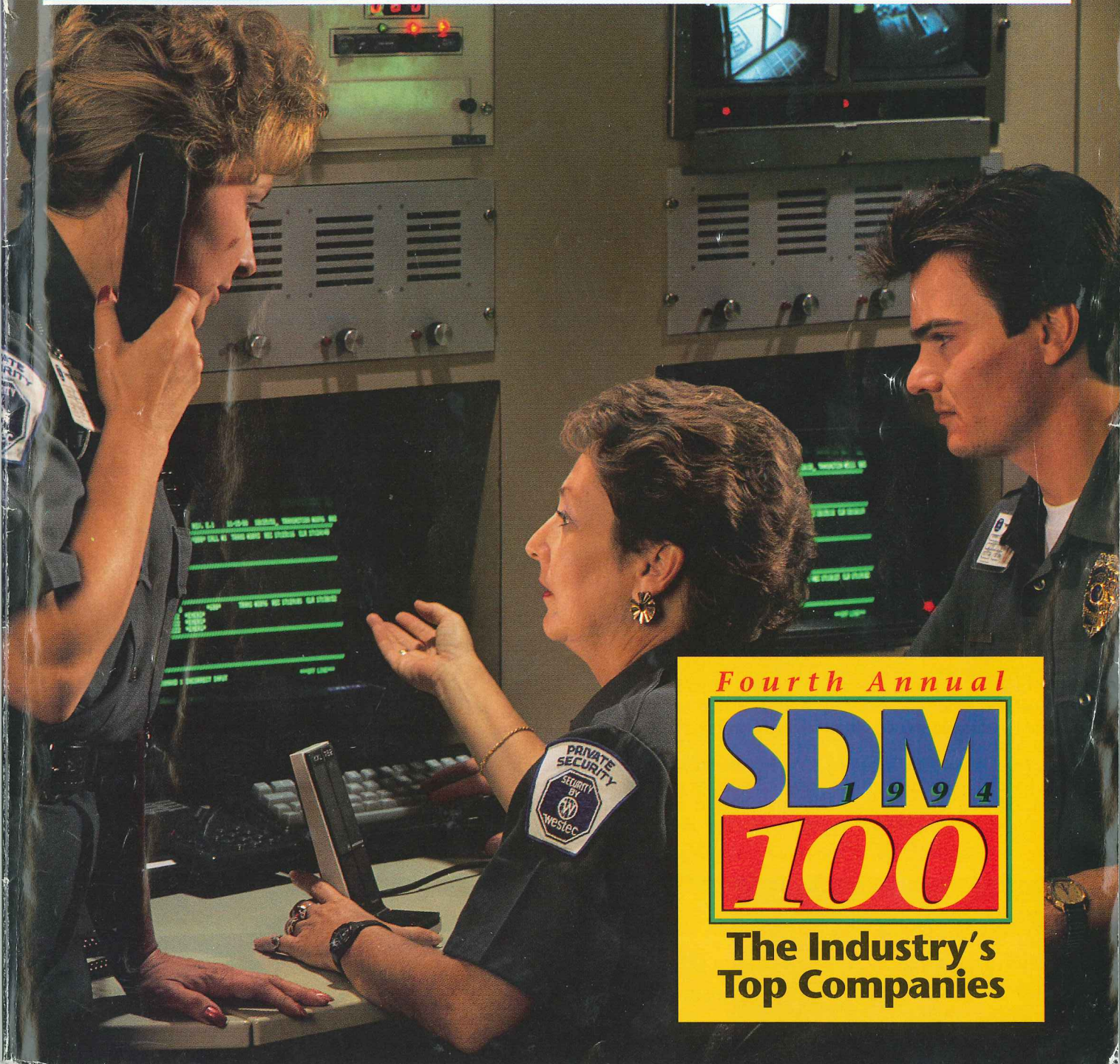


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MAY 1994



Fourth Annual

SDM
1994

100

**The Industry's
Top Companies**

A Strong Showing For the SDM 100

Despite continued economic ups and downs, the 1994 SDM 100 companies grew 8% over last year.

By Laura E. Stepanek
Senior Editor, SDM

The 1994 SDM 100—the largest firms operating in the electronic security industry—continues to prove its strength in the marketplace. *Security Distributing & Marketing's* fourth annual SDM 100 companies collectively grossed \$2.8 billion in 1993, up 8% from the previous year.

Together, these 100 companies installed more than half a million new systems last year that met a wide range of needs—intrusion alarms, fire protection, access control, closed-circuit television, and integrated systems. As total industry revenue continued to climb last year—reaching \$11.2 billion—the SDM 100 again captured a fourth of that revenue.

More than 30,000 people were employed in 1993 by the top 100 companies. In addition, in excess of 3.4 mil-

lion customers were served. (See table below for more details.)

The SDM 100 companies are ranked by gross revenues derived from sales and installation, leasing, service, monitoring, and any other revenue stream pertaining to security systems, such as alarm response. (Revenue from guard operations and product manufacturing and distributing is excluded, however, so the companies can be compared equally.) The figures published for each firm, such as total revenue, volume of systems installed, number of employees, etc., represent U.S. operations only, unless otherwise noted.

This year, for the first time, the amount of recurring annual revenue is published for each firm. Also for the first time, the companies are ranked by recurring revenue (see page 64). This allows a comparison to be made between those companies whose primary source of income is recurring rev-

enue. (Many of the firms in the SDM 100 install proprietary systems that are not monitored off-site and do not generate recurring revenue for the installation company.)

There are 10 new firms included in the 1994 SDM 100:
No. 11: Winterfold Inc. (formerly listed as Emergency Networks)
No. 39: Choice Security Systems Inc.
No. 45: Premisys
No. 69: Response USA Inc.
No. 74: Empire Security Systems Inc.
No. 76: Sonitrol Mid South Holdings
No. 83: Maximum Security Inc.
No. 90: Argus Security Systems Inc.
No. 91: Castle Home Security Systems
No. 95: Security Equipment Inc.

If you have any comments about the SDM 100 or know of firms that should be listed, contact *SDM* at P.O. Box 5080, Des Plaines, IL 60017-5080; telephone (708)390-2131; fax (708)390-2690.

SDM 100 stat sheet

Total 1993 annual revenue: \$2.8 billion

Total 1993 recurring annual revenue: \$1.4 billion*
Total number of customer contracts (by year-end 1993): 3.4 million

New 1993 installations/revenue**
Residential: 447,816/\$210.8 million
Non-residential: 73,773/\$258.9 million

Number of business locations operated: 801

Number of people employed in 1993
Full-time: 28,463 Part-time: 1,584

*Based on responses from 73 firms. Does not include: Alarmex, Alarmguard Security Services, Automatic Detection Systems, Central District Alarm, Delta Audio-Visual Security, Denver Burglar Alarm, DGA Alarm Services, Douglas Roesch Communications, Electronic Services Int'l, Forest Security, Glen Industrial Communications, Honeywell, Kertz Security, National Security Systems, Network Multi-Family Security, Operational Security Systems, Post Alarm, Racal-Chubb, Response USA, RFI Security, Robinson Alarm, San Diego Alarm, Security Data Group, Security Signal Devices, THORN, Westec Security, and Westinghouse.

