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13th Annual **SDM**

100

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STABLE TIMES, MODEST GROWTH

Overall, few firms had banner years in 2002. The business climate was difficult, and most made just small gains.

By Laura E. Stepanek, Editor

The 2003 SDM 100 represented a much more stable market, compared with the many changes reflected the previous year. Look, for example, at the top 10 companies ranked this year and you'll see that all of them were ranked among the top 11 in 2002. Acquisitions were modest last year, occurring among only a handful of businesses. Growth was there – but fewer firms came across it in 2002, and those that did worked very hard to show just slight increases in total revenue, recurring revenue, and customer improvement.

The SDM 100 is the industry's only report of the 100 largest electronic security installation and service firms operating in the United States. The objective of the SDM 100 is to measure consumer dollars captured by electronic security service providers. The majority of SDM 100 firms offer sales, installation, service, and monitoring. A very few provide monitoring only, and these are noted in the report.

Overall, SDM 100 revenue climbed 26 percent to \$5.81 billion in 2002. Most notable is No. 1, ADT Security Services' growth of 43 percent. But because ADT's numbers can skew the aggregated figures for all 100 firms, we also reviewed growth rates that exclude ADT in the aggregate numbers. Among the remaining 99 firms in this report, growth was a much more modest 7 percent, compared with 10 percent in 2001. A more comprehensive way to view performance is to review SDM 100 firms individually. Among firms with which two years of revenue could be compared, 75 percent experienced a revenue increase, and 25 percent decreased or stayed even.

"Overall, the market was considered weak. Businesses are aware of increased security needs, but the funding is not available. The local state government

(GSA) provided the best growth in 2002. The aftermath of Sept. 11 has prompted local municipalities to increase their security systems, especially using access control and CCTV. The biggest decline was in current client business. Businesses are holding off expansion and upgrades until the economy picks up," states Sonitrol of Sacramento/Gold Coast, No. 48. "Sept. 11 was the defining event that carried over into 2002."

It's a tighter market, notes Sonitrol of Southwest Ohio, No. 99. "Seems like more awareness, but tougher buyers. We seem to work harder for the sale."

Access control and video verification are up, while the small business market is down, notes Rancho Santa Fe Security Systems Inc., No. 69.

The residential market was especially competitive. "Boutique and integrated sales are up; volume and commodity sales are down," Rancho Santa Fe Security says.

"There is no longer a perceived value due to mass marketers. Customers trade in alarm companies like cell phones. In many cases it's cheaper to buy a new \$99 system than pay for a service call to replace a keypad," states Triad Protective Services, No. 94.

Several firms worked a back-to-basics strategy – which included such items as debt reduction, employee training, and beefed up sales forces – to overcome the negative influence of the economy.

"We focused very heavily on training of our personnel to keep up with technology and the solutions that it provided for our clients," states Security Equipment Inc., No. 80.

So while belt-tightening and basic fundamentals become more important for the biggest security businesses, hope still prevailed for more bright spots in 2003.

How to Use the SDM 100

The 2003 SDM 100 ranks U.S. companies that provide electronic security systems and services to both residential and non-residential customers. This ranking is based on information either provided to or estimated by SDM. Ranked companies were asked to submit either an audited or reviewed financial statement, or a copy of their income tax return showing total gross receipts for the stated period. A vast majority of the firms ranked are privately held.

The main table, which begins on page 42, ranks 100 firms by their 2002 total gross revenue. The firm with the highest revenue is ranked as No. 1, and so on. For each of the 100 companies, the following information is provided, from left to right:

- Current year rank, which is based on total 2002 gross revenues. (Note: If two firms have identical revenues, before rounding, then the number of subscribers is the second determining factor for ranking.)
- Previous year rank. If the firm was not previously ranked, then no number appears in this column.
- Company name as used in the marketplace and

- headquarters location.
- Total gross revenue in millions of dollars. This number represents total revenue in calendar- or fiscal-year 2002 from security system sales/installation, service, leasing, and monitoring. An e following the revenue indicates it is an SDM estimate.
- Percentage of growth or descent from 2001 to 2002, where applicable.
- Amount of recurring monthly revenue (RMR) as reported to or estimated by SDM. This figure reflects RMR on Dec. 31, 2002.
- Number of subscribers (recurring-billable customers) each firm counted at year-end 2002.
- Number of system installations in 2002, residential.
- Number of system installations in 2002, non-residential.
- Number of full-time employees.
- Number of business locations, including headquarters location.

To find a firm by name, use the alphabetical index on page 58.

SDM 100: Impact on the Market

| | |
|--|------------------|
| Total 2002 annual revenue | \$5.81 billion* |
| Total 2002 recurring monthly revenue (RMR) | \$317.2 million† |
| Total subscribers (year-end 2002) | 9.2 million** |
| Residential | 80% |
| Non-residential | 20% |
| Total installations/sales revenue:†† | |
| Residential units | 527,352 |
| Residential sales revenue | \$164.6 million |
| Non-residential units | 222,745 |
| Non-residential sales revenue | \$241.7 |
| Business locations | 918 |
| People employed:*** | |
| Full Time | 47,573 |
| Part Time | 975 |
| Number of companies acquired by SDM 100 firms | 60 |

The table, above, presents aggregate figures for the SDM 100 group of companies. In a \$22.4 billion industry, these top 100 firms captured \$5.81 billion in revenue - about 26 percent market share - and counted at least 9.2 million subscribers in 2002. Most of the SDM 100 firms are privately held. Submitting total revenue is required for ranking, but other figures are not required. Most firms - but not all - also reported recurring monthly revenue (RMR), number of subscriber accounts, and installation volume. Therefore, one should exercise caution in using this information to extrapolate industry totals or to benchmark.

* Total annual (2002) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to or estimated by SDM.

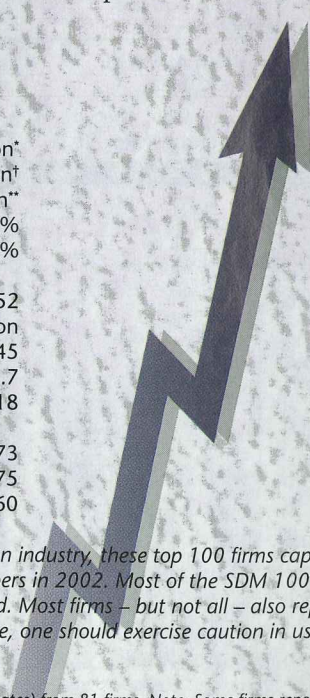
† Total monthly recurring revenue, based on reported (or estimated) RMR of Dec. 31, 2002. Based on responses (or estimates) from 95 firms. Not included: Atlantic Home Security, Custom Alarm, Greater Alarm, Nightwatch Security Systems Inc., SSD Systems/Kern Security Systems.

** Based on responses (or estimates) from 92 firms. Not included: Atlantic Home Security, First Alarm, Greater Alarm, Safeguard Security and Communications Inc., SDA Home Electronics, Sievers Company Inc., Sonitrol of Silicon Valley, SSD Systems/Kern Security Systems. Residential/commercial percentage split was calculated among firms that reported all three data points (total, residential, and non-residential subscribers), and therefore does not include 19 firms, including Protection One, Brink's Home Security, and Honeywell in the top 10.

†† Based on responses (or estimates) from 81 firms. Note: Some firms reported unit sales or installation revenues only, while most reported both. Not included in either units or sales revenue: Alarmco Inc., Brink's Home Security Inc., Counterforce USA (monitoring only), Custom Alarm, Doyle Security Systems Inc., Global Security & Communication Inc., Greater Alarm, Guardian Alarm Co., Honeywell Security, Monitronics International Inc. (monitoring only), Protection One, Protection Service Industries L.P., SAFE (monitoring only), Safe Systems Inc., SDA Home Electronics, Sonitrol of Tallahassee Inc., Sonitrol Security Systems of Buffalo Inc., SSD Systems/Kern Security Systems.

*** Based on responses from 95 firms. Not included: CPI Security Systems, Dallas Security Systems Inc. & DSS Fire Inc., Koorsen Protection Services Inc., Safeguard Security and Communications Inc., SSD Systems/Kern Security Systems.

