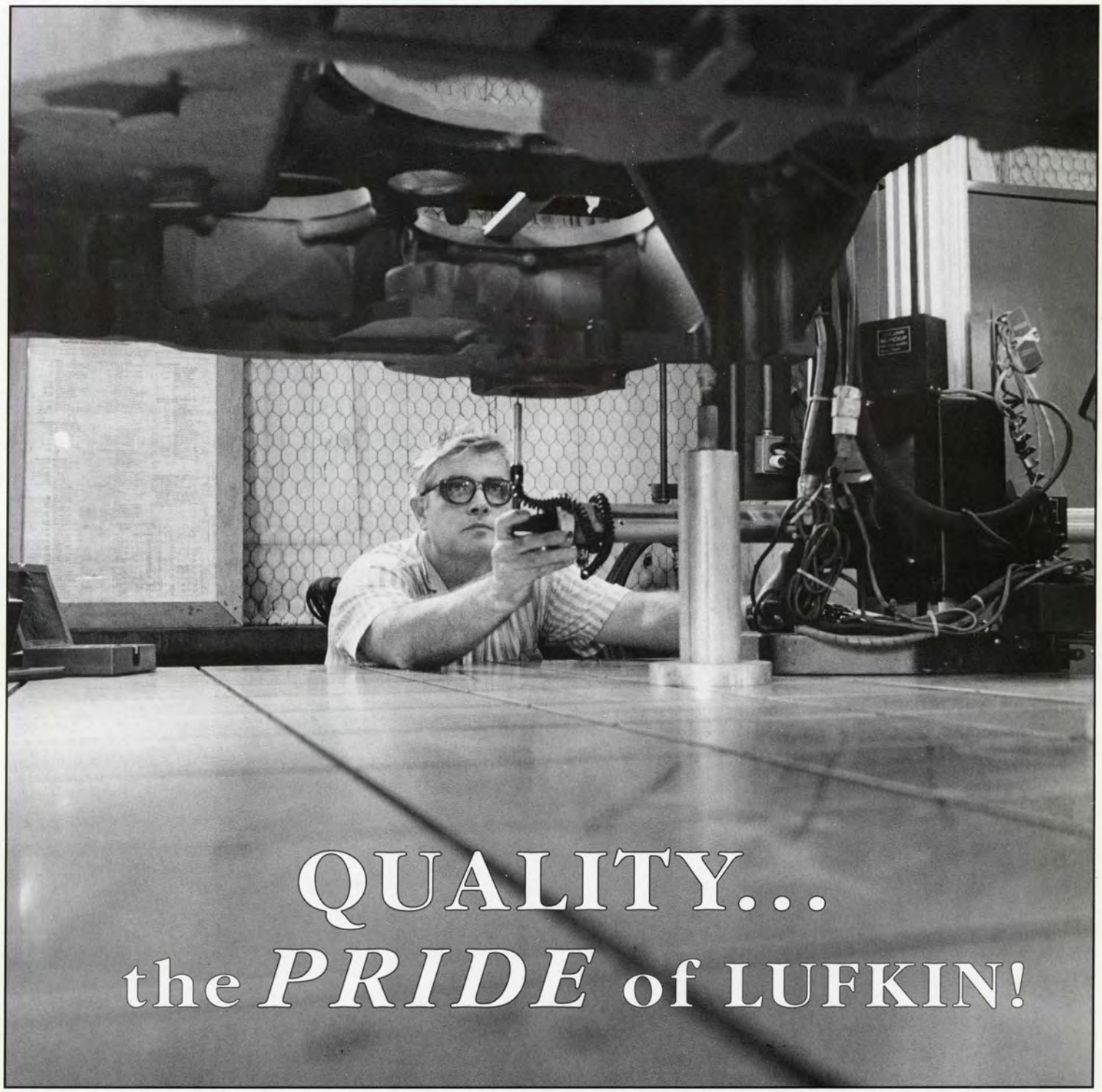
Copied from an original at The History Center, Diboll, Texas www.TheHistoryCenterOnline.com 2013:023

