"DO IT YOURSELF"

gives birth

to FALWELL CORPORATION

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for
Davey Compressor Co., Kent, Ohio

Close-up of simplified controls of Davey M-8A.

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Back in 1937 an uncle advised C. W. Falwell to drill his own well. He did. His son, Calvin, then only 17, sold several neighbors on drilling their wells. From this humble beginning was born one of Virginia's largest water well drillers.

Another successful drilling contractor

ONE OF VIRGINIA'S largest water well drillers is Falwell Well Corporation, Lynchburg. It is also reputed to install more pumps and water systems than any other dealer in the Old Dominion. In addition, it operates water systems for 12 community subdivisions.

Growth of this company is typical of America's industrial progress. The story of how it has attained its present position of leadership is an interesting one.

Falwells have been farming near Lynchburg for over 100 years. In 1937, C. W. Falwell, Jr. found himself with several hundred acres of land that badly needed wells. He naturally called in a local driller. The latter repeatedly started, but couldn't complete the jobs because of almost constant equipment failures.

Falwell, following the advice of a great uncle, went to Akron, Ohio to purchase a new cable drill. He then proceeded to drill his own wells. After the last one was completed, he put the machine in storage, in anticipation of the time he would acquire more land or need an additional well.

However, his son, W. Calvin Falwell, had other ideas. Although he was only 17 and still in high school, he sold several neighbors on letting him drill their wells. One job led to another; the business grew. In 1948, it was incorporated under the present name.

W. Calvin Falwell
President, Falwell Corporation.

Lawrence W. Falwell,
Secretary-Treasurer.

Jimmie H. Moyer,
General Manager.

J. I. Hammond,
Manager of drilling operations.

S. Berkley Driskill, Jr.,
Manager of pump operations.

Today, W. Calvin Falwell is president; his father, C. W. Falwell, Jr., vice-president, and his brother, Lawrence W. Falwell, secretary-treasurer. Jimmie H. Moyer, a 13-year company veteran, is general manager. Mrs. Marian A. Viar, who has been with the company nine years, is office secretary.

Manager of drilling operations is J. I. Hammond, who joined the firm in 1961. S. Berkley Driskill, Jr., with 12 years' Falwell service, is manager of pump operations. Employment now totals 26 with 12 engaged in well drilling and 14 divided into five crews handling pump work.

There are several major reasons for the success of the Falwell Well Corporation. Most important is the company's reputation for quality work. Every job is unconditionally guaranteed. Customers know they can be certain of receiving complete satisfaction—from an established firm that will be in business tomorrow to service what it guarantees today.

In its drilling operations, Falwell always employs the finest available equipment. Typical of this are two Davey rotary drills, manufactured by Davey Compressor Co., Kent, Ohio. Also, all Falwell jobs are started and finished on time. Two-way radio service, controlling every piece of equipment, further expedites fast action. Because it is both a complete water systems dealer and driller, the company offers iron-clad "one source" responsibility.

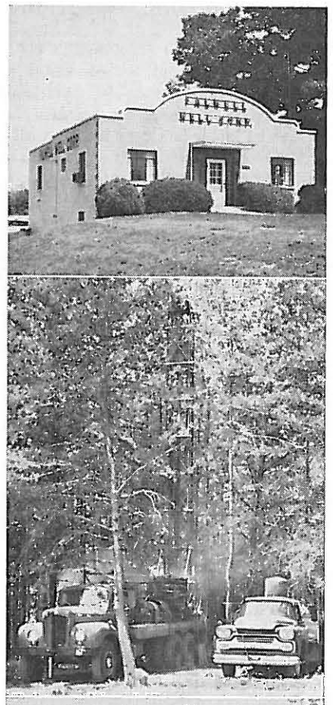
Aggressive, yet friendly, selling is another important phase of Falwell's daily activities. Moyer and Hammond, in addition to their field work, also serve as sales representatives. Their record speaks for itself. During the last two years, for example, Falwell has continuously possessed a large backlog of work despite the fact it never attempts to meet cut price competition.

Strong community ties are another factor in the corporation's growth. W. Calvin Falwell, for example, is a director of the Lynchburg and Campbell County Chambers of Commerce; chairman of the Aviation Committee of the Lynchburg Chamber of Commerce; commissioner of Campbell County Fire Department; past-president of Mountain View PTA and the Lynchburg Little League. In addition, he is vice-president of the Lions Club. Also, a member of the Elks Club, Izaak Walton League, YMCA and Sports Club.

One of his recent outstanding achievements was in connection with the Lynsox, Southern League Class AA farm of the Chicago White Sox. The moving force behind the transfer of this baseball team to Lynchburg two years ago, he has had the satisfaction of seeing his city receive the award for AA baseball's top attendance in the nation. He now is listed as the team's official adviser.

