

LUFKIN

ROUNDUP

July 1987



From The President's Desk

On The Move



Time goes by so rapidly. We often underestimate the accomplishments that can be made in the long run and we tend to overestimate our capabilities in the short run. The following are some of the major programs that are in various stages of completion throughout the company. It is extremely encouraging to realize that in every part of the company, we are making progress. Our company is undertaking many new projects using better methods, the customers are being served better, costs are being reduced, and productivity is being increased. The following is a brief listing of some of these projects.

TRAILER DIVISION

New trailer service centers:

Lowell, Arkansas

A 15 acre site has been purchased and ground has been broken for the new trailer service center. This will be a new location that will serve the northwest Arkansas area and will open new markets so that we can provide better service to the customers in that area.

Dallas, Texas

A 7-1/2 acre site has been purchased. Located on Interstate 35, this site was purchased from Fruehauf and is across the street from our existing location. The building will receive a complete remodeling and refurbishing, and it will serve as a center for used trailers as well as a new trailer sales and service center.

Lufkin, Texas

Major renovations and improvements are being made on the trailer manufacturing area, with extensive improvements being made on the pierce rivet machine. Improvements will also be made throughout the whole manufacturing operation as we move toward a just-in-time, state-of-the-art operation.

MACHINERY DIVISION

The Foundry now has the ductile iron facility and the small casting facility completely operational. The

start-up of these units has allowed considerable improvements in the quality of our castings, as well as the cost to produce them. The foundry is also seeking many new markets for castings and has secured orders across the U.S. for quality castings. The foundry is the unquestionable leader for quality castings across the U.S.

Structural Shop-The quest for outside business has prompted the structural shop to go far and wide seeking new business. The manufacture of a sawmill for Temple-Inland has been completed and other outside customers have been acquired. Many new improvement projects are underway that will help reduce the costs and improve the quality of our standard products.

Machine Shop-Work continues on manufacturing cells which have produced a considerable reduction in lead time and are showing substantial improvements in quality and productivity.

INDUSTRIAL SUPPLY DIVISION

Industrial Supply has opened a new sales center in Jasper which will serve the Deep East Texas industrial area and will provide a much broader market for all of the products handled by the Industrial Supply. Many improvements have been made in the handling, distribution, and warehouse functions so that we can deliver the product to the customer quicker and better.

Throughout the company, it is obvious that LUFKIN is on the move again. The interest, enthusiasm, and spirit of everyone is contagious and is very encouraging. We have been through some difficult times, and certainly these difficult times are not behind us yet, but it is important to realize that each of us can have a significant effect on the outcome of our operations.

Let's continue to search for better ways to do everything, to serve the customer better, and to help each other succeed.

Frank B. Stevenson

Around The Plant

More

Than

Trailers

by Sharon Henderson
photo by Viron Barbay

Back in early 1980's, the Trailer Division took part in the manufacturing of oil field pumping units due to the enormous demand. In fact, in 1981 2,156 units were built by the Trailer Division with total sales of over \$6 million; however, this is not the only non-trailer product to be manufactured at the Trailer Plant. The Structural Fabrication Department's participation in the Temple-Eastex sawmill project in Buna, Texas has allowed the Trailer Division to once again use their facilities and equipment on outside projects - this time for constructing conveyor beds for the sawmill which will run at distances of 215 and 320 yards.

Almost one year ago the Trailer Division purchased a programmable press brake that offered state of the art technology and provided more advantages than other types of equipment found in the company, therefore; the Trailer Plant became the most logical place to manufacture this particular item. Earl Dover, Production Manager for the Trailer Plant, said the advantage of the press break being programmable allows a break at ninety degrees, sixty degrees or any other degree to occur without a manual

change each time. This allows the process to be more efficient.

More importantly than the equipment used or the part built was the enthusiasm of the workers. Although only two people (the operator and a helper) worked on the project at one time, several employees worked overtime and volunteered to be a part of this project. Dover says company attitude has a lot to do with employee devotion. "We emphasize working together toward making the company strong and I think the employees are sincere in wanting to be a part of it."

Dover noted that the difficulty and uniqueness of the conveyor bed emphasized the capabilities of the Trailer Plant to handle these type of projects. Although they are not looking for other projects, Dover says, "If our services are needed, we're available."

As for their part in the project, the Trailer Division has completed manufacturing; however, if more parts are needed or another project becomes available they will again be involved. After all, the Trailer Division makes more than just trailers.



