

# SDM

*NEW DIRECTIONS FOR SECURITY SYSTEMS & INTEGRATION*

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*The 2007*  
**SDM 100**

The largest  
security dealers  
based on RMR.

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The 17th annual SDM 100 is all new this year, featuring rankings based on recurring monthly revenue — the metric on which dealer companies are valued in the market.

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# Introducing the 'New' SDM 100

Moving to a new basis for ranking the industry's largest firms – by recurring monthly revenue – better reflects the business model used by alarm companies.

By Laura E. Stepanek, Editor

Each year since 1990, *SDM* has surveyed the largest security dealers operating in the United States, tabulated the results of these surveys, and ranked the firms from largest to smallest in a report called the SDM 100, published each May. Until now, the SDM 100 were ranked by their total gross revenues from the sales, installation, service, and monitoring of electronic security systems — burglar alarms, fire protection systems, electronic access control systems, video surveillance systems, and related low-voltage systems.

This year — for the first time in its 17-year history — SDM 100 firms have been ranked by their recurring monthly revenue (RMR). RMR is the amount of contractually recurring revenues due from customers, for such services as monitoring, contracted service and system maintenance, and leasing of security systems. It is the revenue associated with the long-term agreement between an alarm company and its subscriber.

RMR is typically the basis for valuation of an alarm company. The amount of RMR, along with other factors, is assigned a multiple, such as 40 times RMR, to determine a firm's value in an acquisition. RMR is the language of alarm company executives and is more meaningful in comparative analysis among industry peers.

In addition, basing the SDM 100 ranking on RMR

helps to delineate the distinction between security alarm companies and security systems integrators. Many alarm companies operate in both markets and the line between markets is not as sharp as once drawn. But the fact is that most systems integrators tend not to have recurring revenue, whereas recurring revenue for alarm companies often comprises 50 percent or more of total annual revenue.

As always, the primary objective of the SDM 100 is to measure consumer dollars gained by alarm companies, in order to present an account of the size of the market captured by the 100 largest security providers.

How does the change in ranking criteria affect the make-up of the SDM 100 this year? First, it was not possible to measure the percentage of firms that improved or declined, because comparing growth in total annual revenue to growth in RMR would not be an accurate measurement. Second, and more importantly, as many as 14 previously ranked firms were not ranked this year, many because their RMR was not great enough.

For example, companies such as Ranger American, Firstline Security, and Defender Security (ranked No. 9, No. 26, and No. 36, respectively, in last year's SDM 100 report) typically have high sales revenue, but routinely sell their subscriber contracts as part of an authorized dealer program, resulting in low RMR. Also a large part of these firms' total revenue is from the sale of those contracts to another security firm. The new basis for ranking allows the SDM 100 to not include revenue

## Editor's Note

Questions about the *SDM* 100 must be sent in writing: *SDM* Magazine, Attn. Editor, BNP Media, 1050 IL Route 83, Suite 200, Bensenville, IL 60106. Questions and comments also may be faxed to the Editor at (248) 502-1031, or e-mailed to [stepanekl@bnpmedia.com](mailto:stepanekl@bnpmedia.com).

that simply changes hands among alarm dealers and doesn't come from the end-user market.

Other types of firms gain a significant amount of business from the sale of engineered systems, which typically don't include a contract for recurring revenue. In this case, some of these firms have elected to report to *SDM's* Top Systems Integrators Report, which will be published in July 2007.

In all, changing the report from a total revenue-based ranking to an RMR-based ranking this year has resulted in a difference of approximately \$70 million less in total annual revenue that normally would have been counted in the *SDM 100* totals, due to the loss of these firms on the report.

Aside from the new structure of the *SDM 100*, most firms did not report losses; in fact, many grew by double digits.

Per Mar Security Services, ranked No. 27, said the market overall in 2006 was much stronger than

in 2005. "We experienced unusual growth in the installation of fire detection systems (a 45 percent increase)... and residential installation grew by nearly 50 percent."

No. 7, Vector Security Inc., commented that "commercial markets continue to be strong, particularly in the CCTV business. One firm, Sonitrol Corp., ranked No. 9, reported that its video revenue alone was up 70 percent in 2006 over 2005.

Sonitrol of Sacramento & Sonitrol Orange County, ranked No. 41, acknowledged the impact of Homeland Security funding for keeping the market strong. "Cameras are still the hot product, with IP continuing to replace analog sales," the dealer noted.

Said CPI Security Systems Inc., No. 19: "The market was stronger in '06 than '05, and will be stronger still in '07. The commercial area represents great potential." ■

## SDM 100: 2006 Performance Statistics

	2006	2005
Total recurring monthly revenue (RMR):	\$409.64 million*	\$385.12 million
Total annual revenue:	\$6.95 billion†	\$6.68 billion
Total subscribers:	11.29 million**	10.87 million
Total installations/sales revenue††:	291,966	241,715
Residential sales revenue	\$186.6 million	\$207.1 million
Non-residential units sold	94,080	84,432
Non-residential sales revenue	\$471.4 million	\$452.8 million
Business locations:	954	
People employed:	44,542 full-time 781 part-time***	
Number of companies acquired by <i>SDM 100</i> firms:	67	
Number of accounts gained by acquisition:	92,830	

**Footnotes:**

\* Total monthly recurring revenue, based on RMR of Dec. 31, 2006. Based on responses from, or estimates of, 100 firms.

† Total annual (2006) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to *SDM*.

\*\* Based on responses from, or estimates of, 96 firms. Not included: Gillmore Security Systems Inc., Safeguard Security and Communications Inc., SDA Security, SSD Alarm Systems & Kern Security Systems.

†† Based on responses from 85 firms. Note: Some firms reported unit sales or installation revenues only, while most reported both. Not included in either units or sales revenue: ADT Security Services Inc., Brink's Home Security, Fire Protection Inc., Global Security & Communication Inc., Guardian Alarm Co., Koorsen Fire & Security Inc., Monitronics Int'l Inc., Protection One, SecureNet Alarm Systems Inc., Security Networks, Sonitrol of Tallahassee Inc., SSD Alarm Systems & Kern Security Systems. (HSM Electronic Protection Services Inc. reported only non-residential sales revenue, Sonitrol Corp. reported only non-residential unit sales. Both are included in total figure.)

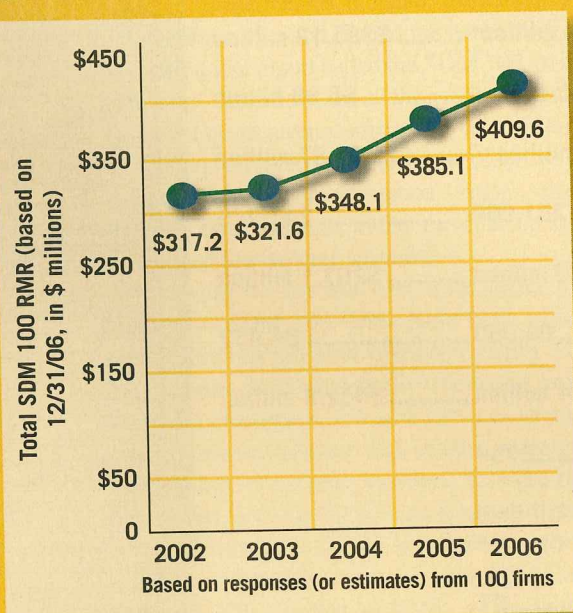
\*\*\* Based on responses from 99 firms. Not included: Safeguard Security and Communications Inc.

