



# SDM 1000

Our 19th annual

## FORTUNATE

Compared with performance of businesses across many different industries in 2008, security's largest installing/monitoring companies performed well, posting a 6 percent gain in RMR. *By Laura E. Stepanek, Editor*

**T**he headline read: "2008: 'Worst Year' In Fortune 500 History." That's a long spell — the Fortune 500 has been published since 1955.

Fortune 500 profits had reached an all-time high of \$785 billion in 2006, according to the article, "Pop! Went the profit bubble," posted on April 21 on CNNMoney.com. The plunge in profits between then and now was a staggering 87 percent drop to \$98.9 billion.

Based on that report, which ranks publicly held firms based on public records, the financial community called 2008 the worst year in history for public companies. Even with that drastic profit decline, the Fortune 500 still earned more than 10 times in profit

than what the entire SDM 100 earned in total gross revenues last year — \$8 billion.

It's not exactly a fair comparison. The SDM 100, a ranking by recurring monthly revenue (RMR) of the largest security dealer companies based in the United States, is comprised mostly of privately held businesses. (Ranked companies submit financial reports to *SDM* for verification.) Dealers earn their revenues from the sale, installation, service and monitoring of electronic security systems, such as intrusion and fire alarm, access control, video surveillance, and related low-voltage systems. Furthermore, the SDM 100 does not measure profit performance; it measures revenue performance.

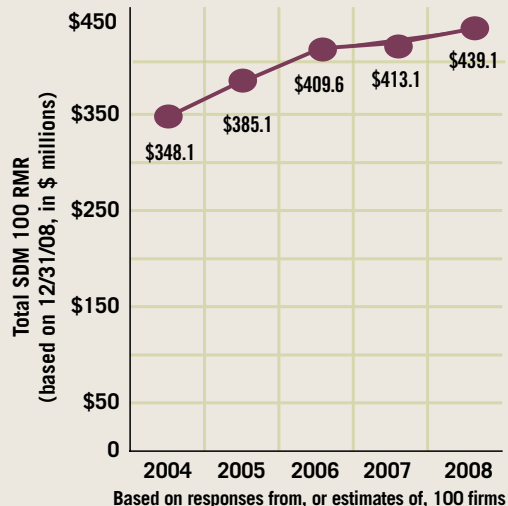
Yet, we couldn't resist pointing out the obvious contrast. The security industry has been notoriously considered "recession-proof." If that belief is to be borne into fact, then today's economy is the ultimate test. Their 2009 results may be more telling, but for year 2008 the SDM 100 gained 5 percent in total gross revenues and 6 percent in RMR.

Although some firms were forced to cut their labor force slightly in 2008, most remained even in their employee count or even increased it. Among the top-five-listed SDM 100 dealers, three of them actually added full-time employees.

Individually, security dealers also performed well: Comparing RMR between 2007 and 2008 shows that 89 percent improved, 10 percent declined, and 1 percent remained even. When comparing total gross revenues between 2007 and 2008, 72 percent of dealers had greater revenues, while 28 percent had lesser. (However, this is a significant fall off from the 91 percent that had greater revenues in 2007.)

Depending upon the area of the country and sector each dealer focuses on, SDM 100 companies offered different descriptions of how they fared in 2008. Some described the residential market as weak or flat, while others contended it was average or even said it was their strongest segment. Many expressed that the commercial market was most rewarding, but offered mixed opinions about whether gains were coming from small commercial, middle market or high-end engineered proj-

## RMR Increased 6% in 2008



Source: 2009 SDM 100, *SDM Magazine*, May 2009

*Recurring monthly revenue (RMR) – a prime revenue category for SDM 100 companies – improved just 6 percent in 2008, compared with 14 percent (adjusted) growth in 2007. RMR is derived from customer billing for services such as monitoring, contracted maintenance, and leasing of security systems.*

ects. One commonality among SDM 100 firms is the apparent good health of the fire alarm market. This is in contrast, however, to dealers who were interviewed for *SDM's* "State of the Market: Fire Alarm" report (see page 72).

No doubt that all could relate to the way one firm summarized the 2008 marketplace. "It was definitely more of a struggle, focusing on new ways to market and grow [our] existing client base," reported No. 63, JMG Security Systems Inc., Fountain Valley, Calif., which experienced slight improvement in both RMR and total revenue.

Security dealers are now well into the second quarter of 2009. It's a given that dealers will be working harder and smarter to show gains. Right now the industry is banking on the value of security outweighing financial concerns in the marketplace, as pointed out by No. 3, Protection One, a nationwide dealer headquartered in Lawrence, Kansas. "The market overall will be mostly flat, with gains in commercial offsetting contractions in residential. Given the importance of security to their business processes, commercial businesses will continue to invest to protect inventory and assets, as well as to monitor and improve employee productivity and safety."

## Up and Comers

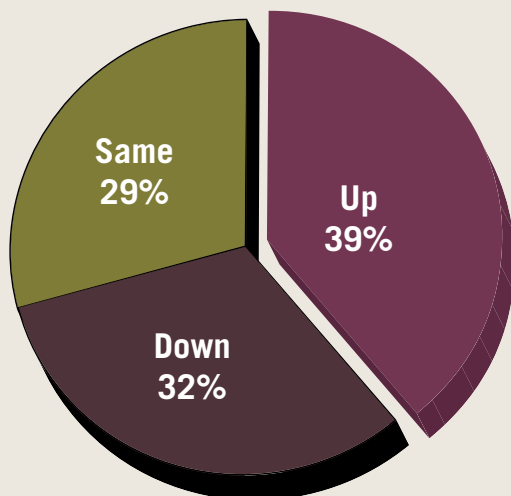
These eight security businesses are on the rise. All have RMR greater than \$100,000, but none made the RMR cut-off for the SDM 100 this year. Some are new to this report, while others have been ranked previously on the SDM 100.

Company	RMR, Dec. 31, 2008
Marlarm Security Group	\$161,600
Haig Service Corp.	\$155,000
Sonitrol of Pittsburgh	\$148,474
Sonitrol of Greater Richmond Inc.	\$140,331
Audio Sentry Corp.	\$134,273
SVI Systems Inc.	\$124,339
JM Resources Inc.	\$116,335
Draganchuk Alarm Systems Inc. and Santa Barbara Security Co.	\$111,431

