



Decisive Dividend — Corporation —

Case Studies



Founded in 1977, headquartered in Penticton, B.C., Blaze King is a recognized market leader in the design and production of high quality, high efficiency hearth products. The three owners were looking to retire and sell the company and the Decisive business model resonated with them. We were impressed with the business and the succession plan in place with Alan Murphy, who moved into and remains the President of Blaze King. While not the highest bidder, we successfully closed the deal in 2015. Together, we strengthened the management team, and invested in both product development and operational improvements resulting in significant revenue growth and EBITDA improvement.

Founded in 1994, based in Kelowna, B.C., Unicast designs and distributes high quality wear parts worldwide to clients in the cement, mining, and aggregates industries. Unicast's four shareholders were looking to exit the business over a period of time and Decisive worked with the shareholders on transition plans that worked for all parties, purchasing the business in 2016. Unicast has since invested in product development and, with the transition of leadership to Mark Watson, who was named President in May 2022, along with the growing demand in the global wear parts industry, the Unicast team is well-positioned to continue to capture this growth.



Since 1948, from its facility in Penticton, B.C., Slimline has been designing, manufacturing, and distributing products worldwide including its' flagship Turbo-Mist air blast sprayers and its' environmentally friendly EcoMister evaporation systems. Decisive was introduced to the owner in 2016 through its referral network and stayed in touch until it had the opportunity to acquire the business in 2018. The vendor was retiring and committed to a transition plan to hand leadership to a future generation. Daryll Lowry became President of the business in February 2023 and his track record of growing businesses along with the strong reputation of Slimline and the products it produces, provide a foundation to expand on a well-established, long-term track record of success.

Founded in 1998, based in Linden, Alberta, Hawk Machine Works is a precision machining and fabrication shop that delivers comprehensive CNC machining solutions for a variety of industries including oil and gas, electrical and utilities, and agriculture. The opportunity was referred to Decisive through a broker. Duane Klassen, Hawk's founder, was looking for support for the next phase of growth and also looking to monetize his investment. Decisive was determined to be the right fit and the transaction was completed in 2018. Leadership of the business transitioned to Tim Stewart in 2022 and Hawk's well-earned reputation for superior product quality, customer support and reliability have positioned for continued growth.



Founded in 1967, and based in West Kelowna, B.C., Northside Industries is a supplier of precision steel, stainless steel, and aluminum components for the commercial vehicle and forestry industries. Decisive was introduced to the owner of Northside through its referral network, and acquired the business in 2019. Decisive was familiar with the business given it is located in its home market, and was excited by both the opportunity and the succession plan in place with Mark Burleigh who was and remains in the President role. Their long-term relationships with top tier multinational companies have it well-positioned for ongoing success.



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Since 1986, Marketing Impact has stood as North America's premier source for innovative merchandising products and systems tailored to every retail need. As industry-leading designers and manufacturers of point-of-sale displays and shelf merchandising systems, the company thrives on its commitment to innovation, quality, and creativity. The founders and owner-operators since inception sought a successor who would honor and build upon their legacy. Their decision to transition leadership was influenced by a desire to step back due to age and ensure the company's future flourished, anchored by the robust line of proprietary solutions crafted to address client challenges.

Founded in 2004 in Birmingham, ACR Heat Products Limited ("ACR") swiftly established itself as a frontrunner in designing and distributing eco-friendly stoves and fireplaces. When owners Anthony and Martyn Ryan sought to sell, they emphasized the need for discretion, to safeguard dealer relationships, and continuity for the legacy they'd built. Working with UK M&A firm Heligan, the Ryans discerned Decisive Dividend as the ideal buyer. Their prior knowledge of Blaze King highlighted Decisive's track record of honoring and nurturing established brands, ensuring ACR's growth and the continued influence of key team members like Jason Searle, then GM and now Managing Director.



Founded in 1993 by Don and Colin Irving, Capital I Industries Inc. and Irving Machine Inc. (collectively "Capital I") are renowned for their innovative road maintenance and construction equipment, from dozer blades to mulchers, tailored to fit a wide spectrum of heavy equipment models. After a previous unsuccessful sale attempt, the Irvings, introduced to Decisive through a mutual M&A contact, approached the potential sale with cautious optimism. They saw synergies with Hawk Machine Works and believed in Decisive's commitment not only to uphold their legacy in their hometown, Tisdale, SK, but also to collaboratively identify a successor to elevate the business to greater heights.

Established in 1990 by Michael Schoenit, Micon Industries Ltd. specializes in producing high-quality radiator seals and grommets tailored for the intense cooling systems in mining and road construction. Their products, designed to minimize costly downtime tied to cooling failures, underscore an unwavering commitment to safety and reliability—reflected in their meticulous quality control, from compound development to rigorous testing. With strategic distribution hubs and partners, Micon efficiently serves a global clientele. Michael determined that he was ready to step back from the business and was attracted to Decisive's portfolio, including the potential for Decisive's other subsidiaries to open new avenues for Micon in the segments its products serve.



Founded in 2006 by James Schoenit, Procure International Radiators Ltd. specializes in high-performance radiators for equipment servicing heavy-duty industrial sectors like mining and construction. Prioritizing quality, Procure's products exceed OEM standards, reducing downtime for its global clientele. Despite James's dedication to Procure, his desire to embark on a new chapter in his life, combined with Decisive's commitment to uphold his legacy, its focus on manufacturing along with potential synergies with other Decisive owned subsidiaries who service clients in the mining and construction industries, made the sale a logical choice.



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2023



Founded in 1995, Innovative Heating Technologies (IHT) has cemented itself as a cornerstone in animal welfare, transforming farm operations for maximum efficiency. Their flagship product, the Hog Hearth heat mat, epitomizes environmentally-friendly and cost-efficient farming. With the recent commercialization of cutting-edge cooling solutions, IHT is reshaping the industry's standards in managing heat stress for boars and sows. Chris Grant and Matt Robin's leadership since acquiring assets of Alternative Heating Systems Inc. in 2013 has rejuvenated IHT, pivoting its focus to exceptional customer service and product enhancement. The partnership with Decisive, blossoming over an 18-month rapport initiated by an M&A connection, was a strategic alignment. Both parties recognized the synergies and potential growth, with Decisive's leveraging its expertise to help support IHT's future success and further its legacy.