The table, above, presents aggregate figures for the *SDM 100* group of companies, which, for the first time, are ranked by their recurring monthly revenue – an industry standard of valuation of a security monitoring business. Total annual revenues also are reported: In a \$29.5 billion industry (2006 total industry revenues based on *SDM's* January 2007 Forecast Study), these largest 100 firms captured \$6.95 billion in total revenue – about 24 percent market share – and counted 11.3 million subscribers (customers). Most of the *SDM 100* firms are privately held. Submitting recurring monthly revenue is required for ranking, but other figures are not required. Most firms – but not all – also reported their total annual revenue, number of subscribers, and installation volume. Therefore, one should exercise caution in using this information to extrapolate industry totals or to benchmark. (See Footnotes above, right for more detailed information.)

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS, RES. 2006	INSTALLS, NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
1	<b>ADT Security Services Inc.</b> Boca Raton, Fla.	\$240,000,000 e	6,000,000	n/a	n/a	\$4,000.00	21,000	294
2	<b>Brink's Home Security Inc.</b> Irving, Texas	\$33,100,000	1,124,900	n/a	n/a	\$439.00	3,300	68
3	<b>Protection One</b> Lawrence, Kan.	\$20,000,000	994,012	n/a	n/a	\$270.55	2,500	67
4	<b>Monitronics International Inc.</b> Dallas, Texas	\$16,100,000	488,807	n/a	n/a	\$190.00	606	1
5	<b>Stomin's Security</b> Hicksville, N.Y.	\$9,239,880	241,871	24,773	4,554	\$153.11	1,200	8
6	<b>HSM Electronic Protection Services Inc.</b> Lisle, Ill.	\$9,201,000	174,000	n/a	n/a	\$201.33	1,153	49
7	<b>Vector Security Inc.</b> Pittsburgh, Pa.	\$6,075,000	170,914	9,701	2,857	\$157.00	851	34
8	<b>Guardian Protection Services Inc.</b> Warrendale, Pa.	\$5,220,029	174,059	27,307	2,272	\$106.62	921	15
9	<b>Sonitrol Corp.</b> Berwyn, Pa.	\$4,987,600	51,898	n/a	9,784	\$107.00	700	50
10	<b>Bay Alarm Company</b> Pacheco, Calif.	\$4,882,000	95,946	7,378	8,531	\$75.27	570	13

No. 1 – ADT Security Services Inc. RMR is estimated. ■ No. 3 – Protection One post merger (with IASG), trading symbol will be PONE on NASDAQ. ■ No. 4 – Monitronics Int'l – \$280,000 RMR is from non-owned accounts. ■ No. 6 – HSM Electronic Protection Services Inc. was sold to Stanley Works for \$545 million. SDM's 2005 Dealer of the Year. ■ No. 7 – Vector Security Inc. – \$54,000 RMR is from non-owned accounts. SDM's 2003 Dealer of the Year. ■ No. 8 – Guardian Protection Services Inc. was SDM's 1999 Dealer of the Year. ■ No. 10 – Bay Alarm Company was SDM's 1998 Dealer of the Year.

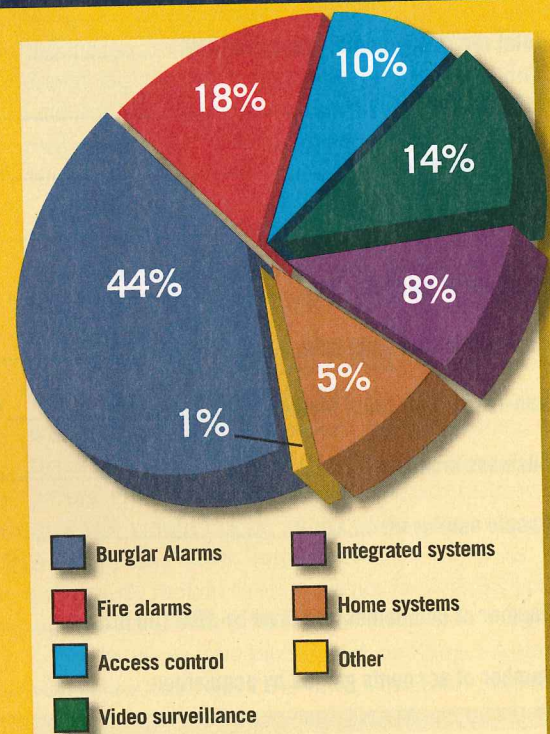
## 6% Growth in Dealers' RMR



Recurring monthly revenue (RMR) – a prime revenue category for SDM 100 companies – improved 6 percent in 2006, but followed an 11 percent increase in 2005. Total RMR in 2006 was \$409.6 million. RMR is derived from customer billing for services such as monitoring, contracted maintenance, and leasing of security systems. The figure usually is related directly to growth in customers, which in 2006 grew from 10.9 million to 11.3 million, about a 4 percent gain.

Source: 2007 SDM 100, SDM Magazine, May 2007

## Fire Takes Larger Share in '06



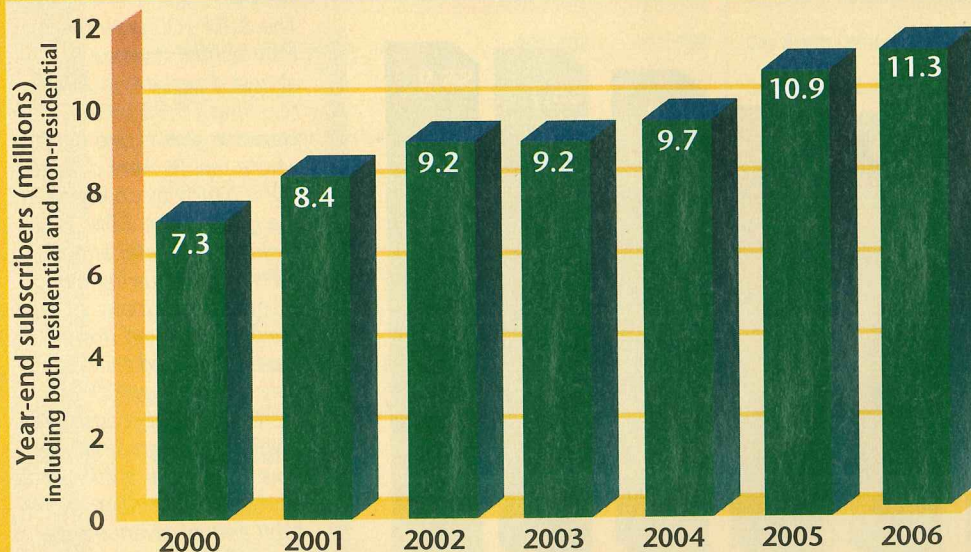
Security alarm companies derive their revenue from a variety of product categories, including burglar alarm systems, which comprised 44 percent of dealers' revenue in 2006. Many SDM 100 companies reported a noteworthy increase in fire protection system sales, up from 15 percent in 2005.