LUFKIN

ROUNDUP

AUGUST 1990

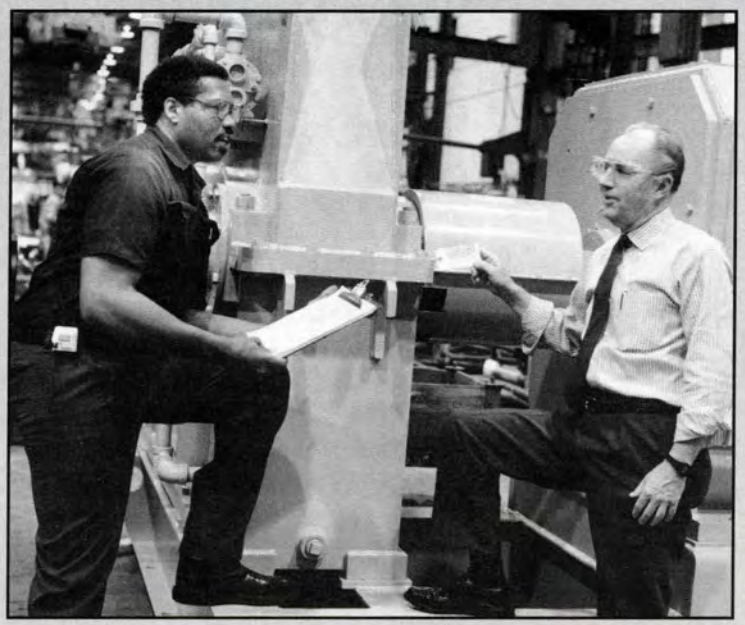


Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

Walking around LUFKIN

...I'm constantly amazed at the tremendous number of pieces in our manufacturing puzzle. I'm also struck with how important it is to ensure that *every* piece of this puzzle is designed, manufactured, handled and delivered with the utmost in quality.

Every one of us must do everything that we can in each step of our processes to make sure that our customers are being served by our products. During our eighty-eight year history, LUFKIN has always strived to *exceed* customer expectations in all of our products and services.



Everywhere I look, I see that our competition has increased. The quality of our competitors has improved, as has their price competitiveness. Therefore, our quality and competitiveness cannot afford to simply maintain current levels... they must continually improve.

Our reputation for producing superior products and services is well established, but we can't afford to rest on *yesterday's* reputation. Tomorrow's good name is being manufactured *today*.

It is important to realize that for us to attain and/or maintain leadership in our product lines we must provide the customer with more real value than he can get elsewhere. This means that each of us must put quality into every piece of the puzzle that we see.

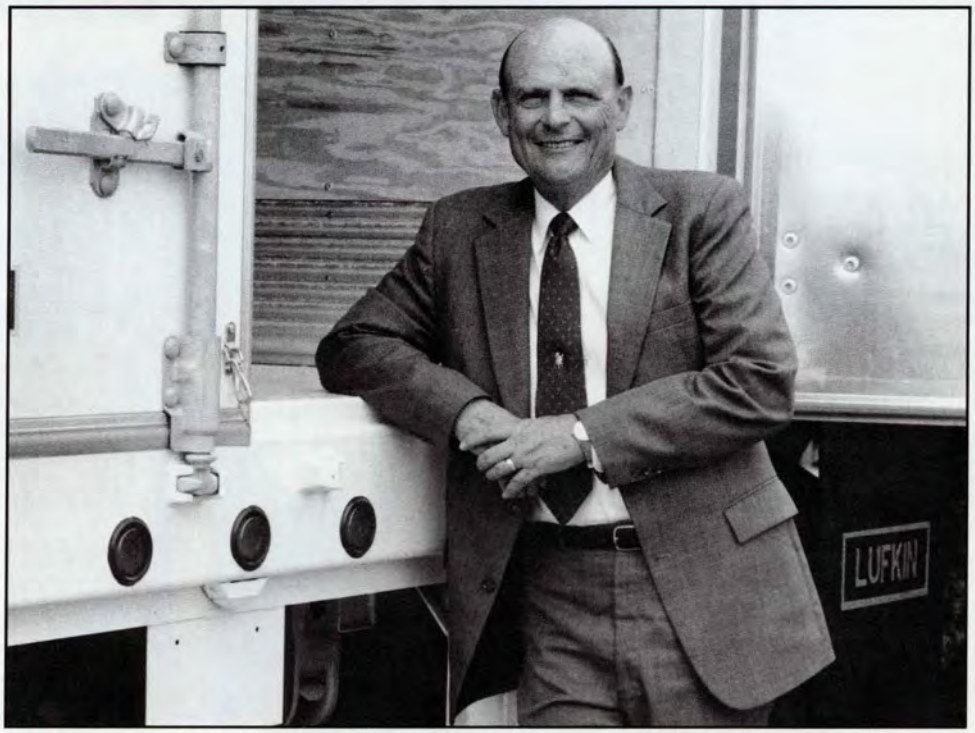
We have a wonderful tradition of being a quality and value leader — let's continue that tradition as we strive to serve our real boss... the customer.

