERING

Judy Cain.....Secretary to Secretary to VP/Engr
Charles Lambert.....Drafter B to Drafter A
Stephen London.....Drafter B to Drafter A
William Luce.....Designer A to Systems Analyst, Computer Graphics
Richard Jones.....Designer B to Designer A

FABRICATION

Dale Staten.....Structural Worker B to Structural Worker A
Antonio Santana.....Structural Worker B to Structural Worker A
Jose Reyes.....Structural Worker B to Structural Worker A
Gilberto DeJesus.....Structural Worker B to Structural Worker A
Elmer Anderson.....Structural Worker A to Foreman 9
Bobbie Richards.....Secretary 6 to Technical Secretary
Valentin Olavide.....Helper to Structural B
Jason Selman.....Helper to Shotblast Operator
Marilyn McCloud.....Laborer to Painter & Cleaner
Ronney Smith.....Welder B to Welder A
John Richard.....Helper to Grinder(Structural)

FOUNDRY

Kenneth Wade.....Chipper Grinder to Melter B
Hugo Ramos.....General Foundryman to Chipper Grinder
Jose Diaz.....General Foundryman to Chipper Grinder

Nathaniel Logan.....General Foundryman to Molding Machine Op B
Bernardino Acevedo..Chipper Grinder to Molder Finisher & Coresetter
Albert Williams.....General Foundryman to Fork Lift Tow Motor Op
Mario Maure.....General Foundryman to Shakeout Operator
Mike Negrete.....General Foundryman to Fork Lift Tow Motor Op
Leon Denning.....Cleaning Machine Op to Shotblast Op
Kenneth Bradley.....Part-time to General Foundryman
Antonio Martinez.....Part-time to General Foundryman
Marvin Dill.....General Foundryman to Molding Machine Op B
Herbert Moore.....General Foundryman to Molding Machine Op B
Lenneth Sowell.....Pattern Tender A to Molding Machine Op A

GEAR SALES

Edward Butler.....Assembler, Commercial Gears to Service Rep Trainee
Michael May.....Assembler, Commercial Gears to Service Rep Trainee
James Sumrall.....Assembler, Commercial Gears to Service Rep Trainee

INDUSTRIAL SUPPLIES

Robert Hohimer.....General Foundryman to Warehouse Clerk
Brian Green.....Part-time to Warehouse Clerk
Buford Snowden.....General Foundryman to Warehouse Clerk
Truett Watts.....Counter Sales to Inside Plumbing Sales
Nick Durham.....Warehouse Clerk to Counter Sales
Roy Davis.....Local Truck Driver to Industrial Buyer
Marcelo Loya.....Warehouse Clerk to Local Truck Driver
Mark Russell.....Warehouse Clerk to Truck Driver

DECEMBER ANNIVERSARIES

Accounting		Industrial Supplies		Material Control	
Jim Massingill.....	34	Paul Taylor.....	17	Robert Odstrcil.....	3
Fern Basey.....	31	James Dalahite.....	16	Douglas Alexander.....	1
Elizabeth McDonald.....	24	Lottie Williams.....	16	Brenda Cable.....	1
Fern Athey.....	21	Oswell Smith, Jr.....	16	Mark Winthrop.....	1
Janice Kupec.....	10	Perry Dixon.....	15	Johnny Freeman.....	1
David Reeves.....	5	Larry Caples.....	14	Order Department	
Corporate		Gary Crustner.....	12	Pamela White.....	12
Herb Green.....	9	Jerry Walker.....	12	Personnel	
Engineering		Lupita Lerma.....	11	Joyce West.....	6
Jim Mewbourn.....	28	Dale Staten.....	11	Pumping Unit Sales	
Art Nelson.....	19	Doug Williams.....	11	Danny Martin.....	15
Gene Stewart.....	18	Robin Edwards.....	9	Louis Miceli.....	15
Edward Slemmons.....	12	Foundry		Ricky Hughes.....	14
Tim Stacy.....	9	Arthur Moye.....	29	Richard Schlabach.....	12
Bobby Rooney.....	2	Ben Sallas.....	21	Jon Pennington.....	11
Glen Davis.....	1	Herman Horace.....	20	Ralph Bassett.....	2
Fabrication		Leroy Reed.....	18	Trailer	
Morris Hodges.....	34	Marion Allen.....	15	J. W. Watson.....	29
Charles Anderson.....	29	Scott Semlinger.....	15	Raymond Redd.....	27
Henry Schoubroek.....	29	Salvador Rodriguez.....	12	Thomas Windham.....	19
Ide Russell.....	29	Curtis Grigsby.....	9	Clevon Harper.....	18
Prentice Coleman.....	29	Ronald Hopson.....	9	Larry Havard.....	18
Ervin Reynolds.....	27	James Dean.....	3	Curley Jenkins.....	17
Otis Jenkins.....	26	Gear Sales		Ethel McClendon.....	17
Tommy Reynolds.....	21	Kenneth Crawford.....	14	Garvis Edwards.....	17
Eugene King.....	17	Shawn Calhoun.....	2		
		Dar Ghara.....	2		

On The Road To Success, cont'd.