Source: 2007 SDM 100, SDM Magazine, May 2007

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS, RES. 2006	INSTALLS, NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
11	<b>Devcon Security Services Corp.</b> Hollywood, Fla.	\$3,500,000	143,000	4,000	2,500	\$54.00	514	12
12	<b>Protect America Inc.</b> Round Rock, Texas	\$3,420,000	109,725	18,325	n/a	\$38.90	275	1
13	<b>Guardian Alarm Co.</b> Southfield, Mich.	\$3,303,000	83,601	n/a	n/a	\$49.50	358	7
14	<b>Interface Security Systems &amp; The Greater Alarm Co.,</b> Earth City, Mo.	\$2,767,746	85,810	11,408	5,616	\$70.54	558	21
15	<b>ASG Security</b> Beltsville, Md.	\$2,490,571	71,131	13,045	4,699	\$40.54	459	9
16	<b>Central Security Group Inc.</b> Tulsa, Okla.	\$2,309,212	84,839	3,155	1,352	\$26.50	180	4
17	<b>AFA Protective Systems Inc.</b> Syosset, N.Y.	\$2,150,000	43,300	4,600	5,600	\$67.16	475	19
18	<b>Apx Alarm Security Solutions Inc.</b> Provo, Utah	\$2,100,000	50,054	95,979	n/a	\$90.00	1,802	1
19	<b>CPI Security Systems Inc.</b> Charlotte, N.C.	\$2,009,103	58,745	10,137	729	\$30.92	316	4
20	<b>Alarm Detection Systems Inc.</b> Aurora, Ill.	\$1,769,967	25,692	903	1,262	\$29.27	205	2
21	<b>Safe Home Security Inc.</b> Rocky Hill, Conn.	\$1,555,113	51,192	n/a	447	\$17.59	132	4
22	<b>SAFE Security</b> San Ramon, Calif.	\$1,521,500	57,578	1,100	n/a	\$18.26	65	1
23	<b>ADS Security</b> Nashville, Tenn.	\$1,324,894	56,803	3,100	1,687	\$26.33	227	12
24	<b>Security Networks</b> West Palm Beach, Fla.	\$1,240,000	32,000	n/a	n/a	\$13.00	90	5
25	<b>SSD Alarm Systems &amp; Kern Security Systems</b> Anaheim, Calif.	\$1,134,002	n/a	n/a	n/a	\$26.21	305	11

No. 11 - Devcon Security Services Corp. - \$40,000 RMR is from non-owned accounts. ■ No. 13 - Guardian Alarm Co. - \$2,000 RMR is from non-owned accounts. ■ No. 14 - Interface Security Systems & The Greater Alarm Co. - \$5,413 RMR is from non-owned accounts. ■ No. 16 - Central Security Group Inc. - \$10,695 RMR is from non-owned accounts. ■ No. 17 - AFA Protective Systems Inc. - \$46,000 is from non-owned accounts. ■ No. 19 - CPI Security Systems Inc. was SDM's 2000 Dealer of the Year. ■ No. 20 - Alarm Detection Systems Inc. - \$38,000 RMR is from non-owned accounts. SDM's 1984 Dealer of the Year. ■ No. 23 - ADS Security's third-party RMR is \$56,000, none of which was included in stated RMR upon which this ranking is based. ■ No. 24 - Security Networks - \$80,000 RMR is from non-owned accounts.

## More than 11 Million Customers Served by SDM 100



SDM 100 firms in aggregate have 11.3 million customers under contract, an improvement of nearly 4 percent from 2005 to 2006. Changing the SDM 100 basis of ranking from total annual revenue to recurring monthly revenue did not seem to significantly affect the outcome of the growth in subscriber accounts. The No. 1 firm, ADT Security Services, stands at approximately 6 million subscribers (estimated), while No. 2, Brink's Home Security, reported 1.1 million, and No. 3, Protection One, reported just under 1 million customers.

Source: 2007 SDM 100, SDM Magazine, May 2007

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS, RES. 2006	INSTALLS, NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
26	<b>Matrix Security Group Inc.</b> Wilmington, Del.	\$1,053,619	37,181	1,395	754	\$21.62	192	12
27	<b>Per Mar Security Services</b> Davenport, Iowa	\$1,052,841	43,075	1,416	4,411	\$33.69	313	21
28	<b>Kimberlite Corp.</b> Fresno, Calif.	\$889,143	6,886	35	710	\$16.51	115	6
29	<b>General Security Inc.</b> Plainview, N.Y.	\$885,037	34,694	2,658	750	\$11.71	129	8
30	<b>Engineered Protection Systems Inc.</b> Grand Rapids, Mich.	\$877,678	14,420	n/a	n/a	\$17.26	161	6
31	<b>Mountain Alarm</b> Ogden, Utah	\$734,477	59,771	495	1,020	\$19.83	128	8
32	<b>Alert Alarm of Hawaii</b> Honolulu, Hawaii	\$730,949	16,677	763	678	\$12.20	89	4
33	<b>Sonitrol Pacific</b> Portland, Ore.	\$708,940	4,835	15	400	\$11.37	86	5
34	<b>Ackerman Security Systems</b> Atlanta, Ga.	\$708,001	36,378	8,586	1,912	\$17.27	139	1
35	<b>First Alarm Security Services</b> Aptos, Calif.	\$703,545	11,200	614	1,258	\$16.63	116	4
36	<b>Safeguard Security and Communications Inc.</b> Scottsdale, Ariz.	\$665,329	n/a	1,000	200	\$23.24	n/a	3
37	<b>New York Merchants Protective Co. Inc.</b> Freeport, N.Y.	\$651,135	12,097	65	2,715	\$8.40	72	2
38	<b>SecureNet Alarm Systems Inc.</b> Maize, Kansas	\$625,164	26,946	n/a	n/a	\$9.43	126	7
39	<b>Alarm King Inc.</b> Riverside, Calif.	\$603,560	14,265	4,758	529	\$8.48	34	5

No. 27 - Per Mar Security Services - \$17,371 RMR is from non-owned accounts. ■ No. 28 - Kimberlite Corp. - Doing business as Sonitrol of NW Los Angeles/Ventura Co., Sonitrol of Bakersfield, Sonitrol of Fresno, Sonitrol of Modesto, Sonitrol of Stockton, Sonitrol of Oakland, Sonitrol of So. Alameda Co., Sonitrol of Berkeley/Richmond, Sonitrol of Contra Costa Co., Sonitrol of San Francisco, Sonitrol of Napa/Solano Cos., Sonitrol of Marin/Sonoma Cos. ■ No. 29 - General Security Inc. - \$117,555 RMR is from non-owned accounts. ■ No. 31 - Mountain Alarm - \$173,000 RMR is from non-owned accounts. **SDM's 1996 Dealer of the Year.** ■ No. 32 - Alert Alarm of Hawaii - \$19,636 RMR is from non-owned accounts. **SDM's 2006 Dealer of the Year.** ■ No. 35 - First Alarm Security Services - Approximately 13.2% of revenue stems from Security and Patrol Div., as it directly relates to alarm company activity. Total company revenue for this period was \$27.25 million. ■ No. 36 - Safeguard Security and Communications Inc. - **SDM's 2002 Dealer of the Year.** ■ No. 37 - New York Merchants Protective Co. Inc. - \$48,950 RMR is from non-owned accounts.