**Based on responses from 74 firms.

Source: Security Distributing & Marketing, 1994

SDM 100 firms capture a fourth of industry revenue

SDM 100 firms: \$2.8 billion (25%*)

All other security firms: \$8.4 billion (75%)

*Percentage of total 1993 industry revenue based on SDM's 1994 Forecast Survey.
Source: Security Distributing & Marketing, 1994

The figures above reflect 1993 revenue from the U.S. operations of the largest security firms in the industry, including sales, installation, leasing, service, and monitoring.

As in prior years, the SDM 100 are responsible for generating a fourth of total industry revenue.

A key to the SDM 100 stats

Company name;
headquarters city
and state

1993 total U.S. revenue
from security system
installation, service,

Current rank

64 National Security Service Inc.
Raleigh, NC

1993 revenue (millions): **\$7**
Number of accounts: **12,300**

- Ranked No. 69 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.9 million.
- 1993 installations/revenue: 368 residential/\$435,200; 705 non-residential/\$961,500.
- The firm employs a full-time staff of 110.

Facts about
the company

Number of
customer contracts
owned

In addition to total revenue and number of accounts, each listing also provides information about the company's market area and focus, installation activity, and employees.

Security's Giants

SDM's fourth annual ranking of the largest firms in the security industry is based on 1993 revenues.

1 ADT Security Systems Inc.
Parsippany, NJ

1993 revenue (millions): **\$660**
Number of accounts: **710,000**

- Ranked No. 1 on last year's SDM 100.
- 1993 annual recurring revenue: \$448 million (including both U.S. and Canada).
- 1993 installations: 145,000 residential.
- ADT employs 8,500 people and operates 174 offices in the United States.

2 Honeywell Inc.
Minneapolis

1993 revenue (millions): **\$223**
Number of accounts: **190,000**

- Ranked No. 3 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.
- 1993 total revenue and number of accounts are estimated.

3 Wells Fargo Alarm Services
King of Prussia, PA

1993 revenue (millions): **\$213.3**
Number of accounts: **118,000**

- Ranked No. 2 on last year's SDM 100.
- 1993 recurring annual revenue: \$146.9 million.
- 1993 installations/revenue: 10,267 residential/\$7.2 million; 19,974 non-residential/\$52.5 million.

4 National Guardian Corp.
Greenwich, CT

1993 revenue (millions): **\$191**
Number of accounts: **215,000**

- Ranked No. 4 on last year's SDM 100.
- 1993 recurring annual revenue: \$111 million.
- National Guardian's account base increased by 35,000 systems in 1993 and total revenue increased 8%.



ADT Security Systems ranks No. 1 for the fourth consecutive year.

Photo: ADT Security System

5 Westinghouse Security Systems, Irving, TX

1993 revenue (millions): **\$100**
Number of accounts: **205,000**

- Ranked No. 9 on last year's SDM 100.
- 1993 installations: 70,000 residential; 5,000 non-residential.
- Westinghouse Security Systems operates in 14 major metropolitan areas.
- The firm employs 400 people.

6 Brink's Home Security Inc.
Carrollton, TX

1993 revenue (millions): **\$89**
Number of accounts: **259,551**

- Ranked No. 7 on last year's SDM 100.
- 1993 recurring annual revenue: \$70 million.
- 1993 installations: 58,389 residential.
- Total revenue grew from \$70.8 million in 1992 to \$89 million in 1993.

7 THORN Automated Systems Inc., Westlake, OH

1993 revenue (millions): **\$75**
Number of accounts: **10,000**

- Ranked No. 6 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.

8 Rollins Protective Services Inc., Atlanta

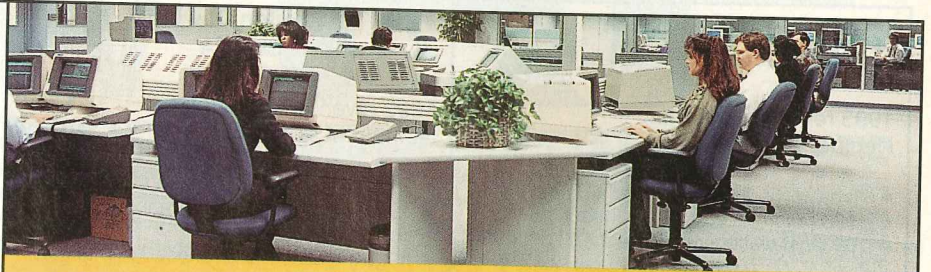
1993 revenue (millions): **\$65**
Number of accounts: **113,942**

- Ranked No. 11 on last year's SDM 100.
- 1993 recurring annual revenue: \$32.7 million.
- 1993 installations/revenue: 11,000 residential/\$23 million; 2,500 non-residential/\$8 million.

9 **ASH, USA**
Culver City, CA

1993 revenue (millions): **\$65**
Number of accounts: **33,000**

- Ranked No. 10 on last year's SDM 100.
- 1993 recurring annual revenue: \$48.3 million.
- 1993 installations/revenue: 400 residential/\$600,000; 4,000 non-residential/\$6.4 million.



API Security in Culver City, CA, is owned by ASH, USA, No. 9.

Photo: API Security Inc.

10 **Westec Security Inc.**
Newport Beach, CA

1993 revenue (millions): **\$63**
Number of accounts: **62,000**

- Ranked No. 12 on last year's SDM 100.
- Westec Security operates from 17 offices in California and is represented in 15 states and Canada through its dealer franchise network.
- The firm operates five central stations.

12 **Alert Centre Inc., The**
Englewood, CO

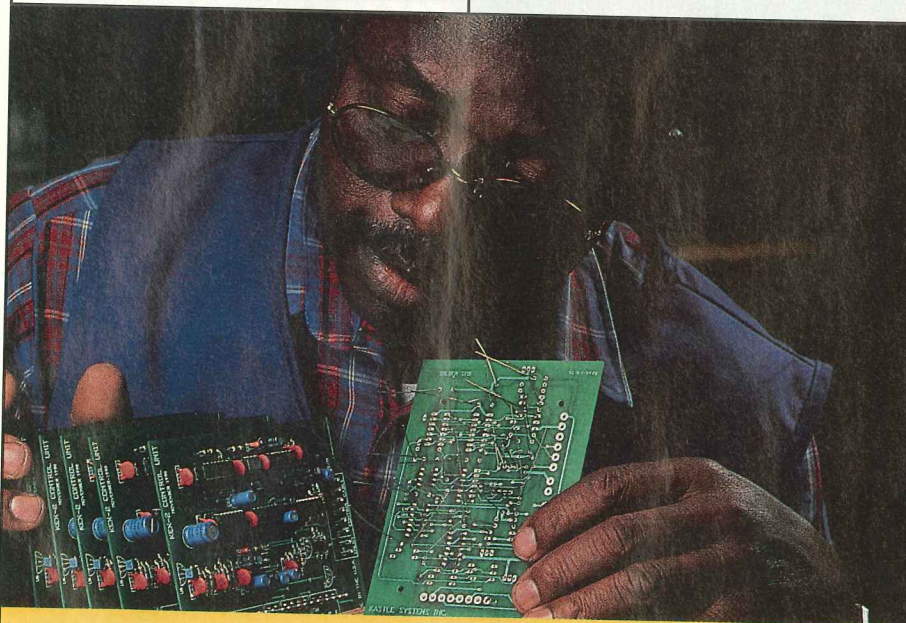
1993 revenue (millions): **\$58**
Number of accounts: **157,000**

- Ranked No. 8 on last year's SDM 100.
- 1993 recurring annual revenue: \$48 million.
- 1993 installations: 1,300 residential; 700 non-residential. Installation revenue not provided.

