

# CLIENTSPEAK

**Background:** Total Depth Supply was incorporated in early 1993 by Terry Dorman. For the past 13 years, the company has brokered pipe, casing and tubing to customers in the oil field drilling industry. The company maintains some pipe inventory, but mainly fills customer orders through open market purchases primarily in Texas and Louisiana, with a small percentage in Alabama, Arizona, Mississippi and Wyoming.

**Financing Challenge:** Total Depth Supply began their relationship with Compass in 1990. As the company prospered, Compass Bank has been there to finance and facilitate growth. Recently, the company realized an increase in demand for inventory. The demand led Total Depth to request an increase in their existing revolving line of credit.

**Compass Solution:** Compass was able to put together a package that gave Total Depth the working capital line of credit needed to meet the increased demand. Further, through the Structured Lending Group, Compass provided Total Depth Supply insight on existing trends which in turn helped the company focus on key components for continued success.

## Total Depth Supply

Terry Dorman  
Owner

“Compass Bank made it possible for me to start my own business 13 years ago by giving me my first credit line. As Total Depth Supply has grown, Compass has always come through for me and increased that credit line several times.

Compass also provided me with the sound expertise and business advice that I needed. I know how to sell pipe, and my relationship with Compass allowed me to focus more on what I do best. I feel I have a trusting and personalized relationship with Compass – all of which has exceeded my expectations. In Compass, I have the good banker that you need for a business to succeed.”

Another example of how Compass is just a little better.