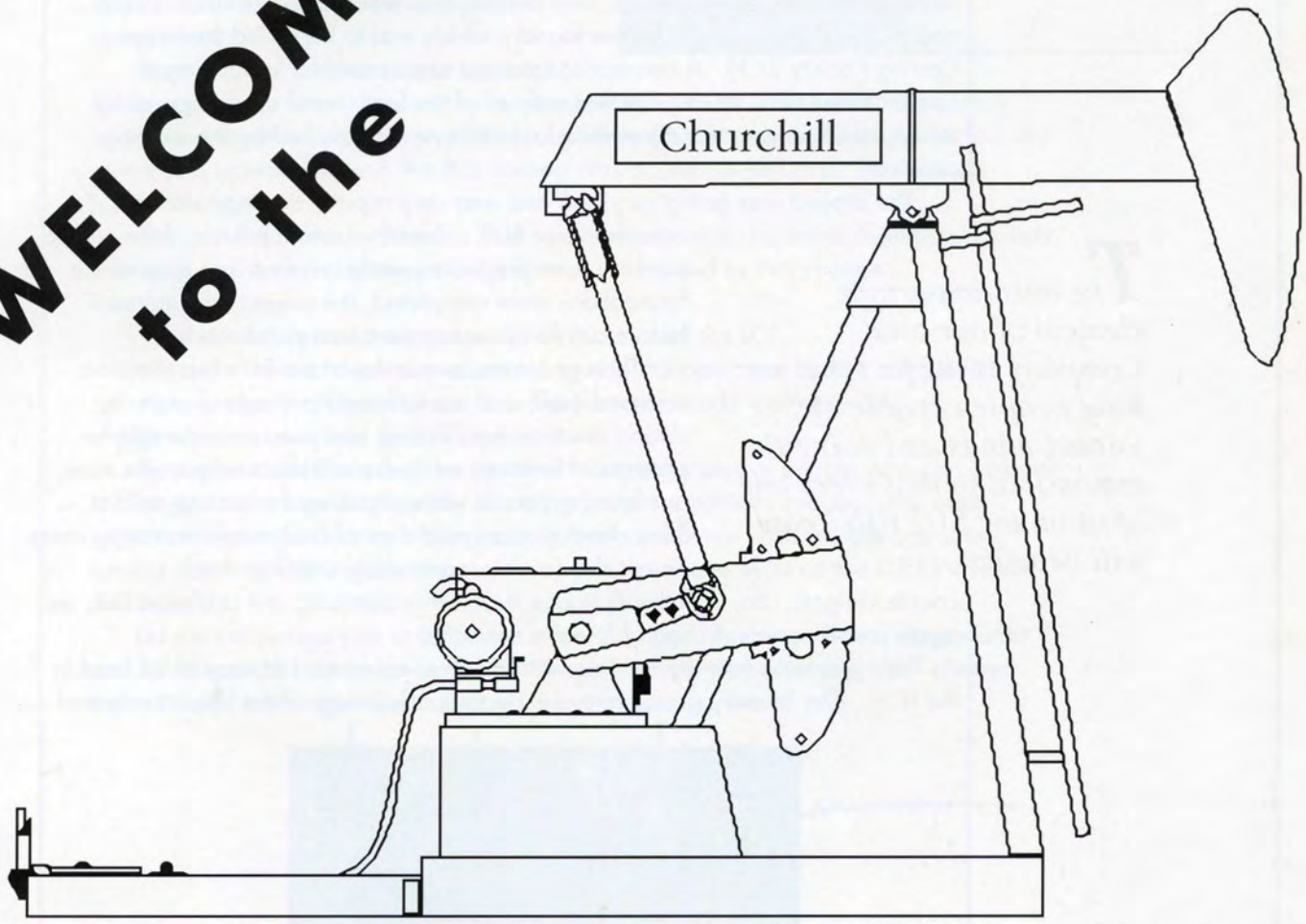
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LUFKIN ROUNDUP