On the state and national level, W. Calvin Falwell is a past-president of National Water Well Association and Virginia Highway Users Association, as well as a past vice-president of *Water Well Journal*. He now is a member of the board of directors of the "Keep Virginia Beautiful" organization.

In addition to their community endeavors, the Falwells operate several other companies in Lynchburg. Among these are Truck Body Corp., which employs 65 in the manufacture of truck bodies and trailers; Falwell Fast



Top: General offices of Falwell Well Corp., 3900 Campbell Ave., Lynchburg, Va. Center: Davey M-8AR (with retractable table) drilling a water well. Bottom: Davey M-8A, acquired by Falwell in July, 1963, drills water well at new Lakewood Forest Development.

Freight, Inc., a truck line that offers daily service between Charleston, W. Va. and New York City via Roanoke and Lynchburg; two restaurants—Warren's and the Old Fort. In addition, the family has expanded its farming interests and now owns approximately 1,000 acres near Lynchburg. Both Falwell brothers are licensed pilots and own and operate their own airport. They own a twin-engine Aztec which they use for business purposes.

Falwell Well Corporation customarily operates within a 50-mile radius of Lynchburg. Water table in the area is dropping. The average well in 1948 was 75 ft. in depth with static level of 35 ft. Now, the average depth is between 125 and 150 ft. and static level is 65 ft.

Wells of 125–150 ft. normally yield about 10 to 15 gallons of water a minute. Approximately 50–60 ft. of casing is used from the surface to rock. The latter is a very hard granite that almost necessitates use of an air drill. Approximately a day and one-half (15 hours) is required to drill the average six-inch diameter hole and set casing.

To further speed up his operations, Falwell is now converting his air drills to high pressure drilling. By using 250 p.s.i. instead of 100 p.s.i. air, penetration rate is increased from 50 per cent to 100 per cent.

Reports on a recent Falwell job for AT&T emphasize the value of modern equipment of this type to both driller and customer. They further clearly show the difference between cable drill and Davey rotary air drill operation. They also prove Falwell's contention that one air drill does as much work as five or six cable tools.

Conditions were the same for both machines. Each drilled a single well through schist at a site 1607 ft. above sea level in Buckingham County. The cable drill required 33 days to reach 575 ft. and a yield of three gallons per minute. The Davey rotary was down to the same level in four days with a yield of 10 gallons per minute.

The Davey M-8A used on this job was standard production model. It has a minimum of hydraulic lines, cables and controls. Rated capacity is 600 ft. depth, using six-inch bits and a four-inch drill pipe. The unit is mounted on a 38,000 lb. 6VW tandem truck, equipped with a Davey air-cooled three-stage compressor, GMC-8V-71 diesel engine, derrick for handling 20 ft. length drill pipe, large diameter heavy duty rotary table, hydraulic leveling jacks, dust collector and pipe carrying rack.

Falwell advises that, above all, he likes the simplicity of the Davey design. "Davey drills are easy to operate and set up. Davey makes the entire machine, including the compressor. Thus, it has control over production of the complete unit, not just the drill. This minimizes trouble. And, Davey has a very good company policy on service, repairs and replacements. That's why we bought another Davey in January of this year after purchasing the first one in July, 1963."

Besides water wells, Falwell is constantly on the lookout for other types of drilling. One of his most recent jobs was a pre-fab pile project for the foundation of Roanoke Valley Community Hospital, Roanoke, Virginia. Forming a joint venture with Cunningham Core Drilling & Grouting Company and Frank W. Martin Drilling Company, another Davey owner, both of Roanoke, and using a high pressure Davey rotary drill with percussion type bits, they drilled 550 holes 13-¾″ in diameter to depths ranging from 15 to 86 ft. Total was 15,590 ft. Davey high pressure outperformed all other drills on this job. Incidentally, this was the first job of this type east of the Mississippi, using Mission 9-¼″ percussion bits.

Another tough job that showed Falwell's ability to work successfully under difficult conditions was performed recently for Colonial Pipeline Company. The latter was constructing an oil pipeline from Texas to New England when it ran into rock along the James River bottom. Too tough to trench, it had to be blasted. But, the problem of properly positioning a drill in the river presented a situation unique in Virginia.

To solve it, Falwell employed an air drill on a barge. This was set up by hydraulic jacks in the same manner as an offshore drilling rig. This permitted Falwell to drill 100 ft. a day of six-inch holes on five ft. centers Needless to say, the job was completed to everyone's satisfaction.

Looking to the future, Falwell expects the well drilling business around Lynchburg to remain very good. While there is a trend toward city water in some outlying areas, many people still demand the privacy of the country. There will also always be a substantial amount of special blast hole and foundation work.

Consequently, it appears that we can expect to hear of the expansion activities of the Falwell Well Corporation for many years to come.