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Lenexa-based Barrier Cos. acquires local competitor as part of roll-up strategy

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Lenexa-based Barrier Cos. LLC is aggressively growing its fire safety compliance business through acquisition, including a local peer.

Barrier, owned by New York-based private equity firm Lincolnshire Management Inc., paid an undisclosed amount to acquire two competitors: Stilwell-based Fire Door Solutions and Florida-based United Fire Doors Inspection. Barrier will roll up the companies, with a vision of building a leading nationwide platform providing a wide range of fire and life safety compliance services.



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Stilwell-based Fire Door Solutions is getting rolled up with another acquisition into Lenexa-based Barrier Cos.

"The goal is to create a leading nationwide platform company providing the best assortment of fire and life safety compliance services to its customers," John Comino, a managing director at Lincolnshire, said in a release.

Fire safety compliance became a fast-growing business in 2016 when the Centers for Medicaid and Medicare Services enacted new Life Safety Code and Healthcare Facilities Code Requirements. The code dictates safety requirements hospitals must comply with or risk losing funding. That's when Fire Door's business began booming.

The typical hospital has 150-200 fire doors that need to be inspected once a year to stay in compliance. The code requires them to be smoke-proof, and each door is rated for how many minutes it can last in a fire.

Lincolnshire and Barrier representatives did not respond to requests for comment. Jeff Perry, Fire Door founder and former CEO, declined to comment, citing a nondisclosure agreement. Current Fire Door CEO Mickey Eberts did not respond to requests for comment.

Barrier, founded in 2008, specializes in preventing the spread of fire, smoke, sound, water and infection in commercial buildings and hospitals. It provides inspections, installation and repair of doors, dampers, barriers, building expansion joints, fire resistant joints and acoustical.

Founded in 2012, Fire Door competed directly with Barrier, specializing in fire safety compliance services for hospitals, nursing homes and schools. Fire Door's investors included Emigrant Capital, the private equity division of New York-based Emigrant Bank, the nation's largest family-owned bank.

In 2020, Fire Door ranked No. 40 on the Fastest-Growing Companies List, averaging 40.54% revenue growth from 2017 to 2019, reaching \$33.13 million. It reported 45 employees last year.

Fire Door and United Fire Doors Inspection are the second and third acquisitions since Lincolnshire acquired Barrier 18 months ago. The first was Prevent, a fire and life safety company serving customers in California, Texas and Arizona, which was acquired in November 2021.

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