## SDM 100 Counts \$6.9 Billion in Total Revenue



The SDM 100 grew their total annual revenue by almost 4 percent in 2006, reaching \$6.95 billion. However, this is one figure whose results were changed significantly by changing the basis of the SDM 100 ranking from total annual revenue to recurring monthly revenue. As many as 14 previously ranked firms were not ranked this year (see text on page 50 for more details), because their RMR was not great enough. This resulted in a difference of about \$70 million less in total annual revenue than normally would have been counted here.

Source: 2007 SDM 100, SDM Magazine, May 2007

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS. RES. 2006	INSTALLS. NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
40	American Alarm & Communications Inc. Arlington, Mass.	\$592,873	19,503	1,710	2,393	\$15.72	130	3
41	Sonitrol of Sacramento & Sonitrol Orange County Roseville, Calif.	\$585,668	3,828	16	510	\$11.89	59	2
42	Supreme Security Systems Inc. Union, N.J.	\$584,369	9,784	313	844	\$10.63	95	1
43	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island, Rocky Hill, Conn.	\$479,920	12,594	44	418	\$10.75	58	2
44	Security Equipment Inc. Omaha, Neb.	\$477,591	12,524	725	750	\$15.51	120	4
45	Doyle Security Systems Inc. Rochester, N.Y.	\$471,960	22,728	978	749	\$8.94	80	4
46	Custom Security Systems Lacey, Wash.	\$460,259	9,658	480	660	\$9.47	110	3
47	Alarmco Inc. Las Vegas, Nev.	\$458,853	13,291	277	787	\$7.37	95	1
48	All-Guard Alarm Systems Inc. Hayward, Calif.	\$454,479	115	580	537	\$7.88	50	2
49	Post Alarm Systems Inc. Arcadia, Calif.	\$445,000	12,020	294	196	\$8.00	61	2
50	Sonitrol Cascades Eugene, Ore.	\$432,794	14,938	549	789	\$8.96	41	5
51	Sonitrol Security Systems of Buffalo Inc. Buffalo, N.Y.	\$430,915	5,480	20	233	\$9.32	99	3
52	SDA Security San Diego, Calif.	\$422,630	n/a	n/a	n/a	\$9.20	87	2
53	Matson Alarm Co. Inc. Fresno, Calif.	\$409,612	16,062	312	468	\$7.60	58	5

No. 43 - Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island - \$615 RMR is from non-owned accounts. ■ No. 45 - Doyle Security Systems Inc. - \$28,365 RMR is from non-owned accounts. SDM's 1997 Dealer of the Year. ■ No. 46 - Custom Security Systems - \$203,022 RMR is from 33,803 non-owned accounts that are not included in subscriber totals. ■ No. 50 - Sonitrol Cascades - \$100,523 RMR is from non-owned accounts. ■ No. 53 - Matson Alarm Co. Inc. - \$500 RMR is from non-owned accounts.

## Top 25 Ranked by Residential Customers

Company	Number of residential subscribers		Company	Number of residential subscribers	
	2006	2005		2006	2005
Brink's Home Security Inc.	1,079,904	978,048	Apx Alarm Security Solutions Inc.	50,054	not ranked
Monitronics International Inc.	449,702	447,058	Bay Alarm Company	49,828	46,413
Slomin's Security	225,062	215,700	Safe Home Security Inc.	49,144	36,455
Guardian Protection Services Inc.	168,723	151,014	SAFE Security	46,062	51,400
Vector Security Inc.	131,005	119,686	Guardian Alarm Co.	44,329	44,702
Protect America Inc.	109,725	105,650	ADS Security	36,922	36,250
Devcon Security Services Corp.	85,800	75,725	Ackerman Security Systems	30,294	25,159
Central Security Group Inc.	72,113	62,598	Security Networks	29,000	22,000
HSM Electronic Protection Services Inc.	69,500	69,000	Matrix Security Group Inc.	28,445	29,130
Interface Security Systems & The Greater Alarm Co.	58,351	56,812	General Security Inc.	27,061	29,407
ASG Security	53,411	47,210	Mountain Alarm	23,908	10,121
CPI Security Systems Inc.	53,000	47,000	SecureNet Alarm Systems Inc.	20,702	21,055
			EMC Security	18,161	11,905

Note: Among the five largest security firms, two did not report their number of residential subscribers for 2006 - ADT Security Services Inc. and Protection One. (In 2004, ADT reported 4,251,332 residential subscribers.)

Source: 2007 SDM 100, SDM Magazine, May 2007

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS, RES. 2006	INSTALLS, NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
54	Custom Security Systems Inc. Baton Rouge, La.	\$396,155	18,879	1,961	456	\$7.49	49	1
55	EMC Security Lawrenceville, Ga.	\$341,162	20,179	6,755	415	\$8.81	55	2
56	Sonitrol of Tallahassee Inc. Tallahassee, Fla.	\$336,842	4,572	n/a	n/a	\$6.93	47	3
57	Trans-Alarm Inc. & Automated Entrance Products Inc., Burnsville, Minn.	\$329,013	6,055	21	1,215	\$10.93	83	1
58	F.E. Moran Inc. Alarm and Monitoring Services Champaign, Ill.	\$317,797	13,312	756	380	\$14.14	104	5
59	Blue Ridge Security Systems Inc. Anderson, S.C.	\$304,177	29,082	421	1,098	\$7.56	69	3
60	Sonitrol Tri-County Farmington Hills, Mich.	\$302,719	4,818	6	371	\$6.23	51	3
61	JMG Security Systems Inc. Fountain Valley, Calif.	\$298,386	4,873	18	562	\$12.70	54	1
62	A-Com Protection Services Inc. Columbus, Ga.	\$294,665	9,653	776	194	\$6.26	57	2
63	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$285,711	9,769	649	873	\$9.52	79	1
64	Electronix Systems Central Station Alarms Inc. Huntington Station, N.Y.	\$285,000	11,587	429	571	\$7.40	77	1
65	American Security Systems Inc. Long Island City, N.Y.	\$285,000	5,604	200	400	\$6.66	51	1
66	Sonitrol of Southwest Ohio Mason, Ohio	\$282,945	3,564	117	283	\$5.40	38	2

No. 57 - Trans-Alarm Inc. & Automated Entrance Products Inc. - \$4,160 RMR is from non-owned accounts. The consolidated revenues of Trans-American Security Services (the parent holding company of Trans-Alarm and Automated Entrance Products) for 2006 is \$15,821,397. The \$10,933,385 of total revenues reported for the SDM 100 represents the sum of revenues received from alarm and monitoring services. The remaining are revenues from integrated systems and related services and will be reported on SDM's 2007 Top Systems Integrators Report. ■ No. 58 - F.E. Moran Inc. Alarm and Monitoring Services - \$2,016 RMR is from non-owned accounts. ■ No. 59 - Blue Ridge Security Systems Inc. - \$72,594 RMR is from non-owned accounts. ■ No. 62 - A-Com Protection Services Inc. - \$37,776 RMR is from non-owned accounts. ■ No. 63 - Scarsdale Security Systems Inc. - \$7,000 RMR is from non-owned accounts. ■ No. 64 - Electronix Systems Central Station Alarms Inc. - \$68,000 RMR is from non-owned accounts.

