

Industry Highlights

- On April 12, 2022, Align Capital Partners announced the closing of two strategic add-ons for Protegis Fire & Safety. In subsequent transactions, the Company acquired Florida-based Metro Fire Protection Services, Inc. in February 2022 and Ohio-based PDS Systems, LLC in April 2022.
- On March 30, 2022, Sciens Building Solutions, a San Francisco, California-based fire detection and security services firm, backed by Carlyle and Huron Capital, acquired Longwood, Florida-based fire and security firm LV Solutions. On March 15, 2022, Cross-Fire & Security Co., an AE Industrial Partners-backed Brooklyn, New York-based full-service life safety firm, acquired Adcock's Systems which is a full-service fire alarm, electrical and sprinkler contractor in Maryland.
- On March 1, 2022, Absolute Fire Protection was acquired by Highview Capital backed National Fire & Safety. Absolute Fire Protection is a Glendale, Arizona-based fire and life safety service provider.
- 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.

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- 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.

Ancillary Revenue Growth by Industry¹

	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 Industry¹

	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

¹ Revenue growth and outlook provided by IBISWorld

Notable M&A Deals



On February 7, 2022, Newell Brands Inc. agreed to sell its Connected Home & Security business to Resideo Technologies, Inc., a provider of home comfort and security solutions and distributor of commercial and residential security and audio-visual components. The business was sold for approximately \$593 million.



On February 18, 2022, Pye-Barker Fire & Safety announced its acquisition of Matson Alarm. The transaction strengthens Pye-Barker's presence in the State of California while also bolstering its service offerings. Matson Alarm offers industry-leading customized security services for residential and commercial customers that include internet-enabled control devices, real-time video surveillance, and fire alarm systems.