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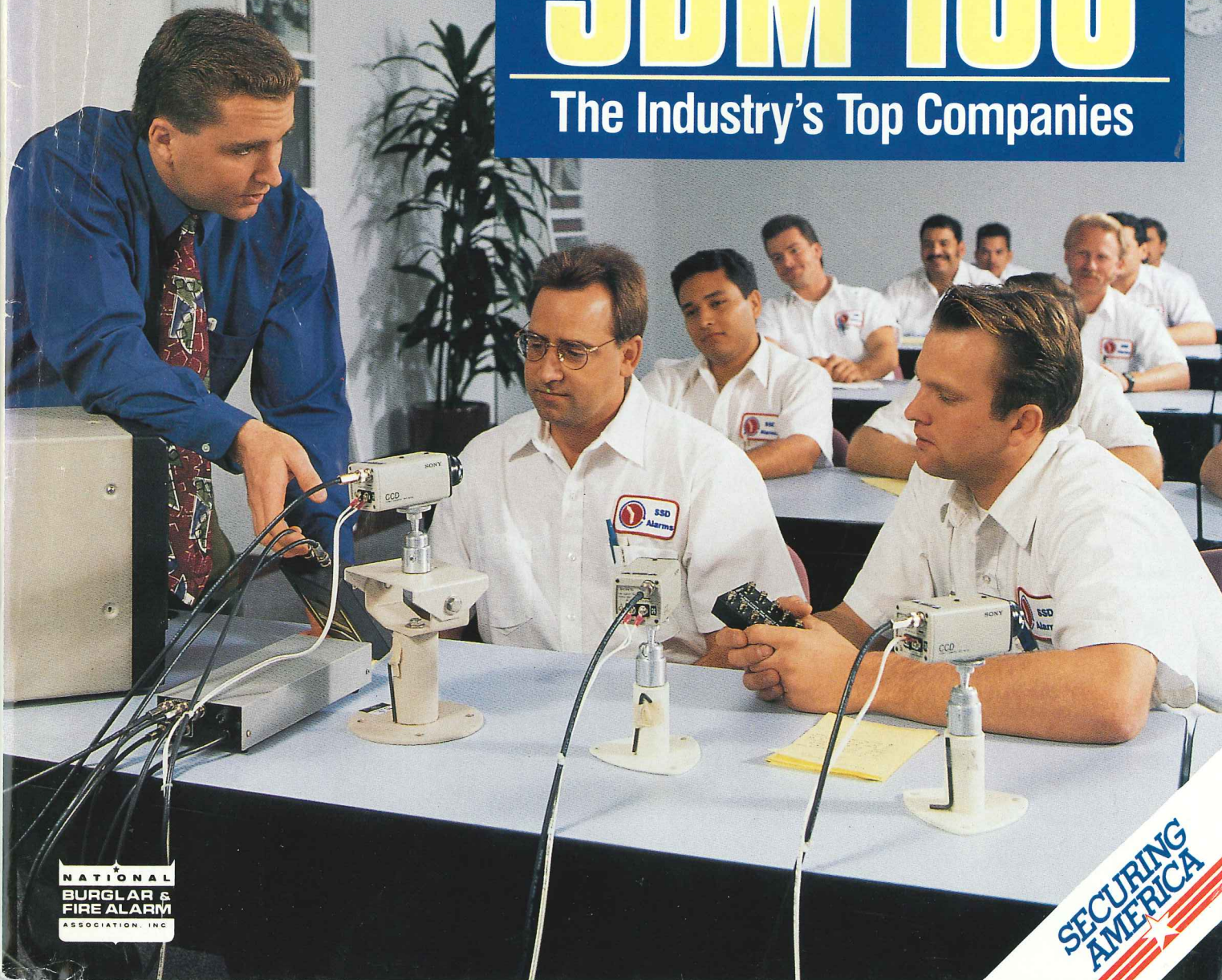
A CAHNERS PUBLICATION

MAY 1993

Third Annual

SDM 100[®]

The Industry's Top Companies



NATIONAL
BURGLAR &
FIRE ALARM
ASSOCIATION, INC.

SECURING
AMERICA

Despite Rocky Economy, SDM 100 Stays Strong

The firms on this third annual listing, ranked by 1992 revenue, collectively gained 6% more revenue last year.

By Laura E. Stepanek
Senior Editor, SDM

In 1992, the SDM 100 firms, the electronic security industry's largest installation companies (based on annual gross revenue) faced yet another 12 months of business in a sagging economy.

The result: They beat the odds. The firms, in aggregate, achieved 6% higher revenue in 1992 compared with 1991. Their revenue reached \$2.62 billion, accounting for 25% of total industry revenue, from the sale, installation, lease, service, and monitoring of more than three million customer accounts.

Seventy-three percent of the SDM 100 firms recorded higher revenues in 1992 and 6% earned the same amount.

Some businesses operated with larger staffs last year, while others employed fewer people. Fifty-one percent of firms for which a comparison could be made between 1991 and 1992 (based on 79

responses) increased their full-time staffs; 43% downsized; and 6% employed the same. (The number of employees appears to have grown in 1992 if one looks at the SDM 100 stat sheet below and compares it with last year's stat sheet. However, more firms responded to the question about employment this year, resulting in a higher total.)

Several firms that appeared on last year's SDM 100 are not listed this year because they were acquired or merged with other firms. They are: Beachwood Security, Cleveland (acquired by Guardian Alarm); Diversified Alarm, Toledo, OH (merged with Habitec Security); Night Owl Security, Landover, MD (merged with Vector Security); Security Inc., Bethesda, MD and Westco Security Systems Inc., Minneapolis (both acquired by Honeywell); Sonitrol Management, Alexandria, VA (acquired by Automated Security (Holdings), which also represents API Security in this year's






list); and Wolverine Electronics Security Systems, Flint, MI (acquired by Midnight Burglar Alarm Systems).

The open slots have been filled by:

- Alarmex, No. 35
- Slomins Security, No. 61
- Alarmguard Security, No. 62
- Security Safe, No. 83
- Perimeter Security & Sound, No. 85
- Quantum Security, No. 86
- Inter-Active Services, No. 89
- Security Holdings, No. 92
- Masada Security, No. 93, and
- All-Guard Alarm Systems, No. 100.

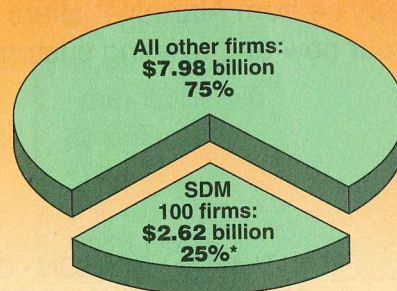
More firms this year provided financial information. Therefore, the list contains fewer estimates than in prior years. Still, the 1993 SDM 100 is a diverse group, with revenues ranging from \$600 million to \$2.95 million.

If you have any comments or know of firms that should be listed, contact SDM at P.O. Box 5080, Des Plaines, IL 60017-5080; phone (708)390-2131.

SDM 100 stat sheet	
	Total annual 1992 revenue: \$2.62 billion
	Total recurring monthly revenue: \$54.67 million* Total number of customer contracts: 3.02 million
	New 1992 installations/revenue* Residential: 266,489/\$126.35 million Non-residential: 68,125/\$234.80 million
	Number of UL certificates issued in 1992 Residential: 109 Non-residential: 2,565
	Number of 1992 business locations operated: 864
	Number of people employed in 1992 Full-time: 26,057 Part-time: 898
*Based on responses from 66 firms. Does not include ADT, Honeywell, Alert Centre, Westinghouse, and others that did not report recurring monthly revenue or had none to report.	
*Based on responses from 83 firms. Source: Security Distributing & Marketing, 1993	

This year, for the first time, SDM has published the total amount of recurring monthly revenue for the SDM 100 companies collectively. All of the figures above reflect the SDM 100 firms in aggregate.

