

THE

INNOVATOR

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**BEGNEAUD
MANUFACTURING
INCORPORATED**

Innovation Through Common Sense

Shared Values Focus on Quality and Trust

Shared values have formed the core of the long-term partnership between Fugro Chance Inc. (Chance) and BEGNEAUD. Phil Stutes, president of Chance, describes the companies' relationship as "trusting, entrepreneurial, experimental at times, and always quality minded."

Chance, established in 1957, is primarily an offshore positioning and survey company with headquarters in Lafayette, La. and a divisional office in Houston, Tx. The company has grown to 300 employees, and the atmosphere is one of camaraderie and enthusiasm.

Since its founding, Chance has positioned more offshore drilling rigs, production platforms and pipeline lay-barges than any other survey company in the world. An additional mark of distinction is Chance's proprietary Gulf of Mexico database, which is recognized as the most comprehensive database of wells, pipeline and hazard information.

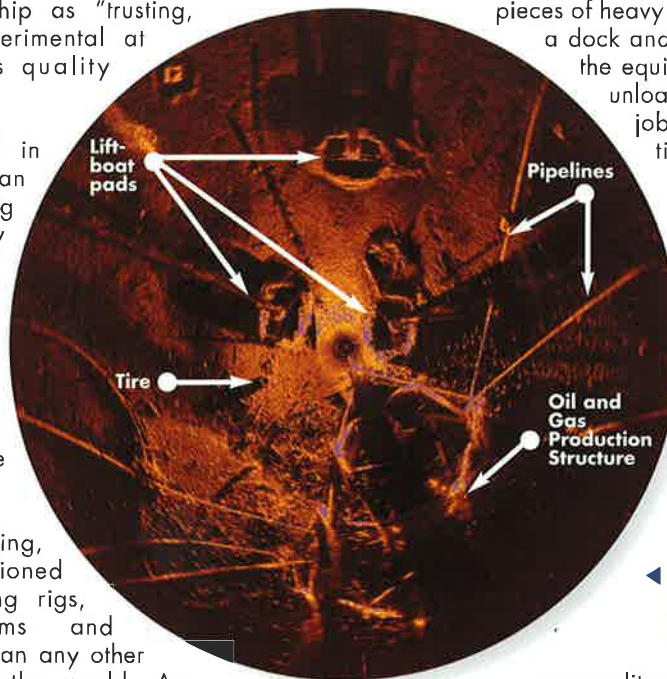
The BEGNEAUD/Chance relationship was initiated by Don Begneaud while he was an independent contractor operating Don's Welding Service, primarily performing welding repairs out of the back of his compact pick-up truck. "Later, during my first year of business as Begneaud Manufacturing, I welded some aluminum radio boxes for Chance," Don explains. "I designed and fabricated my first folding machine just for that job."

Since that time, BEGNEAUD has built an assortment of original products for Chance. One such piece is the Silver Bullet – an enormous aluminum carrying container used to store high-tech electronic offshore

equipment during transportation. The Silver Bullet derived from "a concern for employees' safety," notes Stutes.

"Before, a survey crew would have to load several pieces of heavy equipment into a truck, drive to a dock and unload the equipment, reload the equipment onto the boat, and then unload again at the rig. Once the job was complete, the strenuous time consuming process of loading and unloading began again."

Stutes continues: "With the Silver Bullet, all the crew has to do is get in the truck and drive to the dock." Cranes remove the carrying container at the dock, and again at the rig. Survey crews unload at the rig and reload when the job is complete.



◀ Ocean floor image collected with scanning sonar device

Two shared values of BEGNEAUD and Chance

are quality and employee safety. Chance's in-house quality program encourages employees to participate through: the submission of safety observation reports, recognizing a co-worker for great work, submitting process review reports. Chance has an astounding 82 percent employee participation.

According to Stutes, "quality, reliability and value" are reasons that Chance continues to rely on BEGNEAUD. Furthermore, "BEGNEAUD offers suggestions to improve our original design."



▲ Don Dunbar and Phil Stutes with a tripod fabricated at BEGNEAUD

One design that has benefited from this kind of collaboration is a tripod used to hold a scanning sonar device. The tripod, produced by BEGNEAUD, sits on the ocean floor while the scanning sonar rotates 360° taking ultrasonic pictures of the surface. "The scanning sonar has a 500-foot cable attached to it," explains Don Dunbar,

Shared *continued* ...

Chance's Marine Electronics Manager. "The cable allows the operator to manually feed the scanning sonar into the water until it reaches the ocean floor."

The tripod is fabricated using various aluminum components and a combination of traditional as well as technological processes. Pieces of aluminum round bar are saw cut to form the legs of the tripod. Flat pieces of aluminum sheet metal are laser cut, and aluminum pipe is rotary cut using the TRUMPF L3030.

"The TRUMPF lasers have assisted us in not only keeping consistency, but also in the assembly process," explains Don Begneaud. "All of the pieces line up with each other just like putting a puzzle together."

