Company Profile
Our Philosophy

LEC INC provides engineering and industrial IoT communications services of the highest quality with an unending commitment to our Clients, Strategic Partners and Communities.

Through Client and Partner engagement, technical innovation, research and development, we strive to develop better solutions to achieve complete satisfaction of those we serve.

With each project our goal is to establish a new standard of quality and professionalism.

Engineering Smarter Systems

LEC INC provides the competitive advantage to our Clients by supplying the tools needed to face competitors head-on in a demanding global marketplace by offering production and process management automation that turns challenging circumstances into revenue-generating results.

Our experience is proven through the successes achieved by our Clients through cost reduction, higher-quality manufacturing and increasing the efficiency of their processes, as well as greater employee safety and productivity.

Automation is a powerful tool that contributes to the productivity of any manufacturing or production facility, the efficiency of any process depends almost entirely on how well a system it’s integrated. Choosing the right systems integrator is a critical decision, and LEC has the proven ability and depth of knowledge to work with your team to achieve desired results. With over 140 years of combined experience, our engineers, designers, programmers and technicians provide our Clients with the highest-quality in automation, communication, data collection and reporting tools.
History

LEC INC was established in 1989, and originally focused solely on industrial and manufacturing projects. Since then we have grown into an internationally recognized brand for providing quality integrated systems for Clients all over the world.

With over 140 years of combined experience, our engineers, designers, programmers and technicians provide engineering and industrial communications services of the highest quality with an unending commitment to our Clients and communities.

Our main office is headquartered in Jackson, Mississippi. We also have an office located in Baton Rouge, Louisiana. However, we travel all over the world to provide services to our broad range of Clients.

Strategic Alliances

Our strategic alliances with many high-quality Systems Integrators and OEMs allow our teams to successfully design, produce and integrate custom systems based on the specific needs of each Client.

These well-established partnerships with leaders in industrial automation play a vital role in helping us deliver successful results, and provide our teams with immediate access to a broad scope of resources, distributors, alliance partners and engineering and technical professionals.
A Client-Centric Company

Client access to our professionals is not restricted to “traditional” business hours and workdays, as our emergency support teams are available to provide assistance any time of the day or night.

Our after-hours support staff is highly experienced in troubleshooting PLCs, AC Drives, DC Drives, relay controls and other types of control components affording us the ability to resolve problems spanning various disciplines of technology.

By incorporating remote access features into your control system, our teams are enabled to diagnose issues, and in many cases remedy them from virtually anywhere.

We also offer our Clients the option of attending customized training sessions, either on-site with functional equipment or in a hands-on classroom environment.
Engineering

Knowledge. Quality. LEC INC.
No project can fully succeed without unwavering attention to technical detail, cost-containment, and a thorough understanding of the Client’s desired outcome.

Our knowledge and experience consistently results in providing our Clients with completed projects of the highest quality, delivered on-schedule and on-budget.

Consulting
As it is our goal to meet the needs of each Client concerning their particular control and automation systems, our consulting services can range anywhere from specification of a single system component to providing complete turnkey design-build services.

Our extensive network of resources, both technical and non-technical, allows us to accommodate the needs of each Client during any phase of a project, whether public or private sector.

Systems Integration
Our extensive experience with a vast array of hardware and software platforms and their unique communication protocols enables us to effectively integrate multiple machine control systems in accordance with a Client’s requirements, whether into a comprehensive control room, SCADA application or otherwise.
Engineering the Components of IIoT
LEC INC offers experienced Industrial Internet of Things (IIoT) enablement, filling the gaps between disparate technologies.
- Integrating existing field devices and assets into a current IIoT Framework
- Connecting disparate systems into a single platform and user interface
- Engineering the path of data inputs and outputs to create optimized visibility and control
- Developing Ground-up Solutions to meet specific customer requirements
- Long-term Support to ensure sustainability while meeting ongoing and future business needs

With years of Industrial Controls and Automation experience, along with investment in new and innovative technologies and the brightest human resources, LEC INC is truly a market leader in deploying IIoT. Trusted by the industry, wireless carriers, and enterprise customers alike, LEC INC is a proven partner in business.

Experienced Human Resources behind the Technology
The core of our flexible workforce includes engineers who are experienced in a variety of disciplines with the capacity to complete a project of any size. Our professionals are passionate about design, fluent with technology, and remain engaged throughout every aspect of each project undertaken. LEC INC has over 27 years of experience in providing quality integrated systems for Clients all over the world.

- Automation Engineers
- Electrical Engineers
- Mechanical Engineers
- Computer Engineers
- Civil Engineers
- Network Engineers
- Programmers
- Certified Panel Technicians
LEC, Inc. develops components, systems, and software for clients across the globe in the ever-evolving motion-control and electric motor industry. We have a broad customer base that includes oil & gas companies, transportation companies, water/wastewater and many more key industries.