SDM 100 companies generate a fourth of industry revenue



*Percentage of total 1992 industry revenue (based on SDMs 1993 Forecast Survey)
Source: Security Distributing & Marketing, 1993

The SDM 100 captured 25% of total 1992 security industry revenue, based on SDM's 1993 Forecast Survey.

A key to the SDM 100 stats

1992 revenue from security system sales, installation, lease, service, and monitoring

Current rank

Company name, city, and state

34 Security Signal Devices Inc.
Anaheim, CA

1992 revenue (millions): **\$11.7**
Number of accounts: **13,950**

- Ranked No. 37 on last year's SDM 100.
- 1992 installations: 216 residential; 1,243 non-residential.
- Security Signal Devices operates two central stations, four offices, and employs 144 people.
- Revenues increased 23% in 1992.
- The firm acquired Kern Security Systems of Kern County, CA, in 1992.

Facts about the company

Number of customer contracts

The SDM 100 listings provide much more information than just gross revenue and total accounts. The listings also describe 1992 installation activity, market focus, and employee and branch office information.



Security's Biggest Firms

The third annual SDM 100, ranked by 1992 gross revenue, reveals the diversity of businesses in the electronic security industry.

1 ADT Security Systems Inc. Parsippany, NJ

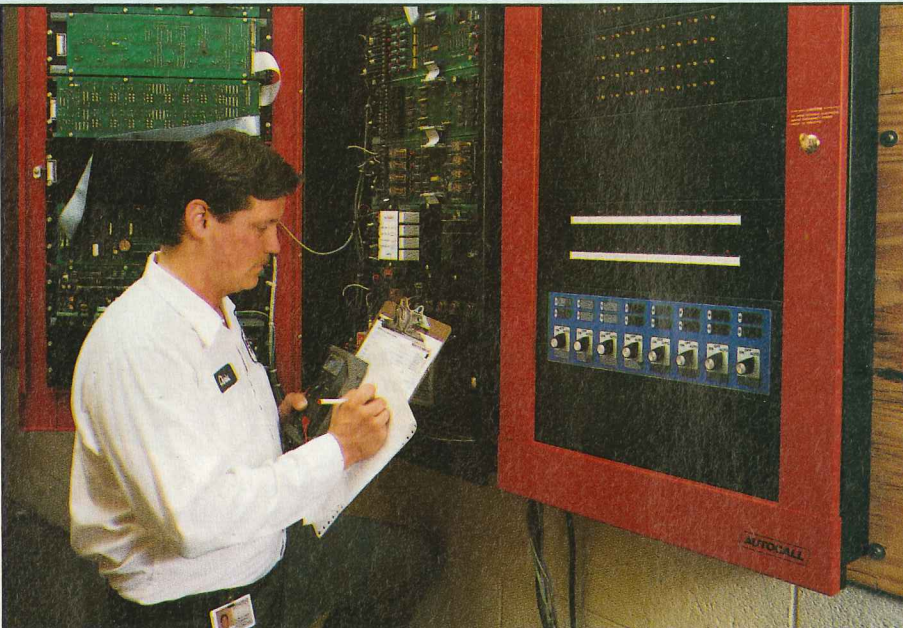
1992 revenue (millions): **\$600**
Number of accounts: **580,000**

- Ranked No. 1 on last year's SDM 100.
- 1992 installations: 115,000 residential.
- ADT operates 174 U.S. offices and employs 8,200 people.

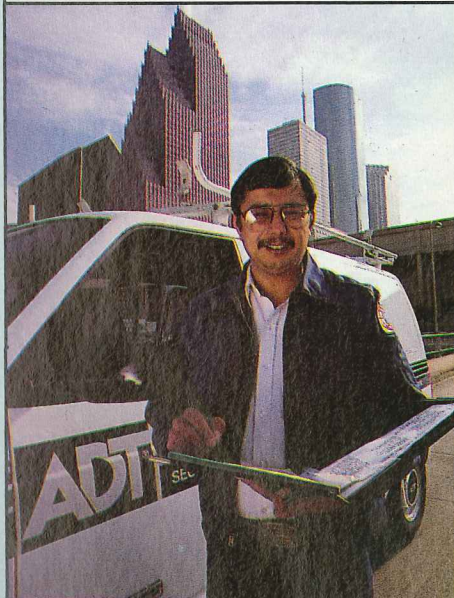
2 Wells Fargo Alarm Services King of Prussia, PA

1992 revenue (millions): **\$203.5**
Number of accounts: **115,000**

- Ranked No. 4 on last year's SDM 100.
- 1992 installations/revenue: 2,500 residential/\$2.8 million; 21,300 non-residential/\$34.5 million.
- Wells Fargo operates 42 branch locations and employs 2,165 people.
- The firm has been in business since 1962.



No. 6, Thorn Automated Systems' Chris Austin checks a customer's fire alarm system. Courtesy of Thorn Automated Systems



As No. 1, ADT Security Systems Inc. holds the same position for three years. Courtesy of ADT Security Systems

3 Honeywell Inc. Minneapolis

1992 revenue (millions): **\$200**
Number of accounts: **160,000**

- Ranked No. 2 on last year's SDM 100.
- 1992 accounts are estimated.
- Honeywell's 1992 revenue showed positive growth; SDM's estimate of 1991 revenue was high.
- Honeywell Protection Services, part of the Home and Building Control Division, operates 56 U.S. offices.

4 National Guardian Corp. Greenwich, CT

1992 revenue (millions): **\$177**
Number of accounts: **180,000**

- Ranked No. 3 on last year's SDM 100.
- 1992 installations/revenue: 3,500 residential/\$6 million; number of non-residential units sold is unavailable/\$54 million.
- National Guardian operates 75 branches and 13 central stations. It employs 2,150 people.
- The firm monitors 30,000 dealer accounts.

5 Emergency Networks Inc. Dallas, TX

1992 revenue (millions): **\$90**
Number of accounts: **0**

- Ranked No. 5 on last year's SDM 100.
- Emergency Networks sells, installs, and services security systems through 26 branch offices. However, it sells virtually all of its subscriber contracts to firms such as Westinghouse Security Systems.
- On March 5, 1993, Winterfold Security Inc., Dallas, acquired all of the assets of Emergency Networks.

6 Thorn Automated Systems Inc., Westlake, OH

1992 revenue (millions): **\$75**
Number of accounts: **10,000**

- Ranked No. 7 on last year's SDM 100.
- Thorn designs, manufactures, installs, and services integrated facility-management systems, including fire alarms, security, access control, CCTV, and other related products. These are sold through a network of 130 independent authorized dealers and 14 branch offices worldwide.

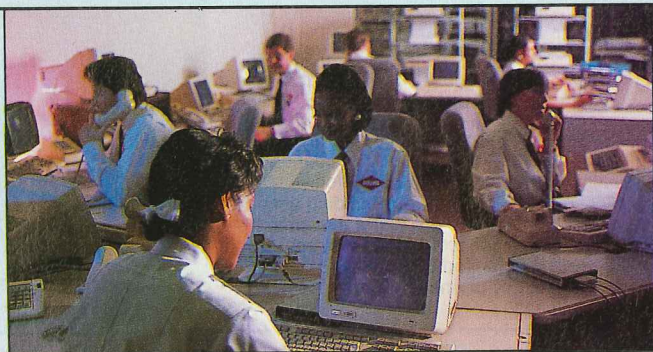
7 Brink's Home Security Inc. Carrollton, TX

1992 revenue (millions): **\$70.8**
Number of accounts: **217,000**

- Ranked No. 11 on last year's SDM 100.
- 1992 installations: 48,000 residential; 1,300 non-residential.
- Brink's has 40 business locations and employs 870 people.
- The firm's account base grew by 37,000 in 1992.