A Stroke

Of Genius

by Kurt Martin
photographed by Viron Barbay

W. Z. Hutson and John Bridges stabilize the samson post assembly as it is positioned by crane over the C1280 substructure.

The 75,000 pound behemoth towers 39 feet above it's observers as structural craftsmen piece the mechanical puzzle together. Discerning eyes and cameras record the workers hoisting steel, aligning joints, and tightening bolts as this new product, born of Product Engineering's ingenuity and the Machinery Division's manufacturing prowess, enters the oil world as the LUFKIN C1280-365-192 conventional design oil pump.

One million two hundred eighty thousand inch pounds of torque twist out of the gear box to the cranks which teeter the walking beam, giving the structure lifting power to 36,500 pounds. The gearbox and structure have been combined over the years, but the giant sixteen foot stroke sets this unit apart from all previous, allowing the C1280 to consume almost 3000 barrels of fluid each day.

Such a dependable appetite prompted the purchase of the huge unit by C.P.F./TOTAL, a French oil company operating in Tunisia. The C1280 was chosen to pump a shallow but highly productive well.

John Fincher, salesman for LUFKIN'S international sales office in Houston explains, "The unit's design allows higher production





Left: W.Z. Hutson (top), John Bridges (middle), and T.J. Reynolds (bottom), guide a counterweight into position for mounting on one of the C1280 cranks.

Above: John Bridges, strapped by a safety belt to the walking beam, adjusts the horsehead alignment bolts.

rates from shallow wells and competes very well against electric submersible pumps. The need is to pump as many strokes per minute as possible yet prevent shock loading which can occur with other designs when operated at high speeds. The conventional design is well suited because of its relative slow speed during the down stroke."

Shock loading develops when the pumping unit downstrokes faster than the rod string can fall back into the ground. The rod string catches up with the pumping unit causing the weight of the rod string to collide with the tremendous pulling power of the pumping unit. This condition prevents use of pumping units which feature designs incorporating fast downstrokes.

Another factor in TOTAL's choice is the relatively short life of submersible pumps, approximately two years, compared to LUFKIN's conventional pumping units. Many fifty year old LUFKIN pumping units continue running strong today.

Buck Creek structural fabrication department was the location for the assembly of the C1280 and an M912. C.P.F./TOTAL sent an engineer to learn the erection process of both units and LUFKIN's corporate communication department recorded the process on film and video tape. "We are in the process of revising our assembly manuals so we needed photographs of a unit at various stages of assembly, plus the customer wants a videotape of the procedure for future reference," Cecil Hunt, chief

engineer of oil field division said.

The purchase of this single C1280 will allow C.P.F./TOTAL to evaluate the product and if it proves successful then LUFKIN will enjoy future sales to them. But the availability of the C1280 may open some other doors. "Its ability to produce large volumes of fluid from shallow wells may make it competitive against submersible pumps in some of the California oil fields," Hunt said.

LUFKIN has dominated the oilfield with big pumping units for many years. Units such as the Air Balanced A2560 and the Mark II M1824 tower over the competition. Bigger units in the conventional line are planned in the future as Hunt indicated that engineering has preliminary designs for a C1824 conventional pumping unit on the drawing board. Commenting on the C1280, Hunt said, "When it comes to units of this size LUFKIN's the only game in town."

Standing at the base of this C1280 leaves you in awe of its size. And though it sits silently you can still sense the tremendous power it unleashes. But there is even more power in what this pumping unit symbolizes.

It symbolizes the resourcefulness and devotion of the employees who sold, designed, molded, cast, machined, welded, and assembled not just a product or service, but a solution to a customer's need.



PROMOTIONS



Paul Tuscana

Paul Tuscana was promoted from Storekeeper to Reporting Clerk at the Foundry. He has been with LUFKIN for twelve years.

Tuscana is a graduate of Nacogdoches High School and Stephen F. Austin State University where he was social chairman and fundraiser for the Pi Kappa Alpha fraternity.

A member of Sacred Heart Catholic Church in Nacogdoches, Tuscana enjoys all kinds of sports, with travel and cooking as his hobbies.



Tim Stacy

Tim Stacy has accepted the position of Internal Auditor, moving from Operations Analyst. Stacy is a graduate of Eisenhower High School in Houston and received a B.B.A. in Management from S.F.A.. He joined the Company in 1981 as a Shop Floor Controller then moved to Operations Analyst before accepting his current position.

Stacy and his wife Karen have a five month old daughter named Hannah Joy. Stacy enjoys raquetball, basketball, hunting and playing the guitar.



Allen Whitaker

Allen Whitaker has been promoted from Reporting Clerk to Assistant Lead Controller at the Foundry Division.

