

## If YOU could do ONE thing...

(Lafayette) Over 150 community members gathered at the Cajundome Convention Center September 5th, for the United Way of Acadiana's first-ever Community Solutions Summit sponsored by BEGNEAUD. It was an opportunity for citizens to gather for open and inclusive dialogue to shape the solutions to the most urgent obstacles facing our communities.

"We know that in order to positively impact the most people's lives and build a stronger Acadiana, we must act collectively as communities, changing the conditions that affect the most people, by working on the most pressing issues we have in common today," said Margaret Trahan, President/CEO United Way of Acadiana.

The United Way of Acadiana will use the results to establish achievable community goals and focus its resources accordingly. Follow-up summits will be held in collaboration with participating Chambers to help gather an fully inclusive and diverse point of view on issues in Acadiana. United Way of Acadiana community level goals are expected to be released in the spring of 2008

"What stands out in my mind following today's sessions is that it truly takes the whole community to raise the whole child," added Ouida Forsyth, Center for Child Development, UL Lafayette.

The Summit was sponsored by BEGNEAUD and held in collaboration with the Greater Lafayette Chamber of Commerce, Breaux Bridge Chamber of Commerce, Crowley Chamber of Commerce, Greater Abbeville-Vermilion Chamber of Commerce, Rayne Chamber of Commerce and Agriculture, Greater Southwest Louisiana Black Chamber of Commerce, and the St. Martinville Chamber of Commerce.

"The Summit was an eye-opening experience as to what can happen in a committed community," said Shawn Wilson, Assistant to Secretary, Department of Transportation and community volunteer.

For more information on the Summit or United Way of Acadiana's Agenda for Change, please visit [www.unitedwayofacadiana.org](http://www.unitedwayofacadiana.org).



## BEGNEAUD:

*One of the Best Companies to Work For*

Recently BEGNEAUD was named one of The Independent Weekly's best companies to work for. The article honored "the local businesses that go the extra mile for their employees." BEGNEAUD was recognized for the BEGNEAUD Bistro, the insurance reimbursement program and for employing minorities. BEGNEAUD would like to thank The Independent for this honor.

### Employee Anniversaries

October	Mark Faul	20 years
	Jim Ousse	9 years
	Larry Arabie	3 years
	Amanda Peacock	2 years
	Lonny Guidry	2 years
	Donald Credeur	1 year
November	Donald Begneaud	29 years
	Dawn Butler	8 years
December	Kelly Schultz	6 years
	Brent Simmons	5 years
	Lavin Jones	3 years
	Lennit Lancon	2 years
	Gary Daigle	1 year

### CONTRIBUTORS

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Fabricators & Manufacturers Association Intl. (FMA)

#### Correction to last edition:

The quote on page 2 of the Spring/Summer 2007 issue of the INNOVATOR is from Earl Nightingale. We apologize for the error.

*"Now, success is not the result of making money; Making money is the result of success – And success is the direct proportion to our service."*

– Earl Nightingale



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### MEMBER OF



# THE INNOVATOR

BEGNEAUD Manufacturing, Inc.  
Fall 2007



**SPECIAL EDITION: Evolution**  
*A Tribute to the OilField*





# TRY A NEW ANGLE



## Orderliness, Organization and Oil/Gas

This issue of The Innovator focuses in part on the history of the oil & gas industry and BEGNEAUD Manufacturing's relationships with companies throughout that industry. From its very beginning, BEGNEAUD has been tied to companies that are related to the oilfield.

However, before I delve too deeply into that subject, I would like to tell you about a personal experience from my childhood that is actually related to the oil & gas industry in a small way. When I was a Cub Scout our troop toured the Petroleum Helicopters Incorporated (PHI) facility in Lafayette. I was extremely impressed at how neat and clean everything was – all of the tools were laid out precisely, everything was in perfect order – the place was simply impeccable. I didn't realize it at the time, but what I had seen was a perfect example of orderliness in the workplace.

