SAMPLE DOSSIER 03

Commercial fire & life-safety contractors, VA–NC

BUY BOX Independent commercial fire & life-safety contractors (sprinkler, alarm, inspection) · Central Virginia + VA–NC corridor · roughly 15–80 employees · owner-operated · PE platforms excluded

18	5	4	0
primary contractors	call-first picks, with reasons	borderline names held out	paid databases used

Call these five first

1 Magic City Sprinkler

Roanoke, VA · ~25–60 staff (est.) · Founded 1971 · high confidence

Family firm since 1971, now run by the third and fourth generations. Inspection and backflow testing add recurring work. Roanoke Valley anchor, mid-band size.

2 Crews & Gregory Fire Sprinkler

Midlothian, VA · ~25–40 staff (est.) · Founded 1996 · high confidence

Co-founder in the trade since 1972 still sells while a second leader runs it as President, so succession is underway. 29 jobs in 2020 PPP data; dedicated inspections manager.

3 J&D Sprinkler

Clayton, NC · ~45–65 staff (est.) · Founded 1986 · high confidence

Graham family since 1986, with three family owners named on the site. 58 jobs in 2020 PPP data, a separate inspection team, licensed in NC, SC, VA and GA.

4 Fire Sprinkler, Ltd.

Rustburg, VA · ~20–35 staff (est.) · Founded 1988 · med confidence

Family-owned since 1988; D&B lists 27 staff. In-house fire protection engineer, and offices in Rustburg and Chatham on US-29, right on the VA–NC corridor.

5 Williams Fire Sprinkler

Williamston, NC · ~40–60 staff (est.) · Founded 1972 · high confidence

Family-owned since 1972; 54 jobs in 2020 PPP data. Alarm monitoring and inspections add recurring lines across eastern NC. Officer data is dated; confirm leadership first.

How we sourced this

- Virginia DPOR contractor lists (sprinkler and suppression specialties, first-license dates), company About and team pages, BBB profiles, public mirrors of SCC / SOS officer records.
- Headcount bands are estimates from public proxies (2020 PPP jobs-retained figures, directory counts, team pages), not payroll data. ⚑ marks names that may sit under the 15-employee floor.
- Excluded as platform-owned: Pye-Barker, VSC / Markel, Eagle Fire, Summit, Guardian, Marmic / Fire Solutions, SuperHero and Impact Fire brands, per public deal announcements.
- Public records don’t show revenue, inspection share or intent to sell. Owners are named only from public pages; contacts are held back for the paid sheet.

Same format, your buy box.

$1,000 per buy box, delivered within three business days once scope is confirmed and the invoice is paid.
Email your criteria to **info@shortlistmemo.com**. We confirm scope in writing before work starts.