No. 11, Rollins Protective Services Inc. opened three new offices in the past year.

Courtesy of Rollins Protective Services



8 The Alert Centre Inc. Englewood, CO

1992 revenue (millions): **\$70**
Number of accounts: **200,000**

- Ranked No. 6 on last year's SDM 100.
- The Alert Centre plans to be reorganized and out of Chapter 11 bankruptcy by June 1993. At that time it will return to purchasing subscriber accounts, in addition to operating its seven company-owned branches.

9 Westinghouse Security Systems, Linthicum, MD

1992 revenue (millions): **\$69**
Number of accounts: **115,000**

- Ranked No. 33 on last year's SDM 100.
- Westinghouse Security Systems' primary activity is monitoring. The firm has limited installation capability; most sales and installation work is contracted to Winterfold Inc., Dallas, which generates contracts using the Westinghouse name and sells the accounts to Westinghouse.
- Westinghouse operates 75 offices.

10 Automated Security Holdings PLC, Culver City, CA

1992 revenue (millions): **\$64.8**
Number of accounts: **33,300**

- First-time listing on the SDM 100.
- Automated Security (Holdings) PLC is the parent company of API Security Inc., which ranked No. 12 on last year's SDM 100, as well as Sonitrol Management Corp., which owns and operates 11 Sonitrol franchises and was ranked No. 22 on last year's SDM 100.



No. 12, Westec Security Inc. is well-known for its patrol and response services.

Courtesy of Westec Security

11 Rollins Protective Services Inc., Atlanta

1992 revenue (millions): **\$63**
Number of accounts: **107,148**

- Ranked No. 9 on last year's SDM 100.
- 1992 installations/revenue: 10,500 residential/\$21 million; 2,000 non-residential/\$7 million.
- Rollins was founded in 1969. It operates 48 offices and employs 700 people.

12 Westec Security Inc. Irvine, CA

1992 revenue (millions): **\$61**
Number of accounts: **57,000**

- Ranked No. 8 on last year's SDM 100.
- Westec's 1992 revenue represents a 7% increase over 1991; SDM's estimate of Westec's revenue last year was high.
- Westec Security, a nationwide franchise/dealer network, operates 16 offices and five monitoring stations in California. The firm employs a staff of 1,000.

13 Holmes Protection Group Inc. New York

1992 revenue (millions): **\$57**
Number of accounts: **32,000**

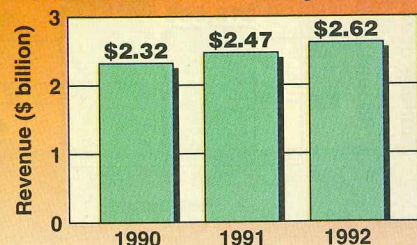
- Ranked No. 10 on last year's SDM 100.
- 1992 installations: 600 residential; 2,200 non-residential.
- Represents Holmes Protection of New York Inc., Holmes Protection of Long Island Inc., Holmes Protection of Philadelphia Inc., Holmes Protection of New Jersey Inc., and Dictograph Franchise Corp.

14 SecurityLink Corp. Oak Brook, IL

1992 revenue (millions): **\$38**
Number of accounts: **98,000**

- Ranked No. 13 on last year's SDM 100.
- 1992 installation revenue: \$1.52 million residential; \$4.56 million non-residential.
- Revenues fell by 24% during 1992.
- SecurityLink operates 14 offices and employs 502 people.

1992 SDM 100 revenue grew 6%



Source: Security Distributing & Marketing, 1993

15 Kastle Systems Inc. Arlington, VA

1992 revenue (millions): **\$33**
Number of accounts: **45,000**

- Ranked No. 16 on last year's SDM 100.
- 1992 installations/revenue: 0 residential; 1,500 non-residential/\$1.85 million.
- Kastle specializes in office-building security, access control, and fire alarm systems. Its account base reflects tenant systems.
- Revenues increased 32% in 1992.
- Kastle recently opened offices in New York and Chicago.



No. 16, Bay Alarm Company's staff welcomes a new customer.

Courtesy of Bay Alarm Company

16 Bay Alarm Co. Walnut Creek, CA

1992 revenue (millions): **\$30.25**
Number of accounts: **37,000**

- Ranked No. 15 on last year's SDM 100.
- 1992 installations: 900 residential; 1,500 non-residential.
- Family owned and operated since 1946.
- Bay Alarm operates three UL-listed central stations and seven offices. It has a staff of 375 people.

17 Security Data Group/Intercap Monitoring, Englewood, CO

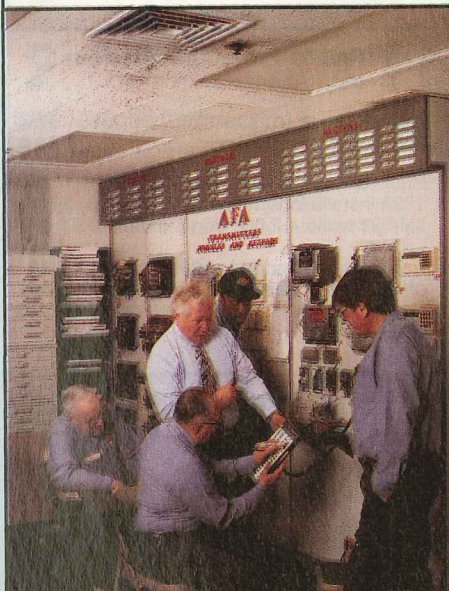
1992 revenue (millions): **\$28**
Number of accounts: **120,000**

- Ranked No. 18 on last year's SDM 100.
- 1992 installations/revenue: 4,000 residential/\$3 million.
- Revenues rose 22% in 1992.
- Security Data Group owns alarm installation companies, as well as subscriber accounts.

18 Network Multi-Family Security Corp., Dallas

1992 revenue (millions): **\$27**
Number of accounts: **160,000**

- Ranked No. 14 on last year's SDM 100.
- 1992 installations: 10,000 residential.
- Account base reflects the number of tenant security systems that are monitored.
- Network Security sold its City Branches earlier this year to various firms, including Masada Security, Smith Alarm Systems, and Intercap Monitoring.



No. 19, AFA Protective Systems Inc. trains its New York City installers.

Photo: Cherry Kim Photography

19 AFA Protective Systems Inc. Syosset, NY

1992 revenue (millions): **\$24**
Number of accounts: **10,000**

- Ranked No. 17 on last year's SDM 100.
- 1992 installations/revenue: 100 residential/\$450,000; 2,900 non-residential/\$4 million.
- AFA, which specializes in commercial fire protection systems, has been in business for 120 years.
- The firm employs 278 people at five offices.