**Oil & Gas, Pipeline**
- Drilling Rig Remote Monitoring Systems
- Production Monitoring Systems
- Pumping Unit Monitoring Systems
- Pipeline Metering Station Monitoring and Control Systems
- Pipeline Control and Block Valve Controls and Monitoring Systems
- Pipeline SCADA Systems

**Water/Wastewater**
- Wastewater Pump Stations
- Potable Water Well Controls
- Elevated Tank Controls
- Treatment Process Controls

**Metals & Machining**
- C-N-C Machining
- Arc Furnaces
- Punch Presses
- Rolling/Stamping/Slitting
- Die Casting
- Draw Blocks
- Annealing

**Forest and Agriculture**
- Bucking, Sawing & Chipping
- Trimming, Sorting & Stacking
- Drying & Packaging
Application Examples

**Power Generation**
Fuel Tank Farm Supervisory Control  
Process Water Filtration and Treatment  
Wastewater Filtration and Treatment  
Electrostatic Precipitator Controls  
Bottom Ash Control Systems  
Fly Ash Control Systems  
Hydro-Electric Generator Controls  
Raw Water Intake Controls

**Robotics**
Pick & Place  
Welding  
Assembly

**Communications**
Ethernet Networks  
VPN Access  
ControlNET  
DeviceNET  
Modbus / RS485  
Fiber Optic  
Cellular  
Internet

**Monitoring**
SCADA Systems  
Remote Monitoring Systems  
Residual Chlorine Monitoring Systems
Application Examples

**Automotive**
Tire Industry
Welding Machines
Component Assembly
Automation
Quality Control - Vision
Inspection Systems

**Plastics**
Injection Molding
Extruding
Blow Molding
Thermoforming
Ultra-Sonic Welding

**Food & Beverage**
Batching
Ovens
Fillers/Seamers/Cappers
Packaging
Palletizers
Bar Coding/Sorting

**Chemical**
Custom Container Filling Stations
Palletizers
Batch Controllers

**Paper Industry**
Paper and Pulp
Converting
Presses
Application Examples

**Fiberglass Insulation Production**
SMC Production
10 and 15 Ton Presses

**Transportation**
Draw Bridge Controls
Bridge Automation

**Amusement & Entertainment**
Roller Coaster Automation
Water Park Automation
Products and Services

At LEC, Inc. we recognize the many challenges in today’s globally competitive environment when it comes to managing your production and process. LEC, Inc. has the experience and offers the best products and services to help you gain a competitive edge in your industry.

Engineering and Consulting
LEC’s highly trained engineers provide superior service and intelligent solutions for our clients’ manufacturing issues. LEC provides the solutions needed as well as the documentation to keep up with all details of a project, including schematics, hardware/software manuals, and fabrication details. All of our documents are accurate, easy to follow, and simple to modify.

At LEC, it is our goal to meet every need of our customers and clients as they relate to control and automation systems. Consulting services offered by LEC range from specification of a single system component to turnkey design-build services. We have an extensive network of resources, both technical and non-technical, which allows us to accommodate client needs during any phase of a project. These services are not specific to any particular market segment and are applicable to both public- and private-sector projects. LEC has been involved in numerous projects providing the following types of services:

- Establishing and evaluating current needs
- Project planning for the purpose of meeting the current needs
- Discovery and due diligence process
- Documentation of existing conditions
- Development of specifications and design drawings
- Fabrication of the necessary control and automation systems
- Programming of PLC’s, HMI’s, control and IT network communications
- Coordination with utilities and service providers
- Coordination and management of contractors and consultants of other disciplines
- Project administration and management
- Coordination and execution of project startup, testing and final acceptance
- Final project documentation and record drawings
- Preventative and predictive maintenance for control and automation systems
Products and Services

UL- 508A Certified Industrial Panel Design and Fabrication
(United States and Canada)

In addition to our many software products, LEC INC provides the finest custom hardware solutions. In LEC’s panel shop, we design and build panels for specific applications, or Clients may choose from our existing product line.

We also provide machining, welding, and many other fabrication services through our strategic partners, allowing LEC to provide the total hardware solution for your business.

Our experience includes system design and fabrication for numerous agricultural related blending, conveying and storage machines, oil/water separation units, pump controls, fan controls, petroleum product storage systems and much more.

Industrial Automation and Control Systems
Whether a Client is in need of a single-station work cell, a complete, integrated multi-functional assembly line, or the integration of new components into an existing legacy system, as a recognized leading innovator in industrial automation and control system design our team of highly experienced engineers, programmers, technicians and software developers focus on providing cost effective solutions for process integration, machine design and build, PLC and RTU programming, HMI SCADA development, production monitoring and reporting, data collection, servo and VFD programming, machine diagnostics and alarming, and panel design.