RANK 2009	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2008	RMR COMPARED WITH DEC. 31, 2007	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS	SALES REVENUE, NON-RES. INSTALLS	GROSS REVENUE 2008 (\$ MIL)	FULL TIME EMPLOYEES	NO. OF LOCATIONS
1	<b>ADT</b> Boca Raton, Fla.	\$223,700,000	↑	6,000,000 (est.)	na	\$1.7 billion (est.)	\$4,200,000,000	24,000	240
2	<b>Brink's Home Security, Brink's Business Security</b> Irving, Texas	\$40,500,000	↑	1,301,600	na	na	\$532,300,000	3,500	73
3	<b>Protection One</b> Lawrence, Kansas	\$26,700,000	↔	1,805,663	na	na	\$372,021,000	2,900	75
4	<b>Monitronics International Inc.</b> Dallas, Texas	\$19,149,306	↑	528,598	na	na	\$207,716,000	755	1
5	<b>Stanley CSS</b> Naperville, Ill.	\$16,726,683	↑	285,000	na	\$221,000,000	\$450,000,000	1,900	70
6	<b>Slomin's Inc.</b> Hicksville, N.Y.	\$10,725,000	↑	262,045	\$34,955,881	\$21,651,925	\$190,295,806	1,160	6
7	<b>APX Alarm Security Solutions Inc.</b> Provo, Utah	\$9,931,599	↑	232,599	\$12,881,757	na	\$157,170,745	4,601	1
8	<b>Vector Security Inc.</b> Pittsburgh, Pa.	\$7,700,000	↑	199,077	\$12,600,000	\$63,300,000	\$176,000,000	868	25
9	<b>Guardian Protection Services</b> Warrendale, Pa.	\$6,411,594	↑	204,923	\$35,537,094	\$10,995,218	\$127,645,878	1,149	17
10	<b>Bay Alarm Company</b> Pacheco, Calif.	\$5,687,000	↑	102,367	\$4,663,000	\$14,234,000	\$88,796,000	612	13
11	<b>ASG Security</b> Beltsville, Md.	\$4,720,125	↑	125,904	\$1,174,800	\$24,185,600	\$81,807,900	652	14

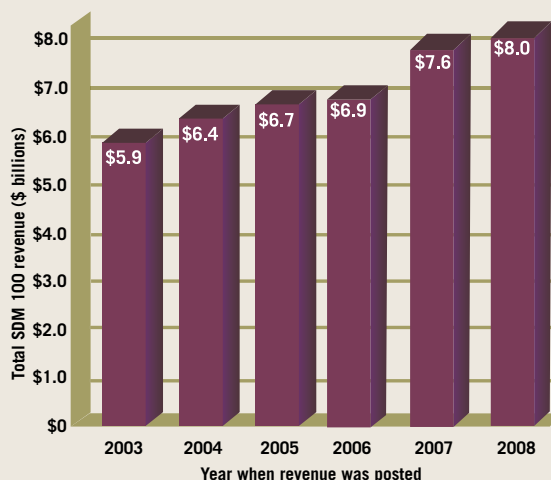
No. 1 — RMR is North American revenue. North American subscribers, employees and locations are SDM estimates. ■ No. 3 — \$4,000,000 RMR is from non-owned accounts. Nationally launched e-Secure, Protection One's Web and PDA-enabled remote management ■ No. 4 — \$395,000 RMR is from non-owned accounts. No. 5 — Purchased Sonitrol Corp. in 2008. Revenue is adjusted to reflect year-over-year comparison with actual Stanley results added to Sonitrol annualized results. ■ No. 8 — \$53,000 RMR is from non-owned accounts. ■ No. 9 — \$3,328 RMR is from non-owned accounts. ■ No. 11 — SDM's 2008 Dealer of the Year.

## How Will 2009 Revenue Perform? A Modest 5% Gain in Dealers Opinions' Are Divided



Source: 2009 SDM 100, SDM Magazine, May 2009

In most years when SDM asks dealers to predict their current-year performance, upwards of 95 percent respond positively. Not this year — only one in four dealers expects to see their revenue increase in 2009.



Source: 2009 SDM 100, SDM Magazine, May 2009

Total annual (2008) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to or estimated by SDM. Based on responses from 99 firms. Not included: SAFE Security Companies.

The SDM 100 grew its total annual revenue by 5 percent in 2008 to reach \$8.0 billion. (Compare to 2007 in which SDM 100 firms grew total annual revenue by 10 percent.)

RANK 2009	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2008	RMR COMPARED WITH DEC. 31, 2007	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS	SALES REVENUE, NON-RES. INSTALLS	GROSS REVENUE 2008 (\$ MIL)	FULL TIME EMPLOYEES	NO. OF LOCATIONS
12	Protect America Inc. Round Rock, Texas	\$3,609,100	↑	114,855	\$2,430,000	na	\$40,100,000	250	1
13	Interface Security Systems & The Greater Alarm Company (in Calif.) Earth City, Mo.	\$3,539,261	↑	96,747	\$2,386,058	\$24,003,797	\$69,880,082	584	24
14	Devcon Security Services Corp. Hollywood, Fla.	\$3,528,000	↓	138,000	\$7,100,000	\$5,300,000	\$55,000,000	429	10
15	Guardian Alarm Company Southfield, Mich.	\$3,417,000	↑	86,706	na	na	\$50,700,000	394	7
16	Central Security Group Tulsa, Okla.	\$3,182,287	↑	114,658	\$262,539	\$87,513	\$37,288,424	224	5
17	CPI Security Systems Inc. Charlotte, N.Y.	\$2,723,279	↑	76,164	\$4,490,000	\$1,225,000	\$40,000,000	299	4

No. 13 — \$2,457 RMR is from non-owned accounts.

## SDM 100: Aggregate Performance

<b>Total recurring monthly revenue (RMR)</b>	<b>Dec. 31, 2008</b> \$439.1 million*	<b>Compare with 2007</b> \$413.07 million	<b>Compare with 2006</b> \$409.64 million
<b>Total subscribers</b>	<b>Year-end 2008</b> 12.87 million†	<b>Compare with 2007</b> 12.52 million	<b>Compare with 2006</b> 11.29 million
<b>Total annual revenue</b>	<b>2008</b> \$8.0 billion**	<b>Compare with 2007</b> \$7.58 billion	<b>Compare with 2006</b> \$6.95 billion
<b>Total sales revenue</b>	<b>Residential sales revenue, 2008</b> \$297.6 million††	<b>Compare with 2007</b> \$410.1 million	<b>Compare with 2006</b> \$186.6 million
<b>Total sales revenue</b>	<b>Non-residential sales revenue, 2008</b> \$2,353.2 million††	<b>Compare with 2007</b> \$2,025.4 million	<b>Compare with 2006</b> \$471.4 million
<b>Business locations operated</b>	996		
<b>People employed***</b>	<b>Full-time:</b> 53,086	<b>Part-time:</b> 618	
<b>Acquisitions in 2008</b>	<b>Number of companies:</b> 50	<b>Number of accounts gained:</b> 42,738	

\*Total monthly recurring revenue, based on RMR of Dec. 31, 2008. Based on responses from 100 firms.

†Based on responses from or estimates of 95 firms. Not included: SSD Alarm Systems, Kern Security Systems & Alpha Burglar & Fire; Safeguard Security and Communications; Custom Security Systems; SDA Security; Security Systems of America.

\*\* Total annual (2008) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to or estimated by SDM. Based on responses from 99 firms. Not included: SAFE Security Companies.