20 Guardian Alarm Co. Southfield, MI

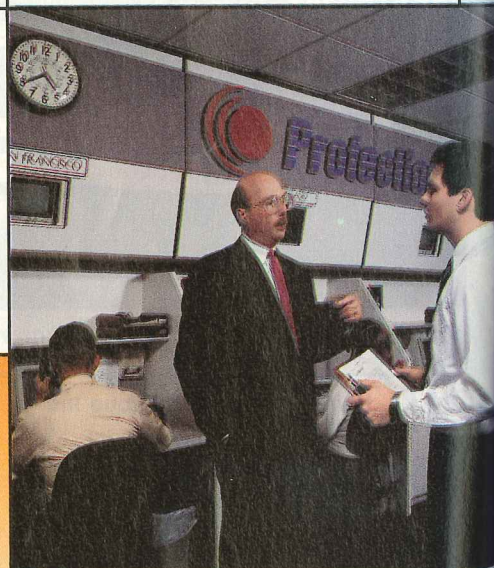
1992 revenue (millions): **\$23.5**
Number of accounts: **28,200**

- Ranked No. 19 on last year's SDM 100.
- 1992 installations/revenue: 3,900 residential/\$2.23 million; 822 non-residential/\$1 million.
- Guardian operates five business locations and employs 376 people.

21 Protection One Inc. Portland, OR

1992 revenue (millions): **\$22.69**
Number of accounts: **43,600**

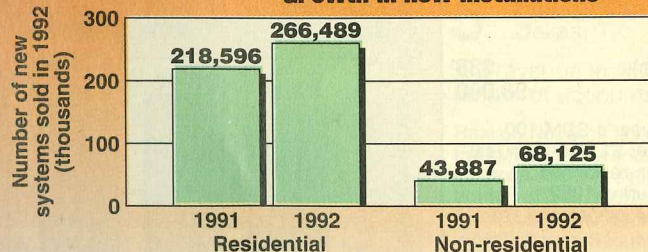
- Ranked No. 26 on last year's SDM 100.
- 1992 installations/revenue: 4,100 residential/\$7.3 million.
- Revenues rose 53.5% over the previous year, with installation revenue \$4.55 million higher. Protection One adopted a traditional pricing strategy and implemented an aggressive marketing campaign.



No. 21, Protection One Inc.'s John Hesse discusses monitoring operations with Todd Novicky (right).

Photo: Dave Rowland/Photovideo Productions

Growth in new installations



Source: Security Distributing & Marketing, 1993

Based on responses from 83 firms. Not included are: Honeywell, Emergency Networks, Thorn, Alert Centre, Westinghouse, Westec, SecurityLink, Denver Burglar Alarm, Electronic Services Int'l, Racal-Chubb, Glen Industrial, MSI Security, Commonwealth Security, Robinson Alarm, DGA Alarm, General Security, and Security Communications.

22 Vector Security Inc. Pittsburgh

1992 revenue (millions): **\$20**
Number of accounts: **27,000**

- Ranked No. 20 on last year's SDM 100.
- 1992 installations/revenue: 2,100 residential/\$6.4 million; 960 non-residential/\$3 million.
- Vector added almost 7,000 subscribers when it acquired Night Owl Security Inc., Landover, MD, last December. However, the acquisition is not reflected in Vector's 1992 revenue.

23 Consolidated Southern Security Inc., Clearwater, FL

1992 revenue (millions): **\$19**
Number of accounts: **23,000**

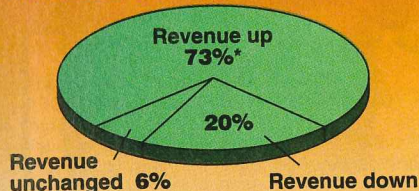
- Ranked No. 21 on last year's SDM 100.
- 1992 installations/revenue: 1,350 residential/\$1.8 million; 2,100 non-residential/\$3 million.
- Consolidated Southern Security issued 175 UL certificates in 1992.
- The firm operates seven offices and employs 234 people.
- *SDM's* 1990 Dealer of the Year.

24 Denver Burglar Alarm Inc. Denver

1992 revenue (millions): **\$17**
Number of accounts: **20,000**

- Ranked No. 25 on last year's SDM 100.
- 1992 revenues rose 6% over the prior year.
- Denver Burglar Alarm, in business for 101 years, employs a staff of 260 people at three offices.
- *SDM's* 1981 Dealer of the Year.

How SDM 100 firms fared in 1992

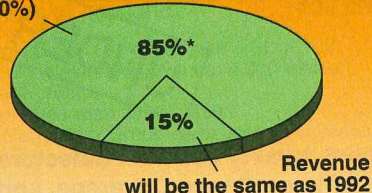


*Percentage of SDM 100 firms that also reported 1991 revenue (based on 94 firms). Total does not equal 100% due to rounding.

Source: Security Distributing & Marketing, 1993

Expectations of 1993 revenue

Revenue will be higher (by an average of 20%)



*Percentage of SDM 100 firms.

Source: Security Distributing & Marketing, 1993

25 Smith Alarm Systems Dallas

1992 revenue (millions): **\$16**
Number of accounts: **15,000**

- Ranked No. 27 on last year's SDM 100.
- 1992 installations/revenue: 1,300 residential/\$1.5 million; 900 non-residential/\$4.5 million.
- *SDM's* 1991 Dealer of the Year.
- Smith Alarm, founded in 1903, employs 150 people at two offices.

26 Electronic Services Int'l Inc. Alexandria, VA

1992 revenue (millions): **\$16**
Number of accounts: **n/a***

- Ranked No. 23 on last year's SDM 100.
- 1992 revenue decreased 11% compared with the prior year. The firm closed its Wilmington, DE, branch and consolidated the operation with its Philadelphia office.
- Electronic Services Int'l specializes in integrated security systems.

* not applicable

27 Kertz Security Systems Inc. Fort Lauderdale, FL

1992 revenue (millions): **\$15.5**
Number of accounts: **20,000**

- Ranked No. 30 on last year's SDM 100.
- 1992 installations/revenue: 4,000 residential/\$8 million; 1,000 non-residential/\$1.5 million.
- Kertz is a 44-year-old family-owned and operated company.
- Revenues increased 29% in 1992.
- The firm employs 225 people at two business locations.

28 Comsec/Narragansett Security Inc., Weatogue, CT

1992 revenue (millions): **\$15**
Number of accounts: **16,000**

- Ranked No. 24 on last year's SDM 100.
- 1992 installations: 800 residential; 600 non-residential.
- Comsec/Narragansett is the parent company of Eastern Security Systems, Portland, ME; Sonitrol Services Co., Stamford, CT; Westec Security, Stamford, CT; Sonitrol of Westchester County, White Plains, NY; and Merchants Alarm Co., Taunton, MA.

29 Racal-Chubb Security Systems Inc., Austin, TX

1992 revenue (millions): **\$14.7**
Number of accounts: **10,500**

- Ranked No. 28 on last year's SDM 100.
- 1992 revenue and accounts are estimated.

30 Glen Industrial Comm. Inc. Rockville, MD

1992 revenue (millions): **\$13.5**
Number of accounts: **n/a***

- Ranked No. 36 on last year's SDM 100.
- Glen Industrial Communications, a 21-year-old business, designs, installs, and maintains integrated security management systems. The firm provides interactive access control and alarm processing for multi-tenant office buildings from its UL-listed central station.

* not applicable

31 Rimi Security Systems Inc. Los Angeles

1992 revenue (millions): **\$12**
Number of accounts: **5,000**

- Ranked No. 40 on last year's SDM 100.
- 1992 installations/revenue: 3,000 residential/\$8 million; 10 non-residential/\$20,000.
- Revenue increased 33% last year, primarily due to a \$2.42 million increase in installation income, compared with the prior year.
- Rimi Security, founded in 1981, specializes in new-residential construction.

