

Small Business of the month



A second generation of the family-owned Instrument Technical Services (ITS) continues to provide regional clients with electrical and instrumentation services.

Building on a Father's Work – Lannie Siblings Grow the Family Business

The business **David Lannie** started in 1978 became his legacy to his four children in 2010. What he taught them before he died, in addition to running a business, was relationships matter, quality counts and safety is important.

The family-owned, Irvington-based Instrument Technical Services (ITS) is the Mobile Area Chamber's Small Business of the Month. The 35-year-old company specializes in electrical and instrumentation contracting for commercial and industrial clients, primarily in a 75-mile area.

Lannie's three sons – **David Jr.**, **Scott** and **Heath** – all joined the company while they were still teenagers. His daughter – **Deana**, a little later. They each play a different role: David as chief financial officer; Scott, chief operations officer; Heath, chief marketing officer; and Deana is human resource manager.

On the ITS customer list are a number of recognizable companies

and projects including Shell Chemical, AIDT's Maritime Center at Austal and several area public schools. And the ITS team has the capability and expertise to handle new construction, routine maintenance projects and emergency repairs 24 hours a day.

"We have a lot of repeat customers," said Scott, "and Shell Chemical was one of my father's first clients back when the facility was LL&E (Louisiana Land and Exploration). When a company has an unplanned outage, our job is to get them up and running with the least impact to their bottom line."

Among the 70-plus employees are master electricians and National Center for Construction Education and Research certified personnel. Two employees have worked with ITS for 40 years each.

"That experience and training gives clients confidence in our work," said Heath.

David Sr. started the business focused on instrumentation – testing, calibrating, installing, repairing and inspecting a variety of monitoring devices and controls that run a company's equipment and processes. As bid packages began including more and more electrical projects, ITS expanded services to include that area of expertise in 1984.

Following Hurricane Katrina, as the influx of work tapered off, ITS pursued additional commercial contracts. Today the company has nearly a 50-50 mix of industrial and commercial clients, and is looking to expand in the maritime and aerospace sectors.

Daily safety meetings and job safety analysis are two ways the company emphasizes safety. "We haven't had a lost-time accident since 1997," said Heath. It's this commitment to employees and customers that make ITS stand out as a leader in its field.

Go to mobilechamber.com/award.asp to submit a Small Business of the Month nomination, or contact Danette Richards at 431-8652 or d Richards@mobilechamber.com. Small Business of the Month is a no-cost benefit of Chamber membership.