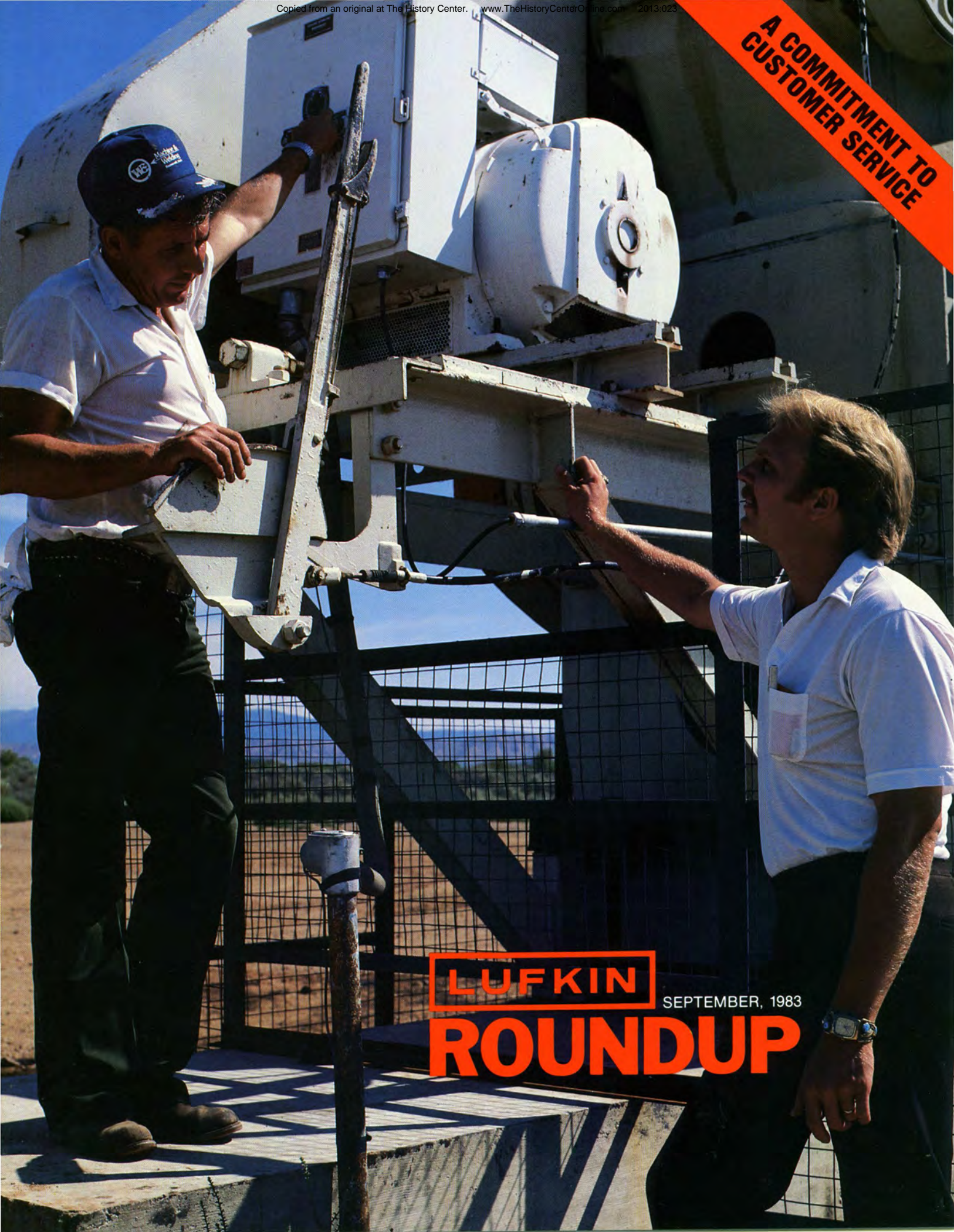


A COMMITMENT TO
CUSTOMER SERVICE



LUFKIN SEPTEMBER, 1983
ROUNDUP

From the President's Desk

"Our most important contact with our customer."

When we buy an automobile, we consider not only the price and quality, but the type service we would get in the event trouble or a breakdown should occur. This is true with a lawnmower or any other type equipment that would become useless because of poor service.

It is even more true with a truck - trailer, and especially true of gear reducers and pumping units which operate twenty-four hours a day, seven days a week for years on end. For each of these, downtime is costly; therefore, quality of the original equipment must be the best, and good service, when needed, is a must.

This is why LUFKIN has a good name in the oil patch and in industry. We supply our customers with the best product that can be made, and then provide them with prompt service and spare parts in the event of trouble.

In order to provide this type service, LUFKIN has invested millions of dollars in warehouse facilities near every major oilfield in the United States, with inventories of spare parts in these warehouses for all sizes of units and trained personnel to maintain, repair and sell our equipment in the field.

We feel that LUFKIN has a certain responsibility to help the user on any piece of equipment that carries the LUFKIN name, regardless of its years in service.

