

### Industry Highlights

- On January 11, 2022, National Fire & Safety, a leading end-to-end fire protection and life safety solutions platform and a portfolio company of Highview Capital, announced its acquisition of Commercial Fire Protection, a tech-enabled fire and life safety service platform headquartered in Newport Beach, CA.
- On January 6, 2022, Pye-Barker Fire & Safety announced the acquisition of Northwest Fire Suppression, a leading fire protection company located in the Pacific Northwest. Northwest Fire Suppression, headquartered in Beaverton, Oregon, specializes in fire suppression and fire alarm systems with significant expertise in special hazards fire suppression systems.
- On January 5, 2022, Pye-Barker Fire & Safety is pleased to announce the acquisition of Odyssey Fire Protection, LLC. The deal was transacted by Pye-Barker brand Rapid Fire Protection Group of South Dakota. Odyssey Fire Protection, LLC, headquartered in Wilmington, North Carolina, specializes in designing, engineering and installing fire sprinkler systems for the construction and renovation of class A high rises, malls, retail centers, industrial buildings, museums, and healthcare facilities.
- On December 9, 2021, Pye-Barker Fire & Safety, headquartered in Atlanta, GA, announced the acquisition of Mountain Alarm Fire & Security. Mountain Alarm is the preferred provider of alarm monitoring, installation, maintenance services, and inspection services for fire alarms, security alarms, CCTV systems, and access control systems in the intermountain West region.
- On December 7, 2021, National Fire & Safety, a leading end-to-end fire protection and life safety solutions platform and a portfolio company of Highview Capital, announced its acquisition of Texas Fire Alarm, a best-in-class full service fire protection provider, headquartered in Wills Point, TX.
- On November 30, 2021, Cross-Fire & Security Co., Inc., a full-service life safety company specializing in the design, engineering, installation, maintenance, monitoring and servicing of state-of-the-art fire and life safety systems, announced that it acquired Alarm & Suppression Inc. A&S is a provider of fire alarm, fire suppression, fire extinguishers, security and life safety systems, serving customers in northeastern New York and Vermont.
- On October 20, 2021, Core & Main, the St. Louis-based distributor of water, wastewater, storm drainage and fire protection products and services, has reached an agreement to acquire substantially all of the assets of Catalone Pipe & Supply Co., a full-service provider of waterworks products and services, and custom concrete catch basins, based in Penfield, Pennsylvania.
- On October 4, 2021, United Safety & Survivability, a Dublin Clark-backed, Exton, Pennsylvania-based manufacturer of safety and survivability solutions, has acquired Fireboy-Xintex. The completion of this acquisition marks the largest acquisition in the fire suppression market for United Safety and will grow its footprint both geographically into Europe and Asia and vertically into the marine market.

<sup>1</sup> Revenue growth and outlook provided by IBISWorld

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- On October 6, 2021, Core & Main, the St. Louis-based distributor of water, wastewater, storm drainage and fire protection products and services, has acquired Belton, Missouri-based CES Industrial Piping Supply. CES Industrial Piping Supply offers a full line of fusible HDPE pipe, fittings and fusion machines.
- On October 15, 2021, Diversified Systems, a Knightdale, North Carolina-based security systems integrator, was acquired by Integrated Fire & Security Solutions, a Fort Myers, Florida-based fire protection and access control / high security systems provider, backed by Newlook Capital.
- On October 14, 2021, Maxim Fire Systems, a Dallas, Texas-based fire protection and safety solutions firm, has been acquired by National Fire & Safety, a Denver, Colorado-based provider of commercial services backed by Highview Capital. Financial terms were not disclosed.

### Ancillary Revenue Growth by Industry<sup>1</sup>

	Fire & Smoke Alarm	Fire Extinguisher	Alarm Services	Automatic Sprinkler Systems
2015	\$977.00	\$1,228.20	\$23,381.00	\$389.00
2016	\$922.00	\$1,209.30	\$25,146.00	\$382.00
2017	\$987.00	\$1,206.60	\$26,170.00	\$375.00
2018	\$1,091.30	\$1,224.30	\$27,563.00	\$382.00
2019	\$1,075.00	\$1,227.90	\$28,955.00	\$387.00
2020	\$940.00	\$1,238.00	\$26,780.00	\$387.00

### Ancillary Revenue Outlook by Industry<sup>1</sup>

	Fire & Smoke Alarm	Fire Extinguisher	Alarm Services	Automatic Sprinkler Systems
2021	\$968.00	\$1,255.00	\$27,285.00	\$394.00
2022	\$1,064.00	\$1,272.00	\$28,525.00	\$401.00
2023	\$1,099.00	\$1,289.00	\$29,689.00	\$408.00
2024	\$1,115.00	\$1,309.00	\$30,726.00	\$414.00
2025	\$1,135.00	\$1,307.00	\$31,711.00	\$421.00

### Notable M&A Deals



On January 7, 2022, Pye-Barker Fire & Safety announced its acquisition of Strickland Fire Protection. The transaction was completed through Pye-Barker Fire portfolio company Rapid Fire Protection Group. It expands Pye-Barker into Maryland, Northern Virginia and the District of Columbia and bolsters Pye-Barker's market leadership in fire protection and suppression services.



**CROSS-FIRE & SECURITY CO., INC.**  
A LIFE SAFETY SYSTEM COMPANY

On December 2, 2021, Cross-Fire & Security Co., Inc., a full-service life safety company specializing in the design, engineering, installation, maintenance, monitoring and servicing of state-of-the-art fire and life safety systems, announced it acquired NISCO, Inc. which is comprised of Northeast Integrated Systems and Northeast Fire Systems, Inc., a provider of fire alarm and life safety solutions across the Northeastern United States.