february 1991

WELCOME to the



LUFKIN Team

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RESPONDING TO **CHANGE**

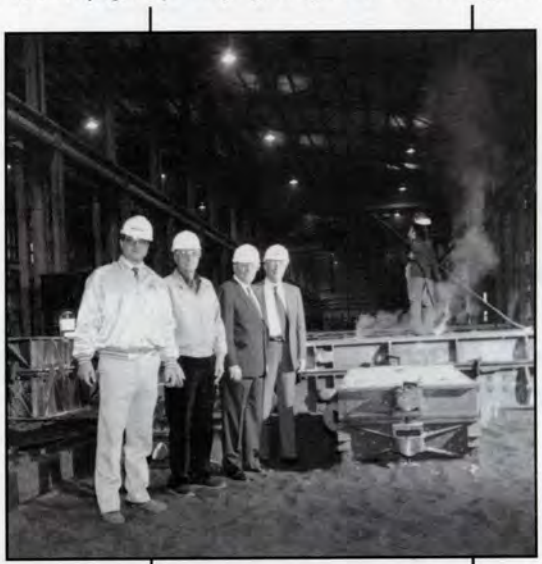
In the early 80's it became obvious that our foundry could not keep up with the increasing demand for castings, and the decision was made to launch a very ambitious program to add a new foundry which was to be called the Large Casting Facility (LCF). A construction project was started for a building of approximately 80,000 square feet with all of the facilities of a fully operating, *stand-alone* foundry with the melting capability to be supplied by the existing cupola.

The project was going very well and was very rapidly moving toward completion — BUT... then the bottom fell out of the oilfield market. After the cranes were installed and most of the foundations were completed, the project was halted before any further equipment was purchased.

The most important element of our total Company is the fact that we have people capable of joining hands and doing the impossible so that every one of us on the LUFKIN Team will benefit.

Throughout the remainder of the 80's our situation reversed itself, and we suffered from *excess* capacity; during this time the building was used as a storage for patterns. However, while the oilfield business was slow, our foundry people were *attacking* the casting market. They developed a great deal of business with casting users across the country, particularly with fork truck counterweights. So, with the dramatic increase in pumping unit sales last Fall, we again found ourselves short of foundry capacity.

We located a foundry for sale with excellent equipment that could be used in the LCF. Our foundry group very quickly took advantage of the opportunity and



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bought the equipment at an extremely good price. They worked around the clock, seven days a week, three shifts a day to install the equipment and get it operational.

As a result of this hard work our total foundry capacity was increased by approximately 30% and we were able to start increasing shipments in January, 1991. In the very short time of 30 days, the foundry was made operational and the first casting was poured in January. This was an incredible feat.

The point of this story, then, is that conditions change - business changes - markets change - and we must **always** be prepared to respond to that change... immediately!

- The *correct* decision was made in 1980 to build the LCF.
- Also the *correct* decision was made to stop the operation before completion.
- Now, almost a decade later, the decision was made -*correctly*- and implemented to complete the LCF operation.

Throughout our Company we can find many examples of people who can accept challenges and move very rapidly to change when conditions require. The most important element of our total Company is the fact that we have people capable of joining hands and doing the impossible so that every one of us on the LUFKIN Team will benefit.