14 **SecurityLink Corp.**
Oak Brook, IL

1993 revenue (millions): **\$37.3**
Number of accounts: **n/a****

- Ranked No. 14 on last year's SDM 100.
 - 1993 recurring annual revenue: \$28.5 million.
 - 1993 installations/revenue: not provided.
 - SecurityLink operates 11 branch offices.
- * not available



Ben Omili, bench technician for Kastle Systems (No. 15), tests circuit boards prior to installation. Photo: Kastle Systems

15 **Kastle Systems Inc.**
Arlington, VA

1993 revenue (millions): **\$35.5**
Number of accounts: **48,000**

- Ranked No. 15 on last year's SDM 100.
- 1993 recurring annual revenue: \$19.5 million.
- 1993 installations/revenue: 0 residential; 1,700 non-residential/\$6.2 million.
- Specializes in office building security.

16 **Bay Alarm Co.**
Walnut Creek, CA

1993 revenue (millions): **\$32**
Number of accounts: **40,000**

- Ranked No. 16 on last year's SDM 100.
- 1993 recurring annual revenue: \$23 million.
- 1993 installations/revenue: \$3.2 million residential; \$4 million non-residential. (Installation volume not provided.)

11 **Winterfold Inc./Winterfold Security Inc.,** Irving, TX

1993 revenue (millions): **\$60**
Number of accounts: **2,000**

- First-time listing as Winterfold Security. Previously was listed as Emergency Networks Inc.
- 1993 installations/revenue: 65,000 residential/\$54 million; 5,000 non-residential/\$6 million.

13 **Holmes Protection Group Inc.,** New York

1993 revenue (millions): **\$54**
Number of accounts: **30,000**

- Ranked No. 13 on last year's SDM 100.
- 1993 recurring annual revenue: \$40 million.
- 1993 installations/revenue: 3,000 residential/\$5.2 million; 3,500 non-residential/\$8 million.

17 **Network Multi-Family Security Corp.,** Dallas

1993 revenue (millions): **\$28**
Number of accounts: **160,000**

- Ranked No. 18 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.

18 Vector Security Inc.
Pittsburgh, PA

1993 revenue (millions): **\$28**
Number of accounts: **40,000**

- Ranked No. 22 on last year's SDM 100.
- 1993 recurring annual revenue: \$12M.
- 1993 installations/revenue: 2,500 residential/\$6.5M; 700 non-residential/\$3M.
- Vector Security gained more than 10,000 accounts in 1993 through acquisitions.

21 Protection One Inc.
Culver City, CA

1993 revenue (millions): **\$21.9**
Number of accounts: **40,000**

- Ranked No. 21 on last year's SDM 100.
- 1993 recurring annual revenue: \$12.9 million.
- 1993 installations/revenue: 3,000 residential/\$6.7 million; 0 non-residential.
- The firm made 17 acquisitions in 1993.

23 Consolidated Southern Security Inc., Clearwater, FL

1993 revenue (millions): **\$18.5**
Number of accounts: **22,800**

- Ranked No. 23 on last year's SDM 100.
- 1993 recurring annual revenue: \$10.7 million.
- 1993 installations/revenue: 1,400 residential/\$1.7 million; 2,000 non-residential/\$2.9 million.



Vector Security, No. 18, operates 12 offices, including its corporate headquarters in Pittsburgh (shown here). Photo: Vector Security

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

1993 revenue (millions): **\$18**
Number of accounts: **12,000**

- Ranked No. 29 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.
- 1993 total revenue and number of accounts are estimated.

25 Denver Burglar Alarm Inc.
Denver

1993 revenue (millions): **\$17.6**
Number of accounts: **20,000**

- Ranked No. 24 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- Denver Burglar Alarm has been in business for 102 years.

19 Guardian Alarm Co.
Southfield, MI

1993 revenue (millions): **\$26**
Number of accounts: **58,000**

- Ranked No. 20 on last year's SDM 100.
- 1993 recurring annual revenue: \$22 million.
- 1993 installations/revenue: 6,000 residential/\$1.8 million; 2,000 non-residential/\$1.6 million.

22 Kertz Security Systems Inc., Fort Lauderdale, FL

1993 revenue (millions): **\$18.5**
Number of accounts: **25,000**

- Ranked No. 27 on last year's SDM 100.
- 1993 installations/revenue: 5,000 residential/\$9 million; 1,200 non-residential/\$1.6 million.
- The firm has branch offices in Tampa and Orlando, FL.

26 Smith Alarm Systems
Dallas

1993 revenue (millions): **\$17.5**
Number of accounts: **18,000**

- Ranked No. 25 on last year's SDM 100.
- 1993 recurring annual revenue: \$9.8 million.
- Smith Alarm Systems has been in business since 1903.
- SDM's 1991 Dealer of the Year.

20 AFA Protective Systems Inc., Syosset, NY

1993 revenue (millions): **\$25.2**
Number of accounts: **11,400**

- Ranked No. 19 on last year's SDM 100.
- 1993 recurring annual revenue: \$19.1 million.
- 1993 installations/revenue: 200 residential/\$400,000; 1,200 non-residential/\$3.6 million.

SDM 100 revenue grew 8% in 1993



Source: Security Distributing & Marketing, 1994

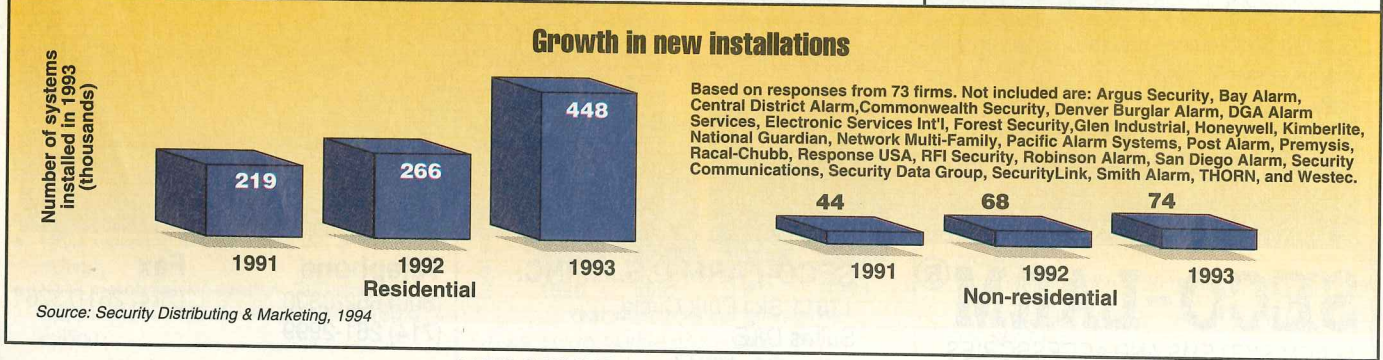
27 Alarmex
Eden Prairie, MN

1993 revenue (millions): **\$17.5**
Number of accounts: **n/a***

- Ranked No. 35 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations: 190 residential; 1,759 non-residential.

