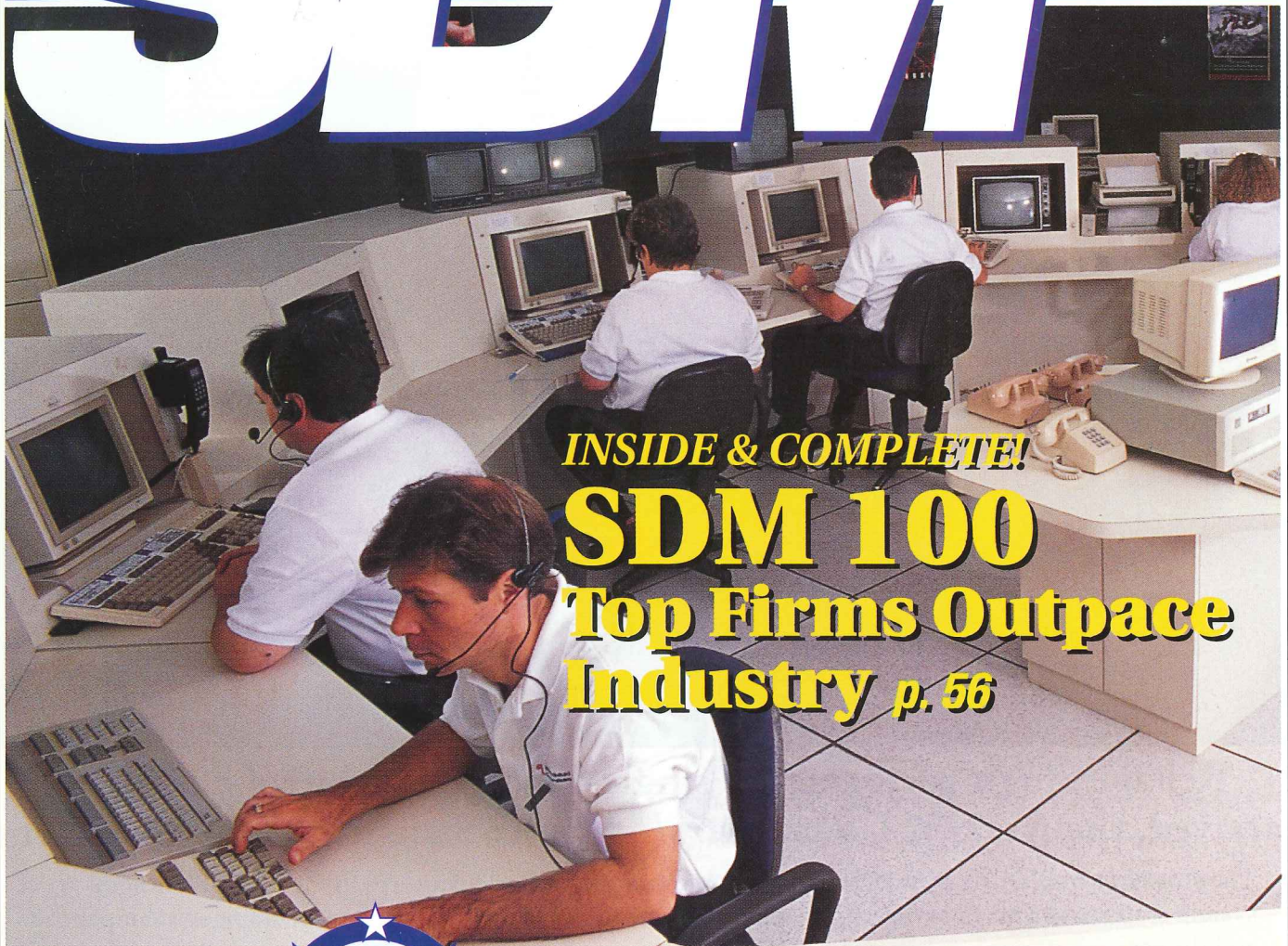


SECURITY DISTRIBUTING & MARKETING

SDM[®]

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A Cahners Publication



INSIDE & COMPLETE!