Industrial Networking Systems
As companies continue to increasingly rely on electronic connectivity in their processes, utilization of comprehensive industrial networking systems provide many benefits towards increasing your ability to connect and communicate. As such systems are capable of producing enormous amounts of data, it is critical that your system is designed for both efficiency and effectiveness, as well as being user-friendly for those who operate it. Our engineers, programmers and technicians are experts in the design and installation of systems and data highways that can both be integrated into your existing LAN, and record and present your data in virtually any graphic screen or report format.
Products and Services

CellData Solutions
Mission Critical IIoT Connectivity
Our mission is to simplify your wireless data acquisition and control processes by providing networks, hardware and systems that are custom designed to accommodate your specific needs through our remotely managed integrated services platform. We provide connectivity at your fingertips.

iQ Web SCADA
Visualization and Control Through Robust Platform Technologies
Introducing our revolutionary IIoT platform: iQ Web SCADA. Our multi-level Supervisory Control and Data Acquisition platform enables Clients to expand their global reach. iQ Web SCADA is a robust, reliable, fully redundant network with the flexibility to be configured for any application, ranging from a simple hardware and/or transport system to a complete end-to-end solution.

Secure Cellular Machine-to-Machine Communication
When responding to the increasing need for the integration of Internet of Things (IoT) applications into new and legacy industrial control systems and monitoring platforms, locating a single company capable of efficiently addressing all of a Client’s specific IoT needs is critical; fortunately, we simplify wireless data acquisition and control processes by providing networks, hardware and custom-designed systems to accommodate each Client’s unique requirements. Our secure, reliable and fully redundant platform has the flexibility to be configured for any application, ranging from a simple hardware and/or transport system to a complete end-to-end solution.

Skid Design and Fabrication
Our engineers, technicians and fabrication teams are available to provide the best quality skid-mounted measurement technologies and mechanical and electrical controls available in the industry, and can manage and advise on your project from initial design through start-up and commissioning. We offer both standard designs for quick turnaround to meet rapidly changing project approvals and tight deadlines, as well as customizable solutions to meet unique regional or application requirements.
Products and Services

Programming
PLC Programming
Our skilled professionals provide software programming services for a variety of brands of Programmable Logic Controllers (PLCs). Not only do we produce software that is easy for the Client to use, our software is organized, simplified and contains descriptive comments in order to provide our Clients the information they need to maintain their equipment.

HMI and Operator Interface Programming
Regardless of the complexity of your HMI needs, our professionals are able to provide sophisticated, user-friendly systems that are easy to operate, and have extensive experience in designing and programming a wide variety of operator interface systems.

Motion Control Programming
Our professionals are skilled in the design, installation and commissioning of an extensive array of motion-control components and variable speed drives, helping to provide smooth operation of electronic gearing, contouring and circular motion applications.

Complete Liquid and Gas Measurement Services
LEC INC’s experienced engineers are experts in custody transfer liquid measurement, providing top notch meter proving and calibration services throughout the world for a wide range of industries such as refining, petrochemical, pipeline, food-and-beverage, utilities and automotive.

Green Systems
Recognizing the importance of environmental protection and long-term sustainability, our systems are designed to provide the most effective solution for our Clients while also offering less waste and better energy efficiency. We pay close attention to every detail of our process to ensure that the products and services we provide meet a “green” standard.

On-Site and Remote Support
Our support services are a significant component of our business, as the products we offer are only as good as the support we provide. We are available 24-hours a day to assist our Clients with their questions or maintenance issues.
Products and Services

Replacement Components
We have a commitment to providing every nature of support for our Client’s systems throughout their service life. This commitment not only applies to providing remote assistance and on-site support but also includes the replacement of hardware when a failure occurs, and when necessary we offer replacement components for every aspect of your control or automation system.
A Message from the President

Harold A. Hogue

“As LEC, Incorporated continues to increase in staff size and Client-base, our ultimate goal is to expand our knowledge and skill set in order to grow BETTER, not just bigger.”

LEC, Incorporated has seen many changes in the 27 years since our doors opened. When we started out in 1989, we were originally focused solely on industrial and manufacturing projects. Since then we have grown into an internationally recognized brand for providing quality integrated systems for Clients all over the world. The passing years have brought about new technology and we have made it a priority to provide continued training to our experienced engineering teams. The process of continued education has led us to find ourselves right in the middle of the Industrial Internet of Things Revolution.

As the IoT Revolution began to unfold in recent years, we found our Clients asking us to provide them with, not only our continued expertise in industrial automation, but also with simple, secure and scalable data acquisition and control solutions.

We responded to this need by forming strategic partnerships with national cellular carriers, quality hardware providers and expert platform designers to create our subsidiary, CellData Solutions and its IoT platform: iQ Web SCADA. We are extremely proud to be able to assist our Clients in cutting costs and boosting employee safety through our new iQ Web SCADA platform.

