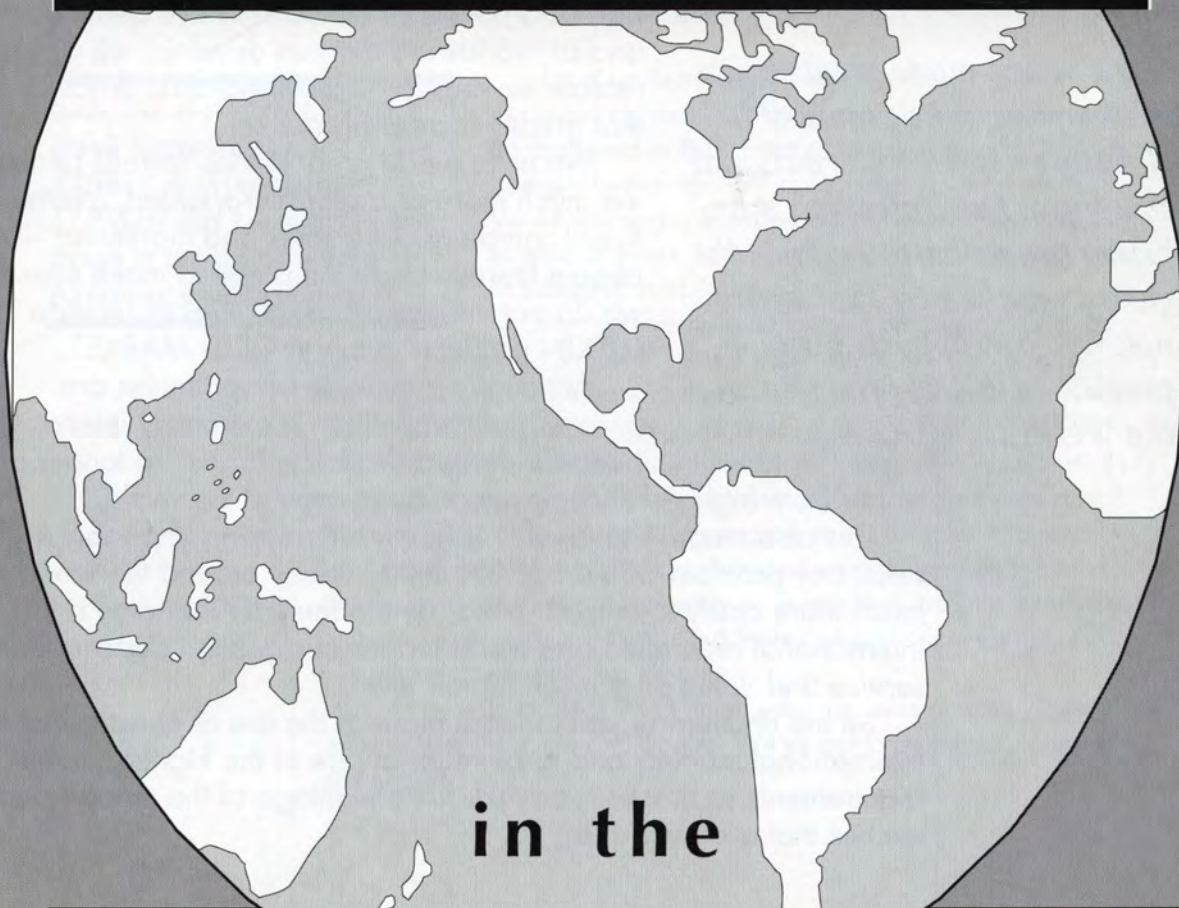


ROUNDUP

LUFKIN

march 1991

LUFKIN



in the

WORLD MARKET

THE INTERNATIONAL SCOPE

Lufkin Industries, Inc. has supplied equipment around the world for over half a century.

LUFKIN pumping units can be found — working day and night — in almost every oil field on earth, with the lone exception of a few isolated Communist countries. And since January, 1991, when we made an historic first by shipping 75 units to the U.S.S.R., even that limited exception has crumbled. LUFKIN is truly **international** in scope.

Although we have a long history of supplying equipment internationally, the pace over the last several years has increased considerably. As political boundaries have been erased and as worldwide markets develop, we certainly realize we must provide world-class products for that greatly increasing market.