32 MSI Security Systems Inc. Kearny, NJ

1992 revenue (millions): **\$12**
Number of accounts: **n/a***

- Ranked No. 32 on last year's SDM 100.
- 1992 revenue is estimated.

* not available

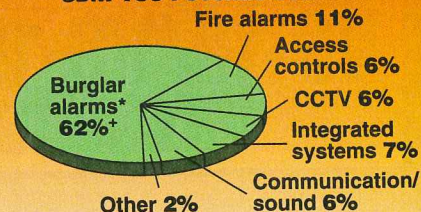
33 National Security Systems Inc., Manhasset, NY

1992 revenue (millions): **\$11.81**
Number of accounts: **n/a***

- Ranked No. 34 on last year's SDM 100.
- 1992 installations/revenue: 8 residential/\$720,000; number of non-residential units sold is unavailable/\$9.4 million.
- Of total revenue, 90% is derived from integrated systems.
- National Security Systems employs 27 people.

* not applicable

SDM 100 revenue sources



*Including residential burglar/fire

*Average percentage of SDM 100 revenue

Source: Security Distributing & Marketing, 1993

34 Security Signal Devices Inc. Anaheim, CA

1992 revenue (millions): **\$11.7**
Number of accounts: **13,950**

- Ranked No. 37 on last year's SDM 100.
- 1992 installations: 216 residential; 1,243 non-residential.
- Security Signal Devices operates two central stations and four offices, and employs 144 people.
- Revenues increased 23% in 1992.
- The firm acquired Kern Security Systems of Kern County, CA, in 1992.

35 Alarmex Eden Prairie, MN

1992 revenue (millions): **\$11.7**
Number of accounts: **n/a***

- First-time listing on the SDM 100.
- 1992 installations: 1,250 non-residential.
- Alarmex, founded in 1966, specializes in retail security, providing burglar alarm, fire alarm, CCTV, access control, and point-of-sale monitoring systems for chain stores in the United States, Puerto Rico, and the U.S. Virgin Islands.

* not available

36 Central District Alarm Inc. St. Louis

1992 revenue (millions): **\$10.65**
Number of accounts: **10,800**

- Ranked No. 47 on last year's SDM 100.
- 1992 installations/revenue: 220 residential/\$275,000; 1,280 non-residential/\$2.5 million.
- Revenue rose 35% in 1992, as non-residential installation volume more than doubled compared with the prior year.
- Central District Alarm was founded in 1953 and is family owned and operated.
- SDM's 1985 Dealer of the Year.

37 Ranger American Inc. San Antonio, TX

1992 revenue (millions): **\$10.51**
Number of accounts: **16,200**

- Ranked No. 50 on last year's SDM 100.
- 1992 installations/revenue: 11,100 residential/\$5.83 million; 150 non-residential/\$300,000.
- Residential installation rate reflects the number of systems that were installed in new construction. About half are eventually monitored.

38 Multimedia Security Service Wichita, KS

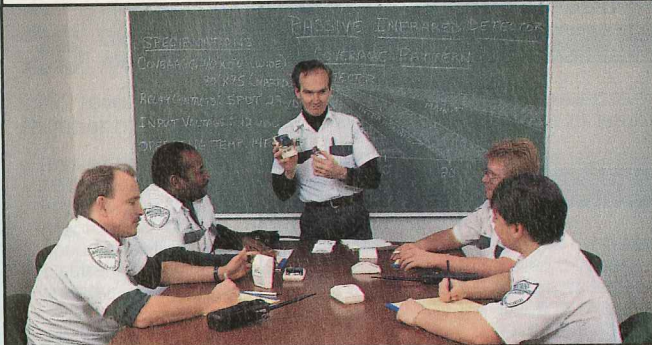
1992 revenue (millions): **\$10.26**
Number of accounts: **35,000**

- Ranked No. 63 on last year's SDM 100.
- 1992 installations/revenue: 1,700 residential/\$800,000; 700 non-residential/\$430,000.
- Multimedia Security is managed by Multimedia Cablevision Inc., Wichita, KS. The firm has opened four offices since last Nov., in Texas, Florida, Illinois, and Oklahoma. It also acquires subscriber accounts from dealers on an ongoing basis.

39 Guardian Protection Services Inc., Pittsburgh

1992 revenue (millions): **\$10.09**
Number of accounts: **19,000**

- Ranked No. 45 on last year's SDM 100.
- 1992 installations/revenue: 2,470 residential/\$2.96 million; 309 non-residential/\$2.45 million.
- Revenue increased 23% in 1992.
- Guardian now has three offices and 130 full-time employees.



No. 40, Forest Security Systems Inc. conducts a technician training class.

Courtesy of Forest Security Systems

40 Forest Security Systems Inc. River Grove, IL

1992 revenue (millions): **\$9.93**
Number of accounts: **6,100**

- Ranked No. 39 on last year's SDM 100.
- 1992 installations/revenue: 536 residential/\$1.06 million; 721 non-residential/\$3.51 million.
- Revenues increased 10% in 1992.
- Forest more than doubled its installation volume last year. However, the firm leased and/or financed a large portion of systems.

41 Sonitrol of Arizona Phoenix

1992 revenue (millions): **\$9.8**
Number of accounts: **15,000**

- Ranked No. 42 on last year's SDM 100.
- 1992 installations/revenue: 840 residential/\$1 million; 360 non-residential/\$1.5 million.
- Revenues rose 11% in 1992.

42 Commonwealth Security Systems Inc., Lancaster, PA

1992 revenue (millions): **\$9.5**
Number of accounts: **12,000**

- Ranked No. 43 on last year's SDM 100.
- 1992 installation revenue: \$3.8 million combined residential and non-residential.
- The firm employs 133 people.
- SDM's 1982 Dealer of the Year.

43 Alarm Detection Systems Inc. Aurora, IL

1992 revenue (millions): **\$9.48**
Number of accounts: **9,800**

- Ranked No. 38 on last year's SDM 100.
- 1992 installations/revenue: 174 residential/\$299,812; 340 non-residential/\$943,443.
- Alarm Detection Systems issued 39 UL certificates in 1992.
- SDM's 1984 Dealer of the Year.

No. 41, Sonitrol of Arizona has operated since 1975.

Courtesy of Sonitrol of Arizona



44 Advanced Entry Systems Inc. Carrollton, TX

1992 revenue (millions): **\$9**
Number of accounts: **n/a***

- Ranked No. 41 on last year's SDM 100.
- 1992 installations/revenue: 0 residential; 132 non-residential/\$9 million.
- Advanced Entry Systems, founded in 1984, designs, installs, and services large proprietary security systems throughout the Southwestern United States.

* not applicable

45 Custom House Inc.

Lacey, WA

1992 revenue (millions): **\$8.66**
 Number of accounts: **10,000**

- Ranked No. 29 on last year's SDM 100.
- Installations/revenue: 2,525 residential/\$3.16 million; 840 non-residential/\$2.1 million.
- Custom House scaled down several branch offices and dropped out of the Kansas City market in 1992.
- The firm plans to open an office in Moscow, Russia.

46 Robinson Alarm Co.

Philadelphia

1992 revenue (millions): **\$8.4**
 Number of accounts: **13,650**

- Ranked No. 46 on last year's SDM 100.
- 1992 revenue and accounts are estimated.

47 Crime Blocker Inc.

Fern Park, FL

1992 revenue (millions): **\$8.3**
 Number of accounts: **6,500**

- Ranked No. 51 on last year's SDM 100.
- 1992 installations/revenue: 1,900 residential/\$6.2 million; 125 non-residential/\$205,000.
- 1992 revenue increased 19%.
- Crime Blocker has developed and now sells to dealers a two-way voice monitoring module through its distribution arm.

