



# TS&M SUPPLY

## Profits in the pipeline

**W**ith the price of oil approaching \$100-per-barrel, the Canadian oil industry is booming and getting a lot of attention. The Alberta oil sands and Newfoundland's offshore oil fields get the lion's share of that attention, but few people outside the region know about the mini boom that is happening right here in Manitoba and Saskatchewan's oil patch.

TS&M Supply has been a leader in equipment supply for Western Canada's oil and industrial markets for over 30 years. In 1973, TS&M Supply was purchased by three local Estevan businessmen, and in 1976 took on a fourth owner. It would be interesting to know if

these four men's dreams and expectations for their little company came anywhere close to the reality that TS&M Supply grew into.

Their business philosophy was simple: complete dedication to both product knowledge and customer service. This is still the cornerstone for TS&M Supply's continuing success today.

By 1996, TS&M Supply had expanded to six stores: four in Saskatchewan and two in Manitoba. Three of these stores served the oilfield supply business and the other three stores served the industrial supply business. In January 1997, TS&M Supply was sold to a larger chain of stores, and sold

again in 1998 to a company now known as National Oilwell Varco. Although TS&M Supply is now owned by a larger chain of stores it has maintained its local identity and is still managed by a local group of people. Its head office remains in Estevan, where the whole business originated so many years ago.

Perhaps one of the biggest factors in setting TS&M Supply apart from the competition is its firm belief in supporting the community at a local level. The company is very proud of the fact that it is, and has always been, a very active community leader and supporter.

According to Regional Manager Doug Hunt, TS&M has found success



in catering to Western Canada's oil and industrial industries.

"We have remained a leader in this part of the country by maintaining a large presence in the area," said Hunt. "Although it began as a one-store business, TS&M Supply has currently expanded into 11 locations across four provinces, currently employing 120 people. TS&M Supply maintains stores in Estevan, Weyburn, Regina, Saskatoon, Moosomin and Oxbow in Saskatchewan, Melita and Winnipeg in Manitoba, Redcliff and Provost in Alberta and Thunder Bay in Ontario."

"We are a one-stop shop for oil and industrial companies," added Hunt. "In our oilfield stores we distribute a full line of products and services, including

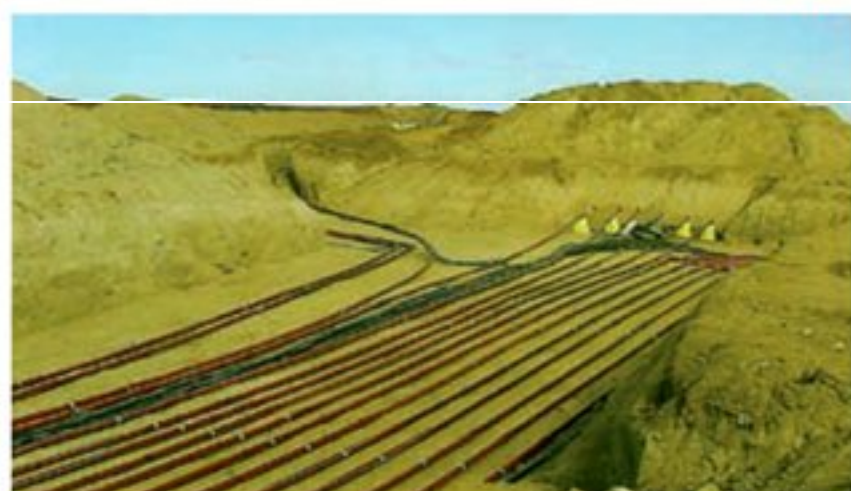
Centron fibreglass pipe, bottom-hole pumps, PC pumps, multiplex pumps, safety equipment and clothing. We also have full-service shops for pumps, valves, meters, gauges, etc."

"Our four industrial stores, which service the wood mill, mining and refining industries, specialize in the sale and service of valves, actuators and stainless steel pipe and fittings."

"TS&M is the exclusive distributor for Centron fibreglass pipe used for all line pipe and downhole tubing," said Hunt. "It's our number 1 product line. We supply two-inch to 10-inch diameters and offer technical assistance from the product application stage through final installation. Due to the rising costs of traditional products, fibreglass is a competitive solution offering lower installation costs with exceptional corrosion resistance. Fibreglass is becoming more popular within the oil industry due to its extended service life."

For Hunt, the next two years will be interesting ones for the company.

"With the royalty dispute in Alberta there may be an influx of greater investment into southeastern Saskatchewan and western Manitoba," said Hunt. "The Saskatchewan market is always going to be strong, but I see real growth in Manitoba. With the price of oil, many new fields are becoming cost effective. With the Sinclair Field, and some other spots that companies are exploring and test drilling, I think Manitoba shows a great deal of potential." ■



## TS&M SUPPLY

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- |               |                |
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| ■ Provost     | (780) 753-2364 |
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