SDM 100

**Top Firms Outpace
Industry p. 56**

**SECURING
AMERICA**



This issue comes to you
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EXCLUSIVES:

Hybrid Aspheric Lens p. 30, 97

RF/ID at Gates p. 85

**Dual Technology Cuts
False Alarms p. 79**

Persistence Makes Sale p. 89

VENDORS GO ON-LINE P. 29; TELCO BILL UPDATE P. 29

Largest Dealers Achieve 9% Growth

Last year SDM 100 companies were less active with new installations, more active with acquisitions, and still came out on top.

By Laura E. Stepanek,
 Senior Editor, SDM

The 1995 SDM 100 faced many challenges last year. Among them, a troubled economy and high unemployment in certain areas, especially in the western United States. That situation affected 29 companies with western headquarters and several with branch offices.

Last year was not stagnant for the SDM 100.

While installation volume was lower than normal, SDM 100 firms bought 107 companies for 131,000 accounts.

As a group, the electronic security industry's top companies performed well. They grew 9%—a figure that outpaces the industry's 6% to 7% average growth rate last year.

When comparing this year's SDM 100 to last year's, it appears as though revenue growth is virtually flat: \$2.8 billion in 1993 and \$2.8 billion in 1994. However, this is due to significant shifts within the list, such as buyouts of several large firms. The 9% growth rate applies only to SDM 100 companies that were constant between last year and this year. It provides a more realistic picture of business activity.

Who Qualifies

Companies that qualify to be listed in the SDM 100 are primarily in the business of installing, servicing and monitoring electronic security systems.

The firms fit into one of two categories: 1) burglar and/or fire alarm businesses (or holding companies of the same) and 2) access control, CCTV, and/or systems integrators. The latter category typically installs proprietary systems that do not generate recurring revenue.

Other types of firms have an important role in the industry and should be acknowledged. However, they are not part of the SDM 100 because they do not install systems. Some provide account acquisition and monitoring. They include My Alarm, Dallas; Premisys, Plano, Texas; and Security Data Group/Intercap Monitoring, Englewood, Colo.

Still a major industry force, the top 100 companies accounted for 24% of total dealer revenues, or \$2.8 billion, last year. Together they installed almost half a million electronic security systems, including burglar alarm, fire alarm, access control, closed-circuit television, and integrated systems. About 20 of the firms also installed home automation and audio-visual systems; however, revenue from these systems comprises a very small percentage of total revenue, usually less than 5%.

As in past years, there are three main groups of SDM 100 firms: a handful of nationally operated, market-dominant firms; about two dozen strong regional organizations; and the remainder local companies operated by entrepreneurs or families.

How to use the SDM 100

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,

A Key to the SDM 100 Stats

Rank by (1994) revenue	Total U.S. revenue (1994) from security system installation, service, and monitoring
Company name; headquarters city and state	
4 National Guardian Corp. Greenwich, CT	
1994 revenue (millions):	\$212.8
Number of accounts:	275,000
<ul style="list-style-type: none"> Ranked No. 4 on last year's SDM 100. 1994 recurring annual revenue: \$116.4 million. 1994 installations: not provided. National Guardian grew by 60,000 subscribers and added 14 new business locations in 1994. 	
Company performance (1994) and activity	Number of customer contracts owned

The SDM 100 companies are ranked first by total 1994 revenue and second by the number of customer accounts. Additional information is provided by each firm, such as recurring annual revenue.

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, number of accounts, number of systems installed, etc., represent U.S. operations only, unless otherwise noted.

