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INDIANAPOLIS, IN January 3, 2022 – Dealers Wholesale, a leading value-added distributor and installer of doors, door hardware, access control and fireplaces in residential and commercial end-markets, has announced the acquisition of Pewaukee, Wisconsin-based ClearPath Connections (ClearPath). Terms of the transaction were not disclosed.

Founded in 2010, ClearPath is a single-source provider for the design, installation and service of communications, security, and life safety technologies for customers throughout the Midwest. The technologies ClearPath provide include nurse call, wander management, network infrastructure, surveillance, telephone, situational awareness, and access control.

“We are ecstatic to welcome ClearPath to the Dealers Wholesale family,” said Jimmy Rayford, Chief Executive Officer of Dealers Wholesale. “They are highly valued by their customers for their design and installation capabilities, as well as their high level of customer service. By adding the ClearPath team, we are positioned to accelerate our access control strategic priority, as well as expand our geographic footprint. The combination of these two organizations will continue to provide our customers and communities with warmth, comfort, and security. We could not be more excited to have the ClearPath team as the newest members of our family.”

“We share a strategy with Dealers Wholesale in delivering value to our customers by being able to own and integrate the entire opening. This synergy will create efficiency and peace of mind for our customers,” said ClearPath Founder and CEO Jeff Tschurwald. “We also believe in the Dealers Wholesale vision of being a people-first organization that drives breakthrough results. Lastly, as we have gotten to know Dealers Wholesale through this process, we are confident that their core values are very much aligned with our values and approach to doing business. We’re excited to join the Dealers Wholesale team.”

“This acquisition represents Dealers Wholesale’s pursuit of our strategic growth initiatives,” said Dealers Wholesale CEO Jimmy Rayford. “It is important that we continue to live out our core values - Own It, Work as One Team, Find a Way and Play to Win - as we grow, and I could not be any more confident in my team.”



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Jeff Tschurwald will act in a consulting capacity during the first-year integration. Key members of the ClearPath executive team, Jim Denor, and Chad Willmann, will remain with the company in leadership roles. The company will continue to operate under the ClearPath Connections name and customer contacts will remain unchanged.

Dealers Wholesale is a partner company of The Firefly Group.

Utmost Capital Connection provided M&A advisory services for the transaction.

About Dealers Wholesale

Dealers Wholesale is one of the Midwest's leading installing distributors of commercial doors, frames and hardware, electronic access control equipment and specialty (Division 10) products.

Additionally, Dealers Wholesale is Indianapolis' leading installing distributor of hearth products (fireplaces, mantels, and surrounds).

The company serves single family and multi-family residential, as well as a variety of commercial markets. The company has served customers in 20 states. For more information, please visit <https://www.dealerswholesale.com>.

About The Firefly Group

Firefly helps companies and individuals reach their full potential. They bring this mission to life by partnering with strong leadership teams in growth-oriented, lower-middle market businesses. Since 2013, Firefly has invested in 10 companies. They have a proven track record of honoring their commitments, sticking to their core values, and being an effective and fun partner to leadership teams. For more information, please visit <https://www.thefireflygrp.com/>.

About Utmost Capital Connection

Utmost Capital Connection is a relationship-driven capital advisory firm specializing in equity transactions for privately held businesses. Utmost's non-auction approach is unique and efficient; they seek to confidentially match proven, targeted investment groups with businesses that align with their values and growth objectives. For more information, please visit <https://www.utmostcapital.com/>.