††Based on responses from or estimates of 84 firms. Note: Some firms either did not choose to report this figure or did not have sales/installation revenue to report in one of the categories. Not included in Residential Sales Revenue are: ADT; Brink's Home Security, Brink's Business Security; Protection One; Monitronics International Inc.; Stanley CSS; Guardian Alarm Company; Alarm Capital Alliance II LLC; Security Networks; SSD Systems, Kern Security & Fire, Alpha Security & Fire; Power Home Technologies Inc.; Security Alarm Group; SDA Security; Sonitrol of Tallahassee Inc.; Sonitrol of Southwest Ohio; Fire Protection Inc.; Mijac Alarm; Global Technology Solutions; Briscoe Protective Systems Inc. Not included in Non-residential Sales Revenue are: Brink's Home Security, Brink's Business Security; Protection One; Monitronics International Inc.; APX Alarm Security Solutions Inc.; Protect America Inc.; Guardian Alarm Company; Alarm Capital Alliance II LLC; Security Networks; SSD Systems, Kern Security & Fire, Alpha Security & Fire; Power Home Technologies Inc.; Security Alarm Group; SDA Security; Sonitrol of Tallahassee Inc.; NorthStar Alarm Services; Icon Security; Fire Protection Inc.; Select Security; Mijac Alarm; Global Technology Solutions; Secure US Inc.

\*\*\* Based on responses from or estimates of 98 firms. Not included: SSD Alarm Systems, Kern Security Systems & Alpha Burglar & Fire; and Safeguard Security and Communications Inc.

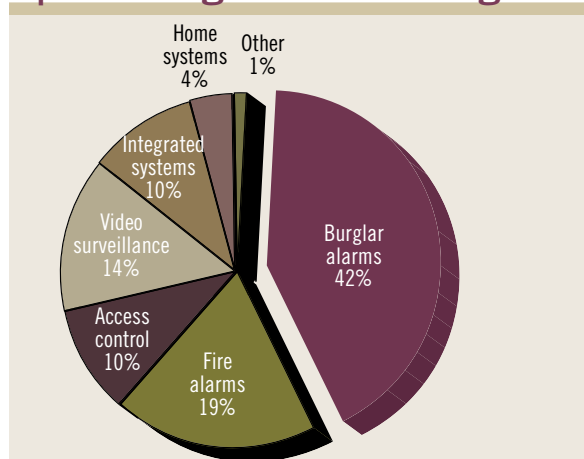
Source: 2009 SDM 100, SDM Magazine, May 2009

The table, above, presents aggregate figures for the SDM 100 group of companies, which are ranked by their recurring monthly revenue – an industry standard of valuation of a security monitoring business. Most of the SDM 100 firms are privately held. Submitting recurring monthly revenue is required for ranking; other figures are not required but mostly provided. Most firms – but not all – also reported their total annual revenue, number of subscribers, and installation revenues. Therefore, one should exercise caution in using this information to extrapolate industry totals or to benchmark. (See footnotes above for more detailed information.)

RANK 2009	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2008	RMR COMPARED WITH DEC. 31, 2007	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS	SALES REVENUE, NON-RES. INSTALLS	GROSS REVENUE 2008 (\$ MIL)	FULL TIME EMPLOYEES	NO. OF LOCATIONS
18	AFA Protective Systems Inc. Syosset, N.Y.	\$2,334,000	↑	47,700	\$1,200,000	\$43,548,000	\$81,807,000	491	21
19	Alarm Capital Alliance II LLC Media, Pa.	\$2,250,440	↑	81,545	na	na	\$25,555,000	77	1
20	Safe Home Security Inc. Cromwell, Conn.	\$2,198,898	↑	64,221	\$874,237	\$100,000	\$23,231,807	133	4
21	Alarm Detection Systems Inc. Aurora, Ill.	\$2,098,060	↑	27,216	\$547,796	\$5,895,347	\$33,691,545	231	1
22	Security Networks West Palm Beach, Fla.	\$1,900,000	↑	51,000	na	na	\$22,500,000	140	5
23	ADS Security Nashville, Tenn.	\$1,693,972	↑	64,021	\$3,390,000	\$5,530,291	\$31,825,647	259	14
24	SAFE Security Companies San Ramon, Calif.	\$1,502,596	↓	56,277	\$374,280	\$40,804	na	56	1
25	SSD Systems, Kern Security & Fire, Alpha Security & Fire Anaheim, Calif.	\$1,218,569	↑	na	na	na	\$33,863,749	na	12
26	Per Mar Security Services Davenport, Iowa	\$1,195,843	↑	28,562	\$1,041,611	\$16,277,421	\$36,302,109	340	13
27	General Security Inc. Plainview, N.Y.	\$1,044,107	↑	41,830	\$1,453,000	\$4,470,000	\$19,148,499	168	9
28	Ackerman Security Systems Atlanta, Ga.	\$1,031,256	↑	47,958	\$3,916,614	\$6,137,312	\$23,222,506	164	1
29	EPS Security Grand Rapids, Mich.	\$984,135	↑	15,803	\$881,620	\$5,721,380	\$19,675,805	164	6

No. 18 — \$40,000 RMR is from non-owned accounts. ■ No. 19 — Acquired and integrated more than \$650,000 RMR. ■ No. 21 — \$42,270 RMR is from non-owned accounts. ■ No. 22 — \$105,000 RMR in addition to that stated, was gained from wholesale monitoring. ■ No. 22 — \$49,249 RMR is from non-owned accounts. ■ No. 26 — Represents revenue from electronic security only. Total company revenue was \$82.4 million. Software upgrade now allows company to provide number of subscribers rather than number of systems monitored; therefore, this figure is not year-to-year comparable. \$19,039 RMR is from non-owned accounts. ■ No. 27 — \$133,838 RMR is from non-owned accounts. ■ No. 28 — Broke \$1.0 M in RMR in 2008. Achieved CSAA Five Diamond Certification. Atlanta Magazine's "One of the 10 best places to work in Atlanta."

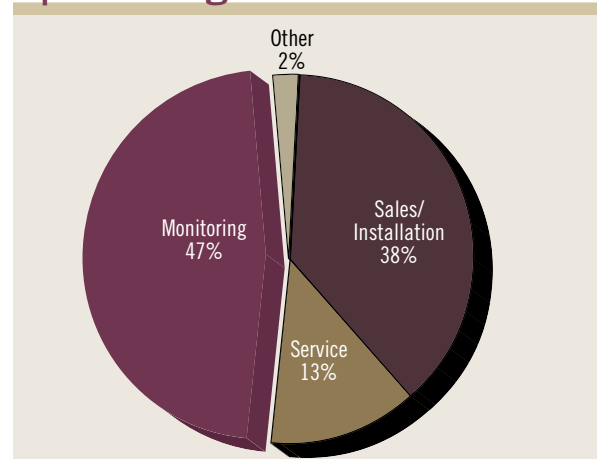
## Diversification: Dealer Revenue Split among Product Categories



Source: 2009 SDM 100, SDM Magazine, May 2009

Security alarm companies derive their revenue from a wide variety of product categories, including the most sizeable, burglar alarm systems, which comprised 42 percent of dealers' revenue in 2008, down from 44 percent in 2007. Fire alarms as a portion of total revenue increased from 17 percent in 2007 to 19 percent in 2008.

## Operations: Dealer Revenue Split among Business Services



Source: 2009 SDM 100, SDM Magazine, May 2009

Security alarm companies derive their revenue from a wide variety of service categories, including the most sizeable, monitoring, which comprised 47 percent of dealers' revenue in 2008.



