An Up-And-Coming Company Looks To Grow

ANALYTIC STRESS RELIEVING Inc. saw its revenues jump from about $1.9 million in 1990 to about $3.25 million in 1991, almost enough to place it in the 1991 Acadiana Top 100. If the company has another year of gains even half as good, it might well break into the Top 100 in 1992. And the company's management believes that Analytic Stress Relieving is in good position to do very well.

"After 13 years in the market, we have reached a kind of maturity," says company President Brice LeJeune. "We've established an important credibility in the market, and our plan is to carve out a bigger share of the market."

The company performs special mechanical functions that relieve stress in welded metal joints and surfaces, ensuring their soundness at key pressure points. Clients include petrochemical and power plants where the post-weld heat treatment is an important safety feature. The company has clients in a growing number of areas of the United States and is making inroads into the Caribbean.

"Our business is so unique that it travels well to certain locales," LeJeune says. "In places where there aren't competitors locally, we're on an equal footing with anybody."

LeJeune observes that there is an upswing in activity in the repair and upgrading of refineries and petrochemical and power plants. Additionally, EPA requirements for new fuel additives add new construction to the growing schedule of re-work. "Over the next few years, these kinds of facilities will be spending additional money," he says.

The same plan for Analytic Stress Relieving, LeJeune explains, is not just to add clients but to "spread out by following our key clients as they move out into other areas, too." In recent months the company has been involved in projects as far away as Wyoming and the Virgin Islands.

"It's a company like this doing with its headquarters in Lafayette, La. What do we want to sound too much like we're bragging?" LeJeune says, "but the big benefit of being in Lafayette is the quality of the work force. People here tend to be more loyal—they have better values. And they're better problem-solvers."

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Pictured with oven used for welding heat treatment.