## Top 25 Ranked by Non-Residential Customers

Company	Number of non-residential subscribers		Company	Number of non-residential subscribers	
	2006	2005		2006	2005
HSM Electronic Protection Services Inc.	104,500	92,000	Per Mar Security Services	25,845	23,131
Devcon Security Services Corp.	57,200	40,775	ADS Security	19,881	17,855
Sonitrol Corp.	50,860	36,673	ASG Security	17,720	13,103
Bay Alarm Company	46,118	43,182	Slomin's Security	16,809	15,242
Brink's Home Security Inc.	44,996	40,752	Alarm Detection Systems Inc.	13,468	13,436
Vector Security Inc.	39,909	37,235	Central Security Group Inc.	12,726	6,955
Guardian Alarm Co.	39,272	39,430	Blue Ridge Security Systems Inc.	12,551	12,640
Monitronics International Inc.	39,105	38,875	SAFE Security	11,516	12,850
Mountain Alarm	35,863	15,182	Sonitrol Cascades	10,456	8,904
Interface Security Systems & The Greater Alarm Co.	27,459	25,930	Doyle Security Systems Inc.	9,318	6,620
National Guardian Security Services Inc.	27,455	6,935	Matrix Security Group Inc.	8,736	5,590
AFA Protective Systems Inc.	26,300	25,800	Matson Alarm Co. Inc.	8,392	8,134
			New York Merchants Protective Co. Inc.	8,297	6,436

Note: Among the five largest security firms, two did not report their number of non-residential subscribers for 2006 - ADT Security Services Inc. and Protection One. (In 2004, ADT reported 946,456 non-residential subscribers.)

Source: 2007 SDM 100, SDM Magazine, May 2007



RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS. RES. 2006	INSTALLS. NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
67	<b>National Guardian Security Services Inc.</b> Norwalk, Conn.	\$276,000	28,900	25	1,800	\$10.02	128	6
68	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$269,608	9,474	470	721	\$6.60	58	4
69	<b>A-1 Security Ltd.</b> Las Vegas, Nev.	\$265,848	7,478	1,689	1,209	\$10.40	79	2
70	<b>Washington Alarm Inc.</b> Seattle, Wash.	\$263,530	5,335	44	245	\$4.50	37	1
71	<b>Pacific Alarm Systems Inc.</b> Culver City, Calif.	\$260,235	4,110	84	380	\$4.44	40	1
72	<b>World Wide Security/GC Alarm</b> Garden City, N.Y.	\$245,000	10,500	350	260	\$6.10	60	1
73	<b>Richmond Alarm Co.</b> Richmond, Va.	\$239,832	6,000	300	200	\$5.68	69	2
74	<b>Ultraguard Protective Systems Inc.</b> Woburn, Mass.	\$232,000	8,100	285	1,015	\$7.00	67	1
75	<b>Acadiana Security Plus</b> Broussard, La.	\$231,292	8,287	510	298	\$6.06	55	1
76	<b>Advent Security Corp.</b> Oreland, Pa.	\$226,754	6,964	298	100	\$4.28	32	1

No. 67 - National Guardian Security Services Inc. - \$63,000 RMR is from non-owned accounts. ■ No. 72 - World Wide Security/GC Alarm - \$40,000 RMR is from non-owned accounts. ■ No. 73 - Richmond Alarm Co. - \$72,438 RMR is from non-owned accounts.

**RANK BY NON-RESIDENTIAL INSTALLATION REVENUE**

RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATIONS 2006	NON-RESIDENTIAL REVENUE	SDM 100 RANK	RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATIONS 2006	NON-RESIDENTIAL REVENUE	SDM 100 RANK
1	HSM Electronic Protection Services Inc.	n/a	\$80,049,000	6	26	Ackerman Security Systems	1,912	\$4,382,694	34
2	Vector Security Inc.	2,857	\$57,900,000	7	27	Scarsdale Security Systems Inc.	873	\$4,115,807	63
3	Slomin's Security	4,554	\$35,425,754	5	28	Custom Alarm	624	\$3,919,567	92
4	AFA Protective Systems Inc.	5,600	\$33,000,000	17	29	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	418	\$3,917,234	43
5	Interface Security Systems & The Greater Alarm Co.	5,616	\$27,402,504	14	30	Sonitrol Security Systems of Buffalo Inc.	233	\$3,525,000	51
6	Per Mar Security Services	4,411	\$16,635,000	27	31	Sonitrol Pacific	400	\$3,450,000	33
7	Bay Alarm Company	8,531	\$10,016,000	10	32	Moon Security Services Inc.	457	\$3,419,765	87
8	Safeguard Security and Communications Inc.	200	\$9,833,902	36	33	Electronix Systems Central Station Alarms Inc.	571	\$3,350,000	64
9	Guardian Protection Services Inc.	2,272	\$9,765,653	8	34	A-1 Security Ltd.	1,209	\$3,250,000	69
10	Mountain Alarm	1,020	\$8,600,000	31	35	Ultraguard Protective Systems Inc.	1,015	\$3,100,000	74
11	JMG Security Systems Inc.	562	\$8,072,491	61	36	Devcon Security Services Corp.	2,500	\$3,000,000	11
12	Security Equipment Inc.	750	\$7,769,916	44	37	Supreme Security Systems Inc.	844	\$2,746,028	42
13	F.E. Moran Inc. Alarm and Monitoring Services	380	\$7,200,000	58	38	Peak Alarm Co. Inc.	721	\$2,537,000	68
14	Matrix Security Group Inc.	754	\$6,714,000	26	39	American Security Systems Inc.	400	\$2,500,000	65
15	ASG Security	4,699	\$6,537,827	15	40	Custom Security Systems	660	\$2,326,420	46
16	American Alarm & Communications Inc.	2,393	\$6,498,043	40	41	Sonitrol Tri-County	371	\$2,190,872	60
17	National Guardian Security Services Inc.	1,800	\$6,400,000	67	42	Matson Alarm Co. Inc.	468	\$2,005,169	53
18	Blue Ridge Security Systems Inc.	1,098	\$6,232,900	59	43	Sonitrol of Indianapolis Inc.	336	\$1,934,873	79
19	ADS Security	1,687	\$6,140,000	23	44	Audio Sentry Corp.	132	\$1,863,459	97
20	Alarm Detection Systems Inc.	1,262	\$5,736,727	20	45	Safe Systems Inc.	n/a	\$1,828,354	77
21	Kimberlite Corp.	710	\$5,222,193	28	46	Sonitrol Cascades	789	\$1,690,113	50
22	Trans-Alarm Inc. & Automated Entrance Products Inc.	1,215	\$5,054,122	57	47	Sonitrol Security of Pittsburgh	182	\$1,683,102	94
23	Engineered Protection Systems Inc.	n/a	\$4,900,000	30	48	Doyle Security Systems Inc.	749	\$1,660,820	45
24	First Alarm Security Services	1,258	\$4,888,000	35	49	All-Guard Alarm Systems Inc.	537	\$1,528,827	48
25	Sonitrol of Sacramento & Sonitrol Orange County	510	\$4,460,000	41	50	Alert Alarm of Hawaii	678	\$1,516,125	32