48 Douglas Roesch Comm. Inc.

Los Angeles

1992 revenue (millions): **\$8.24**
 Number of accounts: **400**

- Ranked No. 44 on last year's SDM 100.
- 1992 installations/revenue: 0 residential; 250 non-residential/\$8.2 million.
- The company has operated since 1948. It designs, installs, and services large, complex security systems for many well-known public buildings, such as the Ronald Reagan Presidential Library.

49 Kimberlite Corp.

Fresno, CA

1992 revenue (millions): **\$8.14**
 Number of accounts: **5,400**

- Ranked No. 35 on last year's SDM 100.
- 1992 installations/revenue: 65 residential/\$78,000; 585 non-residential/\$1.17 million.
- Kimberlite Corp. owns eight Sonitrol franchises in northern California: Sonitrol of Fresno; Bakersfield; Contra Costa; San Francisco; southern Alameda; Modesto; Oakland; and Stockton.

50 Post Alarm Systems Inc.

Arcadia, CA

1992 revenue (millions): **\$8**
 Number of accounts: **11,000**

- Ranked No. 31 on last year's SDM 100.
- 1992 revenue is estimated.
- 1992 installations: 660 residential; 240 non-residential.

51 Habitec Security Limited Partnership,

Toledo, OH

1992 revenue (millions): **\$7.89**
 Number of accounts: **16,000**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 723 residential/\$1.6 million; 291 non-residential/\$1.2 million.
- Habitec Security was formed in April 1991 as a limited partnership. Most of the capital raised is being invested in residential security companies in Ohio and Michigan, such as Diversified Alarm, Toledo, No. 54 on last year's SDM 100.

No. 52, Sonitrol Communications Corp. owns Sonitrol of Hartford and Western Mass Security.

Courtesy of Sonitrol Communications



52 Sonitrol Communications Corp.,

Hartford, CT

1992 revenue (millions): **\$7.6**
 Number of accounts: **14,000**

- Ranked No. 48 on last year's SDM 100.
- 1992 installations/revenue: 175 residential/\$350,000; 240 non-residential/\$1.62 million.
- Sonitrol added 5,000 subscribers as a result of an acquisition in late 1991.
- Sonitrol Communications Corp. owns Sonitrol Security Systems of Hartford Inc. and Western Mass Security.

53 Vivitar Security Systems Inc.

Torrance, CA

1992 revenue (millions): **\$7.6**
 Number of accounts: **5,500**

- Ranked No. 52 on last year's SDM 100.
- 1992 installations/revenue: 110 residential/\$275,000; 450 non-residential/\$3.5 million.
- Revenues rose by approximately 12% in 1992.
- Vivitar Security added eight full-time employees last year.

54 Protective Alarms Inc.

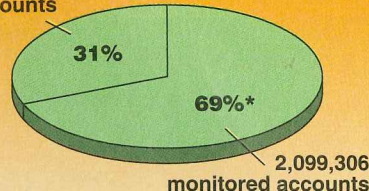
Greenwich, CT

1992 revenue (millions): **\$7.35**
 Number of accounts: **8,500**

- Ranked No. 49 on last year's SDM 100.
- 1992 installations/revenue: 700 residential/\$2.2 million; 325 non-residential/\$1.19 million.
- Installation revenue increased by \$1.29 million in 1992.
- Protective Alarms was founded in 1973 as a Dictograph franchise.

7 of 10 accounts are monitored

922,946 non-monitored accounts



*Percentage of SDM 100 accounts.

Source: Security Distributing & Marketing, 1993

55 RFI Security Inc.

San Jose, CA

1992 revenue (millions): **\$7.3**
 Number of accounts: **n/a***

- Ranked No. 60 on last year's SDM 100.
- 1992 installations/revenue: 50 residential/\$125,000; 250 non-residential/\$5.1 million.
- RFI Security substantially increased its non-residential installation business in 1992.

* not applicable

56 Electronic Security Services Co. Ltd. Prtnrs.,

Nashville, TN

1992 revenue (millions): **\$7.12**
 Number of accounts: **12,535**

- Ranked No. 58 on last year's SDM 100.
- 1992 installations/rev.: 1,120 residential/\$1.68 million; 603 non-res./\$1.06 million.
- Parent of: ADS, Nashville; Adco, Gadsden, AL; Alabama Protective Services, Tuscaloosa; Bowman Intrusion Detection Systems, Augusta, GA; United Alarm Systems, Savannah; ADS, Paducah, KY; and Westpoint Alarm, Cullman, AL.

SDM 100

The Industry's Top Companies

57 American Alarm Systems Santa Ana, CA

1992 revenue (millions): **\$7.1**
Number of accounts: **12,100**

- Ranked No. 55 on last year's SDM 100.
- 1992 installations/revenue: 1,500 residential/\$1.1 million; 700 non-residential/\$3 million.
- American Alarm Systems has operated since 1958.



No. 59, Engineered Protection Systems Inc. has a staff of 80 people.

Courtesy of Engineered Protection Systems

58 Per Mar Security & Research Corp., Davenport, IA

1992 revenue (millions): **\$7**
Number of accounts: **13,500**

- Ranked No. 57 on last year's SDM 100.
- 1992 installations/revenue: 525 residential/\$835,000; 975 non-residential/\$1.69 million.
- Total revenue increased by 11% in 1992, while installation revenue grew by nearly \$1 million.
- Per Mar Security operates three UL-listed central stations.

59 Engineered Protection Sys. Inc., Grand Rapids, MI

1992 revenue (millions): **\$6.91**
Number of accounts: **5,400**

- Ranked No. 62 on last year's SDM 100.
- 1992 installations/revenue: 250 residential/\$365,000; 350 non-residential/\$2.77 million.
- Total revenue increased 17% in 1992.
- Engineered Protection employs 80 people at three offices.

60 Security Corp. Royal Oak, MI

1992 revenue (millions): **\$6.75**
Number of accounts: **1,500**

- Ranked No. 61 on last year's SDM 100.
- 1992 installations/revenue: 36 residential/\$43,200; 750 non-residential/\$3.54 million.
- Revenue rose 14% in 1992.
- Security Corp. has five offices and a staff of 75 people.

61 Slomins Security Systems Hicksville, NY

1992 revenue (millions): **\$6.73**
Number of accounts: **9,400**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 5,500 residential/\$3.58 million; 300 non-residential/\$430,000.
- Slomins Security Systems is a division of Slomins Inc., a retail fuel-oil company. The security division, which primarily targets the residential market, has operated since 1983.

62 Alarmguard Security Services New Rochelle, NY

1992 revenue (millions): **\$6.7**
Number of accounts: **10,000**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 720 residential/\$1.3 million; 360 non-residential/\$875,000.
- Alarmguard Security Services combines Alarmguard of Delmarva Inc. and Adco Federal Alarm Systems Inc. Adco Federal, which ranked No. 81 on last year's SDM 100, has moved to New Rochelle, and operates as Alarmguard Security.

63 American Home Security Inc. Van Nuys, CA

1992 revenue (millions): **\$6.32**
Number of accounts: **13,623**

- Ranked No. 53 on last year's SDM 100.
- 1992 installations/revenue: 429 residential/\$870,473; 68 non-residential.
- American Home Security, which has operated since 1974, offers patrol, armed response, and guard services, in addition to electronic security.
- The firm employs 53 people at one business location.



No. 63, American Home Security's technicians installed 500 systems last year.

