



## ABOUT US

Family Values, Disciplined Execution

Buy, Grow & Hold Strategy

Proven Operators, Distribution Focused

Dot Family Holdings (DFH) is the investment office of the Tracy Family, owners and operators of Dot Foods, the largest food industry redistributor in North America. We are a unique alternative to today's typical private equity provider. Our permanent, proprietary capital base allows for efficient decision-making, flexible transaction structures, and ideal alignment with management teams. We are a team of entrepreneurs and operators with a deep understanding of what it takes to lead and scale successful distribution businesses. Underpinned by our background and unwavering commitment to trusted values, innovative solutions and shared growth, we are an ideal partner for entrepreneur- and family-owned companies.

## PARTNERING WITH DOT FAMILY HOLDINGS

Our permanent, proprietary capital base enables us to make efficient decisions that are in the best long-term interests of our companies, free from any external influences. Additionally, our conservative use of leverage means no deal is dependent on financing, and our companies are not overburdened with debt. We are not interested in making a quick return on capital or siphoning companies' profits. Instead, we are focused on reinvesting in businesses, building real value and driving sustainable growth.



### CAPITAL

The Tracy Family is the sole source of capital for DFH



### GUIDANCE

Decades of experience building the structures necessary to support sustainable growth



### PLANNING

We provide the resources our companies need to begin or improve strategic planning



### TALENT

Talent is the most important resource for any business. We know how to support you in recruiting, hiring and developing talent



### GROWTH

We have the experience to help define or refine our companies' growth strategies

## INVESTMENT CRITERIA

- We are exclusively focused on leading distribution companies, with a special interest in master / two-step and any national model. Our ideal partner has a strong management team in place with an eye toward growing the business. We provide long-term incentive programs for our executives
- We seek change-of-control acquisitions, often involving entrepreneur- or family-owned companies. We have experience acquiring companies with ESOP ownership
- **Industries:** We seek to invest in non-food distribution companies to diversify the family's holdings and avoid any conflict with Dot Foods' customers and suppliers
- **Location:** U.S. or Canada
- **Transaction:** majority ownership
- **Company Size:**
  - Enterprise Value: \$50 - \$500mm
  - EBITDA: \$10 - \$50mm

### CONTACT US

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## FAMILY COMPANIES

**Our growth partners currently generate over \$2.3 billion of revenue and employ over 2,400 professionals.**



[grabberpro.com](http://grabberpro.com)

Leading value-added distributor of premium fastener and tool products and related accessories for wood, metal, and drywall applications in the commercial and residential construction markets. The company serves customers globally with more than 16,000 products with 24 locations across North America.

**Founded:** 1967  
**DFH Investment:** 2015  
**Employees:** 265



[omnicable.com](http://omnicable.com)

Premier redistributor of wire, cable, and other electrical products and a provider of value-added services to manufacturers and electrical distributors across North America. The company operates 20 distribution centers across the U.S. (18) and Canada (2). Completed the add-on acquisition of Bay Wire in 2022.

**Founded:** 1977  
**DFH Investment:** 2019  
**Employees:** 800



[houwire.com](http://houwire.com)

Houston Wire & Cable, a subsidiary of OmniCable, is one of the largest redistributors of electrical wire and cable and related services to the U.S. industrial distribution market. Acquired through a take-private in 2021.

**Founded:** 1975  
**DFH Investment:** 2021



[petfoodexperts.com](http://petfoodexperts.com)

Leading distributor of pet food and related pet food products partnering with 6,500 pet specialty retailers in 39 states. The company operates six distribution centers across the U.S.

**Founded:** 1989  
**DFH Investment:** 2022  
**Employees:** 750



[reliableparts.com](http://reliableparts.com)

Leading distributor of appliance and related products in the U.S and Canada. The Company has 56 locations, including 9 distribution centers, and serves as a full-service, authorized parts supplier of premier manufacturers, including Whirlpool, General Electric, LG, Samsung, Electrolux and Bosch.

**Founded:** 1933  
**DFH Investment:** 2014  
**Employees:** 600

“ DFH’s leadership is an invaluable asset to OmniCable. Their guidance facilitated our company’s continued growth and enabled our acquisition of Houston Wire & Cable (HWC), our largest competitor. Their experience, perspective, and passion for distribution helped us build a better business and expand our footprint with little to no disruption to our customers, employees, and business partners.

**JEFF SIEGFRIED**  
*Vice Chairman, OmniCable*

“ DFH has created an environment where companies and employees can achieve next-level, industry-leading performance over the long term. They provide proven strategic processes and shared service skills, while respecting and embracing the strengths of each company and the areas of uniqueness in each industry. DFH is an excellent owner for Grabber. Ownership and management are aligned in the commitment for the business and our employees to achieve their full potential.

**ROB WATERHOUSE**  
*President & CEO, Grabber Construction Products*



## DOT FOODS STORY – THE TRACY FAMILY LEGACY

### Family Values, Disciplined Execution

Named after the Tracy Family matriarch, Dot Foods was founded in 1960 by Robert (RT) and Dorothy Tracy in the rural town of Mt. Sterling, Illinois. With eight young children (and four more to come), RT and Dorothy started what would one day become the international food redistribution business Dot Foods is today. As in the beginning, Dot Foods remains a family business today. Second generation Tracys serve in key leadership positions, such as Board Chairman and CEO, and many third-generation family members have joined the business.



Dot Foods operation in the mid-1960s

The Tracy family takes a focused, professional approach to growing Dot Foods and maintaining the structures necessary to support future growth. We have created governance models and processes that provide a foundation from which to continue Dot’s and the family’s success, including thoughtful strategic planning.

The family values instilled by RT and Dorothy underlie Dot Foods’ disciplined approach to business and must be credited for much of the company’s success. Integrity, a sense of family, professionalism in everything we do, an ongoing appetite for learning, and true respect for every individual’s contribution were and are bedrock values of the Tracy family.

### Achieving Sustainable, Profitable Business Growth

Today, Dot Foods operates at impressive scale and scope, while maintaining and growing profitability. Since 1980, Dot Foods has averaged double-digit sales growth and double-digit earnings growth annually. The Company currently operates 15 distribution centers across North America and distributes products to over 55 countries.

#### DOT FOODS AT-A-GLANCE

<b>\$9.8 Billion</b> 2022 Sales	<b>~5,200</b> Customers
<b>~6,300</b> Employees	<b>~1,020</b> Suppliers
<b>16</b> Locations	<b>125,000+</b> Products
<b>4.7 Million Sq. Ft.</b> Warehouse Space	



#### ANNUAL SALES (\$MM)