* not available

| | | |
|--|--|--|
| <p>28 Security Data Group/Intercap Monitoring, Englewood, CO</p> <p>1993 revenue (millions): \$17 Number of accounts: 95,000</p> <ul style="list-style-type: none"> Ranked No. 17 on last year's SDM 100. 1993 recurring annual revenue: not provided. 1993 installations/revenue: not provided. 1993 total revenue and number of accounts are estimated. | <p>32 National Security Systems Inc., Manhasset, NY</p> <p>1993 revenue (millions): \$13.2 Number of accounts: n/a*</p> <ul style="list-style-type: none"> Ranked No. 33 on last year's SDM 100. The firm installs integrated security systems and does not monitor accounts. 1993 installations/revenue: 9 residential/\$735,000; 16 non-residential/\$12.4M. <p>* not available</p> | <p>36 Rimi Security Systems Inc., Los Angeles</p> <p>1993 revenue (millions): \$12.1 Number of accounts: 6,000</p> <ul style="list-style-type: none"> Ranked No. 31 on last year's SDM 100. 1993 recurring annual revenue: \$2.5 million. 1993 installations/revenue: 3,000 residential/\$7.6 million; 20 non-residential/\$90,000. |
| <p>29 Multimedia Security Service Inc., Wichita, KS</p> <p>1993 revenue (millions): \$16.8 Number of accounts: 52,408</p> <ul style="list-style-type: none"> Ranked No. 38 on last year's SDM 100. 1993 recurring annual revenue: \$13 million. 1993 installations/revenue: 5,986 residential/\$2.1 million; 2,565 non-residential/\$917,922. | <p>33 MSI Security Systems Inc., Kearny, NJ</p> <p>1993 revenue (millions): \$13 Number of accounts: 500</p> <ul style="list-style-type: none"> Ranked No. 32 on last year's SDM 100. 1993 recurring annual revenue: \$2 million. 1993 installations/revenue: 0 residential; 300 non-residential/\$10 million. MSI specializes in CCTV and access control systems. | <p>Burglar alarms support industry</p> <p>*Including residential burglar/fire. !Average percentage of SDM 100 revenue; based on 71 responses. Source: Security Distributing & Marketing, 1994</p> |
| <p>30 Glen Industrial Comm. Inc., Rockville, MD</p> <p>1993 revenue (millions): \$15.6 Number of accounts: n/a*</p> <ul style="list-style-type: none"> Ranked No. 30 on last year's SDM 100. 1993 recurring annual revenue: not provided. 1993 installations/revenue: not provided. The firm employs a full-time staff of 140. <p>* not available</p> | <p>34 Habitec Security, Toledo, OH</p> <p>1993 revenue (millions): \$12.9 Number of accounts: 20,000</p> <ul style="list-style-type: none"> Ranked No. 51 on last year's SDM 100. 1993 installations/revenue: 960 residential/\$2.1M; 780 non-residential/\$2.5M. Habitec acquired 16 security companies in 1993, expanding its account base by 11,448 accounts. | <p>37 Electronic Services Int'l Inc., Alexandria, VA</p> <p>1993 revenue (millions): \$12 Number of accounts: n/a**</p> <ul style="list-style-type: none"> Ranked No. 26 on last year's SDM 100. Electronic Services International does not monitor accounts; it specializes in integrated security systems. Revenue decreased 25% in 1993. <p>* not available</p> |
| <p>31 Ranger American Inc., San Antonio, TX</p> <p>1993 revenue (millions): \$13.7 Number of accounts: 18,431</p> <ul style="list-style-type: none"> Ranked No. 37 on last year's SDM 100. 1993 recurring annual revenue: \$5.2 million. 1993 installations/revenue: 14,181/\$7.4 million; 200 non-residential/\$400,000. | <p>35 Comsec/Narragansett Security Inc., Weatogue, CT</p> <p>1993 revenue (millions): \$12.8 Number of accounts: 15,500</p> <ul style="list-style-type: none"> Ranked No. 28 on last year's SDM 100. 1993 recurring annual revenue: \$9 million. 1993 installations/revenue: 500 residential/\$1.2 million; 700 non-residential/\$1.9 million. The firm employs 135 full-time people. | <p>38 Security Signal Devices Inc., Anaheim, CA</p> <p>1993 revenue (millions): \$11.8 Number of accounts: 13,890</p> <ul style="list-style-type: none"> Ranked No. 34 on last year's SDM 100. 1993 recurring annual revenue: not provided. 1993 installations: 375 residential; 1,292 non-residential. Installation revenue not provided. |



| | | |
|--|---|--|
| <p>39 Choice Security Systems Inc. Taunton, MA</p> <p>1993 revenue (millions): \$11.6 Number of accounts: 5,300</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1993 recurring annual revenue: \$1.2 million. • 1993 installations/revenue: 3,500 residential/\$10.1 million; 50 non-residential/\$150,000. | <p>40 Guardian Protection Services Inc., Pittsburgh, PA</p> <p>1993 revenue (millions): \$10.9 Number of accounts: 20,200</p> <ul style="list-style-type: none"> • Ranked No. 39 on last year's SDM 100. • 1993 recurring annual revenue: \$5.4 million. • 1993 installations/revenue: 3,321 residential/\$3.4 million; 600 non-residential/\$2.1 million. | <p>41 Alarmguard Security Services Orange, CT</p> <p>1993 revenue (millions): \$10.8 Number of accounts: n/a*</p> <ul style="list-style-type: none"> • Ranked No. 62 on last year's SDM 100. • 1993 installations/revenue: 960 residential/\$1.9 M; 320 non-residential/\$1M. • Revenue increased 61% due to internal programs and key acquisitions. <p>* not available</p> |
|--|---|--|

