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Louis Mogas,
Founder and Chairman of
MOGAS Industries



TEXAS A&M
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PERSONAL VIEW: AN ALUMNUS SHARES LIFE LESSONS LEARNED ON AND OFF CAMPUS

"Everybody is the CEO of something; Quality always wins; Communicate, communicate, communicate; Do what's right; Work with a sense of urgency; and Make work fun."

Alumnus: A person who has attended or graduated from a particular school, college or university.

Louis Mogas received his bachelor's degree in 1963 and his master's degree in 1964, both in business administration and both from Texas College of Arts and Industries.

Entrepreneur: One who organizes, manages and assumes the risk of a business or enterprise.

Louis Mogas is an entrepreneur. He has been running businesses since he was 10 years old, when he started a small carnival—with a fishing booth—in his backyard.

Philanthropist: One who makes an active effort to promote human welfare.

Louis Mogas is a philanthropist. He said his wife taught him philanthropy.

Texas A&M University-Kingsville recently celebrated the creation of the Mogas Family Perseverance Scholarship Endowment. The endowment will be used to establish a similarly named scholarship program, designed to help high school students in South Texas who struggle with the financial decision to attend college. Louis and Marilyn Mogas provided \$150,000 to establish the endowment. They also gave an additional \$12,000 to spur an initial scholarship award for the upcoming 2018-19 academic year. The Mogas Endowment will be matched by the Texas A&M University-Kingsville Foundation with an equal amount of funds from the Welhausen Funds Match Program to form a base of \$300,000.

Stories of hardship inspired Mr. and Mrs. Mogas to create this opportunity for an incoming student to make the decision to persevere against the odds, seek and fulfill their goal of earning an undergraduate degree, despite the lack of financial resources to do so. What's more, Mr. and Mrs. Mogas have personal experience of attending college on a limited budget.



Alumnus

Louis Mogas earned both his bachelor's and master's degrees from then-Texas College of Arts and Industries. He has fond memories of him and his wife being treated well by the townspeople of Kingsville while he was in school. "It was just people knowing you were a student and you don't have a lot of bucks in your pocket and treating you extremely well," Mogas said.

He added, "One time when we were living in an apartment, my wife and daughter were both sick. They were throwing up every 10 minutes, one after the other. I called the doctor and it was pouring rain and you had to park your car on the street and walk to our unit. It was 2 a.m. He gave each of them a shot, which immediately healed them, and they went to sleep. As I walked him out, he told me I owed him \$10. I just thought that was the most wonderful thing."

Dr. Dennis Ford was the dean of the College of Business Administration when Louis Mogas was a student. He became more than just a mentor to Mogas - Ford was a big influencer in his life. "We had a class competition where we had four companies working against one another, with four students in each group. We had to make pricing decisions, inventory decisions, marketing decisions, hiring decisions," Mogas said. "After about four quarters, my team was in first place and Dr. Ford asked me to join another team that was on the edge of going bankrupt and I initially told him no. I didn't want my grade to be affected and I had an A. He told me not to worry."

Mogas said Dr. Ford was his most powerful and wonderful mentor. "I was running a business. I had started painting houses and I started doing sidewalks and driveways and porches and I had seven students working for me and he was aware of that. I guess he was impressed so he kind of took me under his wing. I remember one time he came to me in class and asked how many jobs I had going and I told him two. He said, 'Shouldn't you be there instead of here?' and he told me to leave."

"We got real close. One of my memories was when Dr. Ford and his wife, LaNelle, came to our apartment for dinner, and my wife, Marilyn, and I had a little folding table and a couple of chairs and we made spaghetti and meat sauce," Mogas said.

The mentorship Mogas experienced did not end in the classroom.

"After I left campus, we stayed close and we talked about going into business, buying a business. He told me he was interested in supporting a business and he did. And he made an investment to help get my company started. And we remained friends for life," Mogas said.

Entrepreneur

Louis Mogas founded his company MOGAS Industries Inc. in 1973 in Houston. The company has gone on to become a leader in the industry producing severe service ball valves of all shapes and sizes. Its products are used in high-pressure, high-temperature situations. It makes valves that can withstand temperatures up to 1,500 degrees and pressures up to 33,000 pounds per square inch.

Since it was founded, MOGAS Industries has expanded and now has sales and service centers in China, Australia, South America, Africa, the Middle East and Europe.

It was recently named the 21st Best Company to Work for in Texas - the third year in a row it has made the list. Everyone at MOGAS Industries works from six core values: Everybody is the CEO of something; Quality always wins; Communicate, communicate, communicate; Do what's right; Work with a sense of urgency; and Make work fun.