F B Stevenson

Frank B. Stevenson

Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

For Immediate Release



LUFKIN INDUSTRIES, INC.

NEWS RELEASE:

LUFKIN Trailers announces the appointment of Jim Barber to the position of Director of Marketing and Sales.

Mr. Barber was formerly Vice-President of Welded Products with Fruehauf Corporation. He served Fruehauf in various capacities over the last 34 years, primarily in the Hobbs Trailer division. His diverse background in the trailer business includes engineering, manufacturing and sales.

According to LaVan Watts, LUFKIN Trailer Vice-President, "Jim is most respected in the industry and it is an honor and pleasure to have him on the team at LUFKIN Trailers."

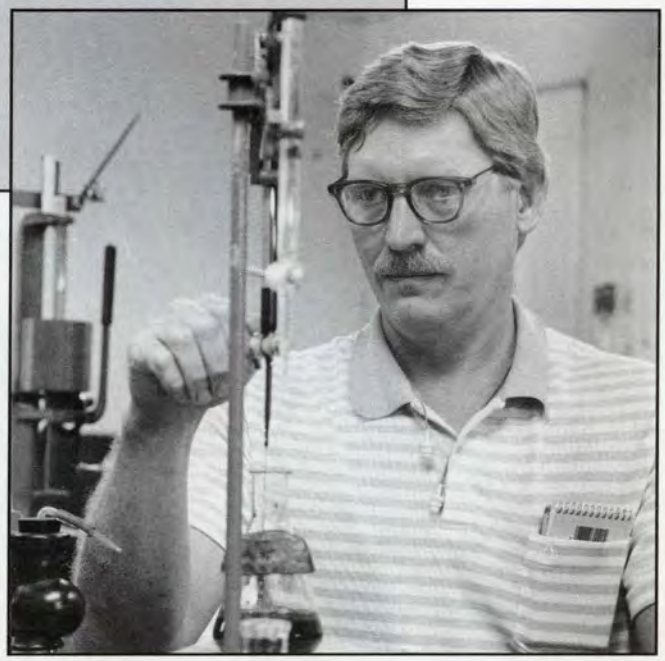
-30-

Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

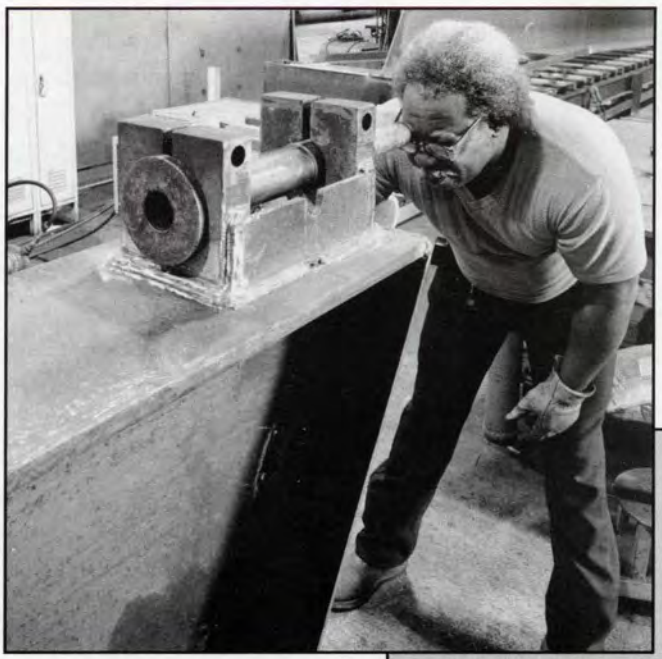


Clifton Foster, Inspector in the Machine Shop, compares the bore diameter on a gear box against the specifications on the blue print.