Fast forward to me standing outside of my old weld shop waiting on a tool from Schlumberger that needed some repairs. I took a look around and saw nothing but a mess of metal, machinery and tools. When the guy from Schlumberger got there, I remarked out of frustration, "Look at this place – I've got a bunch of slobbers working for me." The man simply looked at me and said, "Did you ever tell them what you expect?" Right then and there I took a big step toward learning to be a leader – and I also realized the importance that orderliness can play in the success of a business.

From then on, orderliness and organization became a priority at BEGNEAUD, and this has contributed to our growing success over the years. Orderliness is one of the keys that

have allowed our company to take the high road in terms of delivering quality products and services to our customers.

I find it a bit funny now that as a child I was so impressed with the orderliness of PHI – a company that is heavily involved in the oil industry. Little did I know that as an adult my own company would work closely with so many businesses linked to that industry. Without orderliness, BEGNEAUD would not have been able to diversify and continue to meet the needs of dozens of oil & gas-related companies. We have produced everything from spool adapters to aluminum electrical bus boxes to dozens of other products. We have revolutionized pipe thread cleaning with our designed, patented and manufactured Power Brush Machine system. We have even developed welding techniques to improve the longevity of down-hole tools.

The point is that we are intertwined with many companies that are part of the oilfield – and we are proud to be of service to these customers. I should mention that we do much more than oilfield work; other industries we serve include: aerospace, automotive, medical, architectural and more. But today we salute our friends in the oil & gas industry and their many contributions to business in Louisiana and across the world. We pledge to continue providing them with quality products and services – with orderliness and efficiency – for many years to come.

**Donald M. Begneaud**  
FOUNDER, BEGNEAUD



Left to right: Keith Simon & Don Begneaud in the early days.

## ACT of the Americas

Lafayette, Louisiana

BY JAMES MAYNARD, PRESIDENT, ACT OF THE AMERICAS

Since our founding in 1995, Alert Control Technologies of the Americas has been providing high quality production instrumentation to a wide range of customers. More commonly known as ACT/Americas, our company primarily serves the oil & gas industry throughout the Gulf Coast and across the U.S.

*We are dedicated to protecting people and the environment by quickly alerting operators when there is a problem.*

–James Maynard

Our company is at the forefront of oilfield production safety – providing reliable, low-cost safety shutdown systems for oil & gas well sites, as well as saltwater disposal facilities. Our low-power, high-tech systems are designed to efficiently and effectively monitor process conditions at well sites to prevent upsets, over-pressures, spills and discharges into the environment. We are dedicated to protecting people and the environment by quickly alerting operators when there is a problem – as well as automatically shutting down wells when necessary.

We manufacture a line of electronic specialty products that allow us to custom build an efficient, low-cost alternative to conventional safety shutdown systems. Our line of alarm annunciation panels and related equipment and components includes the single channel ALANN III, the



Shown here are two enclosures manufactured by BEGNEAUD for ACT.



Headquarters of ACT of the Americas.

multi-channel ALANN 8, E-Pilot and E-Controller – as well as specialty utility boards for industrial use.

Because our components are all electronic, we can integrate other communications and measurement devices into any system. This allows the operator to monitor process conditions in real time over the internet or from stored files. In addition, we can install communications links including radio, satellite, cell phone – whatever is most effective for each of our customers.



*[BEGNEAUD is] accessible, knowledgeable and always takes the time to get the job done right for us.*

–James Maynard

At ACT/Americas we do everything from manufacturing to installation, servicing and maintenance of these systems. With highly skilled and experienced personnel available 24/7, we pride ourselves on quick response to our customers' needs as well as comprehensive knowledge of our field of expertise. In addition to being a full-service company, we also offer individual components for customers who wish to integrate our products into their existing systems.

As any good business does, we strive to create strong relationships with our customers. And likewise, our relationships with vendors like BEGNEAUD Manufacturing are also very important. After more than 10 years of doing business with BEGNEAUD, I can honestly say that I have never had a single bad experience with this company. They are accessible, knowledgeable and always take the time to get the job done right for us – while also taking our budget into consideration.