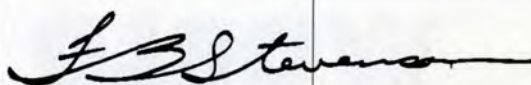
We have made great strides in becoming much more of a globally-oriented, international company. Our sales and marketing people literally circle the globe to make sure that we do not miss any opportunities to provide LUFKIN products to the WORLD MARKET.

We have made great strides toward becoming much more of a *globally-oriented, international* company. Our sales and marketing people literally circle the globe to make sure that we do not miss any opportunities to provide LUFKIN products to the WORLD MARKET.

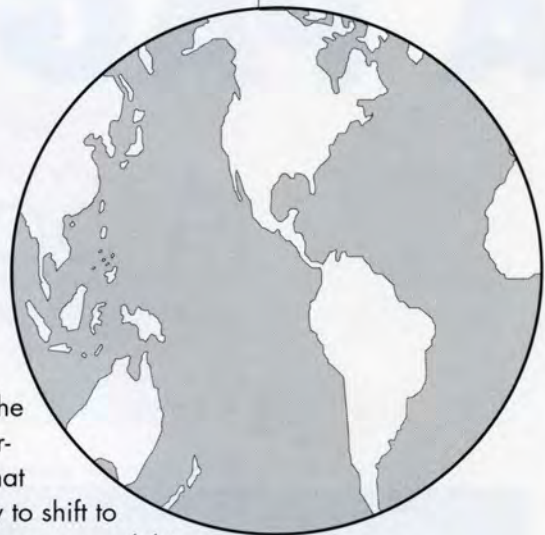
Although world-wide opportunities are greater, the competition is extremely intense because geographic boundaries no longer protect us from highly skill competitors found around the world.

This also means that quality is of ever increasing importance since any problem with a LUFKIN unit half way around the world is much more costly to correct. And, due to the LUFKIN name and international reputation, the world judges our *quality, dependability, service and value* on a much higher level.

Let me encourage you to learn more of the use of our product in international markets and to be more aware of the higher quality requirements so that we can take full advantage of the many opportunities that are before us.



WORLD MARKET



"Today," according to

Rod Pittman, Vice-President

Pumping Unit Sales, "more of the

oil activity has been going over-

seas... and that is the reason that

LUFKIN must have the flexibility to shift to

where the business is." This means several things:

first, having sales personnel everywhere in the world where there is a

sales opportunity; and, second, having some production facilities locat-

ed throughout the oil producing world, since many countries are now

requiring *local content*.

*...the latest step in LUFKIN
being aggressive in the world
market; making sure that
LUFKIN has presence in the
areas of the world where
pumping units are needed.*

Local content means that many foreign governments are requiring that, at least a portion of, the end product be produced in that country. For this reason LUFKIN has had production facilities in Canada, a joint venture in Venezuela and a licensing agreement in Argentina for a number of years, but recently we have begun production in Indonesia and Turkey.

Far from taking work away from Lufkin, this is, as Pittman continued, "Simply the latest step in LUFKIN being aggressive in the world market; making sure that LUFKIN has presence in the areas of the world where pumping units are needed."

Aggressively selling in international markets adds a special kind of responsibility to every LUFKIN employee. "It's even more important," Pittman stated, "when a LUFKIN pumping unit is shipped to a foreign land that it *must* have all bolts, be welded correctly and be in perfect shape, because there are generally no repair type facilities available, such as we're used to in the United States. A unit could be out of commission for months waiting for repair.

"In this respect, all LUFKIN employees are sales people. Their product sells LUFKIN again and again. We've got to be better... our name demands it."

Editor's Note: Due to space limitations the World Market topic in this issue will only cover pumping units - a future issue will cover gears.

A PAGE FROM:

A Salesman's Diary



Above: A salesman's territory isn't always in the most metropolitan of locales, as changing a tire in the mountains of Ecuador shows.

("I thought you might enjoy what occurred in Ecuador, while installing the Roadrunner [in Spanish it's Corre Caminos]. Obviously PetroEcuador was waiting for the unit. It had been talked about from Quito [the corporate office] to all the fields PetroEcuador has." Amando Ramirez.)

MONDAY:

When I arrived in Quito I was given a flight schedule. It was wrong and I missed the plane by 30 minutes, but I was able to obtain a later flight. When I finally arrived in Lago Agrios (Sour Lake) no one was waiting at the airport, so I had to hitch a ride to the nearest PetroEcuador field which was not where the Roadrunner was.