Danny Melton, Sand System Supervisor in the Foundry, runs a chemical test using *methylene blue* to check the clay content in the impact sand system to ensure consistent quality in every LUFKIN casting.



ASSURING QUALITY... One piece at a time



Willie Washington, Inspector at Buck Creek, uses a 4X scope to sight down the bore of the bearing carrier on a walking beam, ensuring proper alignment, which assures proper assembly on site.

FRONT COVER: James Bennett, Foundry Process Inspector, utilizes modern testing equipment to verify the dimensional accuracy of all surfaces of the casting.

Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

QUALITY — the *PRIDE* of LUFKIN!

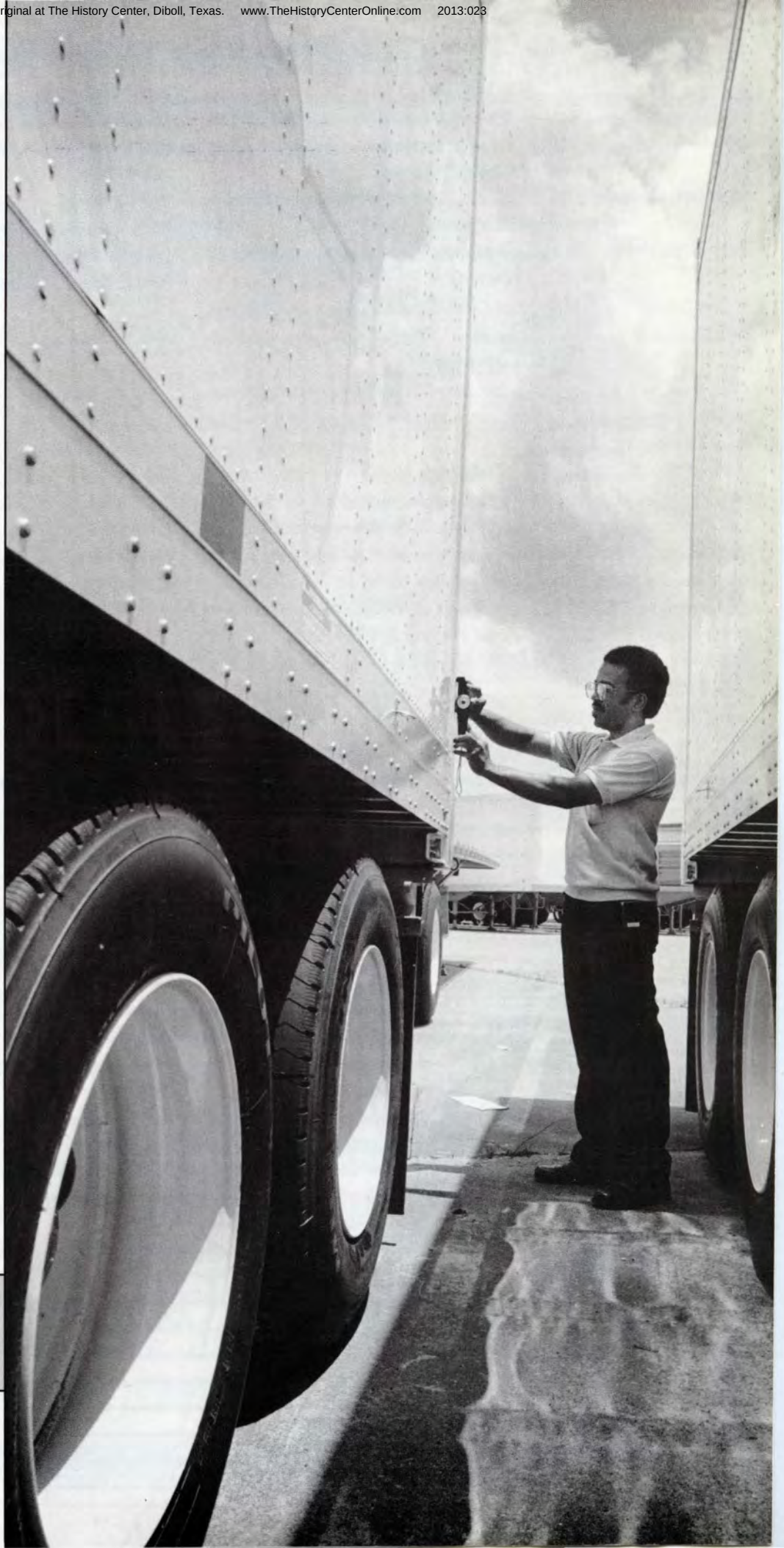
Every single person and process is *important* in LUFKIN's quality assurance program.