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS, RES. 2006	INSTALLS, NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
77	Safe Systems Inc. Louisville, Colo.	\$223,022	7,866	n/a	n/a	\$5.66	44	1
78	Sentry Alarm Systems Monterey, Calif.	\$222,481	7,294	300	175	\$4.46	40	2
79	Sonitrol of Indianapolis Inc. Indianapolis, Ind.	\$214,923	1,958	9	336	\$4.75	31	1
80	Gillmore Security Systems Inc. Cleveland, Ohio	\$212,383	n/a	n/a	n/a	\$3.64	35	1
81	Security Systems of America Pittsburgh, Pa.	\$207,241	8,840	300	108	\$4.57	48	4
82	CIA Security Fishkill, N.Y.	\$190,000	5,150	300	200	\$4.60	41	1
83	Valley Alarm Sun Valley, Calif.	\$186,500	5,650	140	340	\$3.19	24	1
84	Century Tel Security Systems Inc. Monroe, La.	\$176,692	9,749	1,369	325	\$4.70	49	3
85	Dehart Alarm Systems Inc. Sarasota, Fla.	\$175,092	8,813	1,018	203	\$3.83	35	1
86	Bonds Alarm Co. Inc. Phoenix, Ariz.	\$170,916	5,349	454	456	\$3.53	28	2
87	Moon Security Services Inc. Pasco, Wash.	\$168,219	4,366	150	457	\$6.50	69	3
88	Global Security & Communication Inc. Vancouver, Wash.	\$165,401	5,798	n/a	n/a	\$4.78	43	4

No. 77 - Safe Systems Inc. - \$121,977 RMR is from non-owned accounts. ■ No. 78 - Sentry Alarm Systems - \$1,357 RMR is from non-owned accounts. ■ No. 81 - Security Systems of America - \$6,193 RMR is from non-owned accounts. ■ No. 84 - Century Tel Security Systems Inc. - \$2,679 RMR is from non-owned accounts. ■ No. 85 - Dehart Alarm Systems Inc. - \$7,921 RMR is from non-owned accounts.

### RANK BY RESIDENTIAL INSTALLATION VOLUME

RANK BY INSTALLATION VOLUME	COMPANY	RESIDENTIAL INSTALLATIONS 2006	SDM 100 RANK	RANK BY INSTALLATION VOLUME	COMPANY	RESIDENTIAL INSTALLATIONS 2006	SDM 100 RANK
1	Apx Alarm Security Solutions Inc.	95,979	18	26	Century Tel Security Systems Inc.	1,369	84
2	Guardian Protection Services Inc.	27,307	8	27	SAFE Security	1,100	22
3	Slomin's Security	24,773	5	28	Dehart Alarm Systems Inc.	1,018	85
4	Protect America Inc.	18,325	12	29	Safeguard Security and Communications Inc.	1,000	36
5	ASG Security	13,045	15	30	Doyle Security Systems Inc.	978	45
6	Interface Security Systems & The Greater Alarm Co.	11,408	14	31	Alarm Detection Systems Inc.	903	20
7	CPI Security Systems Inc.	10,137	19	32	A-Com Protection Services Inc.	776	62
8	Vector Security Inc.	9,701	7	33	Alert Alarm of Hawaii	763	32
9	Ackerman Security Systems	8,586	34	34	F.E. Moran Inc. Alarm and Monitoring Services	756	58
10	Bay Alarm Company	7,378	10	35	Security Equipment Inc.	725	44
11	EMC Security	6,755	55	36	Scarsdale Security Systems Inc.	649	63
12	Alarm King Inc.	4,758	39	37	First Alarm Security Services	614	35
13	AFA Protective Systems Inc.	4,600	17	38	All-Guard Alarm Systems Inc.	580	48
14	Devcon Security Services Corp.	4,000	11	39	Sonitrol Cascades	549	50
15	Quantum Alarm Inc.	3,707	89	40	Acadiana Security Plus	510	75
16	Central Security Group Inc.	3,155	16	41	Mountain Alarm	495	31
17	ADS Security	3,100	23	42	Custom Security Systems	480	46
18	General Security Inc.	2,658	29	43	Peak Alarm Co. Inc.	470	68
19	Crime Prevention Security Systems LLC	2,525	90	44	Amherst Alarm Inc.	465	91
20	Custom Security Systems Inc.	1,961	54	45	Bonds Alarm Co. Inc.	454	86
21	American Alarm & Communications Inc.	1,710	40	46	Electronix Systems Central Station Alarms Inc.	429	64
22	A-1 Security Ltd.	1,689	69	47	Blue Ridge Security Systems Inc.	421	59
23	JM Resources Inc.	1,420	100	48	World Wide Security/GC Alarm	350	72
24	Per Mar Security Services	1,416	27	49	Supreme Security Systems Inc.	313	42
25	Matrix Security Group Inc.	1,395	26	50	Matson Alarm Co. Inc.	312	53

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	INSTALLS. RES. 2006	INSTALLS. NON-RES. 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
89	Quantum Alarm Inc. Pflugerville, Texas	\$163,584	5,320	3,707	185	\$3.40	44	3
90	Crime Prevention Security Systems LLC Gainesville, Fla.	\$163,062	6,026	2,525	357	\$4.68	50	2
91	Amherst Alarm Inc. Amherst, N.Y.	\$159,500	15,307	465	182	\$4.33	46	1
92	Custom Alarm Rochester, Minn.	\$159,040	5,080	171	624	\$7.72	62	3
93	Briscoe Protective Systems Inc. Centereach, N.Y.	\$152,292	1,370	n/a	73	\$3.19	21	1
94	Sonitrol Security of Pittsburgh Pittsburgh, Pa.	\$148,406	3,080	10	182	\$3.84	32	1
95	Marlarm Security Group Long Beach, N.Y.	\$144,000	5,460	180	60	\$2.84	22	1
96	Fire Protection Inc. Everett, Wash.	\$140,000	3,821	n/a	n/a	\$7.60	40	5
97	Audio Sentry Corp. Fraser, Mich.	\$138,453	5,652	81	132	\$4.31	50	1
98	Haig Service Corp., Haig Security Systems, Haig Fire & Security, Green Brook, N.J.	\$137,000	1,785	50	25	\$4.00	27	3
99	Koorsen Fire & Security Inc. Indianapolis, Ind.	\$128,094	5,205	n/a	n/a	\$8.31	600	19
100	JM Resources Inc. King of Prussia, Pa.	\$123,587	5,437	1,420	8	\$3.49	17	1

No. 97 - Audio Sentry Corp. - \$2,935 RMR is from non-owned accounts.