RANK 2009	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2008	RMR COMPARED WITH DEC. 31, 2007	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS	SALES REVENUE, NON-RES. INSTALLS	GROSS REVENUE 2008 (\$ MIL)	FULL TIME EMPLOYEES	NO. OF LOCATIONS
30	<b>Kimberlite Corp.</b> Fresno, Calif.	\$952,030	↑	7,037	\$84,000	\$4,836,611	\$16,972,922	115	6
31	<b>Mountain Alarm</b> Ogden, Utah	\$870,000	↑	15,536	\$1,320,000	\$7,680,000	\$18,557,958	189	5
32	<b>New York Merchants Protective Co. Inc.</b> Freeport, N.Y.	\$853,868	↑	17,057	\$155,000	\$295,000	\$10,230,278	107	1
33	<b>Sonitrol Pacific</b> Portland, Ore.	\$823,398	↑	5,133	\$195,000	\$3,667,000	\$14,106,870	85	5
34	<b>First Alarm</b> Aptos, Calif.	\$813,242	↑	13,000	\$726,405	\$4,520,748	\$17,262,000	122	4
35	<b>American Alarm and Communications Inc.</b> Arlington, Mass.	\$804,390	↑	17,910	\$1,858,000	\$8,335,000	\$20,350,458	144	4
36	<b>Alert Alarm of Hawaii</b> Honolulu, Hawaii	\$792,356	↑	21,651	\$1,443,945	\$1,541,614	\$12,741,130	89	4
37	<b>Safeguard Security and Communications Inc.</b> Scottsdale, Ariz.	\$748,065	↑	na	\$2,960,841	\$16,842,552	\$30,117,000	na	3
38	<b>Sonitrol of Sacramento &amp; Sonitrol of Orange County</b> Roseville, Calif.	\$678,954	↑	4,218	\$54,000	\$5,757,421	\$13,629,674	53	2
39	<b>SecureNet Alarm Systems Inc.</b> Maize, Kansas	\$621,588	↑	25,359	\$205,512	\$179,918	\$9,421,008	116	4
40	<b>Supreme Security Systems Inc.</b> Union, N.J.	\$621,409	↓	9,617	\$593,474	\$4,677,297	\$13,325,131	105	1

No. 30 — Doing business as Sonitrol of Fresno, Sonitrol of Stockton, Sonitrol of Modesto, Sonitrol of Bakersfield, Sonitrol of NW Los Angeles/Ventura Co., Sonitrol of San Francisco, Sonitrol of Marin/Sonoma Cos., Sonitrol of Napa/Solano Cos., Sonitrol of Oakland. ■ No. 31 — \$350,000 RMR is from non-owned accounts. Deployed new radio network. ■ No. 32 — \$33,480 RMR is from non-owned accounts. ■ No. 34 — \$49,999 RMR is from non-owned accounts. Deployed new CS video monitoring software. ■ No. 35 — Acquired systems integrator in N.H. ■ No. 36 — \$1,557 RMR is from non-owned accounts. ■ No. 39 — First acquisition of another company.

## TOP COMPANIES RANKED BY RESIDENTIAL CUSTOMERS

RANK BY RESIDENTIAL SUBSCRIBERS	COMPANY	RESIDENTIAL SUBSCRIBERS	TOTAL SUBSCRIBERS	SDM 100 RANK	RANK BY RESIDENTIAL SUBSCRIBERS	COMPANY	RESIDENTIAL SUBSCRIBERS	TOTAL SUBSCRIBERS	SDM 100 RANK
1	Brink's Home Security, Brink's Business Security	1,236,520	1,301,600	2	24	Blue Ridge Security Systems Inc.	16,680	30,988	65
2	Monitronics International Inc.	475,738	528,598	4	25	Custom Security Systems Inc.	16,063	21,277	53
3	Protection One	451,416	1,805,663	3	26	Power Home Technologies Inc.	15,727	16,555	42
4	APX Alarm Security Solutions Inc.	232,599	232,599	7	27	Icon Security	15,400	15,400	64
5	Guardian Protection Services	183,703	204,923	9	28	AFA Protective Systems Inc.	14,000	47,700	18
6	Vector Security Inc.	154,770	199,077	8	29	Amherst Alarm Inc.	12,256	15,713	93
7	Devcon Security Services Corp.	117,300	138,000	14	30	Doyle Security Systems Inc.	11,945	19,908	45
8	Protect America Inc.	114,855	114,855	12	31	Alarm Detection Systems Inc.	11,901	27,216	21
9	Central Security Group	105,384	114,658	16	32	Security Alarm Group	11,427	11,660	54
10	ASG Security	91,220	125,904	11	33	Alert Alarm of Hawaii	11,259	21,651	36
11	CPI Security Systems Inc.	68,500	76,164	17	34	Per Mar Security Services	10,753	28,562	26
12	Alarm Capital Alliance II LLC	65,890	81,545	19	35	American Alarm and Communications Inc.	10,030	17,910	35
13	Interface Security Systems & The Greater Alarm Company (in Calif.)	62,886	96,747	13	36	NorthStar Alarm Services	8,963	8,963	60
14	Safe Home Security Inc.	61,010	64,221	20	37	Matson Alarm Co. Inc.	8,100	17,500	51
15	Bay Alarm Company	53,974	102,367	10	38	A-Com Protection Services Inc.	7,903	12,159	59
16	Security Networks	47,000	51,000	22	39	EPS Security	7,803	15,803	29
17	SAFE Security Companies	45,022	56,277	24	40	Post Alarm Systems	7,743	12,906	48
18	ADS Security	41,614	64,021	23	41	Century Tel Security Systems Inc.	7,705	10,747	84
19	Ackerman Security Systems	40,996	47,958	28	42	Sonitrol Cascades	7,614	19,036	41
20	General Security Inc.	28,444	41,830	27	43	Acadiana Security Plus	7,065	9,546	74
21	EMC Security	24,267	26,963	50	44	F.E. Moran Inc. Alarm and Monitoring Services	7,010	14,307	57
22	Custom Security Systems	19,885	na	47	45	Security Equipment Inc.	6,623	13,783	43
23	SecureNet Alarm Systems Inc.	19,234	25,359	39	46	Protect Your Home	6,237	6,300	77
					47	Mountain Alarm	6,214	15,536	31
					48	Supreme Security Systems Inc.	5,996	9,617	40

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41	<b>Sonitrol Cascades</b> Eugene, Ore.	\$602,680	↑	19,036	\$1,517,193	\$2,469,936	\$11,696,988	89	6
42	<b>Power Home Technologies Inc.</b> Raleigh, N.C.	\$590,170	↑	16,555	na	na	\$9,642,466	117	10
43	<b>Security Equipment Inc.</b> Omaha, Neb.	\$557,132	↑	13,783	\$781,433	\$7,504,339	\$16,361,244	128	4
44	<b>Sonitrol Security Systems of Hartford Inc.</b> Rocky Hill, Conn.	\$551,596	↑	13,018	\$400,000	\$4,500,000	\$12,003,985	59	2
45	<b>Doyle Security Systems Inc.</b> Rochester, N.Y.	\$544,361	↑	19,908	\$620,315	\$1,776,203	\$9,763,187	81	4
46	<b>All-Guard Alarm Systems Inc.</b> Hayward, Calif.	\$520,000	↑	8,128	\$285,000	\$1,384,000	\$8,247,079	49	1
47	<b>Custom Security Systems</b> Lacey, Wash.	\$507,362	↑	na	\$394,038	\$1,984,262	\$9,723,200	105	3
48	<b>Post Alarm Systems</b> Arcadia, Calif.	\$492,000	↑	12,906	\$725,000	\$2,200,000	\$9,200,000	124	2
49	<b>Alarmco Inc.</b> Las Vegas, Nev.	\$480,491	↑	14,605	\$325,598	\$1,121,117	\$7,534,656	90	1
50	<b>EMC Security</b> Suwanee, Ga.	\$477,030	↑	26,963	\$3,485,768	\$1,255,627	\$9,532,882	55	2

No. 41 — \$106,691 RMR is from non-owned accounts. ■ No. 43 — \$2,600 RMR is from non-owned accounts. Opened new Technology and Training Center. ■ No. 45 — \$30,607 RMR is from non-owned accounts. ■ No. 47 — \$207,215 RMR is from non-owned accounts. ■ No. 50 — Purchased new 20,000 sq. ft. operating headquarters.