How the recurring revenue stacks up

| Recurring revenue (in millions) | Company | Rank | Recurring revenue (in millions) | Company | Rank |
|---------------------------------|--|------|---------------------------------|--|------|
| \$448.00 | ADT Security Systems Inc. | 1 | \$4.09 | Supreme Security Systems Inc. | 73 |
| 146.90 | Wells Fargo Alarm Services Inc. | 3 | 4.06 | Alarms Unlimited | 75 |
| 111.00 | National Guardian Corp. | 4 | 4.00 | Alert Alarm Inc. | 58 |
| 70.00 | Brink's Home Security Inc. | 6 | 3.90 | Sentry Protective Systems | 70 |
| 48.33 | ASH, USA | 9 | 3.80 | Engineered Protection Systems Inc. | 56 |
| 48.00 | Alert Centre Inc., The | 12 | 3.73 | Slomins Security Systems | 49 |
| 40.00 | Holmes Protection Group Inc. | 13 | 3.64 | Sonitrol Mid South Holdings | 76 |
| 32.70 | Rollins Protective Services Inc. | 8 | 3.60 | Vivitar Security Systems Inc. | 53 |
| 28.50 | SecurityLink Corp. | 14 | 3.30 | Custom House Inc. | 55 |
| 23.00 | Bay Alarm Co. | 16 | 3.24 | Security Communications Inc. | 77 |
| 22.00 | Guardian Alarm Co. | 19 | 3.00 | Security Holdings Inc. | 88 |
| 19.50 | Kastle Systems Inc. | 15 | 2.74 | Pacific Alarm Systems Inc. | 100 |
| 19.10 | AFA Protective Systems Inc. | 20 | 2.62 | Security Systems Inc. | 93 |
| 13.00 | Multimedia Security Service Inc. | 29 | 2.56 | Crime Blocker Inc. | 82 |
| 12.88 | Protection One Inc. | 21 | 2.54 | Inter-Active Services Inc. | 96 |
| 12.00 | Vector Security Inc. | 18 | 2.50 | Rimi Security Systems Inc. | 36 |
| 10.68 | Consolidated Southern Security Inc. | 23 | 2.36 | Kerman Protection Systems Inc. | 85 |
| 10.50 | Premisys | 45 | 2.17 | Metroplex Security Systems Inc. | 68 |
| 9.80 | Smith Alarm Systems | 26 | 2.10 | ElectroSecurity Corp. | 94 |
| 9.02 | Comsec/Narragansett Security Inc. | 35 | 2.00 | MSI Security Systems Inc. | 33 |
| 8.12 | Habitec Security | 34 | 2.00 | Sonitrol Pacific | 98 |
| 7.92 | Masada Security | 47 | 1.90 | Security Corp. | 65 |
| 7.68 | Alarm Detection Systems Inc. | 44 | 1.80 | Perimeter Security & Sound Inc. | 87 |
| 6.66 | Metrol Security Services | 46 | 1.59 | American Alarm & Communications Inc. | 99 |
| 6.61 | Commonwealth Security Systems Inc. | 43 | 1.46 | Security Equipment Inc. | 95 |
| 6.44 | Kimberlite Corp. | 54 | 1.40 | Greater Alarm Company Inc., The | 89 |
| 5.39 | Guardian Protection Services Inc. | 40 | 1.20 | Choice Security Systems Inc. | 39 |
| 5.22 | Ranger American Inc. | 31 | 1.00 | Argus Security Systems Inc. | 90 |
| 5.00 | Per Mar Security Services | 57 | 1.00 | Winterfold Inc./Winterfold Security Inc. | 11 |
| 4.92 | Sonitrol Security Systems of Hartford Inc. | 61 | .90 | Securus Inc. | 84 |
| 4.90 | Norman Security Systems Inc. | 66 | .82 | Dallas Security Systems Inc. | 81 |
| 4.90 | National Security Service Inc. | 64 | .70 | Corporate Protection Services Inc. | 97 |
| 4.50 | American Alarm Systems | 52 | .59 | Security Safe | 79 |
| 4.48 | Protective Alarms Inc. | 60 | .48 | Maximum Security Inc. | 83 |
| 4.28 | Midnight Burglar Alarm Systems Inc. | 72 | .43 | Quantum Security Services Inc. | 86 |
| 4.10 | Electronic Security Services Co. LP | 62 | .42 | Empire Security Systems Inc. | 74 |
| | | | .40 | Castle Home Security Systems Inc. | 91 |

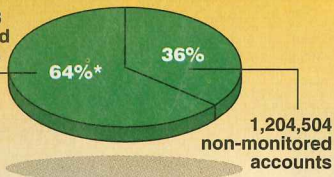
The table above, which ranks SDM 100 companies by recurring revenue, allows readers to accurately compare those firms whose primary source of revenue is monitor-

ing subscriber accounts. It lists 73 of the 100 firms. Companies not included either did not provide the information, or do not have any recurring revenue to report.

| | | |
|---|---|---|
| <p>42 Central District Alarm Inc. St. Louis, MO</p> <p>1993 revenue (millions): \$10.7 Number of accounts: 10,800</p> <ul style="list-style-type: none"> • Ranked No. 36 on last year's SDM 100. • 1993 recurring annual revenue: not provided. • 1993 installations/revenue: not provided. • 1993 total revenue and accounts are estimated. | <p>47 Masada Security Birmingham, AL</p> <p>1993 revenue (millions): \$10 Number of accounts: 21,000</p> <ul style="list-style-type: none"> • Ranked No. 93 on last year's SDM 100. • 1993 installations/revenue: 5,000 residential/\$1.5 million; 700 non-residential/\$1.2 million. • Added 12,000 accounts with acquisition of Network Security City Branches Inc. | <p>50 Douglas Roesch Comm. Inc. Los Angeles</p> <p>1993 revenue (millions): \$8.6 Number of accounts: 400</p> <ul style="list-style-type: none"> • Ranked No. 48 on last year's SDM 100. • 1993 recurring annual revenue: not applicable. • 1993 installations/revenue: 0 residential; 147 non-residential/\$8.57 million. |
| <p>43 Commonwealth Security Systems Inc., Lancaster, PA</p> <p>1993 revenue (millions): \$10.6 Number of accounts: 20,000</p> <ul style="list-style-type: none"> • Ranked No. 42 on last year's SDM 100. • 1993 recurring annual revenue: \$6.6 million. • Commonwealth Security added 6,000 accounts last year with the acquisition of three alarm companies. | <p>How SDM 100 firms fared in 1993</p> <p>*Percentage of SDM 100 firms that also reported 1992 revenue; based on 92 responses. Source: Security Distributing & Marketing, 1994</p> | <p>51 Robinson Alarm Co. Philadelphia, PA</p> <p>1993 revenue (millions): \$8.4 Number of accounts: 13,650</p> <ul style="list-style-type: none"> • Ranked No. 46 on last year's SDM 100. • 1993 recurring annual revenue: not provided. • 1993 installations/revenue: not provided. • 1993 total revenue and number of accounts are estimated. |
| <p>44 Alarm Detection Systems Inc. Aurora, IL</p> <p>1993 revenue (millions): \$10.6 Number of accounts: 11,384</p> <ul style="list-style-type: none"> • Ranked No. 43 on last year's SDM 100. • 1993 recurring annual revenue: \$7.7M. • 1993 installations/revenue: 235 residential/\$400,325; 324 non-residential/\$944,455. • The firm purchased four alarm companies in 1993. | <p>SDM 100 firms expect better '94</p> <p>*Percentage of SDM 100 firms that responded to a question about anticipated revenues; based on 86 responses. Source: Security Distributing & Marketing, 1994</p> | <p>52 American Alarm Systems Santa Ana, CA</p> <p>1993 revenue (millions): \$8.4 Number of accounts: 13,400</p> <ul style="list-style-type: none"> • Ranked No. 57 on last year's SDM 100. • 1993 recurring annual revenue: \$4.5 million. • 1993 installations/revenue: 2,000 residential/\$2.2 million; 1,000 non-residential/\$2.2 million. |
| <p>45 Premisys Plano, TX</p> <p>1993 revenue (millions): \$10.5 Number of accounts: 34,000</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • Premisys (formerly EDS Monitoring Services Inc.) provides maintenance and monitoring for the 34,000 accounts it recaptured from Emergency Networks. • 1993 total revenue is estimated. | <p>48 Forest Security Systems Inc. River Grove, IL</p> <p>1993 revenue (millions): \$9.9 Number of accounts: 6,100</p> <ul style="list-style-type: none"> • Ranked No. 40 on last year's SDM 100. • 1993 recurring annual revenue: not provided. • 1993 installations/revenue: not provided. • 1993 total revenue and number of accounts are estimated. | <p>53 Vivitar Security Systems Inc. Torrance, CA</p> <p>1993 revenue (millions): \$8.3 Number of accounts: 6,200</p> <ul style="list-style-type: none"> • Ranked No. 53 on last year's SDM 100. • 1993 recurring annual revenue: \$3.6 million. • 1993 installations/revenue: 100 residential/\$265,000; 500 non-residential/\$4.1M. |
| <p>46 Metrol Security Services Phoenix</p> <p>1993 revenue (millions): \$10.2 Number of accounts: 15,000</p> <ul style="list-style-type: none"> • Ranked No. 41 on last year's SDM 100. • 1993 recurring annual revenue: \$6.7 million. • 1993 installations/revenue: 900 residential/\$1 M; 360 non-residential/\$1.7 M. • SDM's 1993 Dealer of the Year. | <p>49 Slomins Security Systems Hicksville, NY</p> <p>1993 revenue (millions): \$8.6 Number of accounts: 14,100</p> <ul style="list-style-type: none"> • Ranked No. 61 on last year's SDM 100. • 1993 recurring annual revenue: \$3.7 million. • 1993 installations/revenue: 4,700 residential/\$4.1 million; 40 non-residential/\$130,000. | <p>54 Kimberlite Corp. Fresno, CA</p> <p>1993 revenue (millions): \$8.3 Number of accounts: 5,500</p> <ul style="list-style-type: none"> • Ranked No. 49 on last year's SDM 100. • 1993 recurring annual revenue: \$6.4 million. • 1993 installations/revenue: not provided. • Kimberlite Corp. owns eight Sonitrol franchises in northern California. |