Every person and every task have a direct impact on the quality of the product which goes to our customers.

As our history has proved... and our continued growth demands —

IF IT SAYS LUFKIN...

IT'S THE BEST THERE IS!



Sylvester McClain, Quality Assurance Manager at the Trailer Division, makes the final check on the paint thickness of a finished van.

Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

On The Road To Success

ACCOUNTING

Don Lorenz.....Programmer/Analyst to Systems Analyst
Donna Owens .....Programmer/Analyst to Systems Analyst

ENGINEERING

Sheila Whitaker .....Part-time to Secretary B

FABRICATION

Thomas Burnett.....Machine Op Struct II to Machine Op Struct III

FOUNDRY

Robert Drouet .....General Foundryman to Storekeeper
Otis Thompson .....General Labor to Sand Lab Technician

MACHINE SHOP

Gary Boyd.....Heat Treat Helper to Heat Treater
Robert Champion .....Laborer to Machine Operator Trainee
Mozell Darden.....Part-time to Clerk 4
Garland Davis.....Laborer to Machine Operator Trainee
Lacy Ford.....Machine Operator A to Machinist
Luis Garcia.....Machinist Helper to Machine Operator Trainee
Van Graham.....Machine Operator Trainee to Machine Operator A
J.L. Horace.....Machinist Helper to Machine Operator Trainee
Dennis Hulett.....Laborer to Machine Operator Trainee
David Jinkins .....Supervisor 10 to Integrated Operations Manager
David Jinkins, Jr. .....Machine Operator B to Machine Operator A
Jeffery Kirkland.....Laborer to Truck Operator
Juan Lopez.....Machine Operator Trainee to Machine Operator C
P.J. Lowery.....General Foreman 1st to Production Manager, Machining
Robby Malone .....Electronic Trainee to Electronic Technician
Don May, Jr. .....Laborer to Machine Operator Trainee
Bobby McMullen .....Machine Operator Trainee to Machine Operator B
Ronald Pope.....Machinist Helper to Machine Operator Trainee
Paul Shurley.....Laborer to Machine Operator Trainee
Charles Smith.....Machine Operator Trainee to Machine Operator B
Derrick Stewart.....Machine Operator Trainee to Machine Operator A
Steven Ward.....Machine Operator Trainee to Machine Operator A