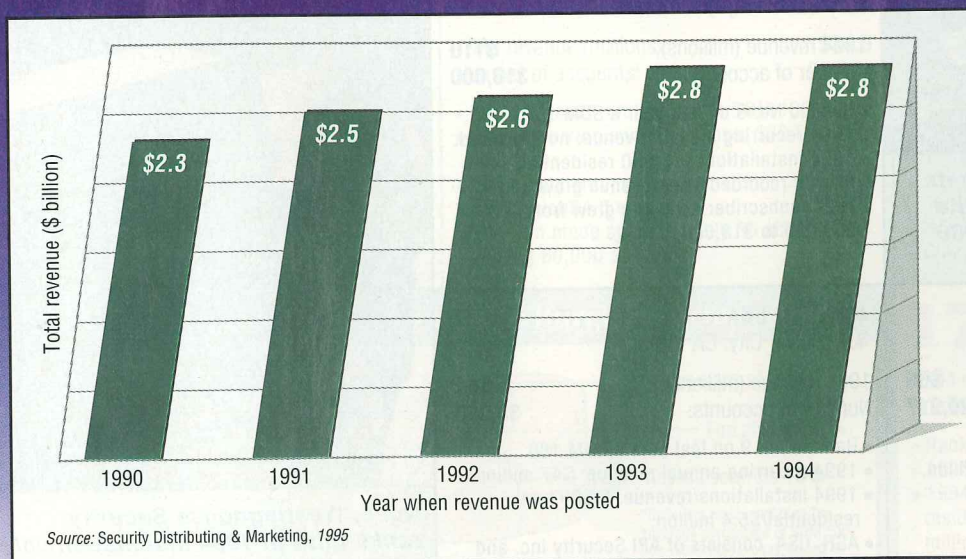
There are three ways that the SDM 100 companies can be compared: by gross revenue, as listed in the modules on the following pages; by annual recurring revenue, as shown in the table on page 60; and by installation volume, as presented in the table on page 68.

There are 11 companies included for the first time in the SDM 100. They are: No. 27: Sentry Alarm Systems of America Inc. (formerly Consolidated Southern Security of Clearwater, Fla.); No. 68: Crime Detector Inc.; No. 70: Sentry Detection Inc. (formerly Castle Home Security); No. 77: Digital Detection Systems; No. 84: Mutual Central Alarm Services Inc.; No. 89: John F. Barone Co.; No. 93: Multigard Security Systems Inc.; No. 94: D/A Central Inc.; No. 98: Mountain Alarm; No. 99: Sonitrol of Sacramento; No. 100: Advanced Technology Systems Integrators Corp.

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

SDM 100 Stat Sheet	
Total 1994 annual revenue: \$2.8 billion	
Total 1994 <i>recurring</i> annual revenue: \$1.4 billion* Total number of customer contracts (year-end 1994): 3.8 million[‡]	
New 1994 installations/revenue**	
Residential installations: 434,378	Revenue: \$150.8 million
Non-residential installations: 61,881	Revenue: \$238.9 million
Number of people employed in 1994	
Full-time: 27,885	Part-time: 1,122
Number of business locations operated: 980	
Footnotes *Based on responses from 82 firms. Does not include recurring annual revenue from the following: Brink's, Central District Alarm, Denver Burglar Alarm, Honeywell, Network Multi-Family Security, Racal-Chubb, Robinson Alarm, SecurityLink, Westec Security, and others that either did not report the information or didn't have any recurring revenue to report. ‡Based on responses and estimates from 94 firms. Does not include customer contracts from the following: D/A Central, DGA Alarm Services, The Greater Alarm Co., Multigard Security Systems, Security of Los Angeles, and Sentry Detection. **Based on responses from 82 firms. Does not include installation volume from the following: Alarmguard, Bay Alarm, Central District Alarm, Comsec/Narragansett Security, Denver Burglar Alarm, Honeywell, National Guardian, Network Multi-Family Security, Racal-Chubb Security Systems, Robinson Alarm, SecurityLink, Westec Security, and others that did not report the information. Source: Security Distributing & Marketing, 1995	

SDM 100 Shifts; Revenue Holds Steady



SDM 100 firms grew 9%, but changes in the list make the growth rate look flat.

The figures (above) reflect total 1994 operations of the largest 100 businesses in the electronic security industry. Individual company stats are presented in the modules on the following pages.

Security's Top Firms

SDM's fifth annual ranking of the largest electronic security firms is based on 1994 gross revenues.

1 ADT Security Systems Inc.
 Parsippany, NJ

1994 revenue (millions): **\$725**
 Number of accounts: **850,000**

- Ranked No. 1 on the SDM 100 every year since 1991.
- 1994 recurring annual revenue: \$490 million (U.S. only).
- 1994 installations: 170,000 residential systems.