When I arrived I asked to speak with the superintendent of the field. There are no telephones, only a

main radio, so it took me an hour to find him after driving around several different locations. When I found him he asked, "Hey, aren't you the guy that's supposed to install the portable unit? We didn't think you were coming. There were about 10 guys at the airport this morning and you didn't show up."

The field where the Roadrunner was supposed to be is about 2-1/2 hours up the mountains from where we were. The folks that were supposed to take me up had already left, so the superintendent found a ride for me with a contractor who does instrument work. After he did some re-work he was supposed to do, we notified Bermejo, where the Roadrunner was to be installed, by radio that I was coming up via pickup. Since there were two fellows (both contractors) already in the truck, I rode in the back (not unusual for a LUFKIN hand.)

About 30 minutes from Sour Lake a differential broke on the pickup — actually it was three bolts. After two hours of struggling, we fixed it by removing bolts from the bed of the truck.

About an hour later we had a flat.

After the flat we picked up a local, his wife and child. They rode in the back with me.

Going up the mountains our brakes went out... fortunately we were going up!

Finally, the day ended at about 8:30 p.m.

TUESDAY:

I found out that the Roadrunner was located at another field where it was being inspected before being brought to Bermejo.

Since this portable unit is a new way of pumping, everyone wanted to see it. Everything checked out and I was told to inspect the roads, along with all the bridges it would cross. Remember, all these dirt roads are supported by wooden beams and gravel due to the rains that occur almost every day.

Finally, all was approved and the unit arrived Tuesday night at 10:30 p.m. in excellent condition. If this unit can survive these roads, it will survive any road in the world. The export packing was done well.

PetroEcuador was excited. Bermejo is a small camp of about 20 guys and all of them came from their bunks and went out to see the unit roll in. Everyone clapped... it was a good feeling.

*...all of them came
from their bunks and
went out to see the
unit roll in.
Everyone clapped...
it was a good feeling.*

WEDNESDAY:

The next day I was informed, before beginning the installation, that we must wait because 18 people from Quito (the main office) and superintendents from various fields had to watch the installation.

I was nervous as can be — all eyes were on me. With the help of a mechanic, we proceeded aligning the unit, started the engine and got it pumping. The valve was opened and crude squirted out.

Again, hands clapped. They asked what sizes we made and they told me of their plans to possibly buy one more unit.

Everyone was excited. I told them this was the first unit of this type outside the states. One guy's comment was that they had made history — you know, I agreed with him.

At times like these I thought of all the people that made this possible, especially Howard McGill, who helped me quite a bit and all the people in final assembly who helped me film the Spanish tape we made for PetroEcuador.

PROMOTIONS:

