



TAM INTERNATIONAL
Inflatable and Swellable Packers

FOR IMMEDIATE RELEASE

TAM International founder Lawrence (Larry) Sanford Dies at 90

HOUSTON – Jan. 12, 2015 – Lawrence (Larry) Sanford, founder of TAM International, Inc., passed away on January 7 following a long-term illness. He was 90 years old.

Mr. Sanford purchased TAM Products, Inc. in 1972, and revolutionized the company. His vision led to rebranding the company as TAM International, Inc. in 1973 to expand the company's market presence and capitalize on global opportunities.

"Today, TAM International's products and services are available globally, due in large part to Mr. Sanford's vision for the company," said Michael Machowski, chief operating officer at TAM International. "We send our condolences to the Sanford family and pay our respects to his legacy."

Mr. Sanford was a larger than life personality, always poised to ask a question, challenging employees, friends and family to think a little harder. He was known in the industry as an innovator, designing tools to help his customers solve their problems.

"Sometimes we meet a man like Larry Sanford whose integrity, honesty and commitment to life are beyond reproach," said Charles (Doc) Stokley, retired executive vice president of TAM International. "I consider myself extremely fortunate to have been able to share 37 years with him as a friend and co-worker, and to help him achieve his business goals in some small way as an employee for 26 years at TAM."

Under Mr. Sanford's leadership, TAM International began manufacturing inflatable packer elements for the oil and gas industry in Houston. In 1980, the company added a manufacturing and repair facility in Calgary, Alberta, expanding TAM's global service offering. To add to TAM's global footprint, in 1984 a sales, service and repair facility opened in Aberdeen, Scotland to support Mr. Sanford's vision to service the industry in the North Sea region.

Over the next two decades, with Mr. Sanford at the helm, the company developed a multitude of new products and opened additional offices worldwide. In 1998, his son, L. Bentley Sanford, assumed the title of president of TAM International, and Mr. Sanford became chairman of the board.

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