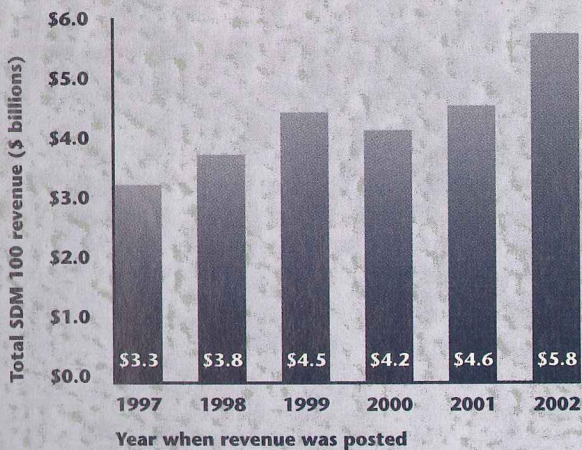
Source: 2003 SDM 100, SDM Magazine, May 2003.



| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|-----------|-----------|---|-----------------------------|---------------------|--------------------|------------------|--------------------------------|---------------------|-------------|
| 1 | 1 | ADT Security Services Inc. Boca Raton, Fla. | \$3,580.0 | 43.2% | \$192.24 | 5,039,025 | 292,000 / 165,000 | 29,000 | 310 |
| 2 | 2 | Protection One Topeka, Kan. | \$290.6 | -14.8% | \$21.30 | 1,073,698 | n/a | 2,658 | 59 |
| 3 | 3 | Brink's Home Security Inc. Irving, Texas | \$282.4 | 9.6% | \$21.10 | 766,700 | n/a | 2,500 | 73 |
| 4 | 4 | Honeywell Security Minneapolis, Minn. | \$200.0(e) | -9.1%(e) | \$10.00(e) | 140,000(e) | n/a | 850(e) | 40(e) |
| 5 | 5 | Monitronics International Inc. Dallas, Texas | \$111.9 | 5.5% | \$10.20 | 359,000 | n/a | 455 | 1 |
| 6 | 6 | Slomin's Security Hicksville, N.Y. | \$106.7 | 8.5% | \$4.21 | 182,850 | 27,000 / 1,500 | 1,350 | 9 |
| 7 | 7 | Vector Security Inc. Pittsburgh, Pa. | \$101.6 | 16.7% | \$4.13 | 135,248 | 7,400 / 1,461 | 688 | 21 |
| 8 | 9 | Sonitrol Management Corp. Westlake, Texas | \$64.2 | 18.3% | \$3.60 | 39,536 | n/a / 5,367 | 338 | 16 |
| 9 | 8 | Bay Alarm Co. Pacheco, Calif. | \$57.4 | 1.5% | \$3.74 | 76,566 | 5,695 / 4,888 | 498 | 11 |
| 10 | 11 | Guardian Protection Services Inc. Pittsburgh, Pa. | \$50.3 | 4.5% | \$3.13 | 111,050 | 10,687 / 1,098 | 447 | 9 |
| 11 | - | Ranger American San Antonio, Texas | \$50.1 | n/a | \$0.07 | 2,087 | 61,359 / 125 | 891 | 15 |
| 12 | 10 | Guardian Alarm Co. Southfield, Mich. | \$48.8 | 0.6% | \$3.01 | 82,248 | n/a | 391 | 6 |

KEY: e = SDM estimate n/a = not available or not applicable / No. 4 - All figures are estimated by SDM. No. 9 - SDM's 1998 Dealer of the Year.. No. 10 - SDM's 1999 Dealer of the Year.

Big Advances of Some Push Total up 26 Percent

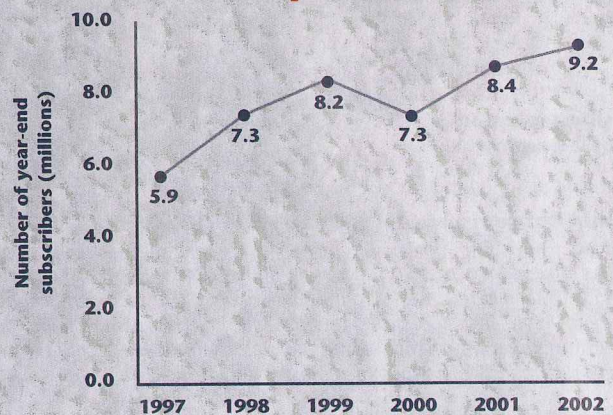


Source: 2003 SDM 100, SDM Magazine, May 2003

As a group, the SDM 100 total revenue spiked 26 percent in 2002. But, the huge surge was due to a 43 percent gain by ADT Security Services. Putting aside ADT's revenue would have resulted in just a 7 percent advance for the other 99 firms.

Editor's Note: Questions about the SDM 100 must be sent in writing: SDM Magazine, Attn. Editor, Business News Publishing Co., 1050 IL Route 83, Suite 200, Bensenville, IL 60106. Questions and comments also may be faxed to the Editor at (630)277-0214, or e-mailed to stepanekl@bnp.com.

Customer Count Notches up 10 Percent



Based on responses (or estimates) from 92 firms
Source: 2003 SDM 100, SDM Magazine, May 2003

The total number of subscribers, or recurring-billable customers, of SDM 100 firms grew 10 percent to 9.2 million in 2002. However, a large part of the growth is attributed to a 10 percent increase in subscribers at ADT Security Services, and newly reported subscriber numbers for Honeywell (140,000) as well as a new firm in the top 20, SAFE (90,000), both of which were absent from last year's subscriber totals. Although 73 percent of SDM 100 firms gained subscribers in 2002 (down from 87 percent the previous year), those gains were very modest - often only few hundred additional customers.