All 18 primary contractors

Top 5	Company	Town	Est. headcount	Founded	Owner / president (public source)	Family / succession signal	Contact	Conf.
1	**Magic City Sprinkler**	Roanoke, VA	25–60 directory range	1971	Melanie Obenchain (President, per SCC-derived index); McGhee family	Third and fourth generation run it (per About)	*Redacted*	HIGH
2	**Crews & Gregory Fire Sprinkler**	Midlothian, VA	25–40 2020 PPP: 29	1996	Gordon Taylor (President); Harry Crews (co-founder)	Co-founder in the trade since 1972, still active	*Redacted*	HIGH
3	**J&D Sprinkler**	Clayton, NC	45–65 2020 PPP: 58	1986	Dana, Bradley & Jason Graham (owners, per site)	Graham family since 1986; three family owners	*Redacted*	HIGH
4	**Fire Sprinkler, Ltd.**	Rustburg, VA	20–35 D&B: 27	1988	Wayne G. Harris (D&B contact; manager per 2017 state filing)	Family owned and operated (per About)	*Redacted*	MED
5	**Williams Fire Sprinkler**	Williamston, NC	40–60 2020 PPP: 54	1972	Michael L. Chesson (President in 2003 filing; confirm)	Family-owned, majority woman-owned (per site)	*Redacted*	HIGH
	Fire-X Corporation	Richmond, VA	15–40 sources differ	1967	Wayne Pugh (President, per BBB)	Long-tenured; no family signal found	*Redacted*	MED
	Extinguish Fire Corp.	Fredericksburg, VA	15–25 2020 PPP: 19	1998	David Fleming (President); Sharon L. Fleming (Sec./Treas.)	Two Fleming officers on SCC record	*Redacted*	HIGH
	C.E. Butner & Son	Richmond, VA	10–25 ⚑	1968	Not named in public sources used	Third-generation family-owned (per About)	*Redacted*	MED
	Lynchburg Fire Equipment	Lynchburg, VA	10–20 ⚑	1981	Terry W. Whitlock (President, per SCC record)	Single officer on SCC record	*Redacted*	MED
	K & E Fire Sprinkler	Troy, VA	10–30 ⚑	1999	Keith R. Herzwurm (President, per SCC record)	Two-officer company; owner-run signal	*Redacted*	MED
	T & D Sprinkler	Henrico, VA	10–25 ⚑	first VA license · 2001	David Moore (owner, per directory)	'Every job is owner supervised' (trade profile)	*Redacted*	MED
	Central Virginia Fire Protection	Spotsylvania, VA	10–30 ⚑	2006	Robert C. Breeden (Owner, per BBB)	Owner-operated	*Redacted*	MED
	Cascade Fire Protection	Greensboro, NC	15–40	2001	Jim & Sylvia Swayze (named on About)	Family-owned, minority-held (per About)	*Redacted*	MED
	ABL Fire Protection	Raleigh, NC	20–30 2020 PPP: 26	ABL group · 1977	Art Lamson (President, Fire); Lampuri family (ABL owners)	Group founder still president; family partners	*Redacted*	MED
	United Life Safety Systems	Bailey, NC	10–30 ⚑	2009	Andrew Shear (co-founder, CEO); Melissa Shear (co-founder)	Co-founder couple; family-owned (per site)	*Redacted*	MED
	Veterans Fire Protection	Richmond, VA	10–25 ⚑	—	Jason Kemnitz (Owner, President); Mike LeBleu (Co-owner)	Veteran-owned; young, inspection-led	*Redacted*	MED
	Riley Fire Protection	Goochland, VA	10–25 ⚑	first VA license · 2012	Not named in public sources used	Owner-operated signal only	*Redacted*	LOW
	Piedmont Sprinkler Co.	Stanardsville, VA	10–30 ⚑	first VA license · 1982	Clarence Shifflett Jr. (per trade directory; soft)	Long-tenured local shop; no succession signal	*Redacted*	LOW

⚑ may sit under the 15-employee floor (phone-screen first)

Borderline appendix: 4 names held out

Name	Town	Est. headcount	Founded	Owner (public source)	Why held out
Crawford Sprinkler Co. of Raleigh	Raleigh, NC	55–70 (PPP 2020: 63 jobs)	—	Ian Snider (CEO); Matt Johnson (President), per team page	Confirm ownership: equity holders and any tie to other Crawford Sprinkler companies are not public. Headcount is near the 80 ceiling.
Threatt Inc.	Battleboro, NC	15–40 (estimate)	1952 (brand)	Not confirmed in public sources used	Confirm ownership: the brand dates to 1952 but the current corporation was formed in 2018. Plumbing is a large share of the work.
Yadkin Valley Fire Protection	Thomasville, NC	25–35 (PPP 2020: 28 jobs)	—	Not named in public sources used	Confirm ownership: size fits, but no owner or independence signal in public sources.
Capital City Fire Protection	Chesterfield, VA	under 15–25 (estimate)	first VA license · 2012	Not named in public sources used	Class B licensee with an opaque size and no named owner; may sit under the 15-employee floor.

A live engagement can promote any of these after a phone screen. Full rows are in the spreadsheet.