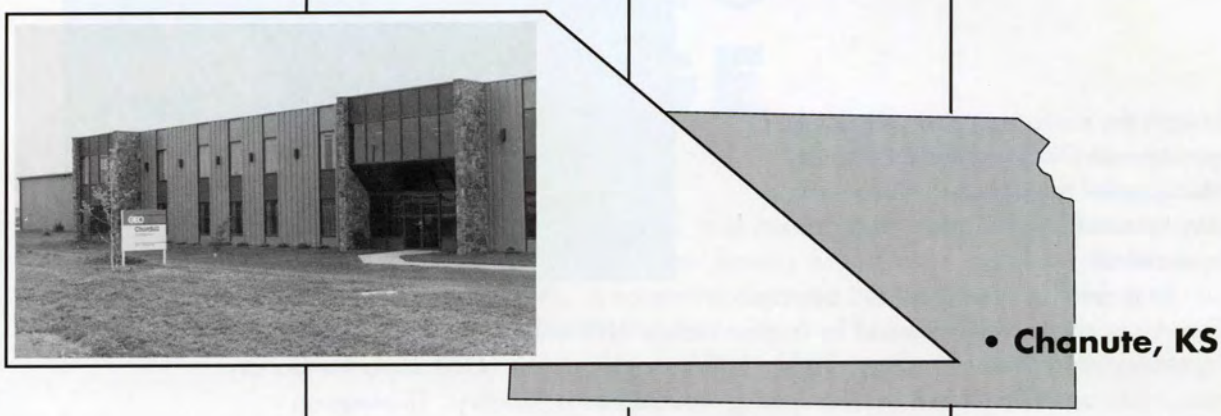
Let me encourage you to be proud of our *heritage* of *teamwork* and *cooperation* and to do your best to continue to build this spirit every day so that we will always move toward a stronger Company and a better place to work.

F B Stevenson

Opposite: (l-r) Scott Semlinger, Bill Trout, R.L. Poland and Frank Stevenson pose in the working area of the newly opened L.C.F.
Top: R.L. Poland, President/C.E.O. in 1980 when the L.C.F. was begun, helps pour a mold.

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NEWS RELEASE:



• Chanute, KS



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LUFKIN has purchased substantially all of the assets of GEO-Churchill, Inc., a Chanute, KS manufacturer of small to mid-sized oilfield pumping units. The final paper work was signed January 17.

The acquisition will include the Churchill plant built in 1981, and the employees and assets of GEO-Churchill's pumping unit repair business in Bakersfield, California. Churchill will continue to manufacture their complete Churchill pumping unit line, keeping the name Churchill on the units, as well as various LUFKIN power transmission products at the Chanute facility.

According to Frank Stevenson, LUFKIN President/CEO, "The Churchill pumping unit line is a solid addition to the LUFKIN family of products. We will aggressively market and further develop the Churchill product. Sales, service, and product support will continue uninterrupted. LUFKIN feels that this acquisition enhances its ability to serve the oil industry and will be a big plus to oilfield equipment customers."

Stevenson continued, "We think that the purchase of Churchill represents a real opportunity for LUFKIN to provide even better customer service and value as we broaden our pumping unit line. Most importantly it will serve our *growth* and *profitability* goals as we gain modern manufacturing facilities which compliment both our small pumping unit, industrial gear and winch businesses."

In his letter welcoming Churchill to the LUFKIN Team, Stevenson said, "We are confident that the bringing together of our two groups will allow us to take advantage of the unique talents and abilities of each — resulting in a strong, more competitive and more profitable Company for us all."

The Churchill pumping unit line is a solid addition to the LUFKIN family of products. We will aggressively market and further develop the Churchill product.

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PROMOTIONS:

ACCOUNTING

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

ENGINEERING

Judy Cain .....Secretary to Secretary to VP/Engineering
Richard Jones .....Designer B to Designer A
Charles Lambert .....Drafter B to Drafter A
Stephen London .....Drafter B to Drafter A
William Luce ....Designer A to Sys Analyst, Comp Graphics
Tim Stacy..Operations Analyst to Engr Operation Manager
Daryl Weyand.....Associate Engineer to Design Engineer

FABRICATION

James Adams.....Welder B to Welder A
Billy Emerson .....Helper to Spray Painter
Donny Garton .....Welder B to Welder A
Marilyn McCloud .....Laborer to Painter & Cleaner
Deborah McGraw .....Part-time to Technical Secretary
Valentin Olavide.....Helper to Structural Worker B
Bobbie Richard .....Secretary 6 to Technical Secretary
Jason Selman .....Helper to Shotblast Operator
Ronney Smith .....Welder B to Welder A
Oscar Vasquez .....Welder B to Welder A