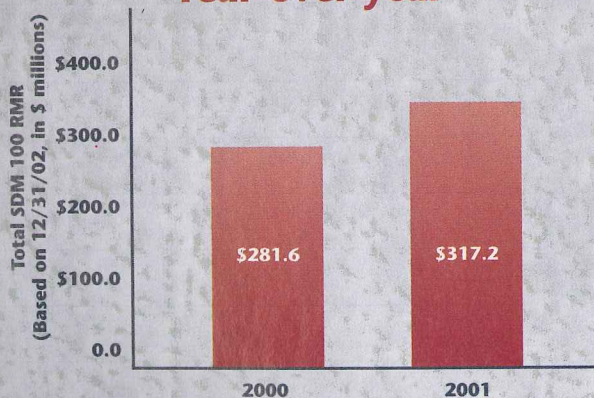
| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|--------------|--------------|--|--------------------------------|------------------------|-----------------------|---------------------|-----------------------------------|------------------------|----------------|
| 13 | 12 | AFA Protective Systems Inc. Syosset, N.Y. | \$48.4 | 7.2% | \$1.99 | 37,600 | 3,200 / 5,500 | 403 | 13 |
| 14 | 13 | Protection Service Industries, L.P. Rancho Cucamonga, Calif. | \$31.6 | 4.7% | \$1.96 | 65,940 | n/a | 284 | 10 |
| 15 | 14 | Interface Security Systems Earth City, Mo. | \$31.6 | 14.7% | \$1.39 | 43,708 | 1,650 / 1,287 | 362 | 15 |
| 16 | 22 | Protect America Inc. Round Rock, Texas | \$25.8 | 54.8% | \$2.46 | 77,900 | 28,900 / n/a | 288 | 21 |
| 17 | - | SAFE San Ramon, Calif. | \$25.0 | n/a | \$2.08 | 90,000 | n/a | 106 | 1 |
| 18 | - | SSD Systems/Kern Security Systems Anaheim, Calif. | \$24.0 | n/a | n/a | n/a | n/a | n/a | 9 |
| 19 | 19 | Per Mar Security Services Davenport, Iowa | \$23.4 | 20.5% | \$0.90 | 30,849 | 1,960 / 6,943 | 236 | 19 |
| 20 | 20 | Mountain Alarm Ogden, Utah | \$22.8 | 29.4% | \$0.72 | 26,734 | 918 / 1,035 | 112 | 8 |
| 21 | 17 | Guardian International Inc. Hollywood, Fla. | \$22.8 | 9.1% | \$1.23 | 28,500 | 2,000 / 1,800 | 262 | 5 |
| 22 | 16 | Alarm Detection Systems Inc. Aurora, Ill. | \$22.7 | 7.8% | \$1.37 | 22,465 | 885 / 1,747 | 182 | 2 |
| 23 | - | Counterforce USA Houston, Texas | \$21.8 | n/a | \$1.95 | 64,497 | n/a | 146 | 1 |
| 24 | 18 | Greater Alarm Irvine, Calif. | \$20.8 | -0.5% | n/a | n/a | n/a | 172 | 6 |
| 25 | 15 | Adelphia Security Naples, Fla. | \$20.4 | -8.0% | \$1.34 | 67,948 | 4,043 / 620 | 176 | 8 |
| 26 | 21 | ADS Security Nashville, Tenn. | \$18.0 | 3.8% | \$0.93 | 36,104 | 2,530 / 1,423 | 194 | 12 |
| 27 | 25 | Safeguard Security and Communications Inc. Scottsdale, Ariz. | \$16.8 | 21.7% | \$0.55 | n/a | 900 / 400 | n/a | 4 |
| 28 | 24 | CPI Security Systems Charlotte, N.C. | \$16.0 | 12.8% | \$1.20 | 36,513 | 7,116 / 619 | n/a | 4 |
| 29 | 26 | Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas | \$14.3 | 5.8% | \$0.10 | 5,325 | 35 / 575 | n/a | 1 |
| 30 | 23 | Security Solutions Inc. Raleigh, N.C. | \$12.9 | -14.7% | \$0.10 | 2,644 | 5,640 / 230 | 127 | 5 |
| 31 | 27 | First Alarm Aptos, Calif. | \$12.9 | 0.9% | \$0.59 | n/a | 450 / 850 | 115 | 6 |
| 32 | 49 | Defender Security Co. Indianapolis, Ind. | \$12.7 | 64.4% | \$0.08 | 16,287 | 7,342 / 101 | 130 | 7 |
| 33 | 29 | Kimberlite Corp. Fresno, Calif. | \$12.2 | -0.6% | \$0.73 | 6,564 | 72 / 649 | 127 | 6 |
| 34 | 28 | Engineered Protection Systems Inc. Grand Rapids, Mich. | \$11.8 | -6.2% | \$0.57 | 9,905 | n/a | 131 | 6 |
| 35 | 31 | Central One Boca Raton, Fla. | \$11.2 | 1.8% | \$0.73 | 24,528 | 1,700 / 570 | 114 | 2 |
| 36 | 33 | Koorsen Protection Services Inc. Indianapolis, Ind. | \$10.9 | 3.4% | \$0.07 | 3,156 | 285 / 429 | n/a | 17 |
| 37 | 32 | American Alarm & Communications Inc. Arlington, Mass. | \$10.7 | 0.6% | \$0.43 | 14,336 | 1,044 / 1,356 | 82 | 2 |
| 38 | 39 | Alert Alarm of Hawaii Honolulu, Hawaii | \$10.1 | 11.1% | \$0.54 | 16,254 | 951 / 776 | 78 | 3 |

KEY: e = SDM estimate n/a = not available or not applicable / No. 27 - SDM's 2002 Dealer of the Year. No. 28 - SDM's 2000 Dealer of the Year. No. 31 - Approximately 16% of revenue stems from Security and Patrol Div., as it directly relates to alarm company activity. No. 38 - Revenue is estimated, based on three quarters; fiscal ends on 4/30/03.

| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|--------------|--------------|--|--------------------------------|------------------------|-----------------------|---------------------|-----------------------------------|------------------------|----------------|
| 39 | 34 | General Security Inc. Plainview, N.Y. | \$10.0 | 2.0% | \$0.77 | 33,511 | 2,960 / 743 | 118 | 7 |
| 40 | 40 | Supreme Security Systems Inc. Union, N.J. | \$10.0 | 11.3% | \$0.55 | 10,388 | 221 / 634 | 88 | 1 |
| 41 | 43 | SDA Home Electronics San Diego, Calif. | \$9.4 | 9.1% | \$0.41 | n/a | n/a | 98 | 2 |
| 42 | 44 | JMG Security Systems Inc. Fountain Valley, Calif. | \$9.4 | 10.1% | \$0.22 | 3,287 | 35 / 454 | 41 | 1 |
| 43 | 58 | Central Security Group Inc. Tulsa, Okla. | \$9.2 | 55.2% | \$0.84 | 31,029 | 997 / 428 | 85 | 2 |
| 44 | 47 | Safe Home Security Inc. Rocky Hill, Conn. | \$8.9 | 8.1% | \$0.73 | 23,108 | 5,502 / 270 | 89 | 4 |
| 45 | - | Sonitrol Pacific Portland, Ore. | \$8.4 | n/a | \$0.52 | 4,694 | 25 / 360 | 80 | 4 |
| 46 | 45 | Sonitrol Security Systems of Hartford Inc. Hartford, Conn. | \$8.3 | -1.6% | \$0.39 | 11,922 | 62 / 420 | 58 | 2 |
| 47 | 35 | Ackerman Security Systems Atlanta, Ga. | \$8.1 | -16.7% | \$0.38 | 20,240 | 2,464 / 435 | 87 | 1 |
| 48 | 38 | Sonitrol of Sacramento/Gold Coast North Highlands, Calif. | \$8.0 | -12.3% | \$0.38 | 3,121 | 8 / n/a | 50 | 2 |
| 49 | 48 | Custom Security Systems Lacey, Wash. | \$7.9 | 0.8% | \$0.38 | 8,690 | 500 / 400 | 105 | 3 |
| 50 | 42 | Doyle Security Systems Inc. Rochester, N.Y. | \$7.8 | -8.8% | \$0.37 | 14,781 | n/a | 78 | 5 |
| 51 | 41 | Sonitrol of Silicon Valley San Jose, Calif. | \$7.6 | -14.3% | \$0.39 | n/a | 50 / 250 | 48 | 1 |

KEY: e = SDM estimate n/a = not available or not applicable

RMR Rises 13 Percent Year-over-year

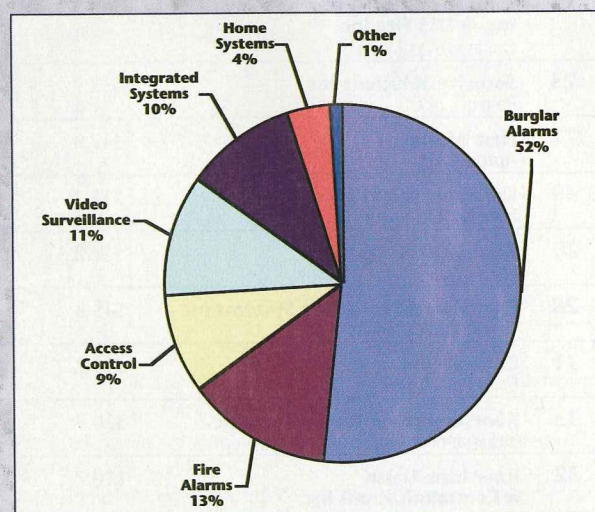


Based on responses
(or estimates) from 55 firms

Source: 2003 SDM 100, SDM Magazine, May 2003

Building their recurring monthly revenue (RMR) - the prime revenue category for SDM 100 companies - was a chief focus in 2002. This is where SDM 100 firms performed best last year, improving RMR 13 percent over the previous year. Because residential sales revenue was down significantly, companies are working much harder to keep their attrition low with better customer service and value-added products.

