



## **H. L. Flake Security Hardware Acquires McDonald Dash Locksmith Supply**

HOUSTON, TX, August 1, 2017 -- H. L. Flake Security Hardware has acquired McDonald Dash Locksmith Supply. The combination creates one of the largest independent security hardware distributors in the U.S.

“The union will benefit from McDonald Dash’s strong market presence and reputation in the Southeast combined with H. L. Flake’s extensive product offering and inventory availability, rock solid infrastructure and state of the art technology”, according to the management team of H.L. Flake Security Hardware. “With the integration of the two companies McDonald Dash will be able to take advantage of these tools to support sales, inventory management, marketing and promotions,” they added.

“The two companies enjoy similar philosophies and see the importance of serving their Locksmith customers,” said Dan Floeck, CEO of H.L. Flake. “Our goal and mission remains focused on the Locksmith community. We truly believe a major component of this goal is providing increased availability of in stock products and quicker shipping from a trusted and reliable supplier partner. H. L. Flake looks forward to expanding our footprint in order to better support our Eastern U.S. customers.”

The two companies will operate in the same manner as before as the management teams share a common focus on providing the very best in customer service. Dan Floeck, will continue as CEO of H. L. Flake, while Jimmy Thomas will continue as General Manager of McDonald Dash. McDonald Dash will continue to be known as McDonald Dash and will receive orders via their existing phone, fax, email and website.

### **Frequently Asked Questions:**

**Q: Why did HL Flake buy McDonald Dash?**

A: HL Flake purchased McDonald Dash to allow us to deliver product a day quicker to our East Coast customers.

**Q: Why did McDonald Dash decide to sell to HL Flake?**

A: McDonald Dash chose to sell to HL Flake to help improve working capital and IT systems that will allow McDonald Dash to improve inventory depth and selection for McDonald Dash customers. McDonald Dash made this decision to sell to HL Flake because our company vision, culture, values and goals mirror one another and “Focus on the Locksmith”.

**Q: Will MCD and HLF be combined into one company?**

A: Yes, they will be one company with two brand names and two locations.

**Q: Will McDonald Dash offer HL Flake pricing to customers?**

A: Yes, HLF & MCD will offer the same price on all items. As we have merged the two systems we are finding duplicate item numbers for a single product. We are fixing these items as we find them.

**Q: Can H L Flake orders to Tennessee (or other nearby states) customers ship from MCD's Tennessee warehouse today?**

A: Yes. H.L. Flake can ship from Memphis and McDonald Dash can ship from Houston if needed.

**Q: Are McDonald Dash's sales people going to continue taking orders or do I have to call HL Flake?**

A: McDonald Dash customers can continue ordering from McDonald Dash sales as they have previously.

**Q: Can I buy MX3 from HL Flake instead of McDonald Dash?**

A: No, MX3 must be purchased from McDonald Dash. Restricted Medeco & Primus keyways must be purchased through the distributor (per Vendor agreements) that originally offered the keyway.

**Q: Can McDonald Dash customers buy MX1, MX8 or MX12? What about other restricted systems? (i.e. Medeco, Primus)?**

A: No, MX1, MX8, MX12 must be purchased from HL Flake. Restricted Medeco & Primus keyways must be purchased through the distributor (per Vendor agreements) that originally offered the keyway.

**Q: Will I receive free freight when McDonald Dash is out of an item and HL Flake fulfills the outage?**

A: Customers purchasing an order which receives free freight will receive free freight on fulfillments from our other distribution centers as long as the secondary fulfillment item(s) is greater than \$50 in value.

**Q: Will I receive free freight on B/O's from orders that when placed received free freight?**

A: Customers will receive free freight on B/O's as long as the item and added items total greater than \$50 in value. (this dollar amount keeps us from losing money on the sale by giving free freight)

**Q: Do I pay McDonald Dash or HL Flake?**

A: Either location can process payments for both companies.

**Q: Will McDonald Dash's hours of operation change?**

A: Yes, they will more closely mirror HLF's. New McDonald Dash hours of operation are: Monday – Friday 8:00 am to 5:00 pm CST to begin in the near future.

**Q: Will I be able to use [www.hlflake.com](http://www.hlflake.com) for McDonald Dash business?**

A: Yes, McDonald Dash customers can order off of [www.hlflake.com](http://www.hlflake.com).

**Q: Who can I contact if I have questions or concerns about the acquisition?**

A: If you have questions or concerns about the acquisition and how it impacts you as a customer feel free to contact the following people.

**On the HL Flake Side:**

CEO – Dan Floeck @ [dan.floeck@hlflake.com](mailto:dan.floeck@hlflake.com)

CAO – David Cain @ [david.cain@hlflake.com](mailto:david.cain@hlflake.com)

**On the McDonald Dash Side:**

General Manager – Jim Thomas @ [jim@mcdonalddash.com](mailto:jim@mcdonalddash.com)