PERSONNEL

Alex Rodrigues, Jr.....Part-time to Security Officer

PUMPING UNIT SALES

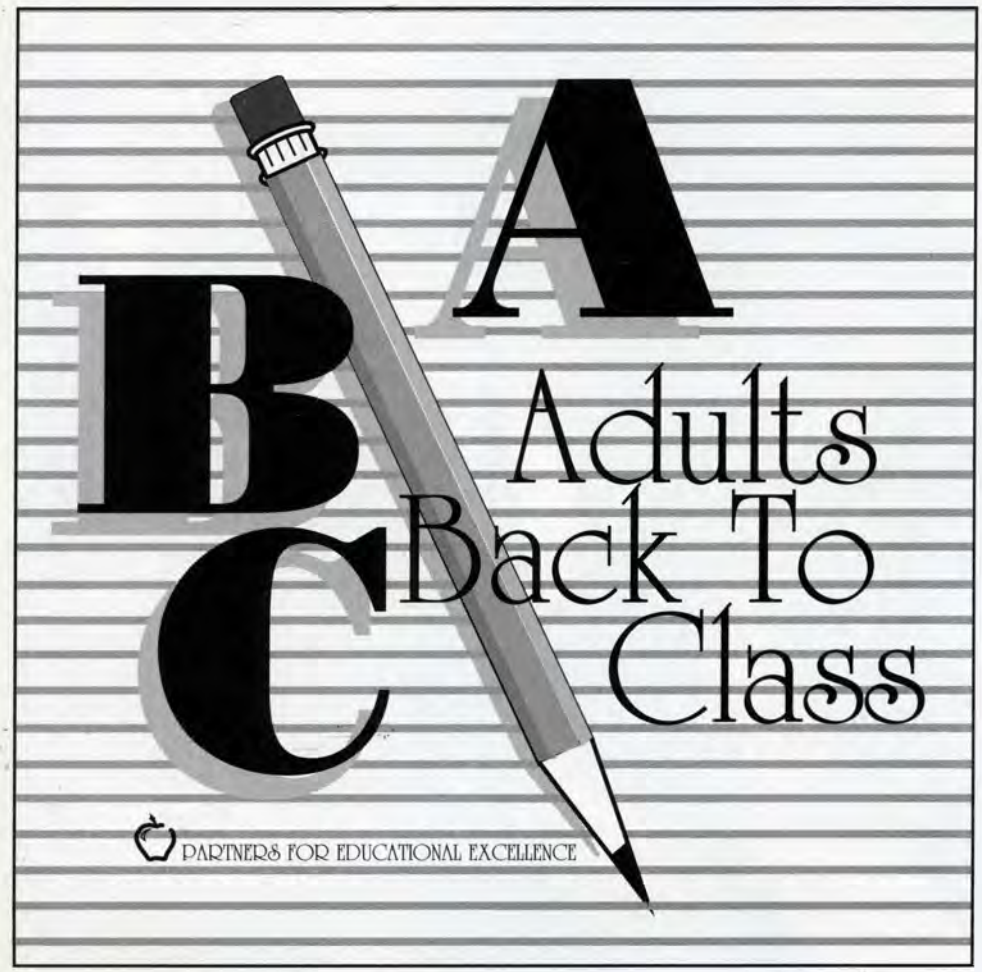
Benjamin Sanchez .....Shop Mechanic Trainee to Shop Mechanic B

TRAILER

Stephen Barkley.....Electronics Trainee to Electronic Technician
Jessie Brooks .....Painter B to Painter A
Billy Bynum .....Welder Specialist to Foreman 9
Israel DelToro .....Material Handler B to Cleaner Grinder
James Green.....Trailer Builder A to Inspector
Randall Havard .....Electronics Trainee to Electronic Technician
Michael Menefee .....Painter B to Painter A
James Stuckey .....Helper to Painter A

TRAILER BRANCHES

Phillip Gifford .....Mechanic Helper to Mechanic B
Gabriel Perez .....Mechanic B to Mechanic A
Bill Waggoner.....Assistant Shop Foreman to Service Manager



September has been proclaimed ADULTS BACK TO CLASS month in Angelina County.

LUFKIN employees are encouraged to visit a public school during the month.

Just as your involvement in all phases of your job is important, so is *your* involvement in your local school!

Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

AUGUST ANNIVERSARIES

Accounting
Sondra Bennett 11
Doug Holland 9
Ken Baker....6
Kevin Buchanan 5

Canada
Don Mousseau....10
Freddie Sardena 9
Norm Cleary 3
Bryant Diachuk 1

Engineering
Joe Varga....29
Charles Teutsch 25
Tony Stephens....11
Andrew Jordan, III....3
Katherine Hall....2
Angela Bailey 2
Epafrodito Ramos....1

Fabrication
James Oates....40
Joe Watson....36
George Branton 36
James Thomas 32
Willie Chatman....24
James Thompson....24
Larry Caddell....23
David Richard....21
Troy Johnson....20
Willie Washington 19
William Loche....18
Armon Thrasher....18
Milton Grimes....16
Doris Hooper....16
George Johnson....16
John Hodges....15
Ira Mott....15
Talmadge Hyde....12
Jimmy Jackson 12
Craig Anglin....11
Theodore Perez....11
Sherry Donnell....11
Thomas Sanders....5

Foundry
Roy Tullos 28
Billy Bryce 21
Donna Parish....20
Marvin Free....20
R. L. Ross, Jr.....19
Melvin Harris....18
Bobby Allen....17
Thomas Jenkins....17
John Moore 16
R. V. Horace 16
John White....15
Willie Bryant 14
Alfred Navarro 14
James Malone....13
Charles Winthrop....13
Roger Hurts 12
John McElwee....12
James Craven 12
Everardo Luna 12
Marcos Rodriguez....11
Eleazar Carrillo....11
Rodney King....9
Kingsley McKay 6
Armando Ortiz 1
Jose Ramos....1
Hugo Ramos....1
Jose Diaz....1
Mario Maure 1

Gear Sales
Mike Kartye....24
Diane Farrior....12
Gloria Bowen 6
Mark Beavers....5

Industrial Supplies
Jack Green 34
Van Hooker 18
James Hudiburgh 9
Jenny King....9
Jerry Wood 7

Machine Shop
John Smith....35
Leonard Avery 35
JoNell Ashby 29
William Calvin....29
Dennis Hopper....26
Eddie Mitchell 24
Ray Stephens 24
Vernon McAdams 24
Rayburn Grimes, Jr.....23
Larry Powell....21
Hubert Pittmon 21
Vernice Roebuck 21
Larry Blanton 20
David Hartman 20
James Davis....19
Thomas McFarland....18
Arnold Cole....18
Jerry Luce 18
M. C. Freeman....18
Maurtis Janson....17
Robert Spencer 17
John Sigler 16
Michael Miles 14
Donald Spicer....13
Renee' Turner....13
Alexander Koshy....13
Paul Crawford 11
G. W. Sission....11
Joe Wilson 11
Carl Kiel....11
Frank Pachicano 11
Gene Hargis....9
Larry Walker 9
Cullen Reynolds 6
Danny Casanova 3
Jerry Ferguson 3
Lanell Smitherman....3
Robert Fredericks 3
Randal Doss 3
Dwayne Bynum....1
Wesley Walton 1

Order Department
Bill Williams 14
Pat McGill 10

Personnel
Ray Hall 28
Billy Redd 12
Ann Harris....9

Pumping Unit Sales
Pat Stanley 24
Terry Orr 14
Bernard Foster, Jr. 6
Cary Haenelt 5
Johnny Stafford....2
William Goodwin....1

Trailer
Gene Nelson 28
Carter Olds 27
Dean Brown....26
Allen Fancher 26
Jesse Landers....26
Charles Skipper 26
Robert Thigpen 26
John Lewis....25
Robert McBride....23
James L. King....22
Donald Kendrick 21
Sherman Blanton....20
Billy Thomas 18
Louis Ross....18
William Dykes 18
Charles Reeves....16
Joe Taylor....16
Lloyd McFarland 15
William Hollingsworth 13
Ronnie Jones....13
Craig Person....13
Charles Davis 13
David Ackerman 12
Jose Diaz....11
Arthur Hadley....11
Anthony Burrell....10
Oran White....7
John Bullock....7
Charles Allen 7
Jimmy Hadnot....7
Jeff Jefferson....6
John Molandes 6
Francisco Perez....6
Keith McKnight 5
Jackie Forrest....5
David Grimes 5
Jo Ann Tyler....5
Stephen Barkley 3
Garry Campbell....3
Jeffrey Corey 2

Trailer Branches
Don Butler 34
Floyd Bates....30
Norman Coleman 26
William Money....21
William Bucklew 7
Daniel Hazard....5
Jerry Mosley....5
Ralph McCullar....3
Hermilo Najera....3
Henry Mancha....3
Joe Burch 2
Guy Hagood 2
James Young....1

Robert W. Hail (1945-1990)

Bob Hail, a long-time LUFKIN employee, who was most recently LUFKIN's District Manager for pumping unit sales in Casper, passed away suddenly in May. All LUFKIN employees join with Bob's family in mourning the passing of this fine man.