SDM 100 Sales Revenue by Product Category



Source: 2003 SDM 100, SDM Magazine, May 2003

Examining only sales revenue shows that about half comes from burglar alarm systems. A fast-growing product category is video surveillance, a fact supported by statements from a majority of SDM 100 executives.

| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|--------------|--------------|---|--------------------------------|------------------------|-----------------------|---------------------|-----------------------------------|------------------------|----------------|
| 52 | - | Apex Security Group Glenwood Springs, Colo. | \$7.5 | n/a | \$0.24 | 4,350 | 450 / 50 | 67 | 5 |
| 53 | 54 | Sonitrol Security Systems of Buffalo Inc. Buffalo, N.Y. | \$7.5 | 15.4% | \$0.32 | 5,828 | n/a | 93 | 3 |
| 54 | 53 | Argus Security Systems Inc. McAllen, Texas | \$7.1 | 6.4% | \$0.18 | 7,893 | 777 / 262 | 108 | 2 |
| 55 | 66 | Tri-State Alarm Co. LLC Broomall, Pa. | \$7.0 | 34.2% | \$0.71 | 19,114 | 6,056 / 673 | 63 | 8 |
| 56 | 51 | World Wide Security/GC Alarm Garden City, N.Y. | \$7.0 | -3.4% | \$0.40 | 12,600 | 450 / 150 | 87 | 1 |
| 57 | 55 | All-Guard Systems Inc. Hayward, Calif. | \$6.8 | 4.9% | \$0.38 | 9,896 | 548 / 464 | 55 | 2 |
| 58 | 52 | Electronix Systems Central Station Alarms Inc. Huntington Station, N.Y. | \$6.7 | -1.5% | \$0.30 | 10,422 | 397 / 581 | 82 | 2 |
| 59 | - | Alarmco Inc. Las Vegas, Nev. | \$6.6 | n/a | \$0.41 | 11,024 | n/a | 92 | 1 |
| 60 | 50 | Atlantic Home Security Towson, Md. | \$6.4 | -14.9% | n/a | n/a | 3,538 / n/a | 53 | 6 |

KEY: e = SDM estimate n/a = not available or not applicable

COMPANY PROFILE: No. 10 - Guardian Protection Services

In 2002, Guardian experienced a 4.5 percent growth in overall revenues. President Russell L. Cersosimo attributes this increase mainly to internal growth, and also to the company's alliances with dealers.

Guardian's dealer program has proven successful in increasing revenue because of the company's high standards when selecting dealer participants.

"We're not interested in zero-down accounts, so we choose to select our dealers from those who follow our philosophy of reaching a higher selling price," Cersosimo says. "Then, we show them how to do it, instead of just dictating the higher selling price."

By using this formula consistently in its dealer program, Guardian ensures that both parties leave the table with a higher return.

Guardian Protection Services has served the market for more than 50 years, providing security to homes and businesses in an area spanning from the East Coast to Indianapolis, and from New York to Virginia. Since becoming its president in 1975, Cersosimo has grown the company from a handful of accounts

to 112,000 monitored systems. An unwavering focus on outstanding customer service has resulted in Guardian achieving one of the lowest attrition rates in the industry. Today, Guardian is expanding its customer base by intensifying its search for acquisitions, partnering with builders, and developing its corporate dealership program.

Guardian is on the way to achieving its goal of a 17 percent revenue increase in 2003. The company is looking to its dealer program, builder sales, and upcoming acquisitions to contribute to this growth.

Through partnerships with builders, Guardian promotes security and structured wiring to homeowners before the home's construction is complete. Because many buyers of newly constructed homes are already convinced of the need for security and hi-tech wiring, a focus on builder sales not only drives revenue, but also produces accounts that have greater longevity, Cersosimo says.

Due to its selectivity, Guardian's dealer program has and will continue to offer the company a controlled growth. Guardian is dedicated to ensuring that only quality dealers are selected for participation. All Guardian dealers must have a desire for selling up.

The company's other principle objective is to seek out acquisition candidates with high-quality subscriber bases. World-class customer service is just one aspect Cersosimo thinks will attract sellers to the table. Perhaps most importantly, Guardian has the means to acquire companies willing to sell. "We have the ability to move quickly and pay cash for a higher multiple," Cersosimo adds.

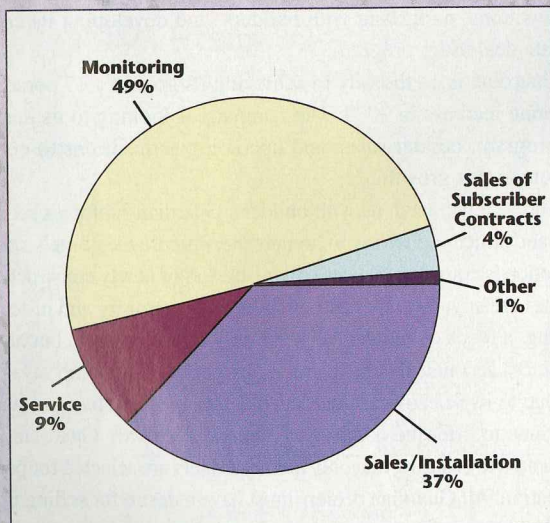
Guardian Protection's Central Station monitors 111,050 subscriber accounts.



| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|--------------|--------------|---|--------------------------------|------------------------|-----------------------|---------------------|-----------------------------------|------------------------|----------------|
| 61 | 59 | American Response Inc. Las Vegas, Nev. | \$6.3 | 7.9% | \$0.27 | 8,083 | 1,430 / 108 | 50 | 2 |
| 62 | 61 | Custom Alarm Rochester, Minn. | \$6.3 | 13.1% | n/a | 6,000 | n/a | 56 | 4 |
| 63 | 56 | Bolt Home Systems Inc. Phoenix, Ariz. | \$6.0 | 0.0% | \$0.05 | 1,900 | 850 / 35 | 70 | 5 |
| 64 | 71 | Priority One Security Services Inc. Greenville, S.C. | \$6.0 | 17.6% | \$0.36 | 13,000 | 2,000 / 500 | 37 | 2 |
| 65 | - | New York Merchant Protective Co. Valley Stream, N.Y. | \$5.9 | n/a | \$0.51 | 7,800 | 15 / 110 | 50 | 2 |
| 66 | 65 | American Security Systems Inc. New York, N.Y. | \$5.8 | 10.9% | \$0.22 | 4,724 | 400 / 800 | 48 | 1 |
| 67 | 63 | Intelli-Tec Security Services Inc. Westbury, N.Y. | \$5.8 | 8.8% | \$0.13 | 4,462 | 100 / 188 | 41 | 1 |
| 68 | 60 | Sonitrol of Tallahassee Inc. Tallahassee, Fla. | \$5.7 | 2.4% | \$0.27 | 4,192 | n/a | 44 | 3 |
| 69 | 69 | Rancho Santa Fe Security Systems Inc. Encinitas, Calif. | \$5.6 | 7.9% | \$0.15 | 5,664 | 789 / 240 | 178 | 2 |
| 70 | 70 | Nightwatch Security Systems Inc. Cincinnati, Ohio | \$5.5 | 7.4% | n/a | 13,895 | 4,319 / n/a | 64 | 4 |
| 71 | 62 | Scarsdale Security Systems Inc. Scarsdale, N.Y. | \$5.3 | -1.6% | \$0.18 | 7,184 | 178 / 274 | 55 | 1 |

KEY: e = SDM estimate n/a = not available or not applicable

SDM 100 Sales Revenue by Service Category



Source: 2003 SDM 100, SDM Magazine, May 2003

The SDM 100 has long been known as "the monitoring companies." Nearly half of SDM 100 company revenue is recurring revenue. This figure was calculated by averaging the results of each firm that reported their revenue break-down by type of service. (Note: Several firms that provide only monitoring, such as Monitronics Int'l, SAFE, and Counterforce USA were excluded from this calculation so as not to skew the average.)

COMPANY PROFILE: No. 55 - Tri-State Alarm LLC

Tri-State Alarm LLC was started in early 1999. This was management's second time starting and running this type of business. The first company was founded in 1977 sold in 1989. Tri-State Alarm provides burglary and fire alarms for both residential and commercial establishments primarily in eastern Pennsylvania, New Jersey and Delaware.

"We currently have approximately 19,000 customers and expect to grow 20 percent annually. We acquired a commercial division in 2002 to further grow that side of the business," says Ken Gross, president/CEO.

A 34 percent growth rate in 2002 "was the result of an aggressive sales force, expansion of sales offices and territories, and increased marketing efforts," Gross says. "Additionally, the problems incurred by ADT helped us get additional new business. The result was a tremendous year for sales."