MACHINE SHOP

Richard Guevara.....	Machine Operator B to Scheduler
Matt Daniel.....	Machine Operator Trainee to Machine Operator A
Johnny Freeman.....	Machine Operator Trainee to Machine Operator A
Mary King.....	Secretary to Assistant Purchasing Agent
Michael Whitten.....	Supervisor, Machine Shop Area to Supervisor 10
Bruce Mott.....	Machinist to Production Technician
James Watson.....	Assembler B to Machine Operator Trainee
Herbert Johnson.....	Laborer to Machinist Helper
Danny Casanova.....	Machine Operator Trainee to Machine Operator A
Joy Ouseph.....	Machine Operator B to Machine Operator A
Don Mayo.....	Machine Operator Trainee to Machine Operator B
Archie Taylor.....	Assembler B to Machine Operator C
James Warren.....	Maint. Mechanic A to Maint. Mechanic Specialist
Carl Phillips.....	Maint. Mechanic A to Maint. Mechanic Specialist
Jerry Bowers.....	Machine Operator Trainee to Machine Operator A
Richard Rosas.....	Machine Operator B to Machine Operator A
Steve Cortines.....	Machine Operator B to Assembler, Commercial Gears
John Matthews.....	Tool Grinder Specialist to Tool Grinder A
Onetta Hamilton.....	Machinist Helper to Tool Grinder Specialist
Albert Stokley.....	Production Technician to Supv, Machine Shop Area
Robert Fredericks.....	Machine Operator A to Assembler Comm. Gears
Calvin Lofton.....	Machine Operator A to Machinist
Fred Forsyth.....	Truck Operator to Machine Operator Trainee

Rosalio Moreno.....	Machine Operator Trainee to Machien Operator B
Gary Day, Jr.....	Machine Operator Trainee to Machine Operator A
Ronald Pope.....	Machine Operator Trainee to Machine Operator A
Jeffery Cooper.....	Machine Operator Trainee to Machine Operator A
J.C. Higgins.....	Machinist Helper to Machine Operator Trainee
Paul Shurley.....	Machine Operator Trainee to Machine Operator B
William Kolb.....	Truck Operator to Machine Operator Trainee
Ricky Hall.....	Laborer to Machine Operator Trainee
Johnny James.....	Laborer to Machine Operator Trainee
Dennis Bacon.....	Laborer to Truck Operator
Greg Jones.....	Laborer to Machinist Helper

PUMPING UNIT SALES

William Bryant.....	Shop Mechanic Trainee to Shop Serviceman
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TRAILER

Dariet Stripling.....	Helper to Machine Operator B
Edward Trotty.....	Helper to Machine Operator B
Roger Spain.....	Trailer Builder B to Trailer Builder A
Bobby Watts.....	Trailer Builder B to Trailer Builder A
Charles Holmes.....	Trailer Builder A to Inspector
Bobby Baker.....	Helper to Painter B
Pat Gammill.....	Supv/Dealer & Local Sales to Nat'l Used Trailer Manager
Johnny Mote.....	Mechanic A to Foreman 9
Robert Thigpen.....	Trailer Builder, Specialist to Inspector

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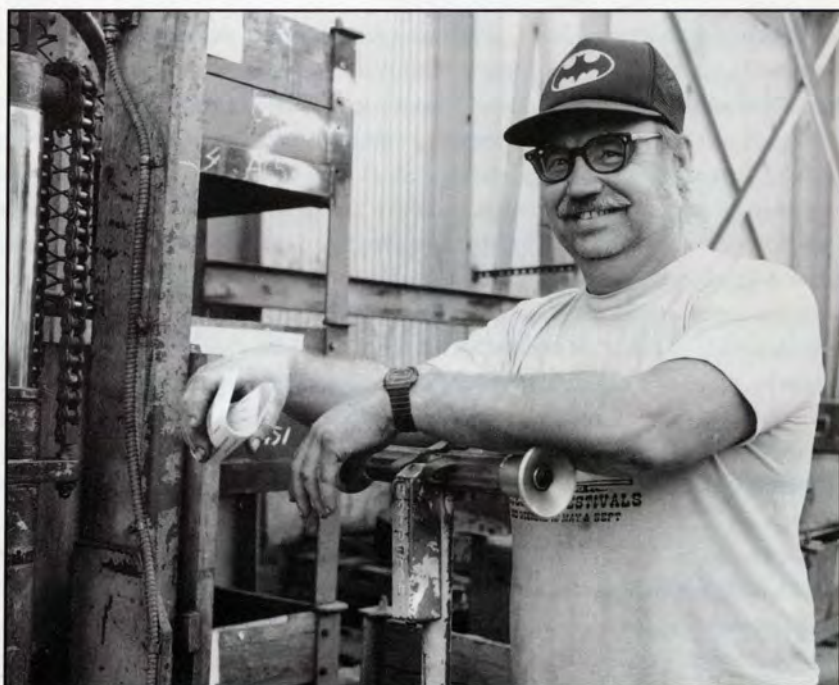
The LUFKIN Team



James King, Production Superintendent, Machine Shop



Doug Steel, Welder A, Heavy Weldment



James Weatherly, Machine Operator A, Machine Shop

THE ROUNDUP

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For active and retired employees and their families.

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