## RANK BY NON-RESIDENTIAL INSTALLATION REVENUE

RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATIONS 2007	NON-RESIDENTIAL REVENUE	SDM 100 RANK	RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATIONS 2007	NON-RESIDENTIAL REVENUE	SDM 100 RANK
1	ADT	na	\$1,700,000,000 (est.)	1	31	Sonitrol Security Systems of Hartford Inc.	500	\$4,500,000	44
2	Stanley CSS	na	\$221,000,000	5	32	General Security Inc.	1,638	\$4,470,000	27
3	Vector Security Inc.	7,463	\$63,300,000	8	33	Sonitrol Security Systems of Buffalo, Rochester, Toronto	147	\$3,827,974	52
4	AFA Protective Systems Inc.	7,000	\$43,548,000	18	34	Ultraguard Protective Systems Inc.	1,120	\$3,800,000	78
5	ASG Security	7,134	\$24,185,600	11	35	Sonitrol Pacific	380	\$3,667,000	33
6	Interface Security Systems & The Greater Alarm Company (in Calif.)	10,226	\$24,003,797	13	36	American Security Systems Inc.	300	\$3,500,000	62
7	Slovin's Inc.	1,825	\$21,651,925	6	37	Sonitrol Tri-County	na	\$2,837,850	61
8	Safeguard Security and Communications Inc.	400	\$16,842,552	37	38	Safe Systems Inc.	na	\$2,573,216	72
9	Per Mar Security Services	1,626	\$16,277,421	26	39	Sonitrol Cascades	500	\$2,469,936	41
10	Koorsen Fire & Security	968	\$14,400,000	79	40	Sonitrol & ADR Security Services	130	\$2,462,737	99
11	Bay Alarm Company	6,709	\$14,234,000	10	41	Sonitrol of Southwest Ohio	275	\$2,455,058	67
12	Guardian Protection Services	3,818	\$10,995,218	9	42	Electronix Systems Central Station Alarms Inc.	554	\$2,250,000	66
13	The Protection Bureau	552	\$10,300,000	56	43	Matson Alarm Co. Inc.	1,045	\$2,247,934	51
14	F.E. Moran Inc. Alarm and Monitoring Services	1,423	\$9,540,745	57	44	Post Alarm Systems	186	\$2,200,000	48
15	JMG Security Systems Inc.	471	\$9,234,479	63	45	Sentry Security	140	\$2,164,000	96
16	American Alarm and Communications Inc.	2,498	\$8,335,000	35	46	Moon Security Services Inc.	347	\$2,143,034	87
17	Mountain Alarm	905	\$7,680,000	31	47	Peak Alarm Co. Inc.	807	\$2,092,000	69
18	Blue Ridge Security Systems Inc.	1,206	\$7,655,550	65	48	Custom Security Systems	660	\$1,984,262	47
19	Security Equipment Inc.	750	\$7,504,339	43	49	Yarnell Security Systems	250	\$1,830,000	89
20	Custom Alarm	620	\$6,447,500	94	50	Doyle Security Systems Inc.	815	\$1,776,203	45
21	Ackerman Security Systems	1,487	\$6,137,312	28	51	Sonitrol of Indianapolis Inc.	192	\$1,752,153	81
22	Alarm Detection Systems Inc.	1,203	\$5,895,347	21	52	Security Systems of America	38	\$1,592,000	76
23	Sonitrol of Sacramento & Sonitrol of Orange County	447	\$5,757,421	38	53	Richmond Alarm Co.	309	\$1,588,926	73
24	EPS Security	na	\$5,721,380	29	54	Alert Alarm of Hawaii	854	\$1,541,614	36
25	ADS Security	2,290	\$5,530,291	23	55	All-Guard Alarm Systems Inc.	365	\$1,384,000	46
26	Devcon Security Services Corp.	2,000	\$5,300,000	14	56	A-Com Protection Services Inc.	271	\$1,289,303	59
27	Scarsdale Security Systems Inc.	1,038	\$5,204,000	68	57	EMC Security	540	\$1,255,627	50
28	Kimberlite Corp.	648	\$4,836,611	30	58	Washington Alarm Inc.	250	\$1,230,000	70
29	Supreme Security Systems Inc.	493	\$4,677,297	40	59	CPI Security Systems Inc.	990	\$1,225,000	17
30	First Alarm	1,370	\$4,520,748	34	60	Valley Alarm	307	\$1,157,702	83
					61	Alarmco Inc.	690	\$1,121,117	49