# The State of Oil

## in Louisiana & Beyond: *A Brief History of the Oil Industry*

Over the past century the oil & gas industry has grown to be as much a part of Louisiana as is Cajun cuisine, New Orleans jazz and the abundant natural resources that make our state special. Nowadays most people can't even remember a time when oil & gas was not a source of big business in Louisiana – and across the world. But that was not always the case.

Oil was known and used in the ancient world for lighting, as a lubricant, for caulking ships and jointing masonry. It was usually gathered from oil seeps bubbling up to the surface of the earth. However, the Chinese are known to have drilled oil wells as far back as 347 A.D. using bits attached to bamboo poles. The first modern oil well was drilled in 1848 in Asia near Baku. The first oil well in the United States was drilled at Titusville, Pennsylvania in 1859, where oil was struck at 69 feet down – launching America's oil boom and jump-starting the worldwide oil & gas industry.

"The oil & gas industry is critical to the entire world's economy, as well as the economic health of Louisiana," says Don Begneaud, BEGNEAUD Founder. "Being located in Lafayette, BEGNEAUD has always had strong ties to this industry. Throughout south Louisiana, there are countless service companies related to oil & gas. It's really a family of industries within the oilfield sector, and BEGNEAUD is part of that family. That's not to say that we don't work with plenty of companies in other industries because we certainly do. However, about 65% of our current business comes from oilfield-related companies, and we have a strong history of providing a wide range of products and services to those companies."

The history of oil & gas in Louisiana actually got off to a rather rocky start. The first oil well in Louisiana was drilled in 1868 about 15 miles west of Lake Charles – but it came up dry. In 1870, natural gas was accidentally discovered in an artisan well at an ice plant in Shreveport. The gas was piped to the plant to provide illumination, which was the first use of

catering and much more – the variety of companies related to the oilfield is almost endless. And BEGNEAUD is pleased to have had so many opportunities to form strong relationships with many of these companies.

"One of the first BEGNEAUD customers related to the oil & gas industry was John Chance, now known as Fugro Chance," says Mark Faul at BEGNEAUD. "I was closely involved with this client at the time, and I remember that we were manufacturing aluminum boxes that were used to hold their radio equipment. Since then I can't even count the number of oilfield-related clients BEGNEAUD has served."

Over the years BEGNEAUD has produced a great many products related to the oil & gas industry. But just as importantly, the company has been innovative in developing solutions to specific problems in the oilfield.

"During the 1980's Schlumberger came to BEGNEAUD and challenged us to develop various new techniques to weld high alloys onto some of their very expensive down-hole tools," says René DeMoura, Cmfge, BEGNEAUD. "We met the challenge, and as a result Schlumberger was able to get much more use out of these tools and save a great deal of money."

Just as the oil & gas industry has spawned widely diverse service companies throughout its history, BEGNEAUD has shown an ability to diversify to meet the needs of those companies.

"From the very beginning, BEGNEAUD would get calls from different companies covering the full spectrum of what it takes to drill for oil & gas," says Don. "Our success has come from satisfying customer A, who told customer B what a great job we did – and so on. We are proud of the work we've done for oil & gas companies, and we wish to thank those companies for the opportunity to work with them. Oil & gas has been and will continue to be a big part of our company, our culture and our country."

natural gas in the state. It wasn't until September 21, 1901 that the first oil well to produce commercial quantities was brought in at the Heywood well six miles from Jennings. This event marked the birth of the oil industry in Louisiana – an industry that continues to thrive to this day.

The oil & gas industry consists of much more than just the huge corporations such as Exxon that do everything from A to Z in the oilfield sector. In south Louisiana alone there are hundreds of smaller companies that provide numerous products and services necessary for oil & gas production. From geological surveying to providing helicopters, boats, drilling fluids, communications,



PowerBrushMachines has been manufactured by BEGNEAUD for over 20 years. Servicing the oil and gas industry through environmentally, friendly cleaning systems. This pneumatic system cleans casing, tubing, and drill pipe threads. Allowing you with the added flexibility of complete control over solvent flow variance.



Our external thread cleaning system housing holds six brushes; maximizing stability and brush-to-thread surface area.



Pin End Cleaning



Box End Cleaning

Box end cleaning requires either single wire brush cleaning for smaller pipes and four brush cleaning for larger pipes.