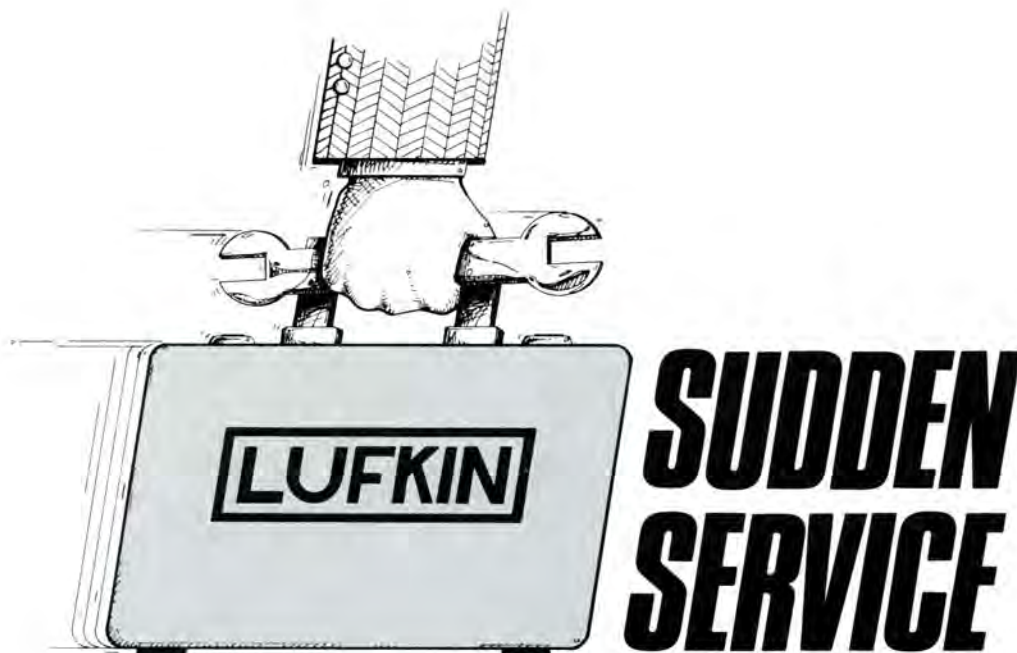
The unique thing about our sales and service is the direct contact with our customer and user. While most of our competitors sell through supply stores or agents, our customers buy direct from LUFKIN salesmen. This gives us a closer relationship with



the customer. Whatever customers buy, be it a sixty-ton pumping unit, a four-axle lowboy trailer, a 9,800 HP gear reducer, or a small bolt from our Industrial Supplies Division, their contact is a LUFKIN salesman.

Our sales and service personnel are, therefore, our first and most important contact with our customer. They must be trustworthy, honest, friendly, dependable, and of the highest integrity. Their word is their bond, and their commitment to our customer binds LUFKIN.

I am very proud to say that we have the finest group in the world. They know their business and do their jobs well. I feel that our marketing and service is in the best of hands.



The gear service representative is “Mr. Lufkin” as he works to solve customer’s problems.

When customers call Leonard Avery, manager of LUFKIN’s gear service department, they need help and they needed it yesterday, they’re apt to say. He knows they aren’t kidding.

Fast service has been one of the basic fundamentals of company philosophy since LUFKIN was founded in 1902. Although the company’s area of service has expanded to cover most of the world, the motto “Sudden Service” of the now defunct Angelina County Lumber Company whose management served on our company’s original board of directors, still applies today.

But today’s service representative must be more than prompt. To accommodate customers, our representative must be part diplomat, part politician and part salesman in addition to his talents as a machinist and assembler of gearing. Once on location, he is a kind of “Mr. Lufkin” representing the whole company as he works to solve a customer’s problem.

LUFKIN gear reducers normally are critical components of industrial systems, bringing to a halt the operation of whole sections of refineries or complete plants when a problem develops. In one case, a customer reportedly was losing \$140,000 a day. The same is true with gear reducers in marine propulsion systems. Marine gear problems preventing normal operation of a vessel frequently cost the customer \$8,000 an hour.

With thousands of industrial and marine gears in operation around the world, the company receives calls for service every week. LUFKIN service representatives respond with the same urgency whether it is an emergency or a routine inspection. LUFKIN has a reputation for fast service.





“That’s where LUFKIN has gained some fame,” says Avery. “We try to be as prompt as possible. If a customer calls us today and needs somebody there tonight, we try to get him there.”

To save time, the majority of service calls involve air travel. With Houston’s Intercontinental Airport only two hours away, LUFKIN service personnel are only five or six hours away from anywhere in the United States.

One service representative estimated he has logged more than 80,000 miles with one airline since May 1982, and he could only guess at the miles he’d logged with the other airlines. Another estimated his total travel for 1982 at well over 100,000 miles, making 40 trips during the year with some as far away as Argentina and the Philippines.

To be ready on a moment’s notice, they always travel light. One serviceman jokingly says, “All we need is a 20-lb. hammer and a chisel.” But they travel lighter than that, taking no tools, only a briefcase with blue prints and parts lists.

“Most of the time our people are there only to supervise the work, to make sure it’s done right,” says Avery. “There are times when they’re doing the work, but normally the customers have their own maintenance people and they don’t want us to do the work.”