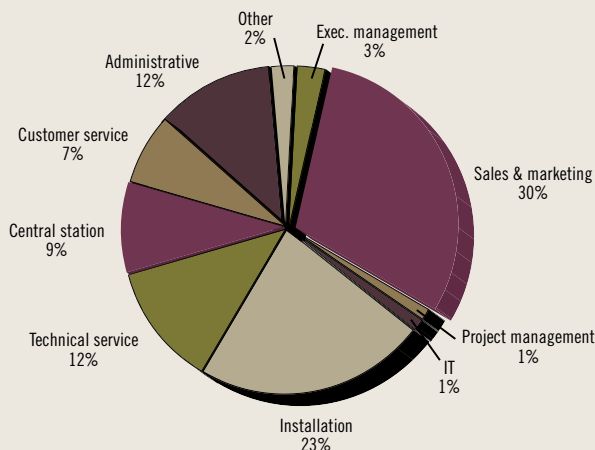
RANK 2009	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2008	RMR COMPARED WITH DEC. 31, 2007	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS	SALES REVENUE, NON-RES. INSTALLS	GROSS REVENUE 2008 (\$ MIL)	FULL TIME EMPLOYEES	NO. OF LOCATIONS
51	<b>Matson Alarm Co. Inc.</b> Fresno, Calif.	\$462,529	↑	17,500	\$325,000	\$2,247,934	\$8,460,606	61	5
52	<b>Sonitrol Security Systems of Buffalo, Rochester, Toronto</b> Buffalo, N.Y.	\$451,975	↓	5,482	\$28,000	\$3,827,974	\$10,249,343	88	3
53	<b>Custom Security Systems Inc.</b> Baton Rouge, La.	\$443,491	↑	21,277	\$1,762,406	\$919,126	\$8,480,916	49	1
54	<b>Security Alarm Group</b> Lancaster, Pa.	\$440,981	↑	11,660	na	na	\$4,100,000	1	1
55	<b>SDA Security</b> San Diego, Calif.	\$422,880	↓	na	na	na	\$9,800,000	85	2
56	<b>The Protection Bureau</b> Exton, Pa.	\$412,072	↑	6,320	\$340,000	\$10,300,000	\$15,082,129	89	2
57	<b>F.E. Moran Inc. Alarm and Monitoring Services</b> Champaign, Ill.	\$379,158	↑	14,307	\$753,255	\$9,540,745	\$17,155,448	121	7
58	<b>Sonitrol of Tallahassee Inc.</b> Tallahassee, Fla.	\$372,224	↑	4,739	na	na	\$7,531,800	53	3
59	<b>A-Com Protection Services Inc.</b> Columbus, Ga.	\$363,121	↑	12,159	\$705,862	\$1,289,303	\$7,023,390	62	5
60	<b>NorthStar Alarm Services</b> Orem, Utah	\$361,652	↑	8,963	\$120,000	na	\$3,745,591	159	1
61	<b>Sonitrol Tri-County</b> Farmington Hills, Mich.	\$358,574	↑	5,804	\$9,800	\$2,837,850	\$7,600,640	50	3
62	<b>American Security Systems Inc.</b> Long Island City, N.Y.	\$350,000	↑	6,306	\$750,000	\$3,500,000	\$8,702,710	55	1
63	<b>JMG Security Systems Inc.</b> Fountain Valley, Calif.	\$348,406	↑	3,672	\$45,600	\$9,234,479	\$14,616,653	62	2
64	<b>Icon Security</b> Provo, Utah	\$345,000	↑	15,400	\$17,600,000	na	\$17,600,000	26	1
65	<b>Blue Ridge Security Systems Inc.</b> Anderson, S.C.	\$341,008	↑	30,988	\$402,000	\$7,655,550	\$7,800,700	61	3
66	<b>Electronix Systems Central Station Alarms Inc.</b> Huntington Station, N.Y.	\$332,002	↑	12,303	\$1,240,000	\$2,250,000	\$8,100,000	73	1
67	<b>Sonitrol of Southwest Ohio</b> Mason, Ohio	\$331,390	↑	3,961	na	\$2,455,058	\$6,626,716	46	2
68	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$329,059	↑	12,603	\$937,000	\$5,204,000	\$11,002,369	70	2
69	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$303,647	↑	9,368	\$393,000	\$2,092,000	\$6,817,880	56	4
70	<b>Washington Alarm Inc.</b> Seattle, Wash.	\$284,263	↑	4,995	\$70,000	\$1,230,000	\$5,210,000	42	1
71	<b>World Wide Security &amp; GC Alarm Inc.</b> Garden City, N.Y.	\$280,000	↑	11,250	\$950,000	\$839,000	\$6,100,000	52	1
72	<b>Safe Systems Inc.</b> Louisville, Colo.	\$277,440	↑	10,360	\$777,325	\$2,573,216	\$7,311,252	49	1
73	<b>Richmond Alarm Co.</b> Richmond, Va.	\$274,895	↓	7,256	\$1,005,055	\$1,588,926	\$6,476,842	70	2
74	<b>Acadiana Security Plus</b> Broussard, La.	\$273,410	↑	9,546	\$2,189,860	\$1,081,482	\$6,916,712	48	1
75	<b>Pacific Alarm Systems Inc.</b> Culver City, Calif.	\$254,840	↓	4,054	\$130,000	\$558,343	\$4,260,577	37	1
76	<b>Security Systems of America</b> Pittsburgh, Pa.	\$250,062	↓	na	\$517,461	\$1,592,000	\$6,106,257	69	4
77	<b>Protect Your Home</b> Indianapolis, Ind.	\$250,000	↑	6,300	\$103,685,390	\$1,047,327	\$107,418,171	1,317	130
78	<b>Ultraguard Protective Systems Inc.</b> Woburn, Mass.	\$250,000	↑	9,170	\$450,000	\$3,800,000	\$7,343,009	61	1
79	<b>Koorsen Fire &amp; Security</b> Indianapolis, Ind.	\$248,892	↑	6,815	\$205,000	\$14,400,000	\$26,780,176	690	21

No. 51 — \$2,000 RMR is from non-owned accounts. ■ No. 52 — \$9,000 RMR is from non-owned accounts. ■ No. 54 — Established a dealer program. ■ No. 57 — \$2,275 RMR is from non-owned accounts. ■ No. 59 — \$58,546 RMR is from non-owned accounts. ■ No. 64 — Merged with Pinacle Security. ■ No. 65 — \$71,544 RMR is from non-owned accounts. ■ No. 66 — \$78,000 RMR is from non-owned accounts. ■ No. 68 — \$7,400 RMR is from non-owned accounts. ■ No. 69 — Represents revenue from electronic security only. Total company revenue was \$12.3M. ■ No. 71 — \$42,000 RMR is from non-owned accounts. ■ No. 72 — \$18,994 RMR is from non-owned accounts. ■ No. 73 — \$80,505 RMR is from non-owned accounts. ■ No. 76 — \$16,899 RMR is from non-owned accounts.

RANK 2009	COMPANY	RECURRING MONTHLY REVENUE, DEC. 31, 2008	RMR COMPARED WITH DEC. 31, 2007	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS	SALES REVENUE, NON-RES. INSTALLS	GROSS REVENUE 2008 (\$ MIL)	FULL TIME EMPLOYEES	NO. OF LOCATIONS
80	Advent Security Corp. Oreland, Pa.	\$246,239	↑	7,209	\$382,414	\$329,382	\$4,436,441	32	1
81	Sonitrol of Indianapolis Inc. Indianapolis, Ind.	\$226,332	↑	1,989	\$18,000	\$1,752,153	\$4,900,007	28	1
82	Gillmore Security Systems Inc. Oakwood Village, Ohio	\$224,137	↑	4,990	\$712,000	\$775,000	\$4,335,704	39	1
83	Valley Alarm Sun Valley, Calif.	\$211,255	↑	6,254	\$103,445	\$1,157,702	\$3,875,271	23	1
84	Century Tel Security Systems Inc. Monroe, La.	\$205,905	↑	10,747	\$875,623	\$595,338	\$4,803,695	43	1
85	CIA Security Fishkill, N.Y.	\$198,241	↑	5,200	\$500,000	\$1,000,000	\$4,909,000	45	1
86	Global Fire & Safety Inc. Denver, Colo.	\$196,608	↓	565	\$3,159	\$1,065,450	\$3,132,598	34	1
87	Moon Security Services Inc. Pasco, Wash.	\$193,162	↑	5,132	\$1,428,689	\$2,143,034	\$6,052,982	78	3
88	Bonds Alarm Co. Inc. Phoenix, Ariz.	\$192,151	↑	6,009	\$324,000	\$572,000	\$3,485,784	26	2
89	Yarnell Security Systems Lancaster, Pa.	\$191,667	↑	8,100	\$780,000	\$1,830,000	\$4,910,642	45	1
90	Fire Protection Inc. Everett, Wash.	\$191,000	↑	5,080	na	na	\$10,200,000	55	3
91	Select Security Lancaster, Pa.	\$190,000	↑	3,647	\$2,000,000	na	\$5,000,000	53	4
92	Crime Prevention Security Systems Inc. Gainesville, Fla.	\$189,150	↑	7,990	\$2,264,968	\$601,676	\$5,544,765	51	2
93	Amherst Alarm Inc. Amherst, N.Y.	\$189,109	↑	15,713	\$1,340,000	\$1,064,054	\$4,839,194	48	1
94	Custom Alarm Rochester, Minn.	\$181,084	↑	5,441	\$452,326	\$6,447,500	\$10,306,553	69	3
95	Mijac Alarm Rancho Cucamonga, Calif.	\$177,948	↓	5,230	na	na	\$3,647,449	26	1
96	Sentry Security Wheeling, Ill.	\$173,751	↑	2,160	\$250,000	\$2,164,000	\$5,370,290	19	1
97	Global Technology Solutions Vancouver, Wash.	\$172,342	↑	5,333	na	na	\$3,701,950	30	3
98	Secure US Inc. Morgantown, W.V.	\$171,990	↑	6,854	\$317,000	na	\$4,600,000	63	3
99	Sonitrol & ADR Security Services Lexington, Ky.	\$165,042	↑	2,399	\$177,048	\$2,462,737	\$5,506,487	31	1
100	Briscoe Protective Systems Inc. Centereach, N.Y.	\$164,785	↑	1,596	na	\$952,874	\$4,064,998	24	1

