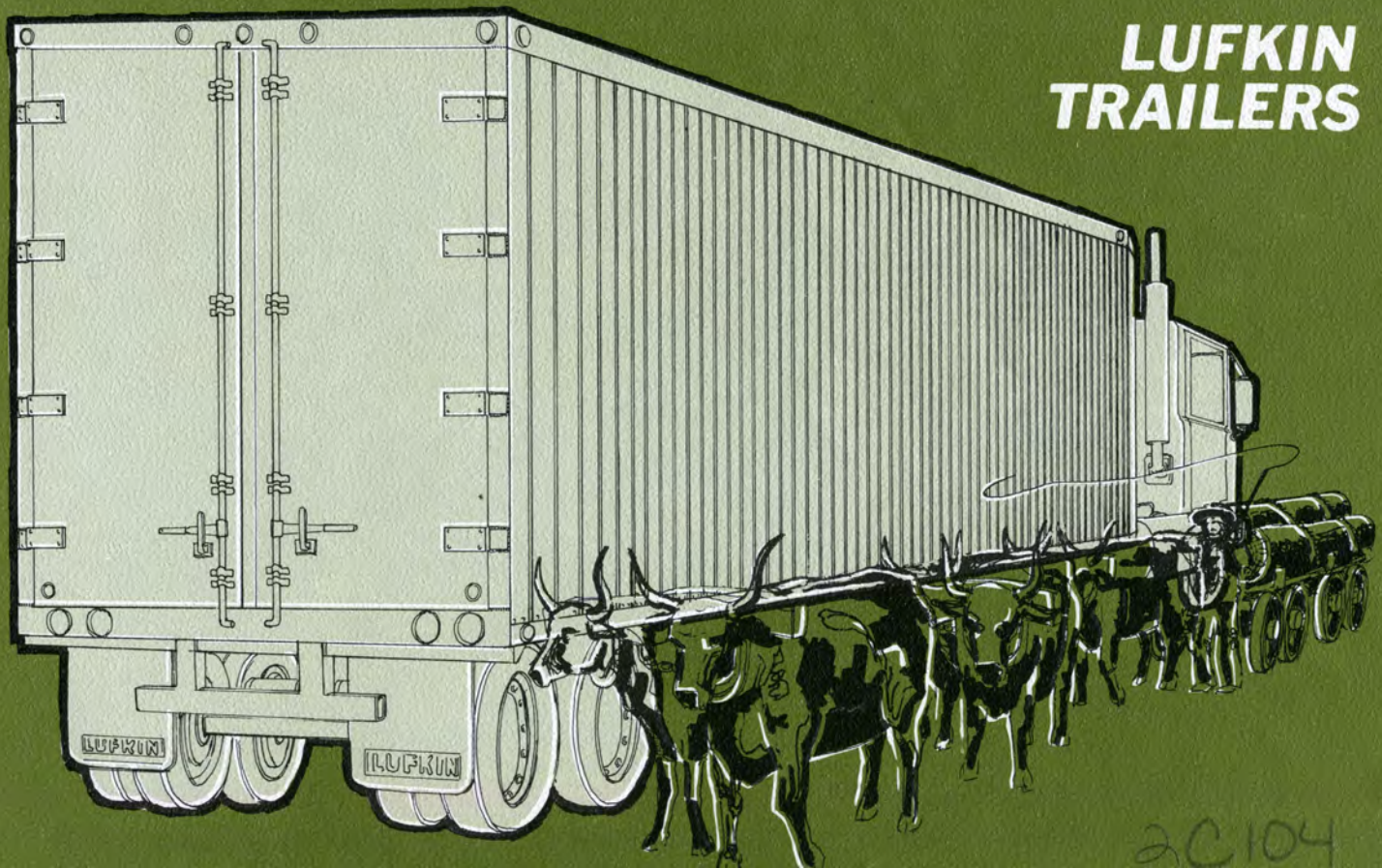
LUFKIN TRAILERS



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The History of LUFKIN TRAILERS

Always on the lookout for new and profitable products, and appreciating the bright future of the trucking industry, the Lufkin Foundry in 1939, purchased the old Martin Wagon Company in order to expand LUFKIN'S scope of operations and to deversify its products during its early days. The Martin Company's small wood-working shop produced an eight-wheel wagon principally for the saw mills of East Texas and Louisiana. Martin soon discovered that this heavy duty wagon could be used by other industries, where heavy loads were to be transported, so they developed even larger sizes with greater capacities for use in the oil fields where steam boilers and other heavy machinery had to be moved over rough and troublesome terrain. At the time of purchase, the Martin Company was producing only this type of pole and pipe trailers.