All of LUFKIN’s service representatives have “come up through the shop,” says Avery, and are experienced machinists and assemblers. Many times they are asked to supervise the installation of new equipment, checking alignments and tooth contact once the gear reducer is in place. When a customer has problems with a unit already in service, they determine

the cause of a customer’s problem and recommend corrective action.

“We have to tell a customer the truth, just like it is, even if he’s got a gear that’s defective. Then we try to give him a reason. Sometimes it’s impossible to explain, but the best thing to do is just be honest and show him we’re interested in getting it repaired to his and our best interests,” he says.

Getting gear customers back in operation involves more than an ability to get service representatives on location quickly. Repair work usually requires spare parts.

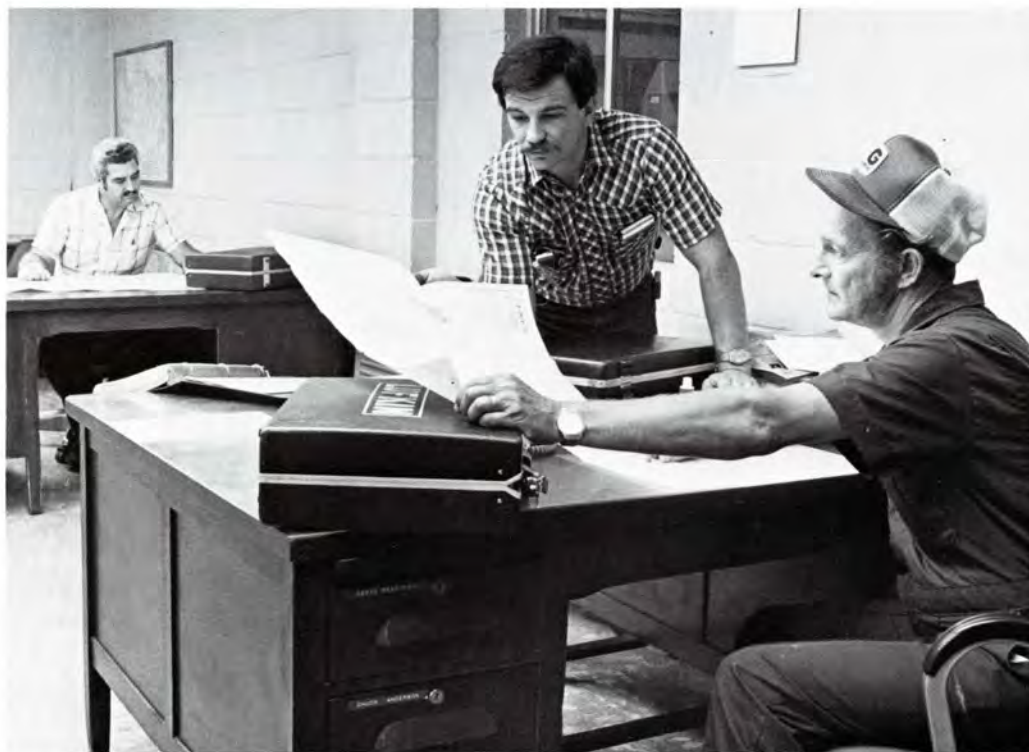
A few customers purchase spare parts ahead of time, buying complete sets of spare gears and bearings. Most don’t buy spare parts, and surprisingly, the customer who was losing \$140,000 a day did not keep spare parts on hand — he does now, though.

But for customers who don’t have their own spare parts, getting parts there to finish the job is often a team effort involving the service department and employees throughout the plant in production, sales, management, and engineering. Avery is quick to add that part of the credit for LUFKIN’s reputation for fast service should go to them.

“Most parts we can get in a short period of time, even if we have to manufacture it from scratch,” he says. “Just three weeks ago, one of the service reps called me on a Saturday morning needing a part. We didn’t have one in stock. We didn’t even have a rough casting.

“Art Nelson from engineering came down and helped me find a similar casting that would work. Then I called Gene Tate and he called out some of his machine operators. We had the part ready to leave out of here by air freight the following morning.”

LUFKIN gear service representative Chuck Anderson, waits for a flight at Houston’s Intercontinental Airport.



The traveling life of the service representative isn't as glamorous as some people think. It's easier for them to keep track of the time spent at home, than the time spent away from it, and they spend many hours in airports waiting for connecting flights.

When they leave the United States — service department records show they made 23 foreign jobs in 1982 — entrance into other countries is often aggravating. One representative said he had to take a complete physical before entering one South American country. Then there is the constant uncertainty about political unrest in many countries. Once inside, they worry about getting out again.

(Right) When LUFKIN gears are returned to the plant for repairs, service representatives tear down and inspect the equipment, expedite the production of new parts, and reassemble it. From top, clockwise, Jack Chastain, David Massingill, and Bill Poe, service representatives, start work on one of five large sugar mill gears currently in for repairs.





Above, (left) It is difficult to catch all seven of LUFKIN's service representatives at the plant at any one time. Service representatives in the foreground, Kyle Syler, left, and Ken Crawford look over a drawing of one of the giant sugar mill gears in for repair. In the background, Bill Sides studies a map prior to leaving on a service trip later that day. (Center) Testing of high speed gearing is also handled by the service department. "We think it's a good combination," says Avery. "We want to make sure every high speed unit is right. It sure cuts down on the amount of warranty work we have to do." (Right) John Callendar, gear service representative for the northeast, works out of LUFKIN's sales office in Pittsburgh.