**SDM 100 UP & COMERS**

RANK 2007	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2006	SUBSCRIBERS 2006	GROSS REVENUE 2006 (\$ MIL)	FULL TIME EMPLOYEES
101	Defender Direct Inc. Indianapolis, Ind.	\$121,600	3,200	\$22.43	210
102	Power Home Technologies Raleigh, N.C.	\$120,615	4,406	\$5.13	109
103	Secure US Inc. Morgantown, W.V.	\$110,230	4,017	\$4.10	55
104	Turner Security Systems Inc. Fresno, Calif.	\$106,000	n/a	\$8.50	324
105	Liberty Bell Alarm Co. Inc. Sacramento, Calif.	\$100,000	4,000	\$5.04	50
106	Security Tech LLC Kihei, Hawaii	\$97,822	335	\$2.56	16
107	American Home Security Alexandria, Va.	\$90,748	2,112	\$5.67	42
108	CARE Security & Monitoring Louisville, Ky.	\$89,000	3,675	\$1.50	21
109	Alarmteam Inc. Garner, N.C.	\$55,139	953	\$7.64	61
110	Ranger American San Antonio, Texas	\$54,759	6,526	\$75.48	811
111	Simpson Security Systems Inc. Alexandria, La.	\$51,233	2,309	\$5.94	40
112	Guard-O-Matic Security Systems Tempe, Ariz.	\$45,296	2,078	\$4.63	33
113	National Certified Alarms Inc. (NCA) Nashville, Tenn.	\$43,261	6,772	\$2.00	16
114	Firstline Security Orem, Utah	\$42,000	1,200	\$42.10	62
115	Able Security Systems Inc. Milwaukee, Wis.	\$40,319	1,096	\$1.11	8
116	Global Fire & Security Aurora, Colo.	\$27,833	750	\$2.37	26
117	Emergency Detection Systems Las Vegas, Nev.	\$26,600	760	\$1.43	15
118	Comlock Security Group Orange, Calif.	\$24,646	981	\$4.10	39
119	CS Security & Sound Palm Desert, Calif.	\$21,333	950	\$10.25	70
120	Black Lab Alarm Inc. Woburn, Mass.	\$10,421	600	\$1.54	7

**RANK BY TOTAL ANNUAL REVENUE**

RANK BY TOTAL REVENUE	COMPANY	TOTAL GROSS REVENUE, 2006 (\$ MIL)	SDM 100 RANK	RANK BY TOTAL REVENUE	COMPANY	TOTAL GROSS REVENUE, 2006 (\$ MIL)	SDM 100 RANK
1	ADT Security Services Inc.	\$4,000.00	1	58	Post Alarm Systems Inc.	\$8.00	49
2	Brink's Home Security Inc.	\$439.00	2	59	All-Guard Alarm Systems Inc.	\$7.88	48
3	Protection One	\$270.55	3	60	Custom Alarm	\$7.72	92
4	HSM Electronic Protection Services Inc.	\$201.33	6	61	Matson Alarm Co. Inc.	\$7.60	53
5	Monitronics International Inc.	\$190.00	4	62	Fire Protection Inc.	\$7.60	96
6	Vector Security Inc.	\$157.00	7	63	Blue Ridge Security Systems Inc.	\$7.56	59
7	Slomin's Security	\$153.11	5	64	Custom Security Systems Inc.	\$7.49	54
8	Sonitrol Corp.	\$107.00	9	65	Electronix Systems Central Station Alarms Inc.	\$7.40	64
9	Guardian Protection Services Inc.	\$106.62	8	66	Alarmco Inc.	\$7.37	47
10	Apx Alarm Security Solutions Inc.	\$90.00	18	67	Ultraguard Protective Systems Inc.	\$7.00	74
11	Bay Alarm Company	\$75.27	10	68	Sonitrol of Tallahassee Inc.	\$6.93	56
12	Interface Security Systems & The Greater Alarm Co.	\$70.54	14	69	American Security Systems Inc.	\$6.66	65
13	AFA Protective Systems Inc.	\$67.16	17	70	Peak Alarm Co. Inc.	\$6.60	68
14	Devcon Security Services Corp.	\$54.00	11	71	Moon Security Services Inc.	\$6.50	87
15	Guardian Alarm Co.	\$49.50	13	72	A-Com Protection Services Inc.	\$6.26	62
16	ASG Security	\$40.54	15	73	Sonitrol Tri-County	\$6.23	60
17	Protect America Inc.	\$38.90	12	74	World Wide Security/GC Alarm	\$6.10	72
18	Per Mar Security Services	\$33.69	27	75	Acadiana Security Plus	\$6.06	75
19	CPI Security Systems Inc.	\$30.92	19	76	Richmond Alarm Co.	\$5.68	73
20	Alarm Detection Systems Inc.	\$29.27	20	77	Safe Systems Inc.	\$5.66	77
21	Central Security Group Inc.	\$26.50	16	78	Sonitrol of Southwest Ohio	\$5.40	66
22	ADS Security	\$26.33	23	79	Global Security & Communication Inc.	\$4.78	88
23	SSD Alarm Systems & Kern Security Systems	\$26.21	25	80	Sonitrol of Indianapolis Inc.	\$4.75	79
24	Safeguard Security and Communications Inc.	\$23.24	36	81	Century Tel Security Systems Inc.	\$4.70	84
25	Matrix Security Group Inc.	\$21.62	26	82	Crime Prevention Security Systems LLC	\$4.68	90
26	Mountain Alarm	\$19.83	31	83	CIA Security	\$4.60	82
27	SAFE Security	\$18.26	22	84	Security Systems of America	\$4.57	81
28	Safe Home Security Inc.	\$17.59	21	85	Washington Alarm Inc.	\$4.50	70
29	Ackerman Security Systems	\$17.27	34	86	Sentry Alarm Systems	\$4.46	78
30	Engineered Protection Systems Inc.	\$17.26	30	87	Pacific Alarm Systems Inc.	\$4.44	71
31	First Alarm Security Services	\$16.63	35	88	Amherst Alarm Inc.	\$4.33	91
32	Kimberlite Corp.	\$16.51	28	89	Audio Sentry Corp.	\$4.31	97
33	American Alarm & Communications Inc.	\$15.72	40	90	Advent Security Corp.	\$4.28	76
34	Security Equipment Inc.	\$15.51	44	91	Haig Service Corp., Haig Security Systems, Haig Fire & Security	\$4.00	98
35	F.E. Moran Inc. Alarm and Monitoring Services	\$14.14	58	92	Sonitrol Security of Pittsburgh	\$3.84	94
36	Security Networks	\$13.00	24	93	Dehart Alarm Systems Inc.	\$3.83	85
37	JMG Security Systems Inc.	\$12.70	61	94	Gillmore Security Systems Inc.	\$3.64	80
38	Alert Alarm of Hawaii	\$12.20	32	95	Bonds Alarm Co. Inc.	\$3.53	86
39	Sonitrol of Sacramento & Sonitrol Orange County	\$11.89	41	96	JM Resources Inc.	\$3.49	100
40	General Security Inc.	\$11.71	29	97	Quantum Alarm Inc.	\$3.40	89
41	Sonitrol Pacific	\$11.37	33	98	Valley Alarm	\$3.19	83
42	Trans-Alarm Inc. & Automated Entrance Products Inc.	\$10.93	57	99	Briscoe Protective Systems Inc.	\$3.19	93
43	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	\$10.75	43	100	Marlarm Security Group	\$2.84	95
44	Supreme Security Systems Inc.	\$10.63	42				
45	A-1 Security Ltd.	\$10.40	69				
46	National Guardian Security Services Inc.	\$10.02	67				
47	Scarsdale Security Systems Inc.	\$9.52	63				
48	Custom Security Systems	\$9.47	46				
49	SecureNet Alarm Systems Inc.	\$9.43	38				
50	Sonitrol Security Systems of Buffalo Inc.	\$9.32	51				
51	SDA Security	\$9.20	52				
52	Sonitrol Cascades	\$8.96	50				
53	Doyle Security Systems Inc.	\$8.94	45				
54	EMC Security	\$8.81	55				
55	Alarm King Inc.	\$8.48	39				
56	New York Merchants Protective Co. Inc.	\$8.40	37				
57	Koorsen Fire & Security Inc.	\$8.31	99				