On entering the trailer field, LUFKIN not only abosrbed the employees of the Martin Company, but in addition, built a new and modern trailer factory equipped with the finest tools and machinery then available.

In December of 1961, a new 12,000 sq. ft. trailer division office building was completed and extensive modernization of production and warehousing facilities was effected. Shortly thereafter a new 10,000 sq. ft. warehouse was also constructed for this division.

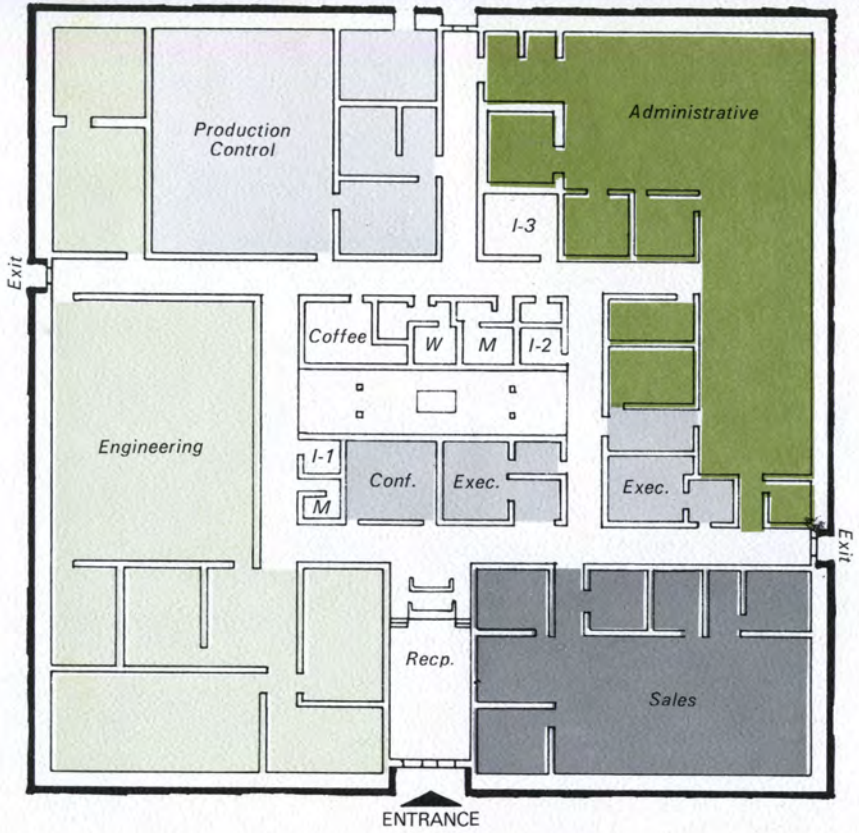
Soon realizing that the growth of the industry had again overtaken the capacity of LUFKIN'S trailer division, in the spring of 1965, the company began a survey of new sites on the outskirts of the city, late in 1966 options were taken on several tracts of land located within a ten-mile radius of the present plant, and early in 1967 the company purchased 400 acres of land.

Concurrently, an intensive study was made to investigate and evaluate the most modern trailer manufacturing equipment available. Using LUFKIN'S own Industrial Engineering Department, as well as outside consultants, a revolutionary new automated production system was evolved for the proposed new trailer facility. And once again the wheels were set in motion to build one of the nation's most modern and efficient trailer plants.

In August of 1967, the Board of Directors met to approve a resolution calling for a multi-million dollar expansion of the company's trailer division. In March of 1969, less than two years later, trailer production was begun on a partial basis in the new plant, with office and warehousing facilities being relocated the last week in August.

LUFKIN'S trailer division now has sales and service facilities in Dallas, Houston, Lubbock, San Antonio, Oklahoma City, Memphis, Atlanta, and Shreveport, with sales representation in Jackson, Birmingham, New Orleans, and many other major cities throughout most of the United States.

The American Trucking Industry is big business, and during these past 30 eventful years, the trailer division from its modest beginning has risen to be one of the nation's largest trailer manufacturers. The new multi-million dollar expansion will again catapult the LUFKIN trailer division into the forefront of this progressive and important industry.



Welcome to the home of LUFKIN TRAILERS...

In order to insure the most productive use of your Company's time and ours, we ask that you please observe the following requests during your visit to LUFKIN.

1. Proceed directly to the office or room designated by the receptionist. Should you wish to visit areas other than those to which you were directed originally, please return to the receptionist.

2. Please observe the two exit locations which are provided for your use only in the event of an emergency. In the normal course of doing business, we request that you return through the lobby as you depart the building.