MOGAS has been a global company since 1978, according to its founder. "Global industry became very, very important when the business we were in closed and we found

ourselves out of work. That was the synthetic fuels industry. We were embraced by the rush to develop synthetic fuels in the U.S. and we were rushed by customers that were building pilot plants, to develop procedures and methods for doing this new venture.

"They were testing a whole lot of people's valves and our valve won the contest. We were supplying the first pilot plant in Kentucky with valves which was consuming 80 percent, and it was an incredibly promising future. Then the long lines at the filling stations disappeared and gasoline was available again and synthetic fuels went completely away overnight," Mogas said.

"So literally, Wednesday of next week, we were going to be out of work. While I was working in California, I was visited by a group from Japan who was building a synthetic fuels process in Australia. I went to Japan and we got some orders. We supplied valves to their facility. We went to England and we realized what we supplied was going to be a global application and it grew from there to become very global," he said. "Today, about 80 percent of our shipments are exported."

Mogas sees himself as an entrepreneur for three reasons. "First, I love it! Second, I think that way. And third, I don't think I could work for anybody else. It just wouldn't work." He has been in business for himself since he was a boy when he started running a carnival in his back yard. "Then, I started a business doing yards, landscaping. And then, I started painting houses. I always wanted to be an entrepreneur. I always was. My father encouraged it very much and then the mentorship of Dr. Ford was very instrumental," Mogas said.

Philanthropist

Mogas has accomplished much as an entrepreneur, but he counts as his greatest accomplishment to date not the success of his company or the number of patents they have, but his children, Matt and Valerie, and his grandchildren, Meghan and Macy. And he credits his wife, Marilyn, with teaching him philanthropy.

Marilyn went to college part-time studying education. She taught kindergarten at the First Baptist Church and then sixth and seventh grade English and girls' physical education in Driscoll.

"My wife taught the whole family philanthropy. She did it by need and so I followed her and I still follow her today. She has served several charities. She has been president of the board of the Ronald McDonald House. I have never served. I just support her.



"I believe in it so much. What it does for your brothers and sisters, what it does for your family. The payback is enormous. What it does for kids is where we focus the most. It changes lives. When you have kids that have life-threatening diseases and they can put their pain aside for a few days with a petting zoo or a camp, some way of having them put their pain aside is just incredible," he said.

Mogas added, "Giving of your time is the hardest way. Giving of your money is the easiest."



ABOUT LOUIS MOGAS

Louis Mogas, of Houston, founded MOGAS Industries in 1973 to develop, design and manufacture severe service valves. Since then the company has become one of the most trusted, high-quality valve manufacturers in the world with service centers in China, Australia, South America, Africa, the Middle East and Europe.

Mogas and his company are involved in several professional organizations, including International Organization For Standardization, American Petroleum Institute, International Society of Automation, American Society of Mechanical Engineers, National Association of Corrosion Engineers, American Fuel and Petrochem Manufacturers and Valve Manufacturers Association.

As an industry leader with a focus on community, MOGAS has received several awards (sidebar).

Mogas and his wife, Marilyn, are dedicated philanthropists personally and involve MOGAS and its employees in many of their charitable activities. MOGAS has had a bike team participating in the MS150 Bike Ride for the Lone Star Chapter of the National Multiple Sclerosis Association since 1996.

MOGAS employees are volunteers and donors to Ronald McDonald House, Periwinkle Foundation, and Camp for All. The Mogas family established a scholarship fund for children of MOGAS employees who are pursuing post-secondary education.

Mogas credits much of his success in business to the hands-on education, mentoring and guidance he received from Dr. Dennis Ford, former dean of the College of Business Administration at Texas College of Arts and Industries and remained in contact with Dr. Ford until Ford's passing.

ACCOLADES OF MOGAS INDUSTRIES



THE JESSIE H. JONES AWARD BY THE
GREATER HOUSTON PARTNERSHIP (2004)



NATIONAL PHILANTHROPY AWARD BY
THE HOUSTON BUSINESS JOURNAL AS AN
OUTSTANDING CORPORATION (2005)



THE INC. 500 MAGAZINE AS ONE OF
AMERICA'S FASTEST GROWING PRIVATE
COMPANIES IN AMERICA (1982)



SHELL CANADA VENDOR EXCELLENCE
AWARD (2007)



TEXAS ASSOCIATION OF BUSINESS BEST
COMPANIES TO WORK FOR IN TEXAS (2016)



WORLD AT WORK SEAL OF DISTINCTION
CHARITABLE ACTIVITIES (2017)