6 of 10 accounts are monitored

2,168,163
monitored
accounts



*Percentage of SDM 100 accounts; based on 91 responses.

Source: Security Distributing & Marketing, 1994

59 Post Alarm Systems Inc. Arcadia, CA

1993 revenue (millions): **\$8**
Number of accounts: **11,000**

- Ranked No. 50 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.
- 1993 total revenue and accounts are estimated.

62 Electronic Security Services Co. LP., Nashville, TN

1993 revenue (millions): **\$7.8**
Number of accounts: **14,509**

- Ranked No. 56 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.1 million.
- 1993 installations/revenue: 1,218 residential/\$1.9 million; 439 non-residential/\$1.2 million.

55 Custom House Inc. Lacey, WA

1993 revenue (millions): **\$8.2**
Number of accounts: **20,000**

- Ranked No. 45 on last year's SDM 100.
- 1993 recurring annual revenue: \$3.3 million.
- 1993 installations/revenue: 1,300 residential/\$1.6 million; 500 non-residential/\$1.5 million.

60 Protective Alarms Inc. Cos Cob, CT

1993 revenue (millions): **\$8**
Number of accounts: **9,000**

- Ranked No. 54 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.5 million.
- 1993 installations/revenue: 720 residential/\$2.3 million; 340 non-residential/\$1.2 million.

63 RFI Security Inc. San Jose, CA

1993 revenue (millions): **\$7.3**
Number of accounts: **n/a***

- Ranked No. 55 on last year's SDM 100.
- 1993 recurring revenue: not provided.
- 1993 installations/revenue: not provided.
- 1993 total revenue is estimated.
- * not available

56 Engineered Protection Systems Inc., Grand Rapids, MI

1993 revenue (millions): **\$8.2**
Number of accounts: **6,000**

- Ranked No. 59 on last year's SDM 100.
- 1993 recurring annual revenue: \$3.8M.
- 1993 installations/revenue: 300 residential/\$450,000; 400 non-residential/\$3.5 million.
- Revenues increased 19% in 1993.

57 Per Mar Security Services Davenport, IA

1993 revenue (millions): **\$8.1**
Number of accounts: **15,525**

- Ranked No. 58 on last year's SDM 100.
- 1993 recurring annual revenue: \$5 million.
- 1993 installations/revenue: 936 residential/\$1.4 million; 1,130 non-residential/\$1.7 million.
- 1993 revenue increased 16% over 1992.



The technician team at Sonitrol Security Systems of Hartford, No. 61, installed more than 500 new systems in 1993.

Photo: Sonitrol Security Systems of Hartford

58 Alert Alarm Inc. Honolulu

1993 revenue (millions): **\$8**
Number of accounts: **11,000**

- Ranked No. 66 on last year's SDM 100.
- 1993 recurring annual revenue: \$4 million.
- 1993 installations/revenue: 250 residential/\$2.4 million; 250 non-residential/\$600,000.

61 Sonitrol Security Systems of Hartford Inc., Hartford, CT

1993 revenue (millions): **\$7.8**
Number of accounts: **15,000**

- Ranked No. 52 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.9 million.
- 1993 installations/revenue: 350 residential/\$950,000; 213 non-residential/\$1.4 million.

64 National Security Service Inc. Raleigh, NC

1993 revenue (millions): **\$7**
Number of accounts: **12,300**

- Ranked No. 69 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.9 million.
- 1993 installations/revenue: 368 residential/\$435,200; 705 non-residential/\$961,500.
- The firm employs a full-time staff of 110.

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| <p>65 Security Corp. Royal Oak, MI</p> <p>1993 revenue (millions): \$6.9 Number of accounts: 1,800</p> <ul style="list-style-type: none"> • Ranked No. 60 on last year's SDM 100. • 1993 recurring annual revenue: \$1.9 million. • 1993 installations: 60 residential; 500 non-residential. Installation revenue not provided. | <p>68 Metroplex Security Systems Inc., Dallas</p> <p>1993 revenue (millions): \$6.2 Number of accounts: 8,100</p> <ul style="list-style-type: none"> • Ranked No. 78 on last year's SDM 100. • 1993 recurring annual revenue: \$2.2 million. • 1993 installations/revenue: 1,625 residential/\$438,000; 24 non-residential/\$2.8 million. | <p>71 San Diego Alarm Co. San Diego, CA</p> <p>1993 revenue (millions): \$6 Number of accounts: 4,000</p> <ul style="list-style-type: none"> • Ranked No. 68 on last year's SDM 100. • 1993 installations/revenue: not provided. • San Diego Alarm Co. opened a branch office in Riverside, CA, in 1993. • The firm, which employs 90 people, has been in business since 1930. |
|---|---|---|



Norman Security Systems, No. 66, has been in business in Chicago since 1958. Photo: Norman Security Systems

72 Midnight Burglar Alarm Systems Inc., Flint, MI

1993 revenue (millions): **\$5.7**
Number of accounts: **11,745**

- Ranked No. 82 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.3 million.
- 1993 installations/revenue: 680 residential/\$438,000; 256 non-residential/\$170,000.
- Midnight Burglar Alarm employs 70 people.