"Chance has been an instrumental force in our never-ending quest for innovation."

"Chance remains a favored account," Don adds. "They have always given us challenging projects and encouraged our team to develop solutions to obstacles they may have encountered in their wide-ranging work. Chance has been an instrumental force in our never-ending quest for innovation."

Another shared concern is for the community BEGNEAUD and Chance call home. When the Acadiana Arts Council (AAC) was looking for a corporate sponsor for its Pelicans on Parade project, Chance expressed an interest. Upon learning of this at an AAC board meeting, Don enthusiastically volunteered to follow up. He initiated a meeting between Stutes and AAC representatives Naomi Celestin and Andre' Fruge'. Chance enthusiastically accepted the proposition, and has since provided "nest egg" funding for a publication on the public art project.



◀ This aluminum radio box was welded by Don Begneaud in 1978, and is still in use today.

With all of the great contributions Chance has made in the positioning and survey field, Stutes states, "The backbone of the company is experienced, capable people. At Fugro Chance, our most important assets are not our software or maps, but our dedicated employees."

Don agrees: "For optimum growth of our company, as well, our employees are our ultimate asset. I believe it is important to cultivate their careers and believe in continuously providing educational opportunities. Without the best employees, even the best equipment in the world would be rendered useless."

To learn more about Fugro Chance Inc. visit their Web site: www.fugrochance.com

Partners to Success

When Spring arrives and I am on one of my tractors near the pond, everything seems new.



Don Begneaud
Owner/President, BEGNEAUD

Spring is here. This time of the year I appreciate the sunshine a little more, and start to forget about what the trees look like without leaves, what the grass looks like when it isn't so green. When Spring arrives and I am on one of my tractors working near the pond, everything seems new. The promise of a new season truly beginning is a reason to feel great. The passing of time is a curious thing, but the onset of each season gives credence to the fact that some things are certain in the world – after Winter there will be Spring, and though there are changes in life, in business and in the world, the seasons will always be – unchanging.

This issue of *The Innovator* offers a closer look at what we think to be of utmost importance, no matter the season – relationships with our customers and the somewhat unique way we look at business.

We remain steadfast in our commitment to providing our customers with the most innovative solutions and top quality service from start to finish. I am thankful to have been able to maintain these values as we have grown – although our size is considerably larger, our focus on the customer has deepened.

Because of our diversified capabilities, we have the opportunity to encounter individuals and companies from many different walks of life. A great number of our customers are long-time associates who have become people we consider friends. Equally important are the new faces; customers that we are getting to know better as we work together.

Customers such as Advanced Wirecloth and Taylor Ignition are examples of long-term relationships that have grown into mutualism; the ability to collaborate with people and enterprises different from us. I find this unique customer approach is one of the most important values, and a belief that has proven its substantiation in the long-term success of BEGNEAUD. I appreciate the customers who are sincere in the approach for innovation and quick turn-around. When they allow us to use our creativity to provide them with solutions to their problems, then it is more than just providing them with tangible goods. It becomes a winning solution that benefits both parties.

I hope your spring is everything you want it to be, and more. At BEGNEAUD, our door is always open and we are happy to see you – whether to answer a question, help with a design or complete a job. You can count on that, and count on us, no matter the season.

Bigger and Better: Finding a Market Niche

BEGNEAUD is a company interested in not only building business, but also in fostering relationships with our customers. Whether it is a single person with an innovative idea, or a large company with interest in improving the design and process for an existing part, the BEGNEAUD team gives its all.

One of the most important aspects of BEGNEAUD has been the unique rapport between Don, the BEGNEAUD team, and the customers. Just as any team's captain has an effect on the way the players play the game, our attitude towards our customers is one that trickles down and is a standard approach at BEGNEAUD. Our customers deal not only with a company, but also with personable and dedicated individuals.

"I use this high-quality product to promote the Cajun name."

One of our more recent customers, Shane Matt, is the co-owner of L & M Fuel Injection. He works hard before and after work at his primary job on the growth of his secondary business, Matt's Cajun Products. The company was created when Matt noticed a need for a large enough spoon to handle the large gumbos and other creations that are common in Cajun country.

"The idea I had may have seemed a little crazy but Don and the employees were open-minded," Matt relates. "When I first stepped into BEGNEAUD and met Don I was extremely impressed by his down-to-earth approach and the employees are absolutely terrific people to work with." Matt knew the product would be well made. He has been pleasantly surprised by the commercial interest in what has grown into a quickly expanding line of unique cooking utensils.

The utensils are an impressive and very durable 11-gauge stainless steel, individually laser cut and finished at



▲ (left to right) Shane Matt at Acadian Village with his unique cooking utensils and cast iron pots; Charlie Goulas, resident blacksmith at Acadian Village using a big spoon to cook; Matt's logo, a Cajun pepper, is featured on every hand-finished spoon handle.

BEGNEAUD. Matt smiles and adds: "We offer big spoons and big spatulas for big pots in big kitchens." He handcrafts a wooden covering bearing the company name, Matt's Cajun Products, and the very fitting logo, a red Cajun pepper.