The creation and expansion associated with CellData Solutions and iQ Web SCADA are only some of the changes we’ve made to increase Client satisfaction throughout the years. However, there are some things that we will never change at LEC: our continued commitment to making sure our Clients know they are what matter the most and our passion for designing and providing you with intelligent solutions for your specific needs.

As we continue to grow and expand our services and products, we look forward to growing alongside our Clients by continuing to offer the expert and exceptional service for which we are known. Thank you for putting your trust in the hands of LEC, Incorporated, and we look forward to serving you at even higher levels in the future.
Executive Team

Justin Hogue, P.E.
*Vice-President, Manager of Business Development*
Mr. Hogue is a Professional Engineer with ten years of experience as a Civil Engineering Consultant and eight years of experience as Manager of Business Development in Industrial Automation. He has extensive consulting experience, specifically related to public works, environmental and water resources engineering projects, consisting of client development, design and construction management. Mr. Hogue also has automation experience consisting of customer/client development, design, estimating and proposal preparation, project management and daily operations.

Robin Price
*Vice-President, Manager of Engineering*
Mr. Price has over 25 years of experience in Industrial Control Engineering. He is responsible for: maintaining LEC, Inc.’s existing industrial customer base; developing new customers; developing custom process control solutions; managing projects from concept, to design and implementation; and managing LEC, Inc.’s engineers and technicians.

Trey Manhein
*General Counsel*
Having a background in commercial finance and corporate law practice (representing a wide variety of banks, energy-sector companies, manufacturers, developers and distributors), Mr. Manhein has served as legal counsel for LEC in excess of ten years. Originally from Shreveport, LA, Mr. Manhein holds degrees from Louisiana State University and Mississippi College, and while in law school was not only on the Moot Court Board, but also honored with four American Jurisprudence Awards as well as the American Bankruptcy Institute Medal of Excellence (among other honors). Additionally, for many years he has served as an adjunct professor at Mississippi College School of Law, teaching various corporate law-related classes including Banking Law, Secured Transactions and Commercial Paper.
Executive Team

Brian Rosema
*Director of IIoT Strategy*
Mr. Rosema has an extensive executive-level background in wireless data, M2M, IIoT, and wireless network architectures. As an IoT thought-leader, Rosema has written industry articles and presented at key industry events over the last decade. He has directed sales, business development, marketing and strategic alliances in a variety of roles with Red Lion, Digital Highway Inc., Protect Cell and Red Leaf Consulting Group. He has a BA in Business Administration from Hope College.

Raymond Weaver, CFPHS
*Purchasing and Special Projects Manager*
Raymond Weaver is LEC INC’s Certified Fluid Power Hydraulics Specialist. His extensive experience is utilized in his function as the company’s Purchasing and Special Projects Manager. He is a graduate of Mississippi State University.

Brian G. Dykes, B.S.M.E
*Production Manager*
Mr. Dykes has 15 years of experience in the Engineering and design related fields. He has previously worked to design ASME code pressure vessels. He has served in the Automotive Industry as a Manufacturing Engineer to launch several new assembly lines including training in Lean Manufacturing techniques, Six Sigma, and other similar tools for the manufacturing industry. He also has served as the Senior Project Engineer and later the Quality Control Manager for a manufacturing company that constructed ASME code pressure vessels and skid mounted process equipment primarily for the oil and gas industry. Mr. Dykes is responsible for managing the panel building and administrative personnel, scheduling work flow through the LEC Panel Shop, estimating new jobs, and participates in some business development activities. He generally serves as a primary contact with the customer to coordinate the production of panels with the customer’s delivery needs.
Executive Team

**Melissa Martin**  
*Accounting*

Melissa Martin brings 20 years of accounting experience to the LEC Executive Team. She is a graduate of Mississippi College where she received her Bachelor’s Degree in Business Administration with an Emphasis in Accounting.

**Liz Hogue Densmore**  
*Director of Marketing and Human Resources*

Liz Hogue Densmore brings over 15 years of communications-related experience to the LEC INC management team, where she is responsible for all aspects of external and internal communications and human resource-related activities. Her previous positions as a television news reporter, media representative at the Mississippi State Department of Health, and Director of Public Relations and Marketing at the USA International Ballet Competition have prepared her to expertly meet the marketing needs of LEC INC. Liz is a graduate of the University of Mississippi, where she received a Bachelor of Arts in Broadcast Journalism with an Emphasis in Public Relations and Minors in English and Theatre. Liz was selected as one of Mississippi’s Leading Business Women for 2015 by the Mississippi Business Journal. She was recently voted Vice President of Programs for the Public Relations Association of Mississippi’s Central Chapter.
Leaders in Industrial Automation
Control Engineering and IIoT Enablement

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