

Top Companies Ranked by Non-Residential Sales & Installation Revenue

RANK BY SALES & INSTALLATION REVENUE	COMPANY	NON-RESI SALES & INSTALLATION REVENUE	NON-RESI INSTALLATIONS	SDM 100 RANK
1	ADT	\$596,000,000 ^e	na	1
2	Vector Security	\$85,648,000	4,100	4
3	CTSI	\$85,000,000	793	32
4	Structure Works Inc.	\$45,833,000	2,095	50
5	Kastle Systems International	\$38,200,000	na	11
6	Per Mar Security Services	\$35,686,969	2,891	15
7	Minuteman Security Technologies Inc.	\$35,683,562	1,022	54
8	AFA Protective Systems Inc.	\$32,240,000	6,825	17
9	Mountain Alarm	\$24,987,000	2,500	20
10	Security Equipment Inc.	\$19,511,653	521	33
11	American Alarm & Communications	\$18,777,414	3,907	21
12	Dallas Security Systems Inc. & DSS Fire Inc.	\$12,674,695	1,425	92
13	JSC Systems Inc.	\$11,231,335	na	89
14	PASS Security	\$10,010,536	675	90
15	Alarm Detection Systems Inc.	\$8,694,542	4,382	16
16	EPS Security	\$8,075,000	907	23
17	Guardian Protection	\$6,889,974	3,574	7
18	EMC Security	\$6,743,842	480	28
19	Bates Security / Sonitrol of Lexington	\$6,710,165	1,208	37
20	Will Electronics	\$6,500,000	300	95
21	Custom Alarm	\$6,363,760	694	80
22	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$5,943,000	592	35
23	Doyle Security Systems Inc.	\$5,745,000	623	26
24	Sonitrol New England	\$5,164,921	1,636	34
25	Sonitrol Great Lakes	\$4,977,005	1,420	48
26	General Security Inc.	\$4,700,000	3,000	27
27	Fleenor Security Systems	\$4,552,000	874	72
28	Scarsdale Security Systems Inc.	\$4,200,000	1,215	53
29	Moon Security Services Inc.	\$4,103,338	172	83
30	Sonitrol Pacific	\$3,887,324	425	30
31	Advanced Security Systems	\$3,812,521	1,220	70
32	Sonitrol SW Ohio	\$3,370,623	624	41
33	Peak Alarm Co. Inc.	\$3,360,000	1,056	45
34	Matson Alarm Co. Inc.	\$3,230,000	1,898	40
35	Kimberlite-Sonitrol	\$3,192,707	na	31
36	Owen Security Solutions Inc.	\$3,026,052	478	76

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37	Sonitrol Security of Delaware Valley	\$2,999,163	35	91
38	Titan Alarm Inc.	\$2,989,070	1,169	82
39	Valley Alarm	\$2,826,781	507	61
40	B Safe Inc.	\$2,500,000	200	36
41	Trinity Wiring & Security Solutions	\$2,500,000	225	78
42	Sonitrol Integrated Security	\$2,342,365	450	81
43	A-Com Protection Services Inc.	\$2,305,383	604	52
44	Amherst Alarm Inc.	\$2,200,000	165	60
45	Audio Sentry Corporation	\$2,062,373	84	94
46	Supreme Security Systems Inc.	\$1,883,281	518	47
47	Electronix Systems Central Station Alarms Inc.	\$1,848,044	743	59
48	OMNI Fire and Security	\$1,666,762	294	93
49	Secure Pacific Corporation	\$1,462,227	310	67
50	Beacon Protection	\$1,452,770	667	56
51	Custom Security Systems Inc.	\$1,448,643	353	38
52	Post Alarm Systems	\$1,431,329	396	42
53	Crime Prevention Security Systems LLC	\$1,314,463	216	65
54	Sonitrol of Evansville Inc.	\$1,284,364	300	87
55	Hoffman Electronic Security	\$1,200,000	250	71
56	All Guard Alarm Systems Inc.	\$1,168,978	274	43
57	Key Security Designs Corporation	\$1,156,000	26	97
58	KMT Systems Inc.	\$1,030,000	202	99
59	Security Systems of America	\$1,011,690	379	68
60	AMAROK LLC	\$1,000,000	523	13
61	DFW Security	\$790,313	312	62
62	Alert Protective Services	\$748,663	389	74
63	Sentry Communications & Security	\$725,000	50	100
64	LOUD Security Systems Inc.	\$710,000	408	75
65	Allstate Security Ind.	\$510,014	1,020	73
66	Acadiana Security Plus	\$464,657	216	49
67	Sentry Alarm Systems	\$372,883	396	69
68	Dehart Alarm Systems Inc.	\$358,530	159	85
69	Atlantic Security & Fire	\$292,014	115	96
70	JM Resources Inc.	\$250,000	12	98

SDM 100 companies are ranked here by the amount of their sales/installation revenue from non-residential projects. Note that some larger companies and those that are very active in the non-residential market are not ranked because such detailed information was not publicly available or they did not report it to *SDM*. Companies that reported less than \$250,000 in sales/installation revenue are not included in this ranking.