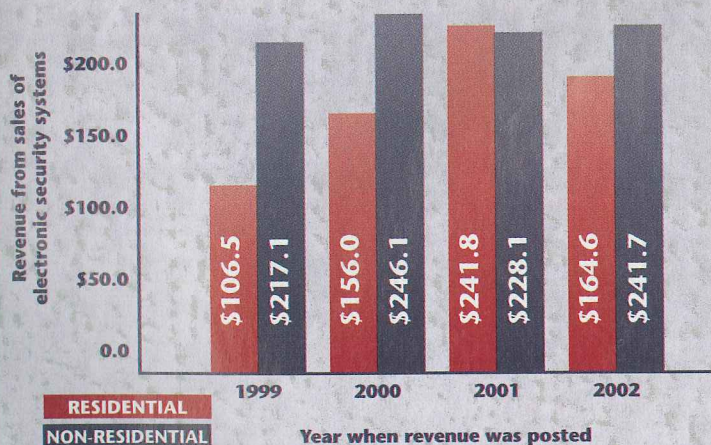
Tri-State constantly experiments with new marketing programs, states the firm. It aggressively solicits leads and referrals from existing customers using incentive programs. In addition, it plans to offer different types of equipment in the future "to diversify our options and give our customers more choices and services."

"The market is influenced by the economy like most businesses. However, we expect that the 2003 will be an average year - neither spectacular nor bad," Gross notes.

| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|-----------|-----------|--|-----------------------------|---------------------|--------------------|------------------|--------------------------------|---------------------|-------------|
| 72 | 73 | Matson Alarm Co. Inc. Fresno, Calif. | \$5.2 | 9.0% | \$0.30 | 13,625 | 597 / 640 | 57 | 5 |
| 73 | 74 | Peak Alarm Co. Inc. Salt Lake City, Utah | \$5.2 | 10.6% | \$0.24 | 7,917 | 334 / 500 | 60 | 3 |
| 74 | - | A-Com Protection Services Inc. Columbus, Ga. | \$5.2 | n/a | \$0.23 | 9,348 | 568 / 237 | 55 | 4 |
| 75 | 75 | Sylvester's Security Alarms Inc. Santa Maria, Calif. | \$5.0 | 6.0% | \$0.28 | 7,677 | 274 / 392 | 61 | 3 |
| 76 | - | EMC Security Lawrenceville, Ga. | \$4.8 | n/a | \$0.11 | 6,500 | 1,944 / 215 | 31 | 1 |
| 77 | 67 | Sonitrol Tri-County Farmington Hills, Mich. | \$4.6 | -11.4% | \$0.24 | 4,373 | 3 / 359 | 42 | 3 |
| 78 | 76 | SecurityOne San Bernardino, Calif. | \$4.4 | 0.1% | \$0.01 | 481 | 3,208 / 311 | 24 | 1 |
| 79 | 77 | Security Systems of America Pittsburgh, Pa. | \$4.2 | 1.5% | \$0.21 | 10,451 | 387 / 222 | 51 | 4 |
| 80 | 46 | Security Equipment Inc. Omaha, Neb. | \$4.1 | n/a | \$0.29 | 9,061 | 600 / 410 | 96 | 4 |
| 81 | 79 | Richmond Alarm Co. Richmond, Va. | \$4.1 | 7.5% | \$0.19 | 4,800 | 250 / 150 | 55 | 2 |
| 82 | 87 | American Home Security Alexandria, Va. | \$4.1 | 25.4% | \$0.12 | 2,755 | 1,025 / 78 | 41 | 1 |
| 83 | 78 | JM Resources Inc. King of Prussia, Pa. | \$4.1 | 0.8% | \$0.12 | 5,416 | 1,850 / 76 | 30 | 1 |

KEY: e = SDM estimate n/a = not available or not applicable. / No. 80 - The revenue of Security Equipment Inc. for 2002 is \$10.3 million, of which \$4.1 million represents the alarm and monitoring business segment and \$6.2 million represents the integrated systems business segment and will be reported on SDM's 2003 Top Systems Integrators Report. No. 81 - RMR includes contract monitoring; subscriber account includes only company owned contracts.

Sales Revert Back to Year-2000 Levels



Source: 2003 SDM 100, SDM Magazine, May 2003

Revenue from residential system sales slipped sharply in 2002, primarily due to non-reporting of residential installation revenue by ADT in 2002. (ADT did report in 2001.) SDM 100 executives described the market as anything from "very weak" to "very strong," depending on the location of the market and the type of sales program. Year-over-year, the SDM sold nearly 115,000 more residential systems in 2002 than in 2001; however, nearly half of those were sold by the No. 1 company - ADT Security Services. 100 Executives were more unified in their reaction to the non-residential market - positive.

Fewer Security Dealers Noted Gains Last Year

2002 revenues up 75%*
2001 revenues up 81%

2002 revenues down 24%
2001 revenues down 19%

2002 revenues unchanged 1%
2001 revenues unchanged 0%

*Calculation is based on 83 firms from which prior-year data were supplied and could be compared.

Source: 2003 SDM 100, SDM Magazine, May 2003

Fewer SDM 100 companies improved in 2002, compared with the prior year. In fact, three of four firms recorded increases in total revenue, while one of four noted decreases or no change. The average gain was 12.3 percent - about the same as in 2001. The average decline was 8 percent.

| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|--------------|--------------|---|--------------------------------|------------------------|-----------------------|---------------------|-----------------------------------|------------------------|----------------|
| 84 | 36 | Trans-Alarm Inc. Burnsville, Minn. | \$4.0 | n/a | \$0.02 | 3,766 | 17 / 910 | 61 | 1 |
| 85 | 84 | Sentry Alarm Systems Monterey, Calif. | \$4.0 | 19.4% | \$0.20 | 6,594 | 229 / 465 | 34 | 4 |
| 86 | - | Control Security Systems Inc. St. Louis, Mo. | \$4.0 | n/a | \$0.13 | 10,402 | 1,095 / 701 | 43 | 2 |
| 87 | 82 | Sonitrol of Eugene/Salem Eugene, Ore. | \$4.0 | 13.6% | \$0.17 | 9,390 | 60 / 200 | 54 | 3 |
| 88 | 83 | Audio Sentry Corp. Fraser, Mich. | \$3.9 | 14.2% | \$0.14 | 7,488 | 127 / 105 | 43 | 2 |
| 89 | 90 | Sonitrol of Indianapolis Inc. Indianapolis, Ind. | \$3.9 | 28.4% | \$0.17 | 1,825 | 10 / 268 | 30 | 1 |
| 90 | 80 | Global Security & Communication Inc. Vancouver, Wash. | \$3.8 | 0.8% | \$0.21 | 7,337 | n/a | 35 | 4 |
| 91 | - | ProAlert West Valley City, Utah | \$3.8 | n/a | \$0.37 | 11,351 | 2,019 / 68 | 44 | 2 |

KEY: e = SDM estimate n/a = not available or not applicable / No. 84 - SDM's 2001 Dealer of the Year. The consolidated revenues of Trans-American Security Services [the parent holding company of Trans-Alarm and Automated Entrance Products] for 2002 are \$12,676,770. The \$4,028,835 of revenues reported for SDM 100 represents the sum of revenues received from alarm and monitoring services. The \$8,647,935 of remaining revenues are from integrated systems and related services, and will be reported on SDM's 2003 Top Systems Integrators Report.

COMPANY PROFILE: No. 69 - Rancho Santa Fe Security Systems Inc.

Rancho Santa Fe Security Systems Inc. was founded in 1978 by Myron Mueller to provide superior security services to the Rancho Santa Fe area and surrounding communities. In 1992, Mueller's daughter, Denise Mueller, who had been active in the business over the years, took the helm with her husband Ron Boever. While maintaining the same customer service focus as her father, Denise and Ron have continued the success of Rancho Santa Fe Security Systems. In 1996 the company purchased its own building in the Encinitas area, which allowed for a completely upgraded and state-of-the-art central monitoring station. As a result of its successful growth, in 1997 Rancho Santa Fe Security Systems split off its patrol, guard and armed alarm response division into its own entity, Rancho Santa Fe Protective Services Inc. In 1999 Rancho Santa Fe Security Systems added California Advance Protective Services to the company, bringing experience and expertise in the commercial marketplace.