FOUNDRY

Bernardino Acevedo ....Chipper Grinder to Molder Finisher
Leon Denning.....Cleaning Machine Op to Shotblast Op
Marvin Dill ...General Foundryman to Molding Mach Op A
Mike Negrete.....General Foundryman to Fork Lift Op
Jose Ramos .....Chipper Grinder to Molder Finisher
George Roden .....General Foundryman to Fork Lift Op
Lenneth Sowell ....Pattern Tender A to Molding Mach Op A
Carlos Villaneuva .....General Foundryman to Electrician B

GEAR SALES

Charles Anderson.....Salesman B to Service Manager
Dariush Gharagozlou.....Salesman B to Salesman A

MACHINE SHOP

Robert Bailey.....Machine Op A to Machinist
Thomas Barton.....Truck Operator to Machine Op Trainee
Steven Belrose.....Machine Op B to Machine Op A
Virgil Berwick.....Machine Op C to Assembler A
Henry Brasher.....Machinist Helper to Assembler Helper
Robert Brevell.....Laborer to Assembler Helper
Philip Brock .....Laborer to Assembler Helper
Dwayne Bynum.....Machine Op A to Machinist
Terry Capps.....Machinist Helper to Machine Op Trainee
James Cole .....Truck Operator to Machinist Helper
Carl Conner.....Machine Op B to Machine Op A
Michael Cummings.....Laborer to Machinist Helper
Charles Doyle.....Machine Op A to Machinist
Temple Farr.....Machine Op B to Machine Op A
Luis Garcia .....Machine Op B to Machine Op A
Virginia Garza.....Machinist Helper to Machine Op A
David Ham.....Machine Op A to Machinist
Robert Howell .....Truck Operator to Machinist Helper
Maurtis Jansen.....Machine Op A to Machinist
Richard Johnson.....Machine Op Trainee to Machine Op A
Bobby Jones.....Laborer to Machine Op Trainee
Carl Kiel .....Machine Op B to Machine Op A
John Klimpt .....Machine Helper to Machine Op Trainee
Tim Landrum.....Machine Op Trainee to Machine Op A
Harold Lane.....Truck Operator to Machinist Helper
Albert Larabell.....Assembler B to Assembler Helper
Bruce Lightfoot.....Machine Op Trainee to Machine Op A
Michael Lightfoot .....Machine Op C to Assembler A
James Linstrom.....Machine Op B to Machine Op A
Jerry Luce .....Supervisor to Assistant General Foreman
Thomas McFarland .....Truck Operator to Machinist Helper
Danny Morris .....Machine Op B to Machine Op A
Varghese Moses.....Machine Op B to Machine Op A
Robert Odstrcil ....Machinist Helper to Machine Op Trainee
Peyton Page .....Machine Op A to Machinist
Jason Parrish.....Machine Op B to Machine Op A
Edward Perley .....Machine Op A to Machinist
Daniel Phipps.....Machine Op B to Machine Op A
Martha Reese.....Truck Operator to Machinist Helper
Chris Shadowens .....Laborer to Machinist Helper
Paul Shurley.....Machine Op B to Machine Op A
Franklin Strickland.....Laborer to Assembler Helper
James Watson.....Machine Op Trainee to Assembler A
William West.....Laborer to Machine Op Trainee
Gene Willson ..Machine Op A to Assembler, Comm Gears

TRAILER

Johnny Mote .....Mechanic A to Foreman 9
Robert Thigpen.....Trailer Builder, Spec to Inspector

TRAILER BRANCH

Daniel Young .....Parts Manager to Parts/Service Salesman

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Cosme Tijerina....1
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F.Y.I.

Almost as many Americans die from heart and blood vessel diseases as from all other causes of death combined.

The National Center for Health Statistics report for 1987 shows that 45.9% of all deaths in 1987 were directly related to heart and blood vessel diseases.

If you have a family history of heart disorder, check with your physician or ask the Company nurse for information which can save your life.

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THE LUFKIN **TEAM**



Karen Barringer, Senior Data Control Clerk, Data Processing



W.L. "Butch" Tidwell, Utility Maintenance A, Machine Shop



Bobby Strange, Burner, Foundry

THE ROUNDUP

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