ROUNDUP

LUFKIN



20th ANNUAL AWARDS BANQUET

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WALKING AROUND LUFKIN

For the first time in several years the outlook for the next year is very positive — promising numerous opportunities for all of us. In 1990, many of the markets that we have cultivated over the years began to be transformed from developmental to bearers of actual orders. Our broad strategy of developing markets in addition to the oilfield market has begun to bear fruit.

"Never before have we produced so many different products, serving so many different markets. Never has so much opportunity faced us and never has our reach and scope been so far in the international markets."

This surely is one of the most exciting times in the near 90-year history of our company. Never before have we produced so many different products, serving so many different markets. Never has so much opportunity faced us and never has our reach and scope been so far in the international markets. This is truly an exhilarating time to be part of the LUFKIN Team.



This Roundup features the annual awards banquet. It was a great experience to see a packed Civic Center, as approximately 300 LUFKIN Team members received service awards. As we have come through the difficult times and now are going into the somewhat better times, it is important to realize that the transition has all been because of dedicated LUFKIN Team members serving in every type of career and in every part of the world to assure that the customer is served and that the LUFKIN Team succeeds.

So as we look to the new — new products, new markets, new ideas — we at the same time honor those who served LUFKIN's goals faithfully over the years. The outlook for '91 and beyond is truly exciting. Let's work every day to give more service and value to the customer and to help each LUFKIN Team member achieve their own personal goals.

T. B. Stevenson

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AWARDS BANQUET

One hundred forty-nine LUFKIN employees, representing 2,575 years of combined service, were honored at the 20th Annual Lufkin Industries Awards Banquet, Saturday, December 1, 1990.

Over a barbecue dinner, the honorees and their guests were entertained by three LUFKIN Trailer Division employees — LaVan Watts, Vice-President; James Hodges, Parts Clerk; and Jeff Corey, Associate Engineer — who sang and led the crowd in Christmas carols.



Following the meal, newly named Executive Vice-President, Herb Green, in a State-of-the-Company address, told of the present business conditions at LUFKIN. This was followed by LUFKIN President and C.E.O. Frank Stevenson, who talked of LUFKIN's long history and the fact that people, not machines, have been the lifeblood of the Company

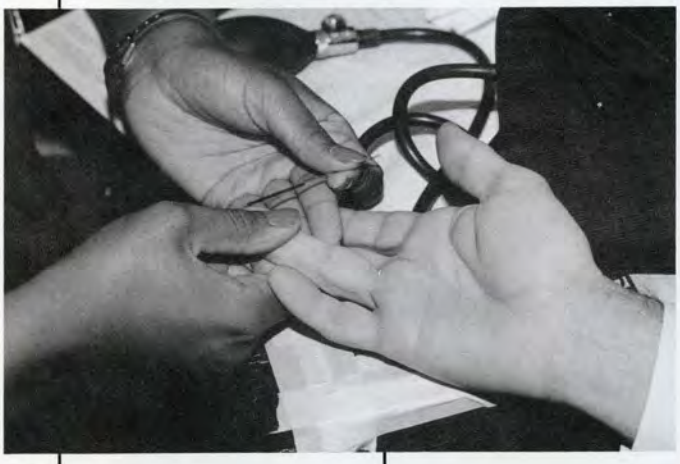
Finally, those employees who retired during 1990 were singled out for recognition.





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BLOOD DRIVE



The holiday season in December is a time for many annual events. Most are joyful and happy, but an unfortunate by-product of the holidays each year is an increased need for blood supplies at local hospitals and this is the driving force behind LUFKIN's annual blood drive.

Once again this past December, LUFKIN employees turned out to assist themselves and their communities by donating over 420 units of blood to the Stewart Blood Center. While this effort qualifies all LUFKIN employees for a donor insurance plan, it also boosts local supplies which are always stretched thin during the holidays.

As is usual in time of need, LUFKIN's heart — its employees — turns toward the good of all. Taking a phrase from the Stewart Blood Center, ''LUFKIN has again, given the gift of life.''







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NEWS RELEASE:

Herb Green was named Executive Vice-President at the quarterly meeting of Lufkin Industries' Board of Directors in November, 1990. Along with his present responsibilities for the Machinery Division, which involves the industrial gear, pumping unit, commercial casting and commercial fabrication product lines and their related manufacturing and support functions, he will be assuming more responsibility for the operations of the Trailer Division and the Industrial Supplies Division.

Since coming to LUFKIN approximately eight years ago, Green has served in the capacity of Materials & Information Systems Manager, Vice-President of Foundry Operations, Vice-President of the Machinery Division Manufacturing and was named Senior Vice-President in March 1990.