73 Supreme Security Systems Inc., Hillside, NJ

1993 revenue (millions): **\$5.4**
Number of accounts: **8,000**

- Ranked No. 71 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.1 million.
- 1993 installations/revenue: 205 residential/\$400,221; 186 non-residential/\$549,731.

66 Norman Security Systems Inc.
Chicago

1993 revenue (millions): **\$6.4**
Number of accounts: **8,200**

- Ranked No. 64 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.9 million.
- 1993 installations/revenue: 1,200 residential/\$1.9 million; 1,150 non-residential/\$4.5 million.

69 Response USA Inc.
Camden, NJ

1993 revenue (millions): **\$6**
Number of accounts: **45,000**

- First-time listing on the SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.
- 1993 total revenue and accounts are estimated.

74 Empire Security Systems Inc.
Albany, NY

1993 revenue (millions): **\$5.2**
Number of accounts: **1,600**

- First-time listing on the SDM 100.
- 1993 recurring annual revenue: \$420,000.
- 1993 installations/revenue: 1,200 residential/\$4.8 million; 0 non-residential.
- Empire Security operates two branch offices: Syracuse and Fishkill, NY.

67 DGA Alarm Services Inc.
New York

1993 revenue (millions): **\$6.3**
Number of accounts: **2,625**

- Ranked No. 65 on last year's SDM 100.
- 1993 recurring annual revenue: not provided.
- 1993 installations/revenue: not provided.
- 1993 total revenue and number of accounts are estimated.

70 Sentry Protective Systems
Malden, MA

1993 revenue (millions): **\$6**
Number of accounts: **15,000**

- Ranked No. 67 on last year's SDM 100.
- 1993 recurring annual revenue: \$3.9 million.
- 1993 installations/revenue: 872 residential/\$736,000; 1,096 non-residential/\$1.4 million.

75 Alarms Unlimited
Plainview, NY

1993 revenue (millions): **\$5.1**
Number of accounts: **10,990**

- Ranked No. 76 on last year's SDM 100.
- 1993 recurring annual revenue: \$4.1 million.
- 1993 installations/revenue: 720 residential/\$606,000; 160 non-residential/\$128,000.
- Alarms Unlimited operates three offices.

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| <p>76 Sonitrol Mid South Holdings Baltimore, MD</p> <p>1993 revenue (millions): \$5.1 Number of accounts: 2,905</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1993 recurring annual revenue: \$3.6 million. • 1993 installations/revenue: 27 residential/\$64,358; 249 non-residential/\$1.2 M. | <p>81 Dallas Security Systems Inc. Dallas</p> <p>1993 revenue (millions): \$4.6 Number of accounts: 3,000</p> <ul style="list-style-type: none"> • Ranked No. 98 on last year's SDM 100. • 1993 recurring annual revenue: \$816,000. • 1993 installations/revenue: 120 residential/\$240,000; 250 non-residential/\$1.75 million. | <p>85 Kerman Protection Systems Inc., New York</p> <p>1993 revenue (millions): \$4.4 Number of accounts: 3,244</p> <ul style="list-style-type: none"> • Ranked No. 64 on the 1991 SDM 100 list of commercial firms. • 1993 recurring annual revenue: \$2.4 million. • 1993 installations/revenue: 15 residential/\$29,700; 749 non-residential/\$1.7 M. |
| <p>77 Security Communications Inc. Bellerose, NY</p> <p>1993 revenue (millions): \$4.9 Number of accounts: 7,500</p> <ul style="list-style-type: none"> • Ranked No. 75 on last year's SDM 100. • 1993 recurring annual revenue: \$3.2 million. • 1993 installations/revenue: not provided. | <p>82 Crime Blocker Inc. Fern Park, FL</p> <p>1993 revenue (millions): \$4.5 Number of accounts: 6,700</p> <ul style="list-style-type: none"> • Ranked No. 47 on last year's SDM 100. • 1993 installations/revenue: 400 residential/\$1.4 million; 75 non-residential/\$511,719. • Crime Blocker decreased its sales and downsized its staff due to non-renewal as an AT&T dealer. | <p>86 Quantum Security Services Inc., Norcross, GA</p> <p>1993 revenue (millions): \$4.4 Number of accounts: 2,325</p> <ul style="list-style-type: none"> • Ranked No. 86 on last year's SDM 100. • 1993 recurring annual revenue: \$434,472. • 1993 installations/revenue: 962 residential/\$3.8 million; 34 non-residential/\$119,000. • Opened a central station in 1993 and will offer monitoring services in 1994. |
| <p>78 Automatic Detection Systems Inc., Birmingham, AL</p> <p>1993 revenue (millions): \$4.8 Number of accounts: 7,000</p> <ul style="list-style-type: none"> • Ranked No. 73 on last year's SDM 100. • 1993 recurring annual revenue: not provided. • 1993 installations/revenue: 375 residential/\$800,000; 300 non-residential/\$900,000. | <p>83 Maximum Security Inc. Corona, CA</p> <p>1993 revenue (millions): \$4.5 Number of accounts: 1,153</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1993 recurring annual revenue: \$475,000. • 1993 installations/revenue: 1,132 residential/\$4.2 million; 0 non-residential. • Maximum Security has four branch offices in California. | <p>87 Perimeter Security & Sound Inc., San Jose, CA</p> <p>1993 revenue (millions): \$4.3 Number of accounts: 5,325</p> <ul style="list-style-type: none"> • Ranked No. 85 on last year's SDM 100. • 1993 recurring annual revenue: \$1.8 million. • 1993 installations/revenue: 26 residential/\$165,000; 272 non-residential/\$1.36 million. |
| <p>79 Security Safe Rochester, NY</p> <p>1993 revenue (millions): \$4.7 Number of accounts: 7,500</p> <ul style="list-style-type: none"> • Ranked No. 83 on last year's SDM 100. • 1993 recurring annual revenue: \$589,000. • 1993 installations/revenue: 250 residential/\$350,000; 300 non-residential/\$2 million. • The firm employs 42 people. | <p>84 Securus Inc. Denver</p> <p>1993 revenue (millions): \$4.5 Number of accounts: 350</p> <ul style="list-style-type: none"> • Ranked No. 77 on last year's SDM 100. • 1993 recurring annual revenue: \$900,000. • Securus does not monitor accounts; its recurring revenue stems from lease and maintenance of access control, CCTV, and integrated systems. | <p>88 Security Holdings Inc. Seattle, WA</p> <p>1993 revenue (millions): \$4.1 Number of accounts: 8,400</p> <ul style="list-style-type: none"> • Ranked No. 92 on last year's SDM 100. • 1993 recurring annual revenue: \$3.1 million. • 1993 installations/revenue: 400 residential/\$550,000; 75 non-residential/\$450,000. |
| <p>80 Operational Security Systems Inc., Atlanta</p> <p>1993 revenue (millions): \$4.7 Number of accounts: n/a*</p> <ul style="list-style-type: none"> • Ranked No. 79 on last year's SDM 100. • 1993 installations: 80 non-residential. • Of total revenue, 100% is derived from integrated systems. <p>* not available</p> |  <p>Shown are The Greater Alarm Co.'s John Rello, Julie Abrams, Jim De Marco, George De Marco, John Giacomini, and Suzanne Schmalz (l-r). The firm ranked No. 89. Photo: The Greater Alarm Co.</p> | |

89 Greater Alarm Company Inc., The, Huntington Beach, CA

1993 revenue (millions): **\$4.1**
Number of accounts: **4,100**

- Ranked No. 84 on last year's SDM 100.
- 1993 recurring annual revenue: \$1.4 million.
- 1993 installations/revenue: 450 residential/\$900,000; 275 non-residential/\$1.1 million.