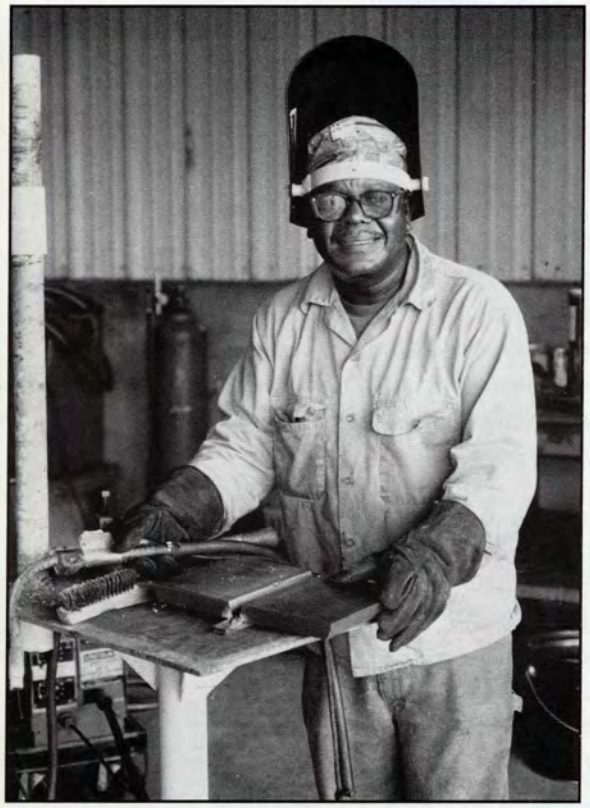
Copied from an original at The History Center, Diboll, Texas. www.TheHistoryCenterOnline.com 2013:023

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

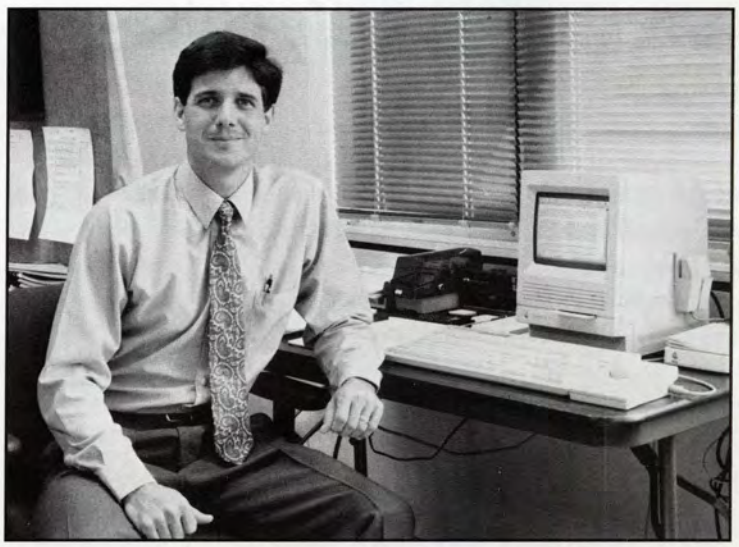
BULK RATE
U.S. POSTAGE
PAID
Lufkin, Texas
Permit No. 10

Address Correction Requested

The LUFKIN Team



Marvin Tarver, Welder B, Buck Creek



Rick Morris, Operations Analyst, M.I.S.



Tommy Butler, Painter A, Trailer

THE ROUNDUP

VOLUME 47, NUMBER 8, 1990

Published monthly by Lufkin Industries, Inc.
P.O. Box 849, Lufkin, Texas 75902-0849.
For active and retired employees and their families.

James Horton, Director of Personnel and Corporate Communications

Michael Mark, Editor

Viron Barbay, Senior Photographer