In a short talk at the December Awards Banquet, Green addressed the state of LUFKIN's business. While pointing out specifics, such as

- the dramatic increase in pumping unit sales,
- the continued rise in gear sales,
- the rapid growth of the fabrication and foundry special products lines,
- the acquisition of a winch line,
- the softness in trailer in sales and
- the growth in the Industrial Supplies Division,

he finished with an important point for all LUFKIN employees:

''This business isn't coming to us just because we're nice people and the market place wants to help us out! It results from the quality and reputation of LUFKIN products and the skill and dedication of the LUFKIN Team.''

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PROMOTIONS:

ENGINEERING

Mikki Walters . . . . . Secretary C to Secretary B

FABRICATION

Lawrence Flournoy . . . . . Laborer to Structural Worker B
Lupita Lerma . . . . . Helper to Burner A
Ira Mott . . . . . Structural Worker A to Welder A
Ronnie Sutherland . . . . . Helper to Painter

FOUNDRY

Raul Cabrera . . . . . General Foundryman to Molder Finisher
Juan Hernandez . . Core Machine Op B to Core Machine Op A
Jose Lopez . . . . . Molding Machine Op B to Molder Finisher
Hugo Ramos . . . . . Chipper Grinder to Molder Finisher
Jose Salazar . . . . . General Foundryman to Cleaning Machine Op
Luther Sharpe . . . . General Foundryman to Molder Finisher

MACHINE SHOP

Pedro Aguilar . . . . . Laborer to Machinist Helper
Michael Aldrich . . . . . Laborer to Machinist Helper
Jessie Amie, Jr. . . . . Machine Operator B to Machine Operator A
Ronnie Anderson . . . . Laborer to Machine Operator Trainee
Jeffrey Arriola . . . . . Laborer to Truck Operator
Rodney Baker . . . . . Laborer to Machinist Helper
David Blanton . . . . Machine Operator A to Assembler/Comm. Gears
Michael Brewer . . . . . Laborer to Machinist Helper
Garvin Bridges . . . . . Storekeeper to Stock Clerk
Dwayne Bynum . . . . . Machine Operator A to Machinist
Brenda Cable . . . . . Part-time to Clerk 5
Lynn Cummings . . . . . Machine Operator B to Machine Operator A
Johnny Davis . . . . . Machine Operator A to Machinist
Joe Freeman . . . . . Laborer to Truck Operator
James Glass . . . . . Assembler B to Assembler A, Specialist
Ronnie Gurganus . . . . Laborer to Machine Operator Trainee
Ricky Hampton . . . . . Machine Operator A to Machinist
David Hensarling . . . . . Machinist to Supervisor, Machine Shop Area
Leandro Horta . . . . . Laborer to Machinist Helper
David Joachimi . . . . . Laborer to Machinist Helper
Roger Mayes . . . Production Tech to Supervisor, Machine Shop Area
Randy Moody . . . . . Machinist Helper to Machine Operator Trainee
Carl Moore . . . . . Machine Operator B to Machine Operator A
Ronnie Pace . . . . . Machine Operator B to Machine Operator A
Samuel Price . . . . . Machine Operator B to Machine Operator A
Jim Pursley . . . . . Laborer to Machinist Helper
Reginald Robinson . . . Laborer to Machine Operator Trainee
Kenneth Spears . . . . . Machinist to Production Technician
Kyle Syler . . . Service Rep to Group Supervisor, Mech Maint
Lynn Turner . . . . . Laborer to Machine Operator Trainee
Keith White . . . . . Machinist Helper to Machine Operator Trainee

TRAILER BRANCH

Carlos Acevedo . . . . . Shop Foreman to Parts Manager

RETIREMENT GOSHKO

December 31, 1990, marked the retirement of Nester Goshko, a 16-year veteran in LUFKIN's pumping unit sales and manufacturing operations in Canada, who at the time of his retirement was Plant Manager in Edmonton.

At a year-end banquet Jim Riggs, Vice-President, Human Resources and Sam Greenville, Fabrication Manager, presented Goshko with his retirement watch.



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JANUARY anniversaries

ACCOUNTING
Jerry Hill 11
Brenda Kee 9

CANADA
Tony Colangelo 11

CORPORATE
LaVan Watts 23
Elton Fenley 18
Sam Greenville 5
Donna Burch 4

ENGINEERING
Bobby Spells 26
Cecil Hunt 25
Carolyn Sherrer 23
Don Bridges 15
Frank Myers 10
Robert McBride 3
Craig Cloud 2
Phyllis Grossman 1
Stephen London 1

FABRICATION
Audie R. Christie 29
James McKinney 26
Marvin E. Malnar 25
Bias E. McDaniel 25
Tommy L. Hollingsworth . . . 24
James E. Loving 23
James Hamby 21
Tommy Dennis 20
John R. Goodwin 18
John C. Cooper 17
William C. Gann 17
David Compton 15
Manuel Luna Sr. 15
Kim S. Frels 12
Rayford Barnes 12
Daniel R. Torres 11
Tomas A. Fuentes 11
William H. Haynes 11
Jimmy Russell 11
Jose A. Reyes 11
Willie L. Bell 12
Ernest D. Pleasant 9