Marine gear repairs, especially, are hot and dirty as a rule, and nearly half of all the service calls during 1982 were for marine gear repairs.

"These boys earn their keep when they're working on those things," says Avery. "You've got to cut out the deck or the side of the boat to get a crane in there, and it's hot and there's no room to work."

Learning to cope with these problems in a professional manner is as important as the service

representative's knowledge of the equipment.

"The service rep is Mr. LUFKIN when he's out in the field," says Avery. "He has to conduct himself in a manner that will sell another LUFKIN unit. Not only is he providing a service, but many times he helps make a sale by the things he can tell a customer, by accommodating a customer in every way he can, and also by our quick action on getting him there."

In fact, the service representative's role as a salesman in today's market has never been more important. The service representative is sometimes the first contact with a customer faced with the decision to repair or replace an existing gear unit.

According to Avery, service representatives are using every service call as an opportunity to improve the company's ties to the customer through the service they provide. While in an area, they may call on a nearby customer and check a couple of gear units at no cost. Especially when asked to

make yearly inspections of plants, they go over everything, looking for potential problems.

"It doesn't matter what kind of gear units they have in the plant, we ask to inspect them," says Avery. "If the customer needs parts for another brand of gearing, we can provide them. We can be honest about it and make suggestions to him."

Their suggestions can mean big savings to the customer when replacements for defective parts are ordered ahead of time and installed during scheduled shutdowns.

While the gear service representatives pile up thousands of miles every year, responding promptly to customer calls for assistance, they cannot take full credit for LUFKIN's reputation for fast service. Every employee, however small his role in meeting a customer's needs, shares in the responsibility and credit for our reputation of "Sudden Service."

Customer Service in



the Rockies



... Where sub-zero weather and long miles to the job test the mettle of both man and machine.

Within the continental USA at least, there's no test for LUFKIN equipment or the company's commitment to service it as in the Rocky Mountain Division serviced by the employees in the Casper, Wyoming, branch office.

With its long, bitter winters where some days the temperature never gets above 42 below zero, and with LUFKIN's equipment widely scattered over its rugged terrain, the Rocky Mountain region tests the mettle of both man and machine. Even the simplest service call is complicated by the sub-zero working conditions and the treacherous miles of frozen highway to and from the job.

Unlike other oil fields where production is heavily concentrated within a well-defined field, in the Rockies oil companies produce from small pools of oil scattered hundreds of miles apart along the Overthrust Belt from New Mexico to the Canadian border.

Bob Hail, district manager, estimates that they cover almost 150,000 miles a year in their company cars covering northern Utah, northwest Montana, northern Nebraska, Wyoming, the Dakotas, and eastern Montana. This doesn't include any air travel or rental car travel they accumulate during the year.

The company recently opened an office in Williston, North Dakota, hoping to eliminate much of the time spent on the road making the trip up from Casper. Before Dennis Mellon moved to Williston, Hail says a LUFKIN serviceman had been in the Williston area for 100 of the first 125 days of the year.

"We were living on the road between here and North Dakota. That's 25 to 26 hours of driving, two nights in a hotel, plus meals, and it might be only a 30-minute job," Hail says.

"Much of our time is spent supervising new installations and chasing down shortages. When you figure in driving time, motel and meal costs, it can cost LUFKIN a lot of money to chase down a bolt that won't fit or a hinge pin that was left off," he adds.

Like other branch offices, Casper employees regularly conduct training schools in the safe operation and

maintenance of LUFKIN pumping units for customers and their personnel.

“One of our biggest problems in this area is the massive turnover of people in the oil companies and their inability to operate and maintain this equipment,” explains Hail.

“We’re teaching the customer how to operate his equipment safely and maintain it properly to get longer life out of it. We put these schools on free but they save us and the customer money.”

Hail expects the office to hold 36 schools this year in addition to one school they present at the University of Wyoming. The schools also cover methods of sizing pumping units, well calculations, and approved lubricants for the equipment, a special problem in the area with its sub-zero operating conditions.

At sustained sub-zero temperatures, most lubricants become thick, refusing to flow adequately, and in the Rocky Mountains sub-zero conditions continue day after day during the long winter months from October to May.

“If the temperature gets up to zero, we feel like we are in a heat wave. Year before last there were three days running that it never broke 42 degrees below zero,” Hail says.

“If you go out to do a job when it’s 40 below and pick up a wrench without a pair of gloves on, that thing will freeze to you instantly. It’s there and it will take the hide off of you.”

They must take special precautions to work in that kind of weather. All of them carry winter survival kits consisting of one to two days survival food, candles, tow ropes, and chains. They are also mindful of the dangers of frostbite and hypothermia.