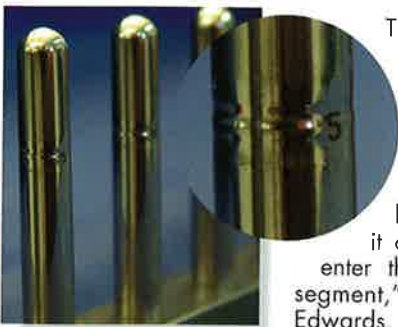
The name and logo for Matt's company were chosen for their symbolism and depth. Shane is enthusiastic regarding the thought behind his choice: "There are people that use the Cajun name to promote a product. I use this high-quality product to promote the Cajun name. The people of Cajun heritage are talented in many ways, besides their highly recognized talents in the cooking and social arenas. We are capable of producing high-quality goods, and I am proud of the craftsmanship that BEGNEAUD and I put into my product line."

"BEGNEAUD is capable of doing things most people don't even realize," Matt adds. "I am thrilled to be working with them on this project – and excited to be planning and perfecting more products in the very near future."

For more information on Matt's Cajun Products, visit their Web site: www.mattscajunproducts.com. ■

Laser Marking Offers Value, Precision and Durability

The advancement of technology has been accompanied by increased customer expectations. As a result product identification has become a frequent customer requirement.



▲ An example of sequential numbering laser etched to a depth of 0.004". This type of marking is used in the pharmaceutical field for sequential numbering of capsules.

TRUMPF observed this necessity and in 1992 acquired HAAS laser, originators of the Vector Mark laser marking system. "As the worldwide leader in laser cutting and welding, it only made sense that we enter the laser marking market segment," explains Timothy Edwards, Laser Marking Product Manager for TRUMPF America.

Many clients utilize a marking service for quality assurance purposes. Marking with laser technology offers a high resolution

and high contrast. The most important added advantage is that the mark is permanent.

At BEGNEAUD, we are dedicated to continuously adding value to our customers' products. The TRUMPF Vector Mark purchase in 1999 exemplifies our dedication and our commitment to provide our customers with the highest quality products at a competitive price.

Our TRUMPF Vector Mark is capable of marking on several materials, including but not limited to: stainless steel, aluminum, anodized aluminum, steel and wood.

According to Flexo Operator, Matthias Mayer, "The flexibility of the machine is unreal. It can etch logos, photographs, sequential numbers, and barcodes with precise clarity. Additionally, laser etching cannot rub off, which makes it more durable for offshore products."

Laser marking can be used in a variety of applications from inventory control to branding. This highly effective permanent marking system has a place in virtually any industry. ■

The BEGNEAUD Touch

The Louisiana Association of Business and Industry (LABI) held its annual conference on January 15, 2002. Dan Juneau, LABI president, invited Don Begneaud to speak at the conference. Juneau comments: "After hearing Don talk about his own experience with the sales tax on business machinery and equipment and the franchise tax on debt, I knew that he needed to deliver the main message about this subject at our annual meeting."



▲ Dan Juneau, LABI president, introduces Don Begneaud.



▲ Don Begneaud at the podium of the LABI annual conference.

Don delivered his speech to an audience of over 300 attendees, which included legislators, media representatives, as well as LABI members. Additional presenters included Juneau, Don Hutchinson of the Louisiana Department of Economic Development, and John Leblanc, LABI Tax Specialist.

Don is a firm believer in the concept of democracy that America was founded on. His goal in addressing LABI was to offer his perspective on "the advantages of Louisiana becoming a more business-friendly state." ■

The Lingo

Laser Marking: the process of changing the color of a material surface by removing a minimal amount of that material.

Swarf: Fine metallic filings or shavings removed by a cutting tool. ■

Calendar of Events

April 24 - 28 Festival International de Louisiane
Lafayette, LA

Employee Anniversaries

April	Martina Joseph	5 years
	Roxanne Hymel	3 years
	Chris Guilbeau	4 years
	Karen Courville	1 year
	Hubert Garrick	1 year
May	Myra Robin	3 years
	Blaine Baudoin	10 years
	Erin Begneaud	1 year
June	Rene' DeMoura	17 years
	Bryan Lagrange	2 years
	Doug Begneaud	20 years
	David Reynolds	5 years
	Julia Bellard	13 years
	Chris Boudreaux	1 year
	Doug LeBlanc	1 year

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Member of:

NAM National Association of Manufacturers

LABI

Louisiana Association of Business and Industry

NFIB

National Federation of Independent Business

AWSP

American Welding Society

SME

Society of Manufacturing Engineers

MEPOL

Manufacturing Extension Partnership of Louisiana

GLCC

Greater Lafayette Chamber of Commerce

MADD

Mothers Against Drunk Drivers

UL
ALUMNI ASSOCIATION

LAFAYETTE EDUCATION FOUNDATION

FMA

Fabricators and Manufacturers Association

AAAC

Acadiana Arts Council



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