

**WHAT'S NEW FROM LUMMUS  
CORPORATION - 1999  
R. D. Rutherford and J. W. Thomas  
Lummus Corporation  
Savannah, GA**

**Abstract**

New products are not the only thing Lummus Corporation has in store for 1999. A new 250,000 ft<sup>2</sup> corporate facility in Savannah, Georgia, along with a change in the traditional Lummus organizational structure are additional features of a company that is committed to the cotton ginning industry for the long term. Of course, two new Lummus products, the Sentinel™ Lint Cleaner and Ginning Ribs with replaceable tungsten carbide inserts, will posture Lummus for continued service to its customers. An emphasis on anticipating customer needs and meeting those needs with innovative products and services will continue to be the hallmark of Lummus, especially now in its new home, located within a few miles of the site where Eli Whitney originally invented the cotton gin.

**Background**

**Historical**

While the Lummus name has been synonymous with cotton ginning for over 130 years, it is important to note that Lummus Corporation is, in fact, the youngest of the major cotton gin machinery manufacturers. Lummus Corporation began on March 23, 1993, being formed when Baseline Capital Corp. purchased certain assets of Lummus Industries, Inc. out of bankruptcy. The most important of these assets was the employee base, which had and continues to have more industry experience than any other machinery manufacturer. This, coupled with an ownership that has the strongest of financial resources, yields a company that is second to none when it comes to serving its customers both now and in the future.

**Discussion**

**New Facility**

For the past five years, Lummus Corporation continued to do business at the corporate facility in Columbus, Georgia; however, it had become increasingly difficult to work effectively and efficiently. This was primarily because a multitude of buildings had grown at the Columbus site since 1898, creating a segmented and inefficient workplace.

After an intensive search for a new site, Savannah, Georgia was chosen for the new corporate location. On April 13, 1998, a groundbreaking was held at the Crossroads Business Center, just north of the Savannah International

Airport for a 250,000 ft<sup>2</sup> manufacturing facility (see Figure 1). In addition to the corporate offices and manufacturing plant, this facility also includes an 8,000 ft<sup>2</sup> area for Research and Development and a 20,000 ft<sup>2</sup> after-market Parts department. This new facility represents an investment in excess of \$15 million, and should demonstrate, without a doubt, Lummus' long-term commitment to the fiber industry.

In addition to the new physical plant, there has also been a substantial investment in new computer hardware and software including:

- Windows NT Workstations
- SYMIX Financial/Manufacturing Business Software (to assure Year 2000 compliance)
- AutoCad Release 14
- CAD Documentation Reproduction System

**New Organization**

Several functional areas of Lummus have also been reorganized and redefined in order to allow the company to become even more customer focused, offering higher quality and reduced lead times. In order to move from a company that reacts to the wants of customer to a company that anticipates the needs of the customer, the Research and Development department has been renamed Product Planning and Development, focusing not only on a product's engineering, but on its integration with the entire process (sales, marketing, and manufacturing).

A new department, Demand Management, has been created, focusing on customer service, order management, coordinating corporate resources, and the like throughout the entire Lummus organization, in order to provide a clearing house for all informational exchange related to orders, whether within Lummus or customer-to-Lummus.

Beginning on the factory floor, employees have been organized into Functional Teams, moving Lummus into what has been termed in recent business literature as a High Performance Organization. These Functional Teams will become more and more empowered in all facets of their jobs, including self-appraisal and accountability as time goes on. The purpose of the move to this type of organization is to foster not only a team spirit, but also to allow employees throughout the company to understand more of the "big picture" of the business than was previously the case.

**New Products**

Two new Lummus products, the Sentinel™ Lint Cleaner and Ginning Ribs with replaceable tungsten carbide inserts, will posture Lummus for continued service to its customer in 1999.

The Sentinel™ Lint Cleaner is the first new concept in gin lint cleaning introduced to the market in decades (see Figure

2). A separate paper presenting more detail on the Sentinel™ Lint Cleaner can be found in the New Developments from Industry section of the 1999 Beltwide Cotton Production Conference Proceedings. It will be available in limited production for 1999, with full production in both 86" and 108" wide models in 2000.

