

Hodell-Natco Acquires Davco Fastener Company: A Strategic Fit to Ensure Future Growth

Hodell-Natco Industries acquired Davco Fastener Company on December 1, 2017. The move was a strategic one that gives Hodell-Natco a stronger foothold in the OEM market. Kevin Reidl, president of Hodell-Natco, worked together with Dave Potts, president and owner of Davco Fastener Company, on this mutually beneficial transaction.

Hodell-Natco President Kevin Reidl views the acquisition as the perfect step in Hodell-Natco's growth strategy. "You don't often come across another business that is so wholly aligned to your own business both strategically and philosophically," he said.

From a product standpoint, the acquisition provides Hodell-Natco with very logical product line extensions. Davco Fasteners offers additional custom and specialized product lines, which will allow Hodell-Natco to appeal to a broader customer base.

"The similarities between the two companies are profound," Reidl said.

Regarding services, both companies are experts at key value-added services, especially vendor-managed inventory. There are also geographical overlaps in their service areas, which will be key in making the transition seamless to Davco customers. Both companies are family-owned businesses that take great pride in the personalized service they offer their customers.

"Our shared values for integrity and strong customer relationships makes this more than just your typical acquisition," Reidl said. "It's a true fit that accelerates our growth in the OEM marketplace."

As for Davco, Dave Potts said it took many meetings with interested buyers over several years before he made the decision that Hodell-Natco was the right buyer for his company. "Davco was being pursued for acquisition by a number of companies before I talked with Kevin at Hodell-Natco," Potts said. "After meeting Kevin and getting to know his values and long-term business strategy, this deal just made sense."

Potts acknowledged that his customers and suppliers have been critical to Davco's success over the years. "It was important to me to be acquired by a company that would continue to service our customers with the same great care we have given them for the past 32 years," he said. Potts said that he, his family and their employees are excited to be integrated with Hodell-Natco's team for years to come. "It really is the perfect fit," he said.

Headquartered in Cleveland, Ohio, Hodell-Natco is a full-service distributor of fasteners and Class C components. Their expertise lies in vendor-managed inventory and other value-added services to industrial manufacturers and fabricators. In April 2017, Hodell-Natco divested their packaged fastener business to Lindstrom Fastener Group. Then, in October 2017, Hodell-Natco divested of their chain product line to Perfection Chain Products. The acquisition of Davco Fastener Company this December is a very calculated expansion into Hodell-Natco's strategically targeted OEM market. For more information, visit www.hodell-natco.com.