ACCOUNTING

Rebecca Luce.....Part-time to Tax Accountant

ENGINEERING

James Taylor.....Part-time to Drafter B

FABRICATION

Malchom Lowery.....Structural A to Inspector

Terry Bowers.....Helper to Welder C

Larry Farr.....Assembler B to Mechanic B

Louis Johnson.....Helper to Welder C

Barry Malone.....Structural B to Mechanic B

Cody Muse.....Helper to Welder C

James Wise.....Helper to Welder C

Tommy Dennis.....Fork Lift Op to Crane Op

Milam Dowdy.....Helper to Fork Lift Op

Greg Duckworth.....Helper to Welder C

Dennis Phillips.....Helper to Welder C

David Richard.....Helper to Welder C

Francisco Gan.....Helper to Assembler A Spec

Lyndal McMullen.....Helper to Crane Op

John Richard.....Grinder to Assembler A Spec

Roy Traweek.....Assembler B to Crane Op

Johnny Williams.....Helper to Crane Op

FOUNDRY

Gumaro Mendoza.....Gen Foundryman to Fork Lift Op

Willie Medlock.....Part-time to Gen Foundryman

Raul Castillo.....Gen Foundryman to Chipper Grinder

Armando Gamboa.....Gen Foundryman to Chipper Grinder

David Jasso.....Gen Foundryman to Core Mach Op B

William Kitchens.....Part-time to Gen Foundryman

Robert Krahmer.....Gen Foundryman to Crane Op Learner

Rogelio Ramirez.....Gen Foundryman to Core Mach Op B

Florencio Rodriguez.....Gen Foundryman to Chipper Grinder

Bernardino Solis.....Gen Foundryman to Chipper Grinder

Mattie Wilson.....Gen Foundryman to Core Mach Op B

Juan Zamora.....Gen Foundryman to Chipper Grinder

Juan Muniz.....Gen Foundryman to Casting Painter

Nancy Ballenger.....Storekeeper to Crane Op

Alton Bennett.....Crane Op to Process Inspector

Juan Bermea.....Core Mach Op B to Core Mach Op A

Kenneth Bradley.....Gen Foundryman to Fork Lift Op

Eleazar Carrillo.....Chipper Grinder to Molder Finisher

Luis Carrillo.....Gen Foundryman to Melter B

Kevin Cauley.....Shakeout Op to Mold Mach Op A

Delmon Green.....Gen Foundryman to Molder Finisher

Ernesto Maldonado.....Gen Foundryman to Melter B

Antonio Martinez.....Gen Foundryman to Mold Mach Op B

Jose Martinez.....Gen Foundryman to Mullor Op A

Herbert Moore.....Mold Mach Op B to Mold Mach Op A

Floyd Rawlinson.....Chipper Grinder to Process Inspector

Otha Thompson.....Melter B to Melter A

Kenneth Wade.....Melter B to Melter A

Gary Woodward.....Gen Foundryman to Manip. Op Learner

GEAR SALES

Robert Butler.....Sales Trainee to Salesman B

MACHINE SHOP

Dennis Bacon.....Machinist Helper to Machine Op Trainee

Michael Brewer.....Machinist Helper to Assembler Trainee

Cedric Brown.....Machine Op Trainee to Machine Op B

Mark Euper.....Laborer to Assembler Trainee

Katherine Foster.....Laborer to Machinist Helper

James Glass.....Assembler A Spec to Assembler Helper

Jim Pursley.....Machinist Helper to Assembler Trainee

John Blalock.....Laborer to Maint Mech C

David Joachimi.....Machinist Helper to Machine Op Trainee

Jimmy Johnson, Jr.....Laborer to Machinist Helper

Greg Stephenson.....Machinist Helper to Maint Mech C

Matt Daniel.....Machine Op A to Machinist

Michael Foster.....Machinist Helper to Machine Op Trainee

Eric Houston.....Machinist Helper to Carpenter B

Edward Marsh.....Laborer to Machine Op Trainee

Jon Schultz.....Laborer to Machine Op Trainee

Ernest Young.....Machinist Helper to Carpenter B

Anthony Aguilar.....Machinist Helper to Machine Op Trainee

Rodney Baker.....Machinist Helper to Machine Op Trainee

David Berry.....Laborer to Machinist Helper

Roger Boulware.....Machinist Helper to Machine Op Trainee

Daryl Corbin.....Machinist Helper to Machine Op Trainee

Ricky Davis.....Carpenter B to Machine Op C

PUMPING UNIT SALES

Michael Duncan.....Part-time to Shop Mech Trainee

TRAILER

Kenny Kendrick.....Trailer Builder A to Partsman

William Ellis.....Part-time to Drafter B

TRAILER BRANCH

Kim Hall.....Clerk/Typist to Office Manager

Jerry Mosley.....Mechanic A to Assistant Shop Foreman

ACCOUNTING

Pat Merriwether	14
Steven Slusher	2

CANADA

Ronald Hyland	10
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CORPORATE

Bradley Smith	4
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ENGINEERING

Debra Chunn	13
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Freddie Sullivan	26
Jesse Brooks	26
Joe Allen	26
Melvin Brock	21
Bobby Short	21
James Baker	21
Bobby Allen	18
James Burse	18

Autry Tennyson	16
Paul Tuscan	16
Walter Culpepper	14
Walter Oder	14
Eduardo Castillo	13
Johnny Ingram	12
Clinton Pool	12
Tommy Russell	12
Monte Ramsey	11
Roger Harbuck	10
Richard Adams	6
Linda Karber	4
Otis Alexander	4
Clifton Whisenant	3
Florencio Rodriguez	3
James Bennett	3
Bernardino Solis	3
Armando Gamboa	3