Whitaker, who joined the company in 1976 as a Storekeeper, is a graduate of Nacogdoches High School. He has also attended Angelina College.

Whitaker enjoys hunting, fishing and playing softball.



Kenneth LaRue

Kenneth LaRue has been promoted from Mold Machine Operator A to Foreman 8 at the Foundry Division.

LaRue, a 1973 graduate of Lufkin High School, joined LUFKIN in 1976 as a Molder Helper. He had a personal goal of playing pro baseball after being scouted by the Kansas City Royals and San Francisco Giants. His father James has been employed with

Lufkin Industries for 32 years.



Jim Partridge

Jim Partridge, Vice President and Manager of Engineering, was elected Treasurer of the American Gear Manufacturing Association for 1987-88 and officially inducted June 1, 1987 at the Annual Meeting of the AGMA. He also continues to serve on the twelve man Board of Directors and has done so for the past four years. Partridge has been involved

with the AGMA for the past twenty years and accepted the nomination as treasurer approximately five months ago and through letter balloting was elected into that position.

As treasurer, Partridge will handle the finances of the AGMA and as a member of the board he will be involved in running the organization as well as writing and revising standards and approving or disapproving recommendations to the board. In the past, the board has written and published gear standards that have been and are continued to be used worldwide. Partridge is currently Executive Committee Chairman of the Product Division and the Technical Division Committees. These committees will submit recommendations to the board.



LaVan Watts

LaVan Watts was elected Director of the Truck and Trailer Manufacturers Association during their annual convention in Tuscon Arizona, April 10-15. Watts is one of fourteen directors for the 1987-88 year.

Before the convention, Watts was contacted in regard to his nomination and accepted the invitation. Having been involved with the TTMA for over ten years and past chairman of the Engineering Committee, Watts felt his past participation led to the nomination.

Some of the issues the board will be dealing with will be setting direction for the association regarding policy changes and updates, as well as finances. More importantly, the board will be approving or disapproving recommendations made by two sub-committees, the Engineering Committee and the Tank Conference. These committees will be submitting ideas on technical bulletins and standards which the board will discuss and make final decisions. The board will also be concerned with the way taxes will be affecting the industry and the position of the association in regard to political policies.

JULY ANNIVERSARIES

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| <p>Accounting</p> <p>Edgar Davis 31 Freddie Teal 8</p> <p>Canada</p> <p>Tan Nguyen 5 Freddie Sardena 5 Son Hong 5</p> <p>Corporate</p> <p>Frank Stevenson 31 William Trout Jr. 30 Mike Penn 22</p> <p>Engineering</p> <p>Ken Beckman 15 Melba Parker 10 Johnny Melton 9 Ellis Gorman 8</p> <p>Final Assembly</p> <p>David Rivers 18</p> <p>Foundry</p> <p>James Larue 33 John Norman 25 Lee Patton 25 Billy Saxon 21 James Gilcrease 21 Larry Vann 21 Jerry Palmore 19</p> | <p>William Austin 17 George Martin 17 Jerome Thompson 17 Richard Rusher 15 Troy Smith 14 Gary Selman 14 Mattie Wilson 13 Georgia Bryan 13 Jesse Brooks 12 Gerald Coutee 12 Odis Hamilton 11 Michael Bellamy 10 Leonard Sweat 10 Louis Dunham 9 Roy Elliott 9 Charles Mark 8 Danette Gainer 3 Dewey Wells 2</p> <p>Industrial Supplies</p> <p>William Morgan 17 Charlene Cortines 15 L. J. Loving 10 Charles Watts 9 Kemy Moulder 6 Terry Akers 4 Tim Becket 1</p> <p>Machine Shop</p> <p>Charles Chamblee 26 Robert Harris 25 Billy Gardner 24 Dennis Flowers 23 Phillip Lowery, Jr. 23 Larry Arnold 23</p> | <p>Morgan Flounoy 22 Charles Smith 20 Chester Mitchell 20 William Curl 19 Harold Rogers 19 Charles Cole 17 Joe Grimes 17 Jerry Sandlin 16 Bobby Colbert 15 Jerry Wigley 15 Glenn Brock 14 Arron Clinton 14 Ronald Brown 14 Edward Butler 14 Jack Gaston 14 Linda Russell 13 Harry Mewbourn 13 Charles Anderson 13 Jim Marshburn 12 John Halsell 12 David Lee 12 Billy Kittrell 11 David Frederick 10 Ralph McClain 9 Tony Ellington 9 Ray Manley 9 Don Wall 8 Curtis Massingill 8 Phillip Williams 8 Worth Haggerton 3</p> <p>Machine Sales</p> <p>John Rouse 13 Howard Cordell 6 Francisco Frausto 6 Christopher Peterson 1</p> | <p>Personnel</p> <p>George Roach 10 Carl Christopher 8 Wayne Palmer 7 James McGee 7 Susan Campbell 6</p> <p>Purchasing</p> <p>Jimmy Little 7</p> <p>Structural Fabrication</p> <p>Ronald Smith 22 Lester Ener 13 Lenosker Lockheart 12 Noel Marshall 12 J. Burrell 12 Charles Calhoun 12 William Massingill 10 Rogelio Reyes 10</p> <p>Trailer Plant</p> <p>Joe Jumper 26 Winfred Molandes 26 Robert Adams 20 Donald Wier 19 Samuel Alfred 18 Charles Warrick 18 Freddy Drury 17 Ernest Watkins 15 Martha Roberts 14 Henry Apkins, Jr. 12 Elbert Maiden 12 Peedikayil Joseph 11</p> | <p>Luther Patton, Jr. 11 James Goolsby, Jr. 10 James Hodges 10 Cecil Malone 10 Joseph Bevil 9 Timothy Teel 9 David Craven 9 Patricia Tyler 9 Albert Lane 9 William Lambright 8 Steven Hazard 7 Jon Monzingo 7 Cleophas Irby 6 Hugh Poulard 4 Jerry Williams 4 Virgil McKinney, Jr. 4 Jerry Wells 4 Phillip Wells 4 Fred Franklin 4 Kenneth Sanches 4 Marvin McKnight II 3 Bobby Watts 3 Gary Pierson 3 Danny Rodgers 3 George McMullen, Jr. 3 Jose Ibanez, Jr. 2 James Nease 2 Glenn Ewing 2 David Ferguson 2 Linda Wilkes 2 Kerwin Mitchell 2 Carlos Acevedo 1</p> <p>Welding Shop</p> <p>Clarence Owens 16 Stephen Simcoe 13 Donald Baker 12</p> |
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Promotions continued. . .