93 Security Systems Inc. Boca Raton, FL

1993 revenue (millions): **\$3.7**
Number of accounts: **14,000**

- Ranked No. 90 on last year's SDM 100.
- 1993 recurring annual revenue: \$2.6 million.
- 1993 installations/revenue: 280 residential/\$440,000; 210 non-residential/\$640,000.

95 Security Equipment Inc. Omaha, NE

1993 revenue (millions): **\$3.5**
Number of accounts: **4,365**

- First-time listing on the SDM 100.
- 1993 recurring annual revenue: \$1.5 million.
- 1993 installations/revenue: 517 residential/\$476,225; 312 non-residential/\$1.1 million.

90 Argus Security Systems Inc. McAllen, TX

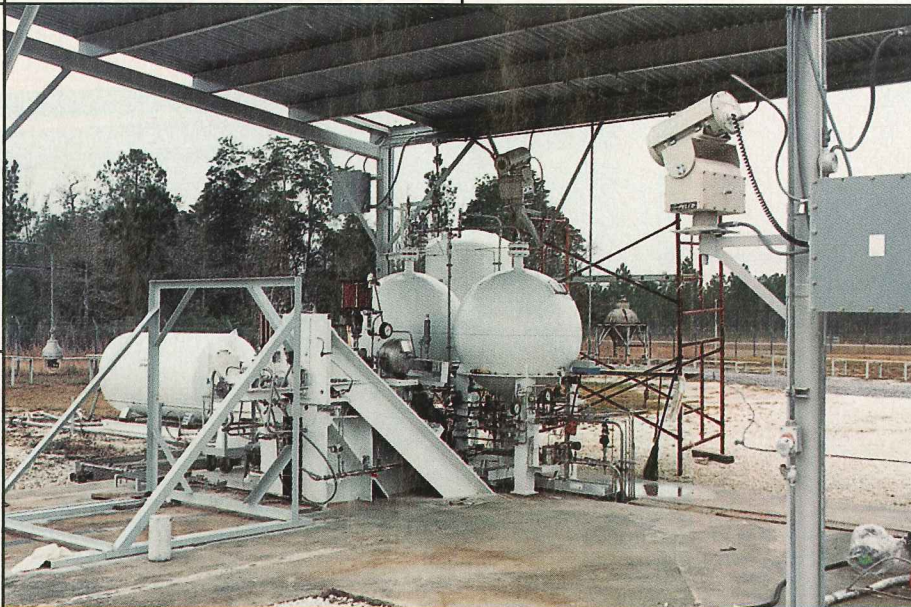
1993 revenue (millions): **\$4**
Number of accounts: **5,500**

- First-time listing on the SDM 100.
- 1993 recurring annual revenue: \$1 million.
- 1993 installations/revenue: not provided.
- Argus Security operates a branch office in Corpus Christi, TX.

91 Castle Home Security Systems Inc., East Meadow, NY

1993 revenue (millions): **\$4**
Number of accounts: **2,500**

- First-time listing on the SDM 100.
- 1993 recurring annual revenue: \$400,000.
- 1993 installations/revenue: 1,200 residential/\$3.5 million; 25 non-residential/\$50,000.



Delta Audio-Visual Security, No. 92, installed this CCTV system at a NASA small rocket engine testing facility. Photo: Delta Audio-Visual Security

92 Delta Audio-Visual Security Inc., New Orleans, LA

1993 revenue (millions): **\$4**
Number of accounts: **n/a***

- Ranked No. 81 on last year's SDM 100.
- The firm specializes in proprietary access control and CCTV systems.
- 1993 installations/revenue: 0 residential; 150 non-residential/\$3 million.

* not available

94 ElectroSecurity Corp. Van Nuys, CA

1993 revenue (millions): **\$3.6**
Number of accounts: **3,500**

- Ranked No. 95 on last year's SDM 100.
- 1993 recurring annual revenue: \$2.1 million.
- 1993 installations/revenue: 10 residential/\$35,000; 180 non-residential/\$565,000.
- The firm has one office and employs 38.

96 Inter-Active Services Inc. Walled Lake, MI

1993 revenue (millions): **\$3.4**
Number of accounts: **15,000**

- Ranked No. 89 on last year's SDM 100.
- 1993 recurring annual revenue: \$2.5M.
- 1993 installations/revenue: 375 residential/\$700,000; 80 non-residential/\$200,000.
- Inter-Active Services operates a branch office in Boca Raton, FL.



Corporate Protection Services, No. 97, operates a UL/FM-listed central station in Toledo, OH. Photo: Corporate Protection Services

97 Corporate Protection Services Inc., Toledo, OH

1993 revenue (millions): **\$3.4**
Number of accounts: **6,350**

- Ranked No. 88 on last year's SDM 100.
- 1993 recurring annual revenue: \$700,000.
- 1993 installations/revenue: 305 residential/\$351,100; \$2.3 million non-residential installation revenue (number of systems not provided).

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| <p>98 Sonitrol Pacific Portland, OR</p> <p>1993 revenue (millions): \$3.4 Number of accounts: 2,300</p> <ul style="list-style-type: none"> • Ranked No. 97 on last year's SDM 100. • 1993 recurring annual revenue: \$2 million. • 1993 installations/revenue: 45 residential/\$144,000; 325 non-residential/\$886,000. • Sonitrol Pacific operates a branch office in Everett, WA. | <p>99 American Alarm & Comm. Inc. Arlington, MA</p> <p>1993 revenue (millions): \$3.3 Number of accounts: 5,400</p> <ul style="list-style-type: none"> • Ranked No. 96 on last year's SDM 100. • 1993 recurring annual revenue: \$1.6 million. • 1993 installations/revenue: 550 residential/\$1.1 million; 136 non-residential/\$432,631. | <p>100 Pacific Alarm Systems Inc. Culver City, CA</p> <p>1993 revenue (millions): \$3.3 Number of accounts: 3,400</p> <ul style="list-style-type: none"> • Ranked No. 94 on last year's SDM 100. • 1993 recurring annual revenue: \$2.7 million. • Pacific Alarm Systems has been in business since 1953. |
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