

# CLIENTSPEAK

**Background:** Since 1972, Empire Pipe and Supply Company, a structural steel pipe and water meter distributor, has been specializing in the marketing of transmission and distribution products to meet the demands and needs of the Natural Gas Industry, Municipal Water, Gas and Sewer Systems Industry and Pipeline Contractors. The company places major emphasis on stocking, cutting and welding all sizes of structural steel pipe as well as selling and servicing water meters to municipalities and water distribution companies. Empire Pipe is owned by Cullom Walker, Jr.

**Financing Challenge:** Due to the nature of the industry and Empire Pipe's customer base, payment periods for invoices tend to be longer than companies in other industries. With a slower receivable turnaround, and the requirement to carry significant levels of inventory, working capital needs increased.

**Compass Solution:** Working with the Structured Lending Group, Compass was able to provide Empire Pipe with the credit line needed to meet their working capital requirements.

## Empire Pipe

Mike Sawyer  
Vice President

"About eight years ago, Compass came to our company and was interested in acquiring our asset-based lending line of credit. They convinced us to give them a try and it was a good business decision. We are extremely happy with our relationship manager, Vicki Lockamy. Vicki is always knowledgeable, positive and timely in returning my calls. If we have a problem, Compass gets it resolved immediately. Compass also has added other benefits to us and currently manages our 401(k) program."

Another example of how Compass is just a little better.