LaRue and his wife Nedra have three children, Glot-rese, 12, Kenneth Jr., 8, and Kason, 7. LaRue enjoys baseball, basetball, football and riding motorcycles.

BACK COVER

Ray McCallister installs the core of an upper motor bracket for U.S. Motors. Alfred Navarro cleans a vertical pump bowl for the Johnston Pump Company. It is the largest to date. Julius Cox pours the iron into a closed mold which will become a scroll rotor, purchased by York International, for the air conditioner on a U.S. Naval Trident submarine.

JULY COVER

Engineer Jeff Bordelon looks over the blueprints of the world's largest conventional unit with Mohamed Habid, a representative from CPF/TOTAL. The French oil company has purchased several of these units along with Mark II's. Mohamed was visiting LUFKIN to observe and learn the installation.

THE ROUNDUP

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The Lufkin Team

In This Issue...

From The President's Desk

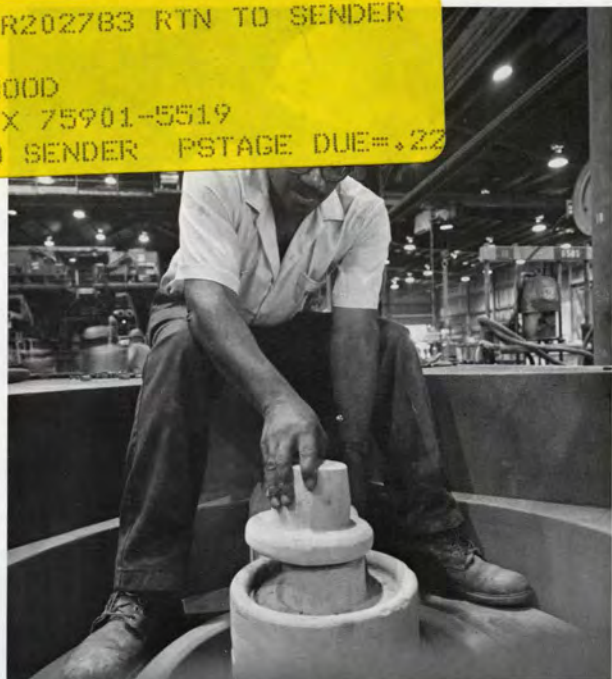
Around The Plant 3

A Stroke of Genius 4-5

Promotions 6

Anniversaries 7

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