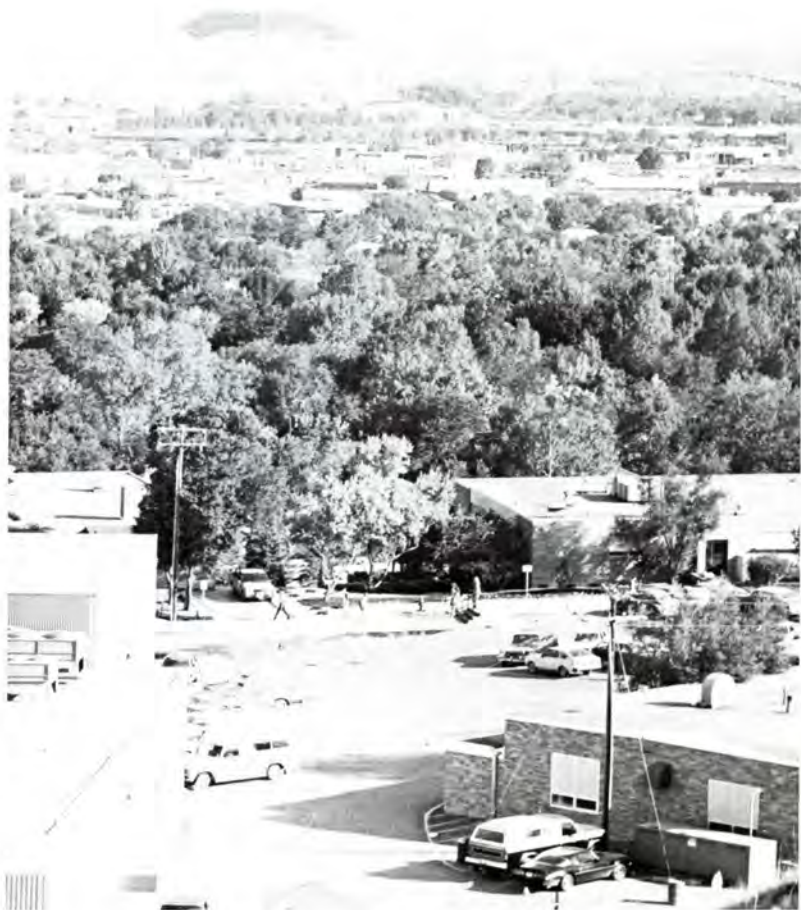
“Anytime the temperature drops lower than 15 below zero, we work only 30 minutes outside and spend 30 minutes in the vehicle warming up,” he says. This is a general rule of thumb that most everybody in this country follows.

“But then, if it’s real bad,” he adds, “and it’s not an emergency, we don’t go.”

Which begs the question, if 15 below isn’t bad, what is?

“We don’t go in a blizzard.”

Top, (left) With operators in the Rocky Mountains following the nationwide trend of repairing existing equipment, the spare parts business in the Casper office alone was almost \$3 million during 1982. Jeff Spurgeon, warehouseman, keeps track of the inventory. (center), Bob Hail left, representative in Casper since 1977, explains maintenance schedules for LUFKIN equipment to a customer. (right) Ann Bush, secretary, attends to the office duties which multiply when the others are out on service calls. Below (right) An overview of Casper, Wyoming as it looks during the short “summer” season from May until October. “There’s not a month on record that it hasn’t snowed here, though,” says Hail.





FOCUS

TWO TEAMS WIN IN GOLF TOURNAMENT

Two teams walked away with the top money in the employee four-man scramble golf tournament held June 25 at the Lufkin Country Club. The 18-hole event was divided into two flights this year, with teams in each flight composed of A, B, C, and D ability players.

Winning in the first flight, with a score of 61, 11 under par, were: Jim Mewbourn, engineering; and Jimmy Little, Doug Williams and Ray Stephens, all of material control.

Winners in the second flight, with a score of 71, 1 under par, were: Herman Helberg, retiree; Bill Bardwell, steel fabrication, final assembly and shipping plant; Gene Stewart, Jr., manufacturing information systems; and Bobby Spells, engineering.

Members of the winning teams each received trophies and \$28.50 in cash.

The second place team in the first flight was: John Rouse, machinery sales; Gary Day, purchasing; Bob Boynton, material control; and Walt Bardwell, company pilot.

Second place in the second flight went to: Darcey Faircloth, trailer plant; Wayne Bell, retiree; James Davis, manufacturing engineering; and Tom Anderson, spouse of Jo Ann Anderson, public relations.

Members of the second place teams each received \$20 in cash.

The 41 golfers participating were either company employees, retirees, or spouses of employees. The

tournament was played under USGA rules. After each man hit the ball, the team selected the best shot to play. The other players

dropped their ball in the general vicinity of the best ball and played from there. Scores were composites of the best shots.



Winners in the first flight of the 1983 Lufkin Industries Golf Tournament were (l-r) Jim Mewbourn, engineering; Doug Williams, Jimmy Little, and Ray Stephens, all of material control.



Winners in the second flight were (l-r) Bill Bardwell, steel fabrication, final assembly and shipping plant; Gene Stewart, Jr., manufacturing information systems; Bobby Spells, engineering; and Herman Hellberg, trailer plant retiree.

DEPARTMENTS ANNOUNCE CHANGES

Personnel changes were announced recently by the personnel department and foundry.



John Havard

In the personnel department, John Havard has been named security director. He has been employed with the company since 1974, as employment manager.

