



## CITY PIPE & SUPPLY CORP.

### Oilfield Distribution with Discovery Management Software®

Discovery Solutions International helped City Pipe Supply Corp., a leading distributor of pipe, fittings, tubular goods and production equipment for the Oilfield Industry to quickly process orders and receive executive reports through the use of DMS. Discovery Management Software® provides the best-in-class enterprise resource planning software for the Oilfield Service and Supply Industry.

City Pipe & Supply Corp., was established in 1942 and incorporated in 1974. In its sixty years of operations, City Pipe & Supply Corp., has built itself into a leading distributor of pipe, fittings, tubular goods and production equipment from their headquarters in Odessa, Texas. The company became an employee owned corporation in 2005.

They represent manufacturers for many of the top domestic vendors including Crane and US Steel. They serve the oil industry in West Texas, New Mexico and online via the City Pipe website. In addition, to their Texas distribution centers in Odessa, Weatherford, Longview, and Beeville, City Pipe has a New Mexico distribution center in Hobbs.

#### DMS IS OILFIELD SPECIFIC

In the early 1970's City Pipe & Supply Corp., began a relationship with IBM and was one of the very first companies to be running an IBM mid-range server in the United States.

After progressing through several software vendors in the 1980's with none really fitting their business model or needs, City Pipe & Supply Corp., partnered with Discovery Solutions International Inc. (DSI), headquartered in Calgary, Alberta Canada.

Discovery's extensive background in the Oilfield Industry combined with their core competency in providing software solutions

designed, developed and supported exclusively for the Oilfield Services and Supply Industry was a key determinate in the success of the partnership.

#### DMS GLOBAL ACCESS

Discovery Solutions' expertise and know-how resulted in the perfect partnership for City Pipe & Supply Corp. Using Discovery Management Software® the City Pipe's wide area network was reengineered which made it simple for City Pipe to process orders and receive executive reports at any remote location.

#### DMS MEASURABLE OUTCOMES

City Pipe & Supply Corp., saved more than \$40,000 in telecommunication costs, the first year alone, according to Bob Glast, President.

Mr. Glast went on to say that "Discovery Solutions had the Oilfield industry expertise we needed and instilled trust that they could indeed help. They did a excellent job of implementing the right solution and we have a great working relationship".

#### COMPANY SNAPSHOT

- Founded in 1942
- Serving the Oil, Gas, Mechanical and Industrial markets in Texas and New Mexico
- Beta Tier 4 Testing customer with Discovery
- [www.citypipe.com](http://www.citypipe.com)

"We saved \$40k in communication costs, the first year alone"

"DMS made it easy to process orders and receive reports"

"Discovery has the experience in our industry and instilled trust"

*Bob Glast, President  
City Pipe*