2 Honeywell Inc.
 Minneapolis, MN

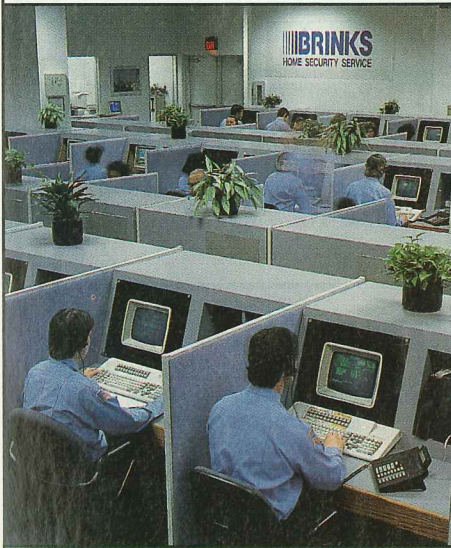
1994 revenue (millions): **\$223**
 Number of accounts: **190,000**

- Ranked No. 2 on last year's SDM 100.
- 1994 recurring revenue: not provided.
- 1994 installations/revenue: not provided.
- Total revenue and number of accounts are estimated.

3 Wells Fargo Alarm Services Inc.
 King of Prussia, PA

1994 revenue (millions): **\$219.1**
 Number of accounts: **124,000**

- Ranked No. 3 on last year's SDM 100.
- 1994 recurring annual revenue: \$138.4 million.
- 1994 installations/revenue: 12,000 residential/\$6.1 million; 13,600; non-residential/\$46.7 million.
- Wells Fargo operates from 44 locations.



4 National Guardian Corp.
 Greenwich, CT

1994 revenue (millions): **\$212.8**
 Number of accounts: **275,000**

- Ranked No. 4 on last year's SDM 100.
- 1994 recurring annual revenue: \$116.4 million.
- 1994 installations: not provided.
- National Guardian grew by 60,000 subscribers and added 14 new business locations in 1994.

5 Westinghouse Security Systems
 Irving, TX

1994 revenue (millions): **\$115**
 Number of accounts: **215,000**

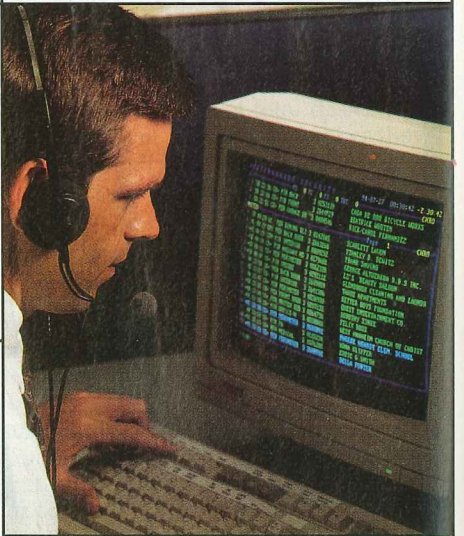
- Ranked No. 5 on last year's SDM 100.
- 1994 recurring annual revenue: \$45 million.
- 1994 installations: 60,000 residential; 5,000 non-residential.
- Westinghouse Security acquired Emergency Networks Inc. in 1994. The firm now operates from 44 business locations.

Brink's Home Security retains its position as a major player in the residential market, with 318,000 subscribers in 1994.

6 Brink's Home Security Inc.
 Carrollton, TX

1994 revenue (millions): **\$110**
 Number of accounts: **318,000**

- Ranked No. 6 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations: 75,000 residential.
- Brink's recorded 24% revenue growth in 1994; subscriber accounts grew from 260,000 to 318,000.



No. 5, Westinghouse Security ranks third in 1994 installation volume, with 65,000 new systems installed (see page 68).

7 Rollins Protective Services Inc.
 Atlanta, GA

1994 revenue (millions): **\$66**
 Number of accounts: **120,917**

- Ranked No. 8 on last year's SDM 100.
- 1994 recurring annual revenue: \$33 million.
- 1994 installations/revenue: 11,000 residential/\$22 million; 905 non-residential/\$8.9 million.
- Growth markets: national account sales; commercial sales.

8 ASH, USA
 Culver City, CA

1994 revenue (millions): **\$64**
 Number of accounts: **33,000**

- Ranked No. 9 on last year's SDM 100.
- 1994 recurring annual revenue: \$47 million.
- 1994 installations/revenue: 2,500 non-residential/\$5.4 million.
- ASH, USA, consists of API Security Inc. and Sonitrol Management Corp., owner and operator of 11 Sonitrol franchises.