**How to Purchase the SDM 100 Directory**

Wouldn't it be useful to have more information about each of the 100 firms ranked here? The 2007 *SDM 100 Directory* includes contact names, mailing addresses, telephone numbers, Web site URLs, branch office locations, product buyer names, installation data, revenue sources, and more. The *SDM 100 Directory* comes in Microsoft Excel format. To order the **SDM 100 Directory**, visit [www.sdmmag.com](http://www.sdmmag.com) and search under "SDM 100" or contact Heidi Fusaro at (630) 694-4026 or by e-mail to [fusaroh@bnpmedia.com](mailto:fusaroh@bnpmedia.com).

**SDM 100 ALPHABETICAL INDEX TO COMPANIES**

COMPANY	SDM 100 RANK	COMPANY	SDM 100 RANK
A-1 Security Ltd.	69	Kimberlite Corp.	28
Acadiana Security Plus	75	Koorsen Fire & Security Inc.	99
Ackerman Security Systems	34	Marlarm Security Group	95
A-Com Protection Services Inc.	62	Matrix Security Group Inc.	26
ADS Security	23	Matson Alarm Co. Inc.	53
ADT Security Services Inc.	1	Monitronics International Inc.	4
Advent Security Corp.	76	Moon Security Services Inc.	87
AFA Protective Systems Inc.	17	Mountain Alarm	31
Alarm Detection Systems Inc.	20	National Guardian Security Services Inc.	67
Alarm King Inc.	39	New York Merchants Protective Co. Inc.	37
Alarmco Inc.	47	Pacific Alarm Systems Inc.	71
Alert Alarm of Hawaii	32	Peak Alarm Co. Inc.	68
All-Guard Alarm Systems Inc.	48	Per Mar Security Services	27
American Alarm & Communications Inc.	40	Post Alarm Systems Inc.	49
American Security Systems Inc.	65	Protect America Inc.	12
Amherst Alarm Inc.	91	Protection One	3
Apx Alarm Security Solutions Inc.	18	Quantum Alarm Inc.	89
ASG Security	15	Richmond Alarm Co.	73
Audio Sentry Corp.	97	Safe Home Security Inc.	21
Bay Alarm Company	10	SAFE Security	22
Blue Ridge Security Systems Inc.	59	Safe Systems Inc.	77
Bonds Alarm Co. Inc.	86	Safeguard Security and Communications Inc.	36
Brink's Home Security Inc.	2	Scarsdale Security Systems Inc.	63
Briscoe Protective Systems Inc.	93	SDA Security	52
Central Security Group Inc.	16	SecureNet Alarm Systems Inc.	38
Century Tel Security Systems Inc.	84	Security Equipment Inc.	44
CIA Security	82	Security Networks	24
CPI Security Systems Inc.	19	Security Systems of America	81
Crime Prevention Security Systems LLC	90	Sentry Alarm Systems	78
Custom Alarm	92	Slomin's Security	5
Custom Security Systems (Lacey, Wash.)	46	Sonitrol Cascades	50
Custom Security Systems Inc. (Baton Rouge, La.)	54	Sonitrol Corp.	9
Dehart Alarm Systems Inc.	85	Sonitrol of Indianapolis Inc.	79
Devcon Security Services Corp.	11	Sonitrol of Sacramento & Sonitrol Orange County	41
Doyle Security Systems Inc.	45	Sonitrol of Southwest Ohio	66
Electronix Systems Central Station Alarms Inc.	64	Sonitrol of Tallahassee Inc.	56
EMC Security	55	Sonitrol Pacific	33
Engineered Protection Systems Inc.	30	Sonitrol Security of Pittsburgh	94
F.E. Moran Inc. Alarm and Monitoring Services	58	Sonitrol Security Systems of Buffalo Inc.	51
Fire Protection Inc.	96	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	43
First Alarm Security Services	35	Sonitrol Tri-County	60
General Security Inc.	29	SSD Alarm Systems & Kern Security Systems	25
Gillmore Security Systems Inc.	80	Supreme Security Systems Inc.	42
Global Security & Communication Inc.	88	Trans-Alarm Inc. & Automated Entrance Products Inc.	57
Guardian Alarm Co.	13	Ultraguard Protective Systems Inc.	74
Guardian Protection Services Inc.	8	Valley Alarm	83
Haig Service Corp., Haig Security Systems, Haig Fire & Security	98	Vector Security Inc.	7
HSM Electronic Protection Services Inc.	6	Washington Alarm Inc.	70
Interface Security Systems & The Greater Alarm Co.	14	World Wide Security/GC Alarm	72
JM Resources Inc.	100		
JMG Security Systems Inc.	61		

**A Guide to Reading the  
SDM 100**

The 2007 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 provided to or, in few cases, 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 52, ranks 100 firms by their recurring monthly revenue (RMR) of December 31, 2006. The firm with the highest RMR 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 December 31, 2006 RMR. (If two firms have identical RMR, then the total gross revenue for 2006 is the second determining factor used for ranking.)
- Company name, as used in the marketplace, and headquarters location.
- Amount of recurring monthly revenue (RMR) billed on December 31, 2006. An e following the figure indicates it is an SDM estimate.
- Number of subscribers (recurring-billable customers) that each firm counted at year-end 2006.
- Number of system installations (units) in 2006, residential.
- Number of system installations (units) in 2006, non-residential.
- Total gross revenue in millions of dollars. This number represents total revenue in calendar-year or (the company's) fiscal-year 2006 from security system sales/installation, service, leasing, and monitoring.
- Number of full-time employees.
- Number of business locations, including headquarters location.

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