

Complete Security Solutions Since 1947



Open the Door to Success, Join Us Today!

A LETTER FROM OUR PRESIDENT

Hi Future Partner,

Welcome to Dillard! We are a family-owned and operated entrance control and security company serving the Mid-South since 1947. We pride ourselves on living out our mission of exceeding our team's and customers' expectations. From its inception, the company has upheld a culture committed to providing best-in-class customer experiences across a wide range of high-quality door, gate, entrance control, and security services. Over the past 25 years, we've built something truly remarkable. From humble beginnings to becoming a leading force in the industrial services sector, our growth has been driven by our dedication, innovation, and relentless pursuit of excellence. Today, we operate across three geographic locations, serve thousands of customers, and continue to expand our footprint and capabilities every year. From gates, doors, and docks to cameras, access control systems, and more, Dillard is a trusted partner in providing complete security solutions to clients from "Curb to Dock".

Two strategies have consistently fueled this journey: **"Buy then Build"** and **organic growth through new product and service introductions**. Our model has enabled us to acquire strong businesses and elevate them through our systems, culture, and customer relationships. We are looking for partners like yourself who align with our mission and are excited for growth. Partnering with Dillard is a team effort, and we want to foster collaboration through shared expertise and provide opportunities for our employees to grow in their careers. By combining our strengths as partners, we can enhance our service offerings, expand our market reach, and provide comprehensive solutions to meet the diverse needs of our clients.

Thank you for considering partnering with Dillard. I look forward to the possibility of working together to grow bigger, stronger, and faster and become the leading entrance control and security services company in the Mid-South and beyond!



A handwritten signature in black ink that reads "Chris W. Bird, Sr.".

Chris W. Bird, Sr., AHC, CSI
President





OUR VISION FOR THE FUTURE

At Dillard, we aspire to be the leader in the entrance control and security industry, while exceeding expectations through continuous improvement and collaborative innovation. We foster an environment that nurtures individual talent and celebrates shared success. Together, we will aim for rapid and responsible growth, ensuring our pace does not compromise our commitment to culture and quality service. Open the door to success and contact us today to learn more about how we can partner together!

Dillard Family of Companies



TRI-STATE GLASS CO.



INDUSTRY EXPERIENCE: With over 75 years of experience in the entrance control and security industry, our combined leadership team will have unparalleled knowledge and will work together to continuously innovate the way in which we service our customers.

OPERATIONAL EFFICIENCY: By leveraging our combined resources and capabilities, we can enhance operational efficiency, streamline processes, and optimize service delivery.

OPPORTUNITY FOR YOUR TEAM: We provide career growth opportunities, so that your team continues to develop.

SHARED KNOWLEDGE & TRAINING: Collaboration will facilitate the exchange of industry insights, best practices, and ongoing training, ensuring that our teams stay at the forefront of developments in the entrance control and security industry.

FORTUNE 500-LEVEL RESOURCES: Gain access to our marketing resources, administrative support for your existing team, and lead generation machine.



STRONG PARTNERSHIPS

Dillard has a proven track record of partnering and growing with entrance control and security companies.

"As the former owner of Gateman of Tupelo, I've had the unique opportunity to experience the professionalism and expertise of Dillard first-hand. Our decision to sell our company was significant, and finding the right partner was crucial. Dillard stood out as the ideal choice, and the process of working with them confirmed we made the right decision.

From the onset, it was clear that Dillard is well-versed in acquisitions. They approached the buyout process with a level of proficiency and understanding that only comes from experience. Their team knew exactly what questions to ask, ensuring that all aspects of the transaction were transparent and considered. This approach not only facilitated a seamless transition but also fostered a sense of trust and respect.

The negotiation process with Dillard was straightforward and efficient. They quickly presented an offer that was fair and well-considered, reflecting a deep understanding of the industry's value and potential. This efficiency made the entire process less daunting and more manageable, especially during a period that can be quite overwhelming for a business owner.

Most importantly, the outcome of our collaboration with Dillard was mutually beneficial. We achieved the valuation we sought for Gateman, while they expanded their portfolio with a company that aligns with their standards of quality and service. This win-win scenario is a testament to their fair business practices and their commitment to growth and excellence.

I can confidently say that Dillard is not only a leader in entrance control and security solutions but also a top-tier professional in business acquisitions. Their approach is characterized by expertise, fairness, and a genuine commitment to achieving the best possible outcome for all parties involved. For anyone considering a business transaction with Dillard, I can assure you that you're in capable and reliable hands."

Carl Stupper | The Gateman

"As the former sole owner of Gulf Coast Shutter, choosing to partner with Dillard was one of the best decisions I've made in my professional career. From our first conversation, it was clear that the Dillard team shared the same commitment to integrity, customer care, and long-term community relationships that built our business over the years.

What stood out most was their genuine respect for our people and the way they honored the legacy of Gulf Coast Shutter. The transition was smooth, respectful, rooted in mutual trust, and our customers immediately felt the benefits of Dillard's expanded capabilities and professionalism.

Now as President of Dillard Gulf Coast, I'm proud to help carry our tradition forward with even more resources and support. Partnering with Dillard wasn't just a smart business decision, it was the right one for Gulf Coast Shutter."

Wayne Bernheisel | Gulf Coast Shutter

STRONG REPUTATION

Dillard has established an exceptional reputation across the Mid-South, by continually exceeding customers' expectations and delivering an unmatched level of customer service and lasting quality in the industry.



"They are super prompt and professional. They replaced an extension spring and secured our garage gate opener for a reasonable price. He was able to explain the problem to us clearly and politely. The whole job took less than 30 minutes."

-John B.



"Dillard Door has helped our business on many occasions, and the employees are always so friendly and really know their stuff. I'd recommend this company to anyone who needs entrance control assistance."

-Kimberly M.



"We called desperate to have a commercial overhead door fixed prior to the Christmas holiday. They went out of their way to get someone to our business the same day. I highly recommend them."

-Hal M.

STRONG TEAM CULTURE

Not only does Dillard have a strong reputation in the market, but we foster a an even stronger team culture.

"I've been with Dillard for six years now. Dillard invests in their technicians to help make them what they need to be so we can prosper, and they can prosper."

-Miguel | Project Manager

"At Dillard, I am able to spend time with my family and everybody is friendly. If you have questions, everyone is always willing to help you."

-Cortez | Service Technician

"If you want to learn things and progress, they will absolutely support you to do that. I started as a tech for one door type, and they've helped me learn how to install and service three types."

-Colton | Service Technician



CONTACT US TODAY!

Chris W. Bird, AHC, CSI
cbird@dillarddoor.com
bd@dillarddoor.com

www.dillarddoor.com