

LANSOURCE, INC.

With a client list that includes hospitals, colleges, small and large corporate establishments and data centers, the work done by *LanSource, Inc.*, is playing a major role in the booming business production in Rome, Floyd County and all over the Southeast.

LanSource specializes in design, installation and repair of low voltage communications cabling, including fiber optic cable, data network cable; Category 3 telephone cable; satellite system cable; coaxial cable for CATV/CCTV and video applications; audio cable for intercom; paging and sound systems.

"We really stand out in the area of fiber optics," said LanSource's **Mike Pender**. "From installation, to repair, to troubleshooting, that is definitely our main area of expertise."

In fact, according to Pender, LanSource is one of the few area companies that owns its own fusion splicing machine. The machine allows LanSource to join fiber optic cables together.

That experience and ability in the fiber optic field has allowed LanSource to gain several local contracts, including *Shorter College*, *Reinhardt College*, *Darlington School*, several local hospitals and medical facilities, and such technologically-advanced businesses such as *Legacy Marketing Group*, *Universal Tax Systems* and *General Shale Brick*.

"General Shale is a great customer of ours," Pender said. "We have run all the fiber throughout its entire plant."

LanSource has also been awarded the contract to provide, install and maintain the network communications system throughout the recently announced new dormitory being built on Shorter's campus.

"We'll install outside plant cabling from the campus' main server to the new dorm," Pender said. "That includes all the computer data, television and voice cabling. We'll locate the equipment in a specially designed closet in the dorm and will run wiring throughout the entire building."

LanSource is a certified systems vendor for Belden/CDT Structured Cabling Systems, which allows



Pender's company to provide 1.2, 2.4, 4.8 and 10 gigabit-networking solutions with a 25-year warranty on parts and labor and a lifetime performance guarantee on all Belden/CDT Certified Systems.

"I've never had to use the warranty," Pender said. "I've never had a piece of equipment fail without damage to that piece."

As a certified vendor, LanSource also guarantees that its service technicians are certified and well-trained and Belden's product is installed with the utmost care.

"We send guys to school to become certified technicians," Pender said. "Belden inspects jobs at random to make sure they are done with quality, and they don't tell us when they are going to inspect a job. We have to do our job like every single one is going to be inspected."

"I tell our guys that if they go into an office, the person that works in that office lives there more than they live at their own home," Pender continued. "Our technicians work as if they are pulling cables in their own home. They need to work with that much care."

That high quality service and equipment has allowed LanSource to retain 95 percent of its customers, Pender said.

"Our best asset is our employees," Pender said. "They are great guys; but more than that, the technicians really build a strong rapport with

our customers. We try to make our customers' issues our issues, so they don't have to deal with them."

Pender estimates that about 65 – 75 percent of his company's business comes from outside Floyd County, while most of LanSource's employees live in Floyd County.

"I like to think of us as going outside and bringing in new money to Floyd County," Pender said. "I like to see that new money coming into our community and feeding our economy."

"However, we do business with as many local companies as we can. We want to keep the money that comes into Floyd County here. It's a benefit for local service companies to receive service contracts from local businesses and industry. I'd like to see local companies hiring in-town service vendors, architects, etc. The companies located in Floyd County are paying taxes here and have employees that live and also pay taxes here."

Besides, there's not a service I've found that you can't find in Rome or Floyd County," Pender continued. "Anything from dynamite blasting to building erection I can find in Rome or Floyd County."

Information about LanSource may be found online at the company's website, located at www.lansourcenet.com, and they may be contacted by telephone at 706.234.2693. 