

Available for Acquisition: #201406 California Emergency Upfitter and Apparatus Company

Company Overview

ACT Capital Advisors is pleased to offer a fast-growing emergency vehicle upfitter and apparatus distributor for acquisition. The Company's core business is selling and upfitting high quality emergency fire, law enforcement and EMS apparatus vehicles. It also offers comprehensive life cycle maintenance and repair services for these emergency vehicles and other associated heavy equipment. With the recent addition of a second maintenance facility in Southern California, service has become the fastest and highest growth segment of the business. It is also a trusted provider for tools and essential supplies from over 145 vendors to ensure the safety and protection of first responders and other emergency worker personnel.

Key Value Drivers

Experienced Team with Roots in the Firefighting Community. 90% of the team members are either active or retired firefighters, EMTs, or law enforcement, giving them the industry knowledge and contacts needed to be successful. This fraternal comradery allowed the Company to enter a market and achieve an 85% CAGR over the first 4 years, but it is the quality of customer service that has made it the trusted name in the industry. The management team is committed to the ongoing success of the business and would like to partner with a new ownership group to continue their roles in sales and customer management.

Quality Apparatus Vehicles and Parts from Market Leaders. The Company has partnered with the most trusted vehicle manufacturers and parts suppliers in the industry, allowing it to provide the highest quality vehicles and top-notch service to their clients. The Company has become the trusted advisor to fire and police departments via delivering countless vehicles and maintaining hundreds of service contracts.

Geographically Positioned for Growth. The Company has built a sustainable market position across the entire state of CA. With a growing backlog, huge pipeline, and many new long-term contracts in place, revenue is expected to grow by over 40% in 2025.

New Service Centers. The Company operates state of the art service centers in Southern and Northern CA, which have transitioned from mainly fire-related apparatus to now servicing a full range of related heavy-duty equipment from fire, EMS, police, off-road, semi-trucks, and even recreational vehicle upfitting and maintenance. It is the primary maintenance provider in CA for several emergency vehicle brands and has Cummins Engine certification. The extensive list of newly signed contracts will provide continued growth.

Growth Opportunities



One-stop shop for emergency vehicle sales, upfitting & service



Two profitable and growing service centers with plans for additional centers



Strong relationships with leading fire & police departments



Robust sales pipeline with 40% plus revenue growth expected in 2025



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Summary Financial Information

	2021	2022	2023	2024	2025E
Sales	\$2,441,268	\$2,874,407	\$4,310,829	\$4,968,973	\$7,045,000
Gross Profit	\$972,563	\$629,856	\$1,666,856	\$1,897,474	\$2,808,000
Adj. EBITDA	\$224,864	\$311,475	\$993,839	\$1,010,507	\$1,755,000

Contact Information

For more information, please contact:

ACT Capital Advisors, LLC

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to:



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