Havard is a graduate of Lufkin High School and Stephen F. Austin State University. He and his wife, Glenda, reside in Lufkin. They are the parents of three children, Jason, Wendy and Alyson.



Danny Martin

In the foundry, Danny Martin's duties as foundry general foreman have been expanded to include the

pattern shop, maintenance and pattern make-ready departments. He was employed by the company in 1976.

A graduate of Lufkin High School and Stephen F. Austin State University, Martin resides in Lufkin with his wife, Libby, and son, Charlie.

BOARD ELECTS ASSISTANT SECRETARY



Roy Myers

Roy Myers, Jr. was named assistant secretary of Lufkin Industries, Inc. during the summer meeting of the board of directors Wednesday, July 20. He succeeds Clifford Trevathan, who retired last month.

Myers is the manager of credit and billing in the accounting department. He oversees the credit management of the company as well as billing for the Machinery Division.

Myers, a graduate of Stephen F. Austin State University, joined the company in 1972. He also serves as chairman of the supervisory-audit committee of the L.F.M. Credit Union.

He and his wife, Lynn, reside in Lufkin. They are the parents of two children, Emily and Chad.

THREE EMPLOYEES END CAREERS

Two employees in the machine shop, James Allen and Caesar Singletary, and Preston Loveless, material control, have retired from the company.



James Allen

James Allen's career with the company began in the machine shop maintenance department in 1963. For several years, he's been looking forward to retirement because he says he never had enough spare time.

"In my time, we've always had a lot of work. I've worked six and seven days, six days most of the time. That didn't leave much time for anything else," he says.

He retired in April, just in time to start a garden.

"So far I've been working, raising a garden. I've got an acre and a half garden. I have a small Cub tractor that I work it with and that makes it easier."

Besides gardening and fishing, he plans to take a trip this fall to Oregon, which is a long way from where he was born and reared just outside of Lufkin at Allen Town.

"Everybody knows where Allen Town is," he adds.

He plans to go visit his sister who lives in Oregon and do a little sight-seeing along the way.

"I'd love to go through the Redwood Forest on the way up there this time, because we missed that before. The last time we were there we went to Crater Lake."



Caesar Singletary

Thirty-three years ago, Caesar Singletary says he was working for the O.L. Hubbard Grocery store unloading boxcars and delivering grocery orders when he decided to try to get a job with LUFKIN. Thinking about how things have changed over the years, he notes that nobody calls in grocery orders anymore. He also says things are easier for the working man today.

He is impressed most with the changes technology brought as the machine shop changed from manually-operated machines to tape-controlled machines. "These new machines can do as much work in an hour as a man could do in a half day when I first came to work here."

Some of the changes that have come to East Texas during his

lifetime haven't been for the better.

"When I was a young man you didn't see rattlesnakes in East Texas," he insists.

East Texas was mostly farming country then, and the practice of burning off the fields kept underbrush and leaves to a minimum. "Nearly everywhere the woods and fields were burnt off during the spring of the year," he says. "There wasn't any place for rattlesnakes to hide."

He looks forward to retirement now, with plans to go to California to visit relatives and to continue raising a garden and "good-laying chickens." He also enjoys hunting on his 100-acre farm west of Lufkin near Augusta, but he'll wait until it's colder and the rattlesnakes have hibernated.



Preston Loveless

Preston Loveless says he is really retiring — from everything, even his building. Over the years, he's built his own little subdivision in his spare time and lives there now, in the last of five houses and an apartment he's built on Preston Road.

"We put some extras into the last house because we knew we

were going to live there. We're almost finished except for some tile in the whirlpool room," he says with a grin.

"I've got to build a workshop for me but then I'll stop, I guess. I've run out of land."

Now he plans to travel some, even though he says they have traveled all over the U.S. in recent years. He hopes to buy a small travel trailer and "just move around a little."

"My wife says she wants to go back to Colorado. For some reason we favor the western states. We spent 17 days going through California, Oregon, Arizona, New Mexico and Colorado and that wasn't enough."

Loveless started out in the material control department 29 years ago when there was little more than the old warehouse, the casting yard and one reporting station.

Now that he's retiring, Preston admits that the computer made his job more enjoyable.

"I never thought I'd say that a few years ago," he says, laughing, recalling the hectic days when the company's material control department changed over to the computer.

ANNIVERSARIES

STRUCTURAL STEEL OPERATIONS

	Employment Date	Years With Co.
Marion Christie	September 1, 1955	28
Coy Minshe	September 11, 1961	22
William Hutson	September 6, 1962	21
Marvin Tarver	September 16, 1963	20
Royce Ashworth	September 30, 1963	20
Glenn Edwards	September 14, 1964	19
Jefferson Skinner	September 29, 1965	18
Ronald Doss	September 15, 1966	17
Palmo Frels	September 25, 1967	16
Arthur Starling	September 5, 1968	15
James Brennan	September 23, 1968	15
Jesse Ross	September 22, 1970	13
James Cater	September 2, 1971	12
Rickey Buchanan	September 28, 1972	11
Freddie Rudisill	September 4, 1973	10
Wayne Spratley	September 10, 1974	9
Ricky Sowell	September 11, 1974	9
Douglas Steel	September 16, 1974	9
Joe Audrey	September 18, 1974	9
Guadalupe Sanchez	September 15, 1975	8
Truman Belrose	September 20, 1976	7
Robert Beers	September 27, 1976	7
Bobby Guthery	September 15, 1977	6
Johnny Davis	September 13, 1978	5
Steve Phelps	September 15, 1978	5
James Murphy	September 25, 1978	5
Antonio Santana	September 13, 1979	4
Clarence Bass	September 19, 1979	4
Jack Walker	September 23, 1979	4
Frankie Clark	September 29, 1981	2