9 Westec Security Inc.
Newport Beach, CA

1994 revenue (millions): **\$62**
Number of accounts: **72,000**

- Ranked No. 10 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations: not provided.
- Westec Franchising has locations in 10 states and two in Canada.

10 Alert Centre Inc., The
Englewood, CO

1994 revenue (millions): **\$57.7**
Number of accounts: **152,000**

- Ranked No. 12 on last year's SDM 100.
- 1994 recurring annual revenue: \$47 million.
- 1994 installations: 3,400 residential; 1,600 non-residential.
- Alert Centre added three branches, through acquisitions, in 1994: West Palm Beach, Fla., Austin and San Antonio, Texas.



No. 9, Westec Security, increased its account base by 10,000 subscribers in 1994.

Photo courtesy Westec Security

11 Holmes Protection Group Inc.
New York, NY

1994 revenue (millions): **\$48.9**
Number of accounts: **30,700**

- Ranked No. 13 on last year's SDM 100.
- 1994 recurring annual revenue: \$37.4 million.
- 1994 installations/revenue: 1,205 residential/\$2.8 million; 1,808 non-residential/\$6.4 million.

12 Kastle Systems Inc.
Arlington, VA

1994 revenue (millions): **\$39.4**
Number of accounts: **53,000**

- Ranked No. 15 on last year's SDM 100.
- 1994 recurring annual revenue: \$24.5 million.
- 1994 installations/revenue: 2,100 non-residential/\$8.2 million.
- Growth market: New York.

13 SecurityLink
Oak Brook, IL

1994 revenue (millions): **\$37**
Number of accounts: **62,000**

- Ranked No. 14 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations: not provided.
- SecurityLink (formal name: Ameritech Monitoring Services Inc.) was purchased by a Regional Bell Operating Company—Ameritech, Chicago—in 1994.

14 Bay Alarm Co.
Walnut Creek, CA

1994 revenue (millions): **\$35**
Number of accounts: **43,344**

- Ranked No. 16 on last year's SDM 100.
- 1994 recurring annual revenue: \$26.5 million.
- 1994 installations/revenue: \$4.3 million residential; \$5.3 million non-residential (installation volume not provided).
- Growth market: CCTV systems.

15 Protection One Inc.
Culver City, CA

1994 revenue (millions): **\$34.5**
Number of accounts: **98,804**

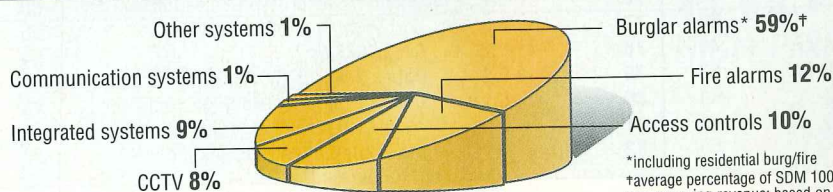
- Ranked No. 21 on last year's SDM 100.
- 1994 recurring annual revenue: \$32.8 million.
- 1994 installations/revenue: 1,800 residential/\$4.8 million.
- The firm made approximately 30 acquisitions, gaining 60,000 accounts.

16 Guardian Alarm Co.
Southfield, MI

1994 revenue (millions): **\$31**
Number of accounts: **67,000**

- Ranked No. 19 on last year's SDM 100.
- 1994 recurring annual revenue: \$22.8 million.
- 1994 installations/revenue: 9,600 residential/\$2.4 million; 2,000 non-residential/\$4.2 million.
- Guardian gained 9,000 accounts.

Security's Bread-and-Butter: Burglar Alarms



Source: Security Distributing & Marketing, 1995

*including residential burg/fire
†average percentage of SDM 100 non-recurring revenue; based on 82 responses.

17 Vector Security Inc.
Pittsburgh, PA

1994 revenue (millions): **\$30**
Number of accounts: **48,000**

- Ranked No. 18 on last year's SDM 100.
- 1994 recurring annual revenue: \$13 million.
- 1994 installations/revenue: 3,000 residential/\$8 million; 500 non-residential/\$3 million.
- Vector Security made several acquisitions and increased its own sales last year.

