

CLIENTSPEAK

Background: Brougher, Inc., dba Forge USA, produces open die forgings of various steel and alloy grades at its plant in Houston, TX. The company is owned and operated by the father-son team of J.W. and Wade Brougher. About 75% of the company's products are sold to the oil and gas industry, including rigs for offshore drilling. In addition to forging, the company also produces shafting for naval and commercial shipbuilders; spindles, rolls and shafts for commercial applications; and components for papermaking, plastics, mining processing, off-highway, and power plant equipment. Brougher, Inc. has increased efforts to diversify its customer base by developing more relationships with manufacturers and industries outside of oil, gas and drilling.

Financing Challenge: Brougher, Inc. was experiencing rapidly increasing business and market demands for shorter lead times and higher level of on time delivery reliability. Due to this, the company needed more availability and flexibility in their working capital line of credit. In order to keep pace with production schedules, the company requested a substantial increase in their existing line of credit.

Compass Solution: Through services provided by the Structured Lending Group, Compass was able to provide a financing package that allowed Brougher, Inc. to meet customer demand and focus on continued growth. With the increased line of credit, the company was able to purchase inventory at more favorable prices and take on larger jobs.

Brougher, Inc.

Wade Brougher
President

"Compass Bank provided a team of officers who recognized the opportunity we were dealing with. They were prepared to facilitate our growth with credit lines which enabled us to take advantage of our opportunities. Moreover, our increasing and expanding needs were met with an expedient and streamlined approval process."

Another example of how Compass is just a little better.