FINAL ASSEMBLY AND SHIPPING

	Employment Date	Years With Co.
R. D. Forney	September 16, 1963	20
Arthur Windsor	September 25, 1968	15
Willie Hector	September 23, 1969	14
Willie Walker	September 21, 1970	13
Leonard Sharp	September 9, 1975	8
James Tudor	September 2, 1977	6

FOUNDRY OPERATIONS

	Employment Date	Years With Co.
Colbert Purvis	September 9, 1945	38
Ira Christopher	September 6, 1946	37
Ellison Perry	September 13, 1950	33
Harold Hicks	September 27, 1950	33
Willie Mitchell	September 17, 1952	31
A. R. Adams	September 29, 1955	28
Edward Flemon	September 11, 1963	20
Joseph Arnold	September 20, 1966	17
Bobby Strange	September 22, 1966	17
J. C. Higgins	September 11, 1969	14
Melvin Powell	September 29, 1969	14
Kenneth Burnett	September 21, 1970	13
J. D. Rodgers	September 23, 1971	12
Lonnie McDaniel	September 13, 1972	11
Earl Mark	September 28, 1973	10
Jerry Wagstaff	September 5, 1974	9
Wyman Gregory	September 16, 1974	9
Charles Riggins	September 23, 1974	9
Marvin Dill	September 26, 1974	9
Donnie Dudley	September 27, 1974	9
Frank Lankford	September 9, 1975	8
Henry Credit	September 11, 1975	8
Gerald King	September 9, 1976	7
Wm. Pennington, Jr.	September 1, 1977	6
Mary Lewis	September 15, 1977	6
Fred Coulter	September 15, 1977	6
Robert Penson	September 27, 1977	6
George Castillo	September 27, 1977	6
William Monmouth	September 27, 1977	6
Roger Sowell	September 29, 1977	6
Larry Hunt	September 20, 1979	4
Benito Hibarra	September 25, 1979	4
Raul Castillo	September 26, 1979	4
Jackie Rogers	September 2, 1980	3

MACHINE SHOP

	Employment Date	Years With Co.
Delbert Williford	September 17, 1945	38
Ertis Brock	September 22, 1950	33
Louis Davis	September 5, 1951	32
Charles Grimes	September 19, 1951	32
William Bonney	September 7, 1955	28
G. B. Landrum	September 21, 1955	28
E. L. Parks	September 23, 1955	28
A. C. Lunsford	September 16, 1957	26
Bobby Wood	September 26, 1961	22
Joe Behannon	September 4, 1962	21
Keith Strickland	September 5, 1962	21
Rayford Davis	September 5, 1962	21
Elmon Cross	September 17, 1962	21
Charlie Rhodes	September 17, 1962	21
William Sides	September 24, 1962	21
Donald Traylor	September 23, 1963	20
Larry Cordova	September 28, 1964	19
Samuel Barrow	September 6, 1966	17
Arthur May	September 6, 1966	17
Hollis Barnhart	September 6, 1966	17
Archie Taylor	September 12, 1966	17
Betty Wood	September 19, 1966	17
Bobby Allen	September 14, 1967	16
Thomas Stricklin	September 3, 1968	15
Noel Johnson	September 8, 1969	14
Michael Cummings	September 8, 1969	14
Terry Johnson	September 22, 1970	13
Claude Brookshire	September 13, 1971	12
Oscar Arant	September 1, 1972	11
John O'Connor	September 11, 1972	11
William Mosley	September 25, 1972	11
Jerry Watson	September 10, 1973	10
Henry Sargent	September 27, 1973	10
Dora Hight	September 3, 1974	9
Carl Moore	September 12, 1974	9
David Havard	September 16, 1974	9
Eldon Newton	September 23, 1974	9
Ira Dunaway	September 23, 1974	9
Harvey Rainey	September 25, 1974	9
Mitchell O'Neill	September 2, 1975	8
Francis Bridges	September 10, 1975	8
William Ford	September 22, 1975	8
Herbert Logan	September 22, 1975	8
Claude Williams	September 24, 1975	8
Lovell Lee	September 16, 1976	7
James Price	September 26, 1977	6
Thomas Harris	September 6, 1978	5
Thomas Downey	September 10, 1978	5
Rose Allen	September 25, 1978	5
Martha Reese	September 24, 1979	4
Edward Perley	September 30, 1979	4
Roger Gray	September 15, 1980	3
Willie Wigley	September 22, 1981	2