Still family owned and operated, the company continues its commitment to provide clients with superior quality in product

and customer service. "Our focus on the future includes steady growth with residential security systems by targeting families who need more than a 'commodity security system' and a strong commitment to pursue commercial, educational and institutional loss prevention solutions utilizing CCTV, access control, intrusion detection, fire alarms, standing guard, armed response, patrol service and executive protection," the company states.

Rancho Santa Fe Security Systems gained approximately 8 percent in 2002 revenues. It attributes its growth to "marketing new products to our existing customers and direct marketing to medium to large businesses for CCTV and access control."

The company plans a heavier focus on schools, institutions, municipalities and medium to large businesses of all types throughout the rest of 2003 and next year. It will target loss-prevention solutions utilizing access control and CCTV. The company is also aggressively tracking residential cancellations to increase the number of "re-hooks" of cancelled accounts.

"Residential sales will likely only moderately increase. Very low-end customers will dramatically decrease. Growth in schools, institutions, municipalities and medium to large businesses will be strong," the company says. "Right now the smaller systems sales will suffer as consumers are either reluctant to spend or can't spend even \$99 to \$199 for an install and the \$20 to \$30 per month."

Rancho Santa Fe's team includes (left to right): Dennis Bitton, installation manager; Myron Mueller, founder/owner; Brett Bush, vice president sales; Ron Boever, RSFPS president; Robert Burgess, communications center manager; Denise Mueller, RSFSS president; and children Jonathan, Michael, and Daniel Boever.



| RANK 2003 | RANK 2002 | COMPANY HEADQUARTERS LOCATION | GROSS REVENUE 2002 (\$ MIL) | +/- FROM PRIOR YEAR | RMR 12/02 (\$ MIL) | SUBSCRIBERS 2002 | INSTALLS, 2002 RES. / NON-RES. | FULL-TIME EMPLOYEES | NO. OF LOC. |
|--------------|--------------|--|--------------------------------|------------------------|-----------------------|---------------------|-----------------------------------|------------------------|----------------|
| 92 | 81 | Washington Alarm Inc. Seattle, Wash. | \$3.8 | 1.8% | \$0.26 | 5,576 | 30 / n/a | 40 | 1 |
| 93 | 88 | Pacific Alarm Systems Inc. Culver City, Calif. | \$3.5 | 10.9% | \$0.23 | 3,271 | 284 / 223 | 43 | 1 |
| 94 | - | Triad Security Systems Union, N.J. | \$3.4 | n/a | \$0.09 | 2,118 | 58 / 214 | 19 | 1 |
| 95 | 89 | Safe Systems Inc. Boulder, Colo. | \$3.4 | 8.9% | \$0.14 | 5,435 | n/a | 40 | 1 |
| 96 | - | CS Security & Sound Palm Desert, Calif. | \$3.4 | n/a | \$0.01 | 452 | 230 / 48 | 34 | 1 |
| 97 | - | Sievers Company Inc. Cleveland, Ohio | \$3.2 | n/a | \$0.08 | n/a | 250 / 200 | 32 | 3 |
| 98 | 86 | Sonitrol Security Pittsburgh Pittsburgh, Pa. | \$3.2 | -3.2% | \$0.14 | 2,775 | 20 / 235 | 31 | 1 |
| 99 | - | Sonitrol of Southwest Ohio Cincinnati, Ohio | \$3.2 | n/a | \$0.16 | 1,270 | n/a / 240 | 39 | 2 |
| 100 | - | Dehart Alarm Systems Inc. Sarasota, Fla. | \$3.2 | n/a | \$0.15 | 7,538 | 1,000 / 100 | 37 | 1 |

KEY: e = SDM estimate n/a = not available or not applicable

COMPANY PROFILE: No. 19 - Per Mar Security Services

Established in 1953, Per Mar Security Services is a family-owned business that has grown to become one of the largest full-service security companies in the country. With more than 1,800 security professionals operating from 18 locations throughout the Midwest, Per Mar provides custom-designed security solutions for a wide range of clients. These include burglar and fire alarm systems, integrated access control and CCTV systems, uniformed security officer services, business investigation services, security consulting, and special event services. The company operates a modern, UL-listed central alarm station that monitors more than 30,000 accounts.

The company's home office is located in Davenport, Iowa, with branch offices throughout Iowa, Illinois, Wisconsin, and one each in Minnesota and North Dakota.

Michael L. Duffy, as chairman and CEO, leads a team of industry veterans that include William E. Jackson, president and COO, and Michael J. Simpson, vice president and CFO.



Per Mar's focus remains on being an independent full-service provider of value-added security services. The company's leadership believes that its success is directly linked to the choice by security decision-makers in recent years to consolidate security suppliers and Per Mar's strategy of having a comprehensive service offering and locations covering a significant portion of the Midwest.

The company's 21 percent increase in 2002 can be attributed to internal growth, as well as the acquisition of Arrowhead Alarm, Duluth, Minn. Per Mar's five-year plan emphasizes a continuation of organic growth, as well as continuing to look for strategic acquisitions.

Per Mar's leadership believes that its people are the key to both its past and future success. The company has invested heavily in recent years in recruiting and training some of the best people in the industry. Per Mar's strategies for success are five-fold: Get, keep and lead the best people; grow the business more aggressively; improve margins; provide better service to customers; and use technology and processes to keep getting better.

What's on the horizon?

"The outlook, from our perspective, for the residential market in 2003 is average," Jackson says. "We see about the same level of activity as in the recent past. Our view of the non-residential security market, which comprises the largest share of our business, is that it is currently weak to average. Activity in recent weeks, however, suggests that this may be improving. We have recently begun closing several larger commercial orders that have been on hold for a while."

