

## PRESS RELEASE

**April 1, 2021 – For Immediate Release**

### **Banner Solutions Expands Its Locksmith Business with Acquisition of H.L. Flake Security Hardware**

Chicago, IL - Banner Solutions, the leading, national wholesaler of security opening hardware products – backed by private equity firm Tailwind Capital – has announced its acquisition of H.L. Flake Security Hardware, based in Houston, TX. H.L. Flake is one of the largest independent security hardware distributors in the U.S., with a strong position in the locksmith market. This acquisition will enable Banner Solutions to further strengthen its offering to that critical customer base.

"H.L. Flake is a company we've long admired for their commitment to serving the locksmith customer," Brendan Deely, president and CEO of Banner Solutions, said. "This represents a tremendous opportunity for Banner Solutions to add a wealth of expertise and history in that critical channel, as well as an assortment of products that more completely service the needs of the locksmith. At the same time, H.L. Flake customers will gain the power of Banner's industry-leading distribution network."

"From our beginnings as a bicycle retailer to today, H.L. Flake has now spent 109 years focused on our customers," Mark D. Knight, CEO of H.L. Flake, said. "By becoming part of Banner Solutions, we have the opportunity to expand our product offering and distribution network to serve our locksmith customers better than ever. We're proud to join a company that has that same commitment to taking care of its customers."

This acquisition marks Banner Solutions' seventh as a platform and second under Tailwind Capital. H.L. Flake Security Hardware will be integrated into Banner Solutions throughout 2021 to ensure minimal disruption for customers; H.L. Flake customers will continue to deal with the same team they've grown to trust throughout the years.

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#### **About Banner Solutions**

Banner Solutions carries a vast inventory of all major door hardware brands; commercial, residential and electronic. We boast a highly skilled staff, focused on solving customers problems. Our team of mechanical, electronic access control, and glass and storefront experts, use our dynamic inventory to find solutions for every security opening need. With a focus on delivering above and beyond at every opportunity, Banner Solutions is changing expectations for the door hardware industry. Learn more at [bannersolutions.com](http://bannersolutions.com).

#### **About H.L. Flake Security Hardware**

Herbert L. Flake is a leading distributor of security products primarily serving security professionals in the locksmithing industry. The company stocks over 45,000 line items for commercial hardware, access control, residential hardware, safe and automotive security applications from the top manufacturers in the industry. Through its brands, H.L. Flake, McDonald Dash and H.E. Mitchell, the company remains focused on its mission is to be the preferred full line supplier of security products to the markets they serve for customers, employees, vendors and investors.