Courtesy of American Home Security

64 Norman Security Systems Chicago, IL

1992 revenue (millions): **\$6.3**
Number of accounts: **6,800**

- Ranked No. 71 on last year's SDM 100.
- 1992 installations/revenue: 1,200 residential/\$1.9 million; 1,100 non-residential/\$4.4 million.
- Revenues increased 31% in 1992 due to several acquisitions and an aggressive marketing program.
- Norman Security has been in business since 1958.

65 DGA Alarm Services Inc. New York, NY

1992 revenue (millions): **\$6.3**
Number of accounts: **2,625**

- Ranked No. 59 on last year's SDM 100.
- 1992 revenue and accounts are estimated.

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SDM 100

The Industry's Top Companies

66 Alert Alarm Inc. Honolulu, HI

1992 revenue (millions): **\$6.11**
Number of accounts: **9,000**

- Ranked No. 68 on last year's SDM 100.
- 1992 installations/revenue: 264 residential/\$1.03 million; 241 non-residential/\$651,000.
- Revenue increased 20% in 1992, due partly to the firm's acquisition of Alert Centre's Hawaii accounts.
- Alert Alarm issued 66 UL certificates in 1992.

67 Sentry Protective Systems East Boston, MA

1992 revenue (millions): **\$6**
Number of accounts: **16,000**

- Ranked No. 56 on last year's SDM 100.
- 1992 installations/revenue: 956 residential/\$1.21 million; 1,017 non-residential/\$1.56 million.
- Sentry Protective employs 69 people at three offices.
- *SDM's* 1987 Dealer of the Year.



No. 69, National Security Service's staff installed 1,321 systems in 1992.

Courtesy of National Security Service

68 San Diego Alarm Co. San Diego

1992 revenue (millions): **\$5.9**
Number of accounts: **4,000**

- Ranked No. 64 on last year's SDM 100.
- 1992 installations: 225 residential; 675 non-residential.
- San Diego Alarm Co. has been in business for 63 years.

69 National Security Service Inc. Raleigh, NC

1992 revenue (millions): **\$5.65**
Number of accounts: **9,910**

- Ranked No. 69 on last year's SDM 100.
- 1992 installations/revenue: 322 residential/\$339,779; 999 non-residential/\$1.35 million.
- Revenue increased 15% in 1992.
- National Security issued 50 UL certificates last year.
- The firm monitors almost 11,000 dealer accounts.
- *SDM's* 1992 Dealer of the Year.

70 Security One Cleveland

1992 revenue (millions): **\$5**
Number of accounts: **8,000**

- Ranked No. 65 on last year's SDM 100.
- 1992 installations/revenue: 400 residential/\$480,000; 500 non-residential/\$600,000.
- President Dick Lippert writes a monthly column for *SDM*.

71 Supreme Security Systems Inc., Hillside, NJ

1992 revenue (millions): **\$5**
Number of accounts: **6,473**

- Ranked No. 72 on last year's SDM 100.
- 1992 installations/revenue: 176 residential/\$393,375; 174 non-residential/\$480,491.
- Supreme Security has been owned and operated for 64 years by the same family.

72 General Security Systems Long Beach, CA

1992 revenue (millions): **\$4.8**
Number of accounts: **8,000**

- Ranked No. 70 on last year's SDM 100.
- 1992 revenue and accounts are estimated.
- General Security has been in business for 22 years.

73 Automatic Detection Systems Inc., Birmingham, AL

1992 revenue (millions): **\$4.8**
Number of accounts: **7,000**

- Ranked No. 77 on last year's SDM 100.
- 1992 installations/revenue: 350 residential/\$685,000; 300 non-residential/\$950,000.
- Automatic Detection Systems employs 59 people at one office.

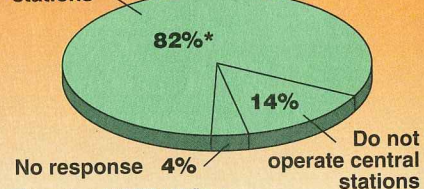


No. 67, Sentry Protective Systems will relocate to Revere, MA, later this year.

Courtesy of Sentry Protective Systems

8 in 10 firms run central stations

Operate company-owned central stations



*Percentage of SDM 100 firms.

Source: Security Distributing & Marketing, 1993

SDM 100

The Industry's Top Companies

<p>74 All Time Detection Co. Inc. Port Chester, NY</p> <p>1992 revenue (millions): \$4.69 Number of accounts: 9,850</p> <ul style="list-style-type: none"> • Ranked No. 19 on the 1991 SDM 100 list of residential firms. • 1992 installations/revenue: 480 residential/\$960,000; 120 non-residential/\$130,000. • All Time Detection operates three offices and employs 84 people. • The company monitors 30,000 dealer accounts. 	<p>75 Security Communications Inc. Bellerose, NY</p> <p>1992 revenue (millions): \$4.6 Number of accounts: 7,500</p> <ul style="list-style-type: none"> • Ranked No. 74 on last year's SDM 100. • Security Communications operates one office with a staff of 66 people. • The firm was founded in 1968. 	<p>76 Alarms Unlimited Plainview, NY</p> <p>1992 revenue (millions): \$4.5 Number of accounts: 10,000</p> <ul style="list-style-type: none"> • Ranked No. 73 on last year's SDM 100. • 1992 installations/revenue: 580 residential/\$640,000; 140 non-residential/\$140,000. • Alarms Unlimited monitors 14,500 dealer accounts.
<p>77 Securus Inc. Denver</p> <p>1992 revenue (millions): \$4.5 Number of accounts: 350</p> <ul style="list-style-type: none"> • Ranked No. 76 on last year's SDM 100. • 1992 installations/revenue: 0 residential; 1,185 non-residential/\$4.5 million. • Securus specializes in access control, CCTV, and integrated security systems. 	<p>78 Metroplex Security Systems Inc., Dallas</p> <p>1992 revenue (millions): \$4.44 Number of accounts: 7,446</p> <ul style="list-style-type: none"> • Ranked No. 83 on last year's SDM 100. • 1992 installations/revenue: 1,550 residential/\$403,000; 22 non-residential/\$1.35 million. • Revenue increased 20% in 1992, due mainly to surges in integrated system sales and leased system revenue. • Metroplex, founded in 1985, has a staff of 66 and operates two offices. 	<p>79 Operational Security Systems Inc., Atlanta</p> <p>1992 revenue (millions): \$4.21 Number of accounts: n/a*</p> <ul style="list-style-type: none"> • Ranked No. 78 on last year's SDM 100. • 1992 installations/revenue: 4 residential; 72 non-residential/\$3 million. • 90% of total revenue is derived from integrated systems. • Operational Security has one office and a staff of 35 people. <p>* not applicable</p>
<p>80 Security of Los Angeles Inc. Van Nuys, CA</p> <p>1992 revenue (millions): \$4.2 Number of accounts: 5,000</p> <ul style="list-style-type: none"> • Ranked No. 84 on last year's SDM 100. • 1992 installations/revenue: 12 residential/\$30,000; 1,100 non-residential/\$2.27 million. • Revenues increased 14% in 1992. 	<p>81 Delta Audio-Visual Security Inc., Harahan, LA</p> <p>1992 revenue (millions): \$4.2 Number of accounts: n/a*</p> <ul style="list-style-type: none"> • Ranked No. 85 on last year's SDM 100. • 1992 installations/revenue: 0 residential; 240 non-residential/\$4 million. • Delta Audio-Visual Security, founded in 1945, specializes in designing, installing, and servicing extensive, proprietary security systems. <p>* not applicable</p>	<p>82 Midnight Burglar Alarm Systems Inc., Flint, MI</p> <p>1992 revenue (millions): \$4.13 Number of accounts: 12,300</p> <ul style="list-style-type: none"> • Ranked No. 80 on last year's SDM 100. • 1992 installations/revenue: 510 residential/\$395,000; 241 non-residential/\$353,000. • Midnight purchased Wolverine Electronic Security Systems, Flint, MI, in October 1992. As a result, the firm expects 30% higher revenues in 1993. • Midnight operates two offices and employs 70 people.
		<p>83 Security Safe Rochester, NY</p> <p>1992 revenue (millions): \$4.1 Number of accounts: 7,000</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1992 installations/revenue: 225 residential/\$300,000; 300 non-residential/\$2 million. • Security Safe has two offices and 54 employees.
<p>No. 82, Midnight Burglar Alarm Systems Inc. added nearly 7,000 subscribers last year. Courtesy of Midnight Burglar Alarm Systems</p>		<p>84 The Greater Alarm Co., Inc. Huntington Beach, CA</p> <p>1992 revenue (millions): \$4.1 Number of accounts: 4,575</p> <ul style="list-style-type: none"> • Ranked No. 79 on last year's SDM 100. • 1992 installations/revenue: 350 residential/\$700,000; 390 non-residential/\$1 million. • Greater Alarm operates one office and employs 49 people. • SDM's 1988 Dealer of the Year.