Rank by Installation Volume

| RANK BY INST. VOL. | COMPANY | RESIDENTIAL | | RANK BY INST. VOL. | COMPANY | NON-RESIDENTIAL | |
|--------------------------|--|------------------------------|--------------------|--------------------------|--|------------------------------|--------------------|
| | | SYSTEMS INSTALLED 2002 | SDM 100 RANK | | | SYSTEMS INSTALLED 2002 | SDM 100 RANK |
| 1 | ADT Security Services Inc. | 292,000 | 1 | 1 | ADT Security Services Inc. | 165,000 | 1 |
| 2 | Ranger American | 61,359 | 11 | 2 | Per Mar Security Services | 6,943 | 19 |
| 3 | Protect America Inc. | 28,900 | 16 | 3 | AFA Protective Systems Inc. | 5,500 | 13 |
| 4 | Slomin's Security | 27,000 | 6 | 4 | Sonitrol Management Corp. | 5,367 | 8 |
| 5 | Guardian Protection Services Inc. | 10,687 | 10 | 5 | Bay Alarm Co. | 4,888 | 9 |
| 6 | Vector Security Inc. | 7,400 | 7 | 6 | Guardian International Inc. | 1,800 | 21 |
| 7 | Defender Security Co. | 7,342 | 32 | 7 | Alarm Detection Systems Inc. | 1,747 | 22 |
| 8 | CPI Security Systems | 7,116 | 28 | 8 | Slomin's Security | 1,500 | 6 |
| 9 | Tri-State Alarm Co. LLC | 6,056 | 55 | 9 | Vector Security Inc. | 1,461 | 7 |
| 10 | Bay Alarm Co. | 5,695 | 9 | 10 | ADS Security | 1,423 | 26 |
| 11 | Security Solutions Inc. | 5,640 | 30 | 11 | American Alarm & Communications Inc. | 1,356 | 37 |
| 12 | Safe Home Security Inc. | 5,502 | 44 | 12 | Interface Security Systems | 1,287 | 15 |
| 13 | Nightwatch Security Systems Inc. | 4,319 | 70 | 13 | Guardian Protection Services Inc. | 1,098 | 10 |
| 14 | Adelphia Security | 4,043 | 25 | 14 | Mountain Alarm | 1,035 | 20 |
| 15 | Atlantic Home Security | 3,538 | 60 | 15 | Trans-Alarm Inc. | 910 | 84 |
| 16 | SecurityOne | 3,208 | 78 | 16 | First Alarm | 850 | 31 |
| 17 | AFA Protective Systems Inc. | 3,200 | 13 | 17 | American Security Systems Inc. | 800 | 66 |
| 18 | General Security Inc. | 2,960 | 39 | 18 | Alert Alarm of Hawaii | 776 | 38 |
| 19 | ADS Security | 2,530 | 26 | 19 | General Security Inc. | 743 | 39 |
| 20 | Ackerman Security Systems | 2,464 | 47 | 20 | Control Security Systems Inc. | 701 | 86 |
| 21 | ProAlert | 2,019 | 91 | 21 | Tri-State Alarm Co. LLC | 673 | 55 |
| 22 | Guardian International Inc. | 2,000 | 21 | 22 | Kimberlite Corp. | 649 | 33 |
| 23 | Priority One Security Services Inc. | 2,000 | 64 | 23 | Matson Alarm Co. Inc. | 640 | 72 |
| 24 | Per Mar Security Services | 1,960 | 19 | 24 | Supreme Security Systems Inc. | 634 | 40 |
| 25 | EMC Security | 1,944 | 76 | 25 | Adelphia Security | 620 | 25 |
| 26 | JM Resources Inc. | 1,850 | 83 | 26 | CPI Security Systems | 619 | 28 |
| 27 | Central One | 1,700 | 35 | 27 | Electronix Systems Central Station Alarms Inc. | 581 | 58 |
| 28 | Interface Security Systems | 1,650 | 15 | 28 | Dallas Security Systems Inc. & DSS Fire Inc. | 575 | 29 |
| 29 | American Response Inc. | 1,430 | 61 | 29 | Central One | 570 | 35 |
| 30 | Control Security Systems Inc. | 1,095 | 86 | 30 | Priority One Security Services Inc. | 500 | 64 |
| 31 | American Alarm & Communications Inc. | 1,044 | 37 | 31 | Peak Alarm Co. Inc. | 500 | 73 |
| 32 | American Home Security | 1,025 | 82 | 32 | Sentry Alarm Systems | 465 | 85 |
| 33 | Dehart Alarm Systems Inc. | 1,000 | 100 | 33 | All-Guard Systems Inc. | 464 | 57 |
| 34 | Central Security Group Inc. | 997 | 43 | 34 | JMG Security Systems Inc. | 454 | 42 |
| 35 | Alert Alarm of Hawaii | 951 | 38 | 35 | Ackerman Security Systems | 435 | 47 |
| 36 | Mountain Alarm | 918 | 20 | 36 | Koorsen Protection Services Inc. | 429 | 36 |
| 37 | Safeguard Security and Communications Inc. | 900 | 27 | 37 | Central Security Group Inc. | 428 | 43 |
| 38 | Alarm Detection Systems Inc. | 885 | 22 | 38 | Sonitrol Security Systems of Hartford Inc. | 420 | 46 |
| 39 | Bolt Home Systems Inc. | 850 | 63 | 39 | Security Equipment Inc. | 410 | 80 |
| 40 | Rancho Santa Fe Security Systems Inc. | 789 | 69 | 40 | Safeguard Security and Communications Inc. | 400 | 27 |
| 41 | Argus Security Systems Inc. | 777 | 54 | 41 | Custom Security Systems | 400 | 49 |
| 42 | Security Equipment Inc. | 600 | 80 | 42 | Sylvester's Security Alarms Inc. | 392 | 75 |
| 43 | Matson Alarm Co. Inc. | 597 | 72 | 43 | Sonitrol Pacific | 360 | 45 |
| 44 | A-Com Protection Services Inc. | 568 | 74 | 44 | Sonitrol Tri-County | 359 | 77 |
| 45 | All-Guard Systems Inc. | 548 | 57 | 45 | SecurityOne | 311 | 78 |
| 46 | Custom Security Systems | 500 | 49 | 46 | Scarsdale Security Systems Inc | 274 | 71 |
| 47 | First Alarm | 450 | 31 | 47 | Safe Home Security Inc. | 270 | 44 |
| 48 | Apex Security Group | 450 | 52 | 48 | Sonitrol of Indianapolis Inc. | 268 | 89 |
| 49 | World Wide Security/GC Alarm | 450 | 56 | 49 | Argus Security Systems Inc. | 262 | 54 |
| 50 | American Security Systems Inc. | 400 | 66 | 50 | Sonitrol of Silicon Valley | 250 | 51 |

