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HERE AND ON FOLLOWING PAGES are some of the surface units employed in sucker rod pumping. The concepts and mechanisms they feature were discussed by Spencer E. Duke of Royal Enterprises, beginning on Page 106 of Drillinq-DCW's April 1981 issue.

Those presented here are by no means all of the surface units offered. The upsurge in demand since the Middle East embargo of 1973 has brought scores of new companies into the market, where continuing advents and withdrawals change the number of competitors almost daily. Those shown, however, are reasonably representative of the total offering.

Artificial Lift Specialist Spencer Duke will return to these pages in June with an in-depth look at sucker rod strings, polished rods and the auxiliaries found between the surface unit and the downhole pump. His articles — like this presentation — are part of Drillinq-DCW's "Ham on Our Shoulder" series of articles on what the petroleum industry is doing to maximize recovery of known oil and gas reserves.

— *The Editors*

Lufkin

LUFKIN is to pumping units what Hershey is to chocolate and Wrigley is to gum. If you don't believe it, ask any of Lufkin's hundred-plus competitors. If you don't believe **them,** ask **Fortune Magazine,** which looked in awe at the piney woods company in its February 23, 1981, issue. If you don't believe **Fortune,** try the Smithsonian Institution, where a Lufkin Mark II is enshrined in the permanent U.S. Bicentennial Exhibit after nodding for 14 years and 5 million bbl in a Wyoming oil field. And, if you're still skeptical, go to the field, almost any field, and count.

In the oil well pumping business, any way you slice it, Lufkin is Mr. Big. **Fortune's** article, with which there has been no audible argument from Lufkin or its competitors, suggests that the company has sold, through the years, more than 150,000 pumping units....that its $200 million in pump sales last year was about 60 percent of the total market and at least three times the sales of Lufkin's nearest competitor (American Manufacturing in Fort Worth)....that 1981 sales will be in the range of 10,000 units, up about 30 percent from 1980....and that the company probably will ship about 12,000 units in 1982.

In its catalogs, the East Texas company (Lufkin is named for the timber town where it was founded in 1902) lists beam balanced units from 16-53-24 through 57-109-48, conventional crank balanced units from 25-53-30 through 912-365-168, crank balanced Mark II's (Class III lever system units) from 114-143-64 through 1280-427-216, and air balanced units of the Class III lever system type from 114-173-64 through 2560-470-240, all with Lufkin-built double reduction gearboxes. Any unit requiring 2,560,000 in.-lb of torque, in case you hadn't thought about it, is a B I G mother.



Unable to fill until sometime in 1982 most orders it receives in 1981, however, Lufkin tries to focus on 114 and larger units, leaving the smaller unit market — so far as old, established customers will permit — to competitors.

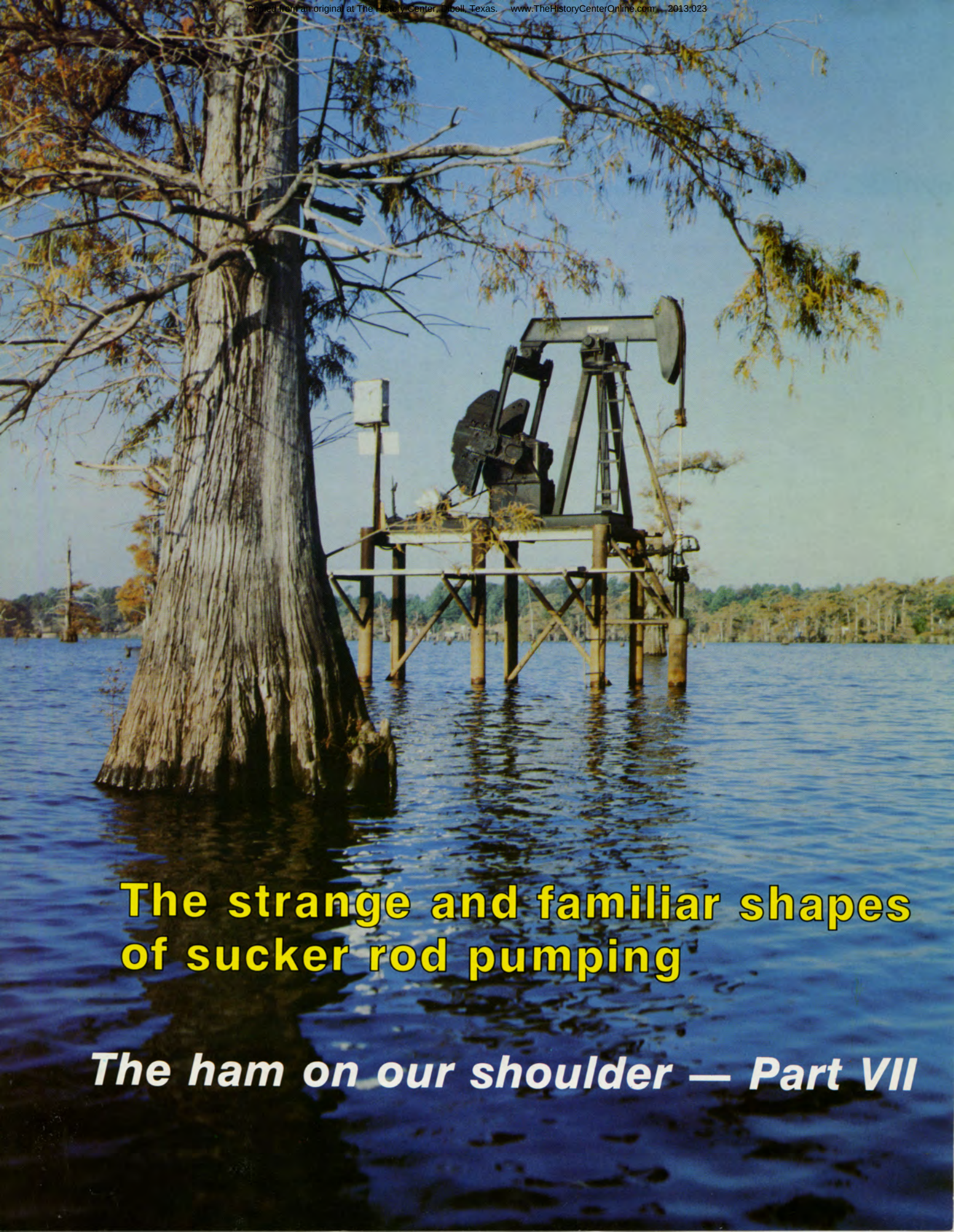
Invented in Denver a quarter-century ago by Joe Byrd (now Lufkin's director of R&D), the Mark II is the most prevalent of units applying the inherent advantages of the Class III lever system. Substantially more than 10,000 of the beam-end pivoted, "push up" units have been bought by more than 325 oil companies and individuals throughout the world's major producing areas. **Circle 83**

The above article was reprinted from the May 1981 Issue of DRILLING-DCW.

LUFKIN INDUSTRIES, INC.
P. O. BOX 849 LUFKIN, TEXAS 75901

QUALITY EQUIPMENT SINCE 1902

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The strange and familiar shapes of sucker rod pumping

The ham on our shoulder — Part VII