GEAR SALES

Hugh McWilliams	22
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Billy Smith	22
Jesse Garcia	22
John Coffield	21
James Joshua	21
Dale Wigley	21
Gary Boyd	19
August Kulms	18
Cecil Primrose	18
Palmer Arnold	16
David Hensarling	16
Leroy Mooney	16
Ernest Young	15
Robert Evans	14
Jack Essary	14
Tommy Harwell	14
Gerald Germany	14
James Bryant	14
James Chmielewski	14
Dennis Justus	14
Charles Hodges	14
Donna Trego	12
David Landrum	11
David Amerson	11
R. L. McGuire	7
Linda King	4
Kenneth Townsend	4
Ricky Moore	4
Ricky Marrs	4
Ronnie Pace	4
James Wells	4
Calvin Lofton	4
Walter Peden	4
Lorenz Wilkie	4
Wilber Williams	4
Ronald Pope	3
Juan Lopez	3
David Hodges	3
Robert Whitehead	3
Ben Norwood	3
Calvin Mundy	2
Joe Pittman	2
Richard Rosas	2
Van Graham	2
Kim Karber	2
Jimmy Foster, Jr.	2
Dennis Hendry	2
Robert Smith	2
Gregory Williams	2
Earl Potts	2
Michael Jesse	2

ORDER DEPARTMENT

Lloyd Vinson	29
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PERSONNEL

Jesse Ray	20
Jean Eager	11
Viron Barbay	7
Robert Wilkerson	7

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Sonia Harrelson	5
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Bob Westbrook	22
Shirley Hadnot	17
Deloyce Dodd	17
Loyd Fror	16
Earl Randolph	15
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Jackie Nichols	11
Billy Bynum	11
Jose Hernandez	11
Marvin Rich	6
Mark Hayes	6
Charles Kendrick	6
Danny Havard	4
Charles Steele	4
Clayton Johnson	4
Joe Landers	4
John Hannah	4
Harvey Bailey	3

TRAILER BRANCHES

Joe Wade	26
Kenny Jackson	12
Terry Blake	12
Robert Polasek	11
Hubert Ream	9
Brian Cloinger	6
James Farmer	3
Judy Linton	3
Daniel Rios	1
Paul Galow	1
Sabra Cook	1
John Thompson	1
Kim Hall	1
Mark Green	1

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Alvaro Alvarez	11
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Terry Baird	20
Lee Alexander	17
Truman Fussell	16

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Dwayne Shinn	6
Michael Looney	6
Claude Mullins	6
Stephen Bailey	4
Roy Davis	2

MACHINE SHOP

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Rex Berry	37
Gayland Wallace	37
Ray Montes	32
Ross Nash	32
Sam Turner	29
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Jimmie Cole	25
Ira Brown	24
Royce Modisette	23
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F.Y.I.

The LFM Federal Credit Union has scheduled their Annual Meeting for Saturday, March 16, 1991, at the Lufkin Civic Center.

Starting at 6:30 p.m. refreshments will be served, with the actual meeting beginning at

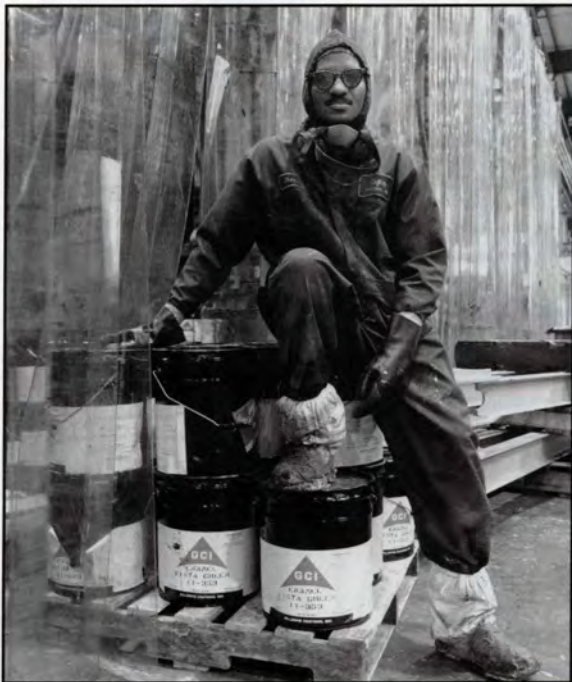
7:00 p.m. As usual, drawings for door prizes will be held during the course of the evening.

All LFM members are urged to attend.

Lufkin Industries, Inc.
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Assembly & Shipping



Donald Kendrick, Trailer Builder A
Trailer

ROUNDUP LUFKIN

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P.O. Box 849, Lufkin, Texas 75902-0849
For active and retired employees and their families

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and Corporate Communications

Michael Mark, Editor

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Jeff Corey, Associate Engineer
Trailer