No. 82 — SNA membership; UL approved. ■ No. 84 — \$1,874 RMR is from non-owned accounts. ■ No. 85 — \$6,000 RMR is from non-owned accounts. ■ No. 87 — \$155 RMR is from non-owned accounts. ■ No. 89 — \$8,000 RMR is from non-owned accounts. Became GE EST-3 certified. ■ No. 91 — Completed four acquisitions. ■ No. 93 — \$23,500 RMR is from non-owned accounts. ■ No. 100 — Celebrated 30th anniversary.

## Face to Face



Average percentage of staff employed in various departments at SDM 100 companies

Sales and marketing is the largest department within an SDM 100 company, accounting for an average of 30 percent of a dealer's workforce. (Note: Non-traditional SDM 100 companies, such as authorized dealers, were not factored into these averages in order to create a more like comparison with the majority of traditional installing dealer companies.)

Source: 2009 SDM 100, SDM Magazine, May 2009

## RANK BY TOTAL ANNUAL REVENUE

RANK BY TOTAL REVENUE	COMPANY	TOTAL GROSS REVENUE, 2008 (\$ MIL)	TOTAL GROSS REVENUE, 2007 (\$ MIL)	SDM 100 RANK	RANK BY TOTAL REVENUE	COMPANY	TOTAL GROSS REVENUE, 2008 (\$ MIL)	TOTAL GROSS REVENUE, 2007 (\$ MIL)	SDM 100 RANK
1	ADT	\$4,200.00	\$4,100.00	1	58	Post Alarm Systems	\$9.20	\$8.90	48
2	Brink's Home Security, Brink's Business Security	\$532.30	\$484.40	2	59	American Security Systems Inc.	\$8.70	\$7.54	62
3	Stanley CSS	\$450.00	\$345.00	5	60	Custom Security Systems Inc.	\$8.48	\$8.22	53
4	Protection One	\$372.02	\$347.87	3	61	Matson Alarm Co. Inc.	\$8.46	\$7.89	51
5	Monitronics International Inc.	\$207.70	\$200.30	4	62	All-Guard Alarm Systems Inc.	\$8.25	\$7.92	46
6	Slomin's Inc.	\$190.30	\$174.98	6	63	Electronix Systems Central Station Alarms Inc.	\$8.10	\$7.90	66
7	Vector Security Inc.	\$176.00	\$169.15	8	64	Blue Ridge Security Systems Inc.	\$7.80	\$7.89	65
8	APX Alarm Security Solutions Inc.	\$157.17	\$144.64	7	65	Sonitrol Tri-County	\$7.60	\$7.73	61
9	Guardian Protection Services	\$127.65	\$120.17	9	66	Alarmco Inc.	\$7.53	\$7.63	49
10	Protect Your Home	\$107.42	\$50.16	77	67	Sonitrol of Tallahassee Inc.	\$7.53	\$7.27	58
11	Bay Alarm Company	\$88.80	\$82.81	10	68	Ultraguard Protective Systems Inc.	\$7.34	\$7.48	78
12	ASG Security	\$81.81	\$55.60	11	69	Safe Systems Inc.	\$7.31	\$5.93	72
13	AFA Protective Systems Inc.	\$81.81	\$76.60	18	70	A-Com Protection Services Inc.	\$7.02	\$6.30	59
14	Interface Security Systems & The Greater Alarm Company (in Calif.)	\$69.88	\$69.80	13	71	Acadiana Security Plus	\$6.92	\$6.97	74
15	Devcon Security Services Corp.	\$55.00	\$62.00	14	72	Peak Alarm Co. Inc.	\$6.82	\$6.99	69
16	Guardian Alarm Company	\$50.70	\$50.30	15	73	Sonitrol of Southwest Ohio	\$6.63	\$6.45	67
17	Protect America Inc.	\$40.10	\$40.33	12	74	Richmond Alarm Co.	\$6.48	\$6.37	73
18	CPI Security Systems Inc.	\$40.00	\$36.27	17	75	Security Systems of America	\$6.11	\$5.39	76
19	Central Security Group	\$37.29	\$31.78	16	76	World Wide Security & GC Alarm Inc.	\$6.10	\$6.30	71
20	Per Mar Security Services	\$36.30	\$35.57	26	77	Moon Security Services Inc.	\$6.05	\$9.08	87
21	SSD Systems, Kern Security & Fire, Alpha Security & Fire	\$33.86	\$30.53	25	78	Crime Prevention Security Systems Inc.	\$5.54	\$5.27	92
22	Alarm Detection Systems Inc.	\$33.69	\$33.24	21	79	Sonitrol & ADR Security Services	\$5.51	\$4.44	99
23	ADS Security	\$31.83	\$27.72	23	80	Sentry Security	\$5.37	na	96
24	Safeguard Security and Communications Inc.	\$30.12	\$27.64	37	81	Washington Alarm Inc.	\$5.21	\$4.85	70
25	Koorsen Fire & Security	\$26.78	\$9.58	79	82	Select Security	\$5.00	\$4.10	91
26	Alarm Capital Alliance II LLC	\$25.56	\$21.56	19	83	Yarnell Security Systems	\$4.91	na	89
27	Safe Home Security Inc.	\$23.23	\$20.10	20	84	CIA Security	\$4.91	\$4.76	85
28	Ackerman Security Systems	\$23.22	\$19.25	28	85	Sonitrol of Indianapolis Inc.	\$4.90	\$4.83	81
29	Security Networks	\$22.50	\$17.00	22	86	Amherst Alarm Inc.	\$4.84	\$4.86	93
30	American Alarm and Communications Inc.	\$20.35	\$17.15	35	87	Century Tel Security Systems Inc.	\$4.80	\$4.84	84
31	EPS Security	\$19.68	\$18.54	29	88	Secure US Inc.	\$4.60	\$4.50	98
32	General Security Inc.	\$19.15	\$17.19	27	89	Advent Security Corp.	\$4.44	\$4.56	80
33	Mountain Alarm	\$18.56	\$22.95	31	90	Gillmore Security Systems Inc.	\$4.34	\$4.33	82
34	Icon Security	\$17.60	\$7.68	64	91	Pacific Alarm Systems Inc.	\$4.26	\$4.40	75
35	First Alarm	\$17.26	\$13.95	34	92	Security Alarm Group	\$4.10	na	54
36	F.E. Moran Inc. Alarm and Monitoring Services	\$17.16	\$15.46	57	93	Briscoe Protective Systems Inc.	\$4.06	\$3.53	100
37	Kimberlite Corp.	\$16.97	\$17.35	30	94	Valley Alarm	\$3.88	\$3.59	83
38	Security Equipment Inc.	\$16.36	\$16.55	43	95	NorthStar Alarm Services	\$3.75	na	60
39	The Protection Bureau	\$15.08	na	56	96	Global Technology Solutions	\$3.70	\$4.61	97
40	JMG Security Systems Inc.	\$14.62	\$14.28	63	97	Mijac Alarm	\$3.65	na	95
41	Sonitrol Pacific	\$14.11	\$12.99	33	98	Bonds Alarm Co. Inc.	\$3.49	\$4.11	88
42	Sonitrol of Sacramento & Sonitrol of Orange County	\$13.63	\$12.55	38	99	Global Fire & Safety Inc.	\$3.13	na	86
43	Supreme Security Systems Inc.	\$13.33	\$11.68	40	100	SAFE Security Companies	Total gross revenue not reported		24
44	Alert Alarm of Hawaii	\$12.74	\$12.63	36					
45	Sonitrol Security Systems of Hartford Inc.	\$12.00	\$10.63	44					
46	Sonitrol Cascades	\$11.70	\$9.83	41					
47	Scarsdale Security Systems Inc.	\$11.00	\$11.92	68					
48	Custom Alarm	\$10.31	\$9.73	94					
49	Sonitrol Security Systems of Buffalo, Rochester, Toronto	\$10.25	\$9.96	52					
50	New York Merchants Protective Co. Inc.	\$10.23	\$9.10	32					
51	Fire Protection Inc.	\$10.20	\$8.80	90					
52	SDA Security	\$9.80	\$9.60	55					
53	Doyle Security Systems Inc.	\$9.76	\$9.37	45					
54	Custom Security Systems	\$9.72	\$9.86	47					
55	Power Home Technologies Inc.	\$9.64	\$10.55	42					
56	EMC Security	\$9.53	\$9.93	50					
57	SecureNet Alarm Systems Inc.	\$9.42	\$9.54	39					