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85 Perimeter Security & Sound Inc., San Jose, CA

1992 revenue (millions): **\$3.9**
 Number of accounts: **4,980**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 24 residential/\$96,000; 220 non-residential/\$1.2 million.
- Perimeter Security & Sound employs 38 people at one office.

86 Quantum Security Services Inc., Norcross, GA

1992 revenue (millions): **\$3.83**
 Number of accounts: **1,343**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 912 residential/\$3.32 million; 28 non-residential/\$118,440.
- Security dealer Bill Wade started Quantum Security from scratch in 1987. The company's initial niche was prewiring homes under construction. It now sells the AT&T System 8300 (with two-way voice) from six branch offices in the South.

87 Dymaxion Inc. San Diego

1992 revenue (millions): **\$3.8**
 Number of accounts: **450**

- Ranked No. 95 on last year's SDM 100.
- 1992 installations/revenue: 0 residential; 84 non-residential/\$1.75 million.
- Revenue increased 15% in 1992.
- Dymaxion specializes in integrated security systems.
- The firm employs 30 people at three offices.

88 Corporate Protection Services Inc., Toledo, OH

1992 revenue (millions): **\$3.69**
 Number of accounts: **5,500**

- Ranked No. 94 on last year's SDM 100.
- 1992 installations/revenue: 150 residential/\$180,000; non-residential revenue \$2.45 million.
- Corporate Protection Services has been in business since 1986. The firm specializes in commercial/industrial security, including integrated systems.

89 Inter-Active Services Inc. Walled Lake, MI

1992 revenue (millions): **\$3.41**
 Number of accounts: **14,500**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 1,533 multi-family burglar and fire alarm systems/\$460,000; 205 other residential and non-residential (combined)/\$410,000.
- Inter-Active employs 56 people at two business locations.
- The company has been in business since 1983.



No. 90, Ron LaFontaine, president of Security Systems Inc.

Courtesy of Security Systems

90 Security Systems Inc. Boca Raton, FL

1992 revenue (millions): **\$3.4**
 Number of accounts: **11,977**

- Ranked No. 86 on last year's SDM 100.
- 1992 installations/revenue: 209 residential/\$230,000; 174 non-residential/\$346,800.
- Security Systems Inc. issued 124 UL certificates in 1992.
- The firm monitors 4,000 dealer accounts.

91 Security Partners Inc. Fort Worth, TX

1992 revenue (millions): **\$3.4**
 Number of accounts: **11,081**

- Ranked No. 100 on last year's SDM 100.
- 1992 installation/revenue: 2,362 residential/\$475,000; 122 non-residential/\$44,000.
- Revenue increased 13% in 1992.

92 Security Holdings Inc. Seattle

1992 revenue (millions): **\$3.4**
 Number of accounts: **6,000**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 400 residential/\$550,000; 75 non-residential/\$450,000.
- Security Holdings monitors 14,000 dealer accounts.



No. 93, Masada Security's Ft. Lauderdale, FL, staff is part of a group of 141 employees. Courtesy of Masada Security

93 Masada Security Limited Partnership, Birmingham, AL

1992 revenue (millions): **\$3.4**
 Number of accounts: **4,700**

- First-time listing on the SDM 100.
- 1992 installations/revenue: 1,801 Safe Choice (low-cost) residential systems/\$324,000; total installation revenue is \$976,000.
- Masada Security employs 141 people at three offices.
- The firm operates a UL-listed central station.

94 Pacific Alarm Systems Inc. Culver City, CA

1992 revenue (millions): **\$3.4**
 Number of accounts: **3,350**

- Ranked No. 82 on last year's SDM 100.
- 1992 installations: 50 residential; 225 non-residential.
- Pacific Alarm issued 177 UL certificates in 1992.
- The firm has been in business since 1953.

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<p>95 ElectroSecurity Corp. Van Nuys, CA</p> <p>1992 revenue (millions): \$3.4 Number of accounts: 3,300</p> <ul style="list-style-type: none"> • Ranked No. 89 on last year's SDM 100. • 1992 installations/revenue: 300 non-residential/\$1.23 million. • ElectroSecurity employs 40 people at one business location. • The firm primarily installs non-residential security systems. • ElectroSecurity has operated since 1975. 	<p>96 American Alarm & Comm. Inc., Arlington, MA</p> <p>1992 revenue (millions): \$3.22 Number of accounts: 7,000</p> <ul style="list-style-type: none"> • Ranked No. 96 on last year's SDM 100. • 1992 installations/revenue: 298 residential/\$643,681; 158 non-residential/\$434,770. • American Alarm & Communications has operated since 1972. 	<p>97 Sonitrol Pacific Portland, OR</p> <p>1992 revenue (millions): \$3.13 Number of accounts: 2,000</p> <ul style="list-style-type: none"> • Ranked No. 58 on the 1991 SDM 100 list of commercial companies. • 1992 installations/revenue: 50 residential/\$150,000; 288 non-residential/\$900,000. • Revenues grew 20% during 1992. • Sonitrol Pacific employs 47 people at two offices.
<p>98 Dallas Security Systems Inc. Dallas</p> <p>1992 revenue (millions): \$3.08 Number of accounts: 2,700</p> <ul style="list-style-type: none"> • Ranked No. 93 on last year's SDM 100. • 1992 installations/revenue: 155 residential/\$300,000; 180 non-residential/\$1.4 million. • Revenue reflects the operations of Dallas Security Systems and Dallas Security/Fire. 	<p>99 Protect Alarms Allentown, PA</p> <p>1992 revenue (millions): \$3 Number of accounts: 5,800</p> <ul style="list-style-type: none"> • Ranked No. 98 on last year's SDM 100. • 1992 installations/revenue: 125 residential/\$400,000; 175 non-residential/\$790,000. • Protect Alarms employs 48 people at one office. 	<p>100 All-Guard Alarm Systems Inc. Hayward, CA</p> <p>1992 revenue (millions): \$2.95 Number of accounts: 4,136</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1992 installations/revenue: 494 residential/\$525,620; 301 non-residential/\$353,650. • All-Guard employs 42 people and operates one office. • The firm monitors 8,000 dealer accounts.

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