# Make the USA Strong: Support Domestic Manufacturing

There is a growing crisis in America today, because fewer and fewer young people are learning the skills it takes to become part of the fabrication and manufacturing industry. How is that a crisis? Our nation is losing more and more manufacturing jobs overseas. Manufacturing companies across the country are unable to hire enough workers, because so many young people just aren't interested. Little by little, the United States – the most creative industrial nation in the world – is losing its ability to be self-sufficient and self-sustaining.

The good news is that you can help. That's right – you, no matter who you are – can make a real difference by making charitable donations to organizations that encourage young people to join the manufacturing industry. And if you are of the opinion that "one person can't make a difference," consider this – individual people in America contribute far more money each year to charities than all major corporations combined. So



yes, your donation really CAN help shape the future of manufacturing and make America strong.

Recently, two foundations that promote manufacturing to America's youth joined forces to provide 20 grants used to fund summer manufacturing camps for young people interested in this field. The Fabricators & Manufacturers

Association Foundation (FMAF), worked with the Nuts, Bolts & Thingamajigs Foundation (NBTF) in this endeavor.

"Funding these camps is just one of the ways we encourage young people to embrace manufacturing," says Don Begneaud, FMAF Chairman. "We also provide scholarships to colleges, technical colleges and various schools that teach manufacturing."

Author and actor John Ratzenberger, the founder of NBTF is producer and host of the Travel Channel's "John Ratzenberger's Made in America" – a TV program that honors the men and women in the U.S. who manufacture products that are the backbone of the American economy. NBTF is aimed at encouraging children to begin "tinkering" at a young age, with the goal of steering them toward careers in manufacturing.

"I can't emphasize enough the fact that foundations like FMAF and NBTF are not just 'passing the hat' and handing out grants," says Don Begneaud. "We're here to educate people. We want people to understand that manufacturing is vital to the future of America – just as it has been such an enormous part of our past. We need to make America strong by

**We want people to understand that manufacturing is vital to the future of America – just as it has been such an enormous part of our past.**

–Don Begneaud

producing more products here. When people give money to these foundations they really are investing in our children and the future of our country."



Today most people think we are living in a "software world" – but in reality ours is a tangible world. Take a look around you right now. Chances are you are surrounded by objects that were manufactured. Don't you think our country will be much better off if more of these things are made in America rather than overseas? You can help make great things happen by investing in the future of our country today.



# Make the USA Strong: Support Domestic Manufacturing

*To make a donation, please contact:*

**Fabricators & Manufacturers  
Association Foundation**  
[www.fma-foundation.org](http://www.fma-foundation.org)  
(815) 381-1337

**Nuts, Bolts &  
Thingamajigs Foundation**  
[www.nutsandboltsfoundation.org](http://www.nutsandboltsfoundation.org)  
(805) 494-5200

Dear Mr. Begneaud,



Thank you for choosing to sponsor the scholarship that has been awarded to me through the FMA Foundation. I feel honored to receive this award and hope that my college career at Western Kentucky University will make you glad to have invested in my future.

Since receiving the scholarship, I have been employed within the manufacturing industry. I am now working with Dana industries in the production of differentials for the automotive market. I believe that this is a great opportunity to gain knowledge and experience in manufacturing. Dana has been pleased with my performance and has offered to continue my employment on an "as available" basis during the school year.

I come from a family with several members in manufacturing careers. My father, James Price, has been in the production of stainless steel tubing and pipe for more than 30 years. I have always been interested in how things work, how to create, and how things are put together.

In addition to receiving numerous academic awards, I am proud to say that I have achieved the rank of Eagle Scout and have also participated in and assumed leadership roles in Student Government, Student Council, BETA, DECA, Varsity Soccer and Baseball, Chorus, Spanish Club, and Coed Competitive Cheer Team.

Service to my community is very important to me; I have contributed nearly 300 service hours through projects affiliated with scouting, school and church.

I am grateful and humbled that you have contributed to my educational fund. I hope that we will develop a good relationship and that you will be proud of my accomplishments.

Sincerely,

*Jameson Price*

Jameson Price