Ginning Ribs with Tungsten Carbide Inserts (see Figure 3) are currently available for Lummus Imperial III gin stands (116-saw and 170-saw models). The rib body is formed from extruded bars of 1045 carbon steel, and then the slot for the insert is precisely machined prior to plating. The tungsten carbide insert is held in place both by an epoxy adhesive and roll pin. To provide for accurate rib spacing and ease of installation, the tops of the ribs are mounted in extruded aluminum filler bars in nine-rib sections (see Figure 4). Later in 1999, insert-type ribs will be available for both Lummus 108-saw and 158-saw gins due to the continued prevalence and longevity of these models in the marketplace.

**Summary**

The future is indeed bright for Lummus Corporation. Continued commitment to our customers through aggressive product planning, development and introduction, along with the new technology in our new Savannah, Georgia facility will allow Lummus' service to the ginning industry to set the standard by which all other companies will be judged. Lummus would like to thank its many customers throughout the years for their support and loyalty. This is especially true over the past year while we have endeavored to continue uninterrupted service to our customers while relocating the company across the state.



Figure 1. Lummus Corporation Corporate Facility - Savannah, Georgia.

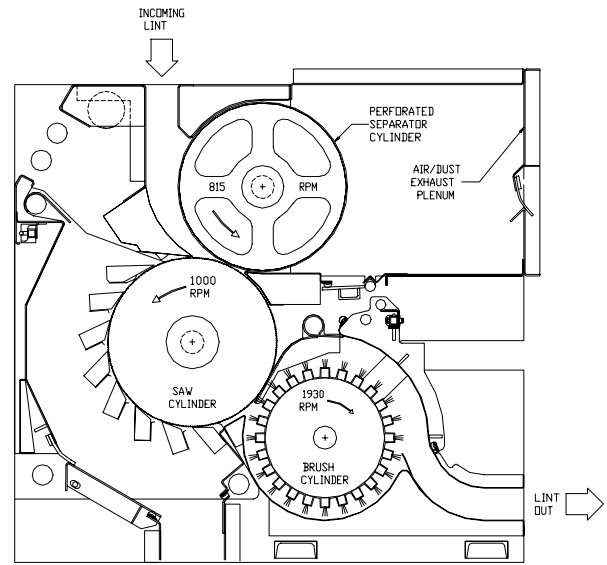


Figure 2. Cross-section of the Lummus Sentinel™ Lint Cleaner.

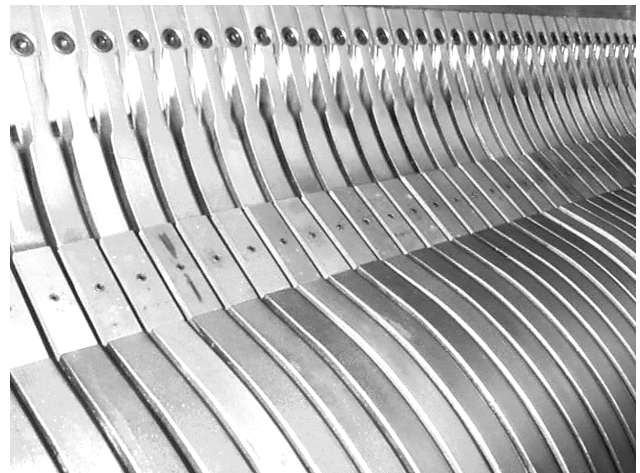


Figure 3. Lummus Imperial III Gin Ribs with Tungsten Carbide Inserts.

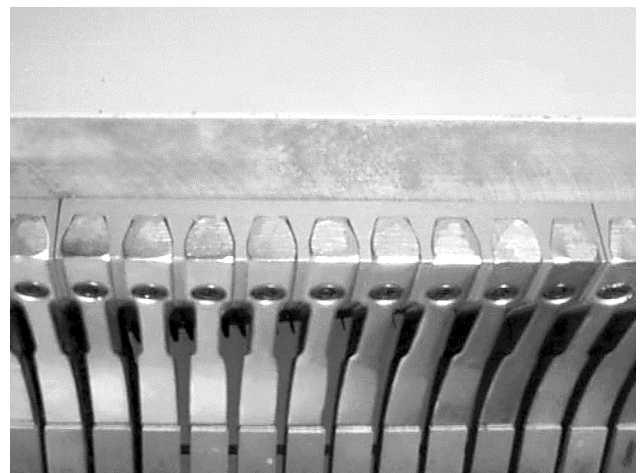


Figure 4. Detail of aluminum extrusion Filler Bar for Insert-Type Ribs.