FOUNDRY
Ferdinand Guillory 29
Calvin Cooper 28
Walter P. Bane 20
Ray D. McCollister 20
Jessie L. Wade 18
John W. Wade 18
Robert Hoosier 17
Eneree Cranford 16
Kenneth R. Larue 15
Helen M. Ingram 14
Blake A. Bordelon 14
Roger P. Kitchens 13
Trinidad J. Solis 12
Carlos Riojas, Jr. 12
Herbert Moore 12
Tommy F. Smotherman . . 12
Oscar L. Elijah 12
Karl K. Ballenger 11
Tommy L. Bass 11
Frederick L. Preston . . . 11
Lenneth R. Sowell 7
Ricky D. Justus 6
Clyde N. Lowery 3

GEAR SALES
Ethel Sundy 22
Michael May 17
Jack Anderson 14
Peggy Herbst 11
Don Prendergast 2
Robert Butler 1
Jaideep Luthra 1

INDUSTRIAL SUPPLIES
Edith Arnold 28
Robert Elliott 12
Richard Huber 2
Charlotte Fike 1

LITTLE ROCK FOUNDRY
Bobby Hall 12
David Hall 12

MACHINE SHOP
Richard A. Collmorgen . 35
John H. Cole 29
Milton O. Davis 29
Walter Estes 29
Hollis W. Clifton 29
Ed V. Dominey 29
Johnnie W. Smitherman . 28
Bennie L. Basey 26
William H. Oldham . . . 25
Mac A. Mitchell 24
James Lee 23
Lowell W. Wicker 19
James E. White 18
Robert J. Ray 18
William L. Tidwell 18
Joe C. Powell 18
Paul M. Birdwell 17
Jerry D. Hampton 17
W. H. Tullos 16
James E. Warren 16
Robert L. Conner, Jr. . . 16
Clark K. James 15
Marce D. Allen 15
Bennett R. McMullen . . 15
Alfred R. Johnson 15
Michael R. Modisette . . 15
James W. Hines 14
Louise Melton 14
Conney L. Stapleton . . . 14
Von Lowery, Jr. 14
Rickey Stanford 14
Fredrick Berquist 13
William Molandes 13
Charles Reynolds 11
Beauford Kervin 10
Frank Sander 9
George McMullen 7
Rajan Babu 6
Terry Tullos 4
Michael Standifird 4
Joyce Basey 1
John Segrest 1
Glen McMullen 1
Cedric Brown 1

PERSONNEL
John Havard 17
Delbert Ray 10
Anna King 7
Beverly Selman 7

PUMPING UNIT SALES
John Fincher 36
Wanda Ottmers 20
Earl Stuckey 15
Melvin Cox 4
Danny Kizzia 4
Sylvester Crabb 3
Thomas Butler 1

TRAILER
Don Block 29
James Masters 27
Roy Erwin 12
Reginald Moore 12
James M. Davis 11
Steve Spangler 11
Ray Loving 11
Horace Kendrick 11
Dariet Stripling 7
Bryan Squyres 7
Joel Wier 7
Charles Kilgore, Jr. 7
Billy Horne 7
David Merritt 7
Johnny Christie 7
Danny Lock 7
Keith Collins 6
Michael Hebert 6
Mary Russell 5
Roy Hilton 4

TRAILER BRANCHES
Michael Stringer 20
Joseph Williams 19
Carl Walker 15
William D. Williford . . . 15
James Davidson 7
Henry Sledge 7
Kenneth Davis 5
Louis Polasek 5
John Wilson 13
Kenneth Singleton 13
William Cooper 11
Tony Hight 11
Claude McDonald 11
James E. Davis 11
Frank Derkowski 11
Kenneth Spears 11
Bruce Mott 11
Calvin Hammer 27
Dawson Howell 25
Pat Gammill 24
Jerry Lawson 23
Charles Holmes 19
Virgil Reynolds 19
L. G. Dove 18
Thomas McLendon 15
Leon Berry 13
Ronald Saint 3
Salvino Gonzalez 3
Steven Ames 2
James Holton 2
Edward Johnson 2
Jerry Boerm 2
Gregory Krumpelbeck . . 1

F.Y.I.

Although the year has just begun, it is not too early to begin planning for the end of the school year when LUFKIN will again be awarding numerous scholarships to the children of LUFKIN employees.

Specifically, it is extremely important to note that every child applying for a scholarship must have a completed application on file with the Personnel Department no later than April 1, 1991. The application may be picked up during normal business hours from the Personnel Department.

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THE LUFKIN TEAM

Standing (l-r) Allen Whitaker, Mike Bazar, Jimmy Jackson, Chuck Parks, Perry Bell

Sitting (l-r) Charles Kendrick, Charles Distefano, Franklin Kegler, Kyle Syler, Ted Hearnsberger



THE ROUNDUP

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