



Path to Success

Challenge:

Countrymark Cooperative wanted to build an oil refinery pipeline that ran through 14 Indiana counties, from Mt. Vernon to Logansport. The lender in the transaction wanted the entire facility as collateral and included on the mortgage policy, but the refinery company could not find a title company who would insure both the refinery itself and the pipeline across 14 counties.

Solution:

Nick Welch was brought in by an attorney who worked for the lender to determine if the pipeline could be insured. Nick matched the right-of-way grants across all 14 counties to the as-built design drawings for the pipeline.

Results:

Nick Welch was able to give the oil refinery title documents that other company would provide, allowing the oil refinery to insure the entire project and move forward with their business plans.