### 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 2009 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, 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
Acadiana Security Plus	74	Monitronics International Inc.	4
Ackerman Security Systems	28	Moon Security Services Inc.	87
A-Com Protection Services Inc.	59	Mountain Alarm	31
ADS Security	23	New York Merchants Protective Co. Inc.	32
ADT	1	NorthStar Alarm Services	60
Advent Security Corp.	80	Pacific Alarm Systems Inc.	75
AFA Protective Systems Inc.	18	Peak Alarm Co. Inc.	69
Alarm Capital Alliance II LLC	19	Per Mar Security Services	26
Alarm Detection Systems Inc.	21	Post Alarm Systems	48
Alarmco Inc.	49	Power Home Technologies Inc.	42
Alert Alarm of Hawaii	36	Protect America Inc.	12
All-Guard Alarm Systems Inc.	46	Protect Your Home	77
American Alarm and Communications Inc.	35	Protection One	3
American Security Systems Inc.	62	Richmond Alarm Co.	73
Amherst Alarm Inc.	93	Safe Home Security Inc.	20
APX Alarm Security Solutions Inc.	7	SAFE Security Companies	24
ASG Security	11	Safe Systems Inc.	72
Bay Alarm Company	10	Safeguard Security and Communications Inc.	37
Blue Ridge Security Systems Inc.	65	Scarsdale Security Systems Inc.	68
Bonds Alarm Co. Inc.	88	SDA Security	55
Brink's Home Security, Brink's Business Security	2	Secure US Inc.	98
Briscoe Protective Systems Inc.	100	SecureNet Alarm Systems Inc.	39
Central Security Group	16	Security Alarm Group	54
Century Tel Security Systems Inc.	84	Security Equipment Inc.	43
CIA Security	85	Security Networks	22
CPI Security Systems Inc.	17	Security Systems of America	76
Crime Prevention Security Systems Inc.	92	Select Security	91
Custom Alarm	94	Sentry Security	96
Custom Security Systems (Lacey, Wash.)	47	Slomin's Inc.	6
Custom Security Systems Inc. (Baton Rouge, La.)	53	Sonitrol & ADR Security Services	99
Devcon Security Services Corp.	14	Sonitrol Cascades	41
Doyle Security Systems Inc.	45	Sonitrol of Indianapolis Inc.	81
Electronix Systems Central Station Alarms Inc.	66	Sonitrol of Sacramento & Sonitrol of Orange County	38
EMC Security	50	Sonitrol of Southwest Ohio	67
EPS Security	29	Sonitrol of Tallahassee Inc.	58
F.E. Moran Inc. Alarm and Monitoring Services	57	Sonitrol Pacific	33
Fire Protection Inc.	90	Sonitrol Security Systems of Buffalo, Rochester, Toronto	52
First Alarm	34	Sonitrol Security Systems of Hartford Inc.	44
General Security Inc.	27	Sonitrol Tri-County	61
Gillmore Security Systems Inc.	82	SSD Systems, Kern Security & Fire, Alpha Security & Fire	25
Global Fire & Safety Inc.	86	Stanley CSS	5
Global Technology Solutions	97	Supreme Security Systems Inc.	40
Guardian Alarm Company	15	The Protection Bureau	56
Guardian Protection Services	9	Ultraguard Protective Systems Inc.	78
Icon Security	64	Valley Alarm	83
Interface Security Systems & The Greater Alarm Company (in Calif.)	13	Vector Security Inc.	8
JMG Security Systems Inc.	63	Washington Alarm Inc.	70
Kimberlite Corp.	30	World Wide Security & GC Alarm Inc.	71
Koorsen Fire & Security	79	Yarnell Security Systems	89
Matson Alarm Co. Inc.	51		
Mijac Alarm	95		

### A Guide to Reading the SDM 100

The 2009 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 a 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 57, ranks 100 firms by their recurring monthly revenue (RMR) of December 31, 2008. 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, 2008 RMR. (If two firms have identical RMR, then the total gross revenue for 2008 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, 2008.
- Indication of whether the RMR amount increased, decreased or stayed the same as RMR of December 31, 2007.
- Number of subscribers (recurring-billable customers) that each firm counted at year-end 2008.
- Amount of sales revenue from residential system installations in 2008.
- Amount of sales revenue from non-residential system installations in 2008.
- Total gross revenue in millions of dollars. This number represents total revenue in calendar-year or (the company's) fiscal-year 2008 from security system sales/installation, service, leasing, and monitoring.
- Number of full-time employees.
- Number of business locations, including headquarters.
- na = not available

To find a firm by name, use the alphabetical index at left.

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