



Bart Brewer  
Marketing Manager,  
The Floor Trader  
Oklahoma City, Oklahoma



## Portrait of Passion

*For Bart Brewer, a lifelong friendship sets the foundation for a great banking relationship.*

Playing together at five years old, Bart Brewer and Rory Laisle knew they made good buddies, but had no idea one day they would make great business partners. Today, Brewer, marketing manager of The Floor Trader in Oklahoma City, values his friendship and working relationship with Laisle, vice president, commercial real estate lending at Oklahoma Fidelity Bank.

"Being childhood friends, there was an instant comfort level working with Rory. But it goes beyond that," Brewer notes. "Everyone at Oklahoma Fidelity goes out of their way to work well not only with me, but all the people in our company. It makes a big difference when you know your bank responds quickly to your needs."

Working for years as a carpet manufacturer representative, Brewer's father, Tom, saw an unmet niche in the flooring industry. In 2000, Tom and business partner Rick Ogle started a business offering unique carpet, tile and other household finishing products. In 2005, their vision grew into The Floor Trader, a successful franchise of Carpet One.

"When our family business began to expand, I called Rory," Brewer recalls. "We met, went over what I needed, and Oklahoma Fidelity was able to make it all happen."

Brewer has worked with other banks in the past, and attributes much of his confidence in Oklahoma Fidelity Bank to honest dealings. "They're always up front with us. They tell us what they can do, and execute exactly

what they promise," says Brewer.

While his friendship with Laisle prompted his first meeting with Oklahoma Fidelity Bank, Brewer quickly points out his satisfaction really comes down to how his business is treated. "Sure, it's nice to work with your friends, but business is business. Fidelity has given us the loans, the rates and the service we need."

As The Floor Trader grew into Oklahoma's largest flooring dealership, Brewer turned to Laisle and his experienced team at Oklahoma Fidelity Bank. "We've expanded a lot during the past few years. As opportunities come in, I get my people at Oklahoma Fidelity on the phone, and they're always there to help," says Brewer. "They recently came in and set up eZDeposit. There's a personal feel to everything they do. They really cater to our needs."

Brewer mentioned another advantage to working with someone he's known most of his life. "Dad and I love giving Rory a hard time. Joking around with him makes our business relationship a lot more fun."

Sounds like they'll be having fun for years to come. "I see Oklahoma Fidelity being in the mix for a long time," says Brewer. "They've come through for us from the beginning and I see them being with us in the future."

To learn more about this family business success story, visit [www.thefloortrader.com](http://www.thefloortrader.com).