MATERIAL CONTROL

	Employment Date	Years With Co.
Dan Martin	September 14, 1942	41
William Ballow	September 4, 1962	21
Larry Cloyd	September 6, 1966	17
Joe Penn	September 1, 1977	6
Shirley Daddow	September 21, 1977	6
William Rushing	September 15, 1980	3

CORPORATE OFFICES

	Employment Date	Years With Co.
Roy Myers, Jr.	September 6, 1972	11
Jimmie Ann Fenton	September 16, 1974	9
Ronnie Harrison	September 20, 1976	7
Pam Lovett	September 11, 1978	5
Michael Hall	September 3, 1981	2
Gary Porter	September 23, 1981	2

INDUSTRIAL SUPPLY

	Employment Date	Years With Co.
Elmo Bradley, Jr.	September 3, 1957	26
Geraldine Poulan	September 1, 1976	7
John Purvis	September 1, 1978	5
Bobbie Havard	September 6, 1978	5
Lynn Owens	September 17, 1979	4
Nickie Owens	September 17, 1980	3
Joe Berry, Jr.	September 14, 1981	2
Gary McMorrow	September 14, 1981	2

PRODUCT DESIGN ENGINEERING

	Employment Date	Years With Co.
Bill Ford	September 4, 1951	32
Robert Nunn	September 15, 1966	17
Sandra Distefano	September 7, 1977	6
Paul Collins	September 15, 1978	5
Christina Randolph	September 4, 1979	4

MACHINERY SALES AND SERVICE

	Employment Date	Years With Co.
Charles Dyer	September 10, 1933	50
Billy Mac Anderson	September 26, 1955	28
Ed Patterson	September 28, 1959	24
Rose Courtney	September 16, 1973	10
Ken Diana	September 1, 1977	6
David Corderman	September 16, 1977	6
Rick Neal	September 4, 1979	4
James Copeland	September 24, 1979	4
Jim Still	September 17, 1980	3
David Henning	September 29, 1980	3
Harry Sledge	September 21, 1981	2

PERSONNEL

	Employment Date	Years With Co.
Lee Lowery	September 20, 1980	3
Ginny Landers	September 23, 1980	3

PUBLIC RELATIONS

	Employment Date	Years With Co.
Jo Ann Anderson	September 15, 1980	3

TRAILER PLANT

	Employment Date	Years With Co.
Fred Walker	September 16, 1940	43
Wallace Davison	September 1, 1951	32
Trevatha Carroll	September 13, 1951	32
Sam Taylor	September 28, 1951	32
Eli Coutee	September 4, 1952	31
Curtis Grimes	September 20, 1952	31
J. C. Crawford, Jr.	September 12, 1955	28
Kenneth White	September 4, 1962	21
Henry Williams	September 17, 1962	21
Darcey Faircloth, Jr.	September 16, 1965	18
Gary Jones	September 27, 1965	18
Albert Mills	September 12, 1966	17
Tommie Miller	September 5, 1967	16
Charles Distefano	September 18, 1967	16
Billy Durham	September 3, 1968	15
John Pena	September 8, 1969	14
Albert Stanbery	September 11, 1969	14
Oscar Malone, Jr.	September 11, 1969	14
Rex Bailey	September 11, 1972	11
Shirley Ware	September 12, 1972	11
Linwood Fenley	September 18, 1972	11
Marvin McKnight	September 18, 1972	11
Jackie Hewitt	September 18, 1973	10
John Joseph	September 28, 1973	10
Andy Beddingfield	September 1, 1974	9
Susie Phillips	September 16, 1974	9
Edward Clifton	September 29, 1975	8
James Baldwin	September 7, 1977	6
Betty Niosi	September 5, 1978	5
Joe Sanches	September 4, 1979	4
James Smith	September 24, 1979	4
Willie Limbrick	September 5, 1980	3
Olivo Lopez	September 15, 1980	3

TRAILER SALES AND SERVICE

	Employment Date	Years With Co.
Marilyn Ivy	September 12, 1962	21
Ada Beck	September 17, 1965	18
Baine Adams, Jr.	September 8, 1976	7
Richard Wallace	September 27, 1976	7
Gene Gonzales	September 20, 1979	4
Larry Grimes	September 1, 1980	3

LUFKIN INDUSTRIES, INC.
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Address Correction Requested

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COVERS

Front: Rick Neal, sales representative, visits with a LUFKIN customer, Ben Clark of Bow Petroleum, Inc., on location in Roosevelt, Utah, a 7-hour drive from the nearest LUFKIN office in Casper, Wyoming. For the story, see pg. 7.

Back: LUFKIN gear reducers, like these in a Birmingham, Alabama steel mill, are critical components in industrial production and marine propulsion systems. Should problems develop, prompt action by a LUFKIN service representative could save the customer thousands of dollars. For the story, see pg. 2.

Photographs by David Freeze.

LUFKIN ROUNDUP

Volume 40, Number 9, 1983

Published monthly by Lufkin Industries, Inc., for active and retired employees and their families. Produced by the Public Relations Department: Virginia Allen, Director, P.O. Box 849, Lufkin, Texas 75901. David Willmon, Managing Editor; Elaine Jackson, Staff Writer; David Freeze, Manager, Photographic & AV Services; Tom Johnston, Photographer.

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