Rank by Recurring Monthly Revenue

| RANK BY RMR | COMPANY | RMR 12/31/02 (\$ MIL) | SUBSCRIBERS YEAR-END 2002 | SDM 100 RANK | RANK BY RMR | COMPANY | RMR 12/31/02 (\$ MIL) | SUBSCRIBERS YEAR-END 2002 | SDM 100 RANK |
|-------------|--|-----------------------|---------------------------|--------------|-------------|--|-----------------------|---------------------------|--------------|
| 1 | ADT Security Services Inc. | \$192.24e | 5,039,025 | 1 | 49 | ProAlert | \$0.37 | 11,351 | 91 |
| 2 | Protection One | \$21.30 | 1,073,698 | 2 | 50 | Priority One Security Services Inc. | \$0.36 | 13,000 | 64 |
| 3 | Brink's Home Security Inc. | \$21.10 | 766,700 | 3 | 51 | Sonitrol Security Systems of Buffalo Inc. | \$0.32 | 5,828 | 53 |
| 4 | Monitronics International Inc. | \$10.20 | 359,000 | 5 | 52 | Matson Alarm Co. Inc. | \$0.30 | 13,625 | 72 |
| 5 | Honeywell Security | \$10.00e | 140,000 | 4 | 53 | Electronix Systems Central Station Alarms Inc. | \$0.30 | 10,422 | 58 |
| 6 | Slomin's Security | \$4.21 | 182,850 | 6 | 54 | Security Equipment Inc. | \$0.29 | 9,061 | 80 |
| 7 | Vector Security Inc. | \$4.13 | 135,248 | 7 | 55 | Sylvester's Security Alarms Inc. | \$0.28 | 7,677 | 75 |
| 8 | Bay Alarm Co. | \$3.74 | 76,566 | 9 | 56 | American Response Inc. | \$0.27 | 8,083 | 61 |
| 9 | Sonitrol Management Corp. | \$3.60 | 39,536 | 8 | 57 | Sonitrol of Tallahassee Inc. | \$0.27 | 4,192 | 68 |
| 10 | Guardian Protection Services Inc. | \$3.13 | 111,050 | 10 | 58 | Washington Alarm Inc. | \$0.26 | 5,576 | 92 |
| 11 | Guardian Alarm Co. | \$3.01 | 82,248 | 12 | 59 | Peak Alarm Co. Inc. | \$0.24 | 7,917 | 73 |
| 12 | Protect America Inc. | \$2.46 | 77,900 | 16 | 60 | Sonitrol Tri-County | \$0.24 | 4,373 | 77 |
| 13 | SAFE | \$2.08 | 90,000 | 17 | 61 | Apex Security Group | \$0.24 | 4,350 | 52 |
| 14 | AFA Protective Systems Inc. | \$1.99 | 37,600 | 13 | 62 | Pacific Alarm Systems Inc. | \$0.23 | 3,271 | 93 |
| 15 | Protection Service Industries, L.P. | \$1.96 | 65,940 | 14 | 63 | A-Com Protection Services Inc. | \$0.23 | 9,348 | 74 |
| 16 | Counterforce USA | \$1.95 | 64,497 | 23 | 64 | JMG Security Systems Inc. | \$0.22 | 3,287 | 42 |
| 17 | Interface Security Systems | \$1.39 | 43,708 | 15 | 65 | American Security Systems Inc. | \$0.22 | 4,724 | 66 |
| 18 | Alarm Detection Systems Inc. | \$1.37 | 22,465 | 22 | 66 | Security Systems of America | \$0.21 | 10,451 | 79 |
| 19 | Adelphia Security | \$1.34 | 67,948 | 25 | 67 | Global Security & Communication Inc. | \$0.21 | 7,337 | 90 |
| 20 | Guardian International Inc. | \$1.23 | 28,500 | 21 | 68 | Sentry Alarm Systems | \$0.20 | 6,594 | 85 |
| 21 | CPI Security Systems | \$1.20 | 36,513 | 28 | 69 | Richmond Alarm Co. | \$0.19 | 4,800 | 81 |
| 22 | ADS Security | \$0.93 | 36,104 | 26 | 70 | Scarsdale Security Systems Inc | \$0.18 | 7,184 | 71 |
| 23 | Per Mar Security Services | \$0.90 | 30,849 | 19 | 71 | Argus Security Systems Inc. | \$0.18 | 7,893 | 54 |
| 24 | Central Security Group Inc. | \$0.84 | 31,029 | 43 | 72 | Sonitrol of Indianapolis Inc. | \$0.17 | 1,825 | 89 |
| 25 | General Security Inc. | \$0.77 | 33,511 | 39 | 73 | Sonitrol of Eugene/Salem | \$0.17 | 9,390 | 87 |
| 26 | Central One | \$0.73 | 24,528 | 35 | 74 | Sonitrol of Southwest Ohio | \$0.16 | 1,270 | 99 |
| 27 | Safe Home Security Inc. | \$0.73 | 23,108 | 44 | 75 | Dehart Alarm Systems Inc. | \$0.15 | 7,538 | 100 |
| 28 | Kimberlite Corp. | \$0.73 | 6,564 | 33 | 76 | Rancho Santa Fe Security Systems Inc. | \$0.15 | 5,664 | 69 |
| 29 | Mountain Alarm | \$0.72 | 26,734 | 20 | 77 | Safe Systems Inc. | \$0.14 | 5,435 | 95 |
| 30 | Tri-State Alarm Co. LLC | \$0.71 | 19,114 | 55 | 78 | Audio Sentry Corp. | \$0.14 | 7,488 | 88 |
| 31 | First Alarm | \$0.59 | n/a | 31 | 79 | Sonitrol Security Pittsburgh | \$0.14 | 2,775 | 98 |
| 32 | Engineered Protection Systems Inc. | \$0.57 | 9,905 | 34 | 80 | Control Security Systems Inc. | \$0.13 | 10,402 | 86 |
| 33 | Safeguard Security and Communications Inc. | \$0.55 | n/a | 27 | 81 | Intelli-Tec Security Services Inc. | \$0.13 | 4,462 | 67 |
| 34 | Supreme Security Systems Inc. | \$0.55 | 10,388 | 40 | 82 | JM Resources Inc. | \$0.12 | 5,416 | 83 |
| 35 | Alert Alarm of Hawaii | \$0.54 | 16,254 | 38 | 83 | American Home Security | \$0.12 | 2,755 | 82 |
| 36 | Sonitrol Pacific | \$0.52 | 4,694 | 45 | 84 | EMC Security | \$0.11 | 6,500 | 76 |
| 37 | New York Merchant Protective Co. | \$0.51 | 7,800 | 65 | 85 | Security Solutions Inc. | \$0.10 | 2,644 | 30 |
| 38 | American Alarm & Communications Inc. | \$0.43 | 14,336 | 37 | 86 | Dallas Security Systems Inc. & DSS Fire Inc. | \$0.10 | 5,325 | 29 |
| 39 | Alarmco Inc. | \$0.41 | 11,024 | 59 | 87 | Triad Security Systems | \$0.09 | 2,118 | 94 |
| 40 | SDA Home Electronics | \$0.41 | n/a | 41 | 88 | Sievers Company Inc. | \$0.08 | n/a | 97 |
| 41 | World Wide Security/GC Alarm | \$0.40 | 12,600 | 56 | 89 | Defender Security Co. | \$0.08 | 16,287 | 32 |
| 42 | Sonitrol Security Systems of Hartford Inc. | \$0.39 | 11,922 | 46 | 90 | Koorsen Protection Services Inc. | \$0.07 | 3,156 | 36 |
| 43 | Sonitrol of Silicon Valley | \$0.39 | n/a | 51 | 91 | Ranger American | \$0.07 | 2,087 | 11 |
| 44 | All-Guard Systems Inc. | \$0.38 | 9,896 | 57 | 92 | Bolt Home Systems Inc. | \$0.05 | 1,900 | 63 |
| 45 | Ackerman Security Systems | \$0.38 | 20,240 | 47 | 93 | Trans-Alarm Inc. | \$0.02 | 3,766 | 84 |
| 46 | Custom Security Systems | \$0.38 | 8,690 | 49 | 94 | SecurityOne | \$0.01 | 481 | 78 |
| 47 | Sonitrol of Sacramento/Gold Coast | \$0.38 | 3,121 | 48 | 95 | CS Security & Sound | \$0.01 | 452 | 96 |
| 48 | Doyle Security Systems Inc. | \$0.37 | 14,781 | 50 | | | | | |

SDM 100 Alphabetical Index

Company SDM 100 Rank

| | |
|---|-----|
| A-Com Protection Services Inc. | 74 |
| Ackerman Security Systems | 47 |
| Adelphia Security | 25 |
| ADS Security | 26 |
| ADT Security Services Inc. | 1 |
| AFA Protective Systems Inc. | 13 |
| Alarm Detection Systems Inc. | 22 |
| Alarmco Inc. | 59 |
| Alert Alarm of Hawaii | 38 |
| All-Guard Systems Inc. | 57 |
| American Alarm & Communications Inc. | 37 |
| American Home Security | 82 |
| American Response Inc. | 61 |
| American Security Systems Inc. | 66 |
| Apex Security Group | 52 |
| Argus Security Systems Inc. | 54 |
| Atlantic Home Security | 60 |
| Audio Sentry Corp. | 88 |
| Bay Alarm Co. | 9 |
| Bolt Home Systems Inc. | 63 |
| Brink's Home Security Inc. | 3 |
| Central One | 35 |
| Central Security Group Inc. | 43 |
| Control Security Systems Inc. | 86 |
| Counterforce USA | 23 |
| CPI Security Systems | 28 |
| CS Security & Sound | 96 |
| Custom Alarm | 62 |
| Custom Security Systems | 49 |
| Dallas Security Systems Inc. & DSS Fire Inc. | 29 |
| Defender Security Co. | 32 |
| Dehart Alarm Systems Inc. | 100 |
| Doyle Security Systems Inc. | 50 |
| Electronix Systems Central Station Alarms Inc. | 58 |
| EMC Security | 76 |
| Engineered Protection Systems Inc. | 34 |
| First Alarm | 31 |
| General Security Inc. | 39 |
| Global Security & Communication Inc. | 90 |
| Greater Alarm | 24 |
| Guardian Alarm Co. | 12 |
| Guardian International Inc. | 21 |
| Guardian Protection Services Inc. | 10 |
| Honeywell Security | 4 |
| Intelli-Tec Security Services Inc. | 67 |
| Interface Security Systems | 15 |
| JM Resources Inc. | 83 |
| JMG Security Systems Inc. | 42 |
| Kimberlite Corp. | 33 |
| Koorsen Protection Services Inc. | 36 |

Company SDM 100 Rank

| | |
|---|----|
| Matson Alarm Co. Inc. | 72 |
| Monitronics International Inc. | 5 |
| Mountain Alarm | 20 |
| New York Merchant Protective Co. | 65 |
| Nightwatch Security Systems Inc. | 70 |
| Pacific Alarm Systems Inc. | 93 |
| Peak Alarm Co. Inc. | 73 |
| Per Mar Security Services | 19 |
| Priority One Security Services Inc. | 64 |
| ProAlert | 91 |
| Protect America Inc. | 16 |
| Protection One | 2 |
| Protection Service Industries, L.P. | 14 |
| Rancho Santa Fe Security Systems Inc. | 69 |
| Ranger American | 11 |
| Richmond Alarm Co. | 81 |
| SAFE | 17 |
| Safe Home Security Inc. | 44 |
| Safe Systems Inc. | 95 |
| Safeguard Security and Communications Inc. | 27 |
| Scarsdale Security Systems Inc. | 71 |
| SDA Home Electronics | 41 |
| Security Equipment Inc. | 80 |
| Security Solutions Inc. | 30 |
| Security Systems of America | 79 |
| SecurityOne | 78 |
| Sentry Alarm Systems | 85 |
| Sievers Company Inc. | 97 |
| Slomin's Security | 6 |
| Sonitrol Management Corp. | 8 |
| Sonitrol of Eugene/Salem | 87 |
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