18 Network Multi-Family Security Corp., Dallas, TX

1994 revenue (millions): **\$29.5**
Number of accounts: **175,000**

- Ranked No. 17 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: not provided.
- Last year, Network Multi-Family Security acquired Metroplex Security of Dallas, No. 68 on the 1994 SDM 100. Network gained 12,000 accounts from the purchase.

19 AFA Protective Systems Inc. Syosset, NY

1994 revenue (millions): **\$25.9**
Number of accounts: **12,200**

- Ranked No. 20 on last year's SDM 100.
- 1994 recurring annual revenue: \$19.9 million.
- 1994 installations/revenue: 100 residential/\$200,000; 2,000 non-residential/\$5.8 million.
- AFA specializes in commercial fire protection.

20 Multimedia Security Service Inc. Wichita, KS

1994 revenue (millions): **\$24.2**
Number of accounts: **64,956**

- Ranked No. 29 on last year's SDM 100.
- 1994 recurring annual revenue: \$20.4 million.
- 1994 installations/revenue: 8,900 residential/\$3.6 million; 2,200 non-residential/\$903,000.
- Revenue increased 44%.

How the Recurring Revenue Stacks Up

Rank by Recurring Annual Revenue	1994 Recurring Revenue (millions)	Company	1995 Rank	Rank by Recurring Annual Revenue	1994 Recurring Revenue (millions)	Company	1995 Rank
1	\$490	ADT Security Systems Inc.	1	42	\$4.3	Sonitrol Security Systems of Hartford Inc.	61
2	138.4	Wells Fargo Alarm Services Inc.	3	43	4.1	Vivitar Security Systems Inc.	45
3	116.4	National Guardian Corp.	4	44	3.9	Protective Alarms Inc.	56
4	47	Alert Centre Inc., The	10	45	3.9	Sentry Protective Systems	60
5	47	ASH, USA	8	46	3.8	Engineered Protection Systems Inc.	51
6	45	Westinghouse Security Systems	5	47	3.7	Sonitrol Mid South Holdings	66
7	37.4	Holmes Protection Group Inc.	11	48	3.5	Custom House Inc.	58
8	33	Rollins Protective Services Inc.	7	49	3.4	Security Holdings Inc.	73
9	32.8	Protection One Inc.	15	50	3	Automatic Detection Systems Inc.	71
10	26.5	Bay Alarm Co.	14	51	2.9	Crime Blocker Inc.	69
11	24.5	Kastle Systems Inc.	12	52	2.9	Security Systems Inc.	88
12	22.8	Guardian Alarm Co.	16	53	2.8	Inter-Active Services Inc.	90
13	20.4	Multimedia Security Service Inc.	20	54	2.7	Sonitrol Pacific	87
14	19.9	AFA Protective Systems Inc.	19	55	2.7	Pacific Alarm Systems Inc.	92
15	13	Vector Security Inc.	17	56	2.6	Kerman Protection Systems Inc.	80
16	11.6	Sentry Alarm Systems of America Inc.	27	57	2.6	Mutual Central Alarm Services Inc.	84
17	11.5	Alarmguard Inc.	25	58	2.2	All-Guard Alarm Systems Inc.	95
18	11	Comsec/Narragansett Security Inc.	29	59	2.1	Sonitrol of Sacramento	99
19	10.9	Smith Alarm Systems	21	60	2.1	ElectroSecurity Corp.	82
20	10.9	Masada Security	33	61	1.9	Security Corp.	50
21	8.8	Habitec Security	31	62	1.9	Multigard Security Systems Inc.	93
22	8.7	Alarm Detection Systems Inc.	36	63	1.9	Perimeter Security & Sound Inc.	81
23	8	Kertz Security Systems Inc.	22	64	1.8	Security Equipment Inc.	85
24	7.6	Guardian Protection Services Inc.	37	65	1.7	Greater Alarm Company Inc., The	72
25	7.4	Alert Alarm Inc.	42	66	1.6	Safeguard Security Services Inc.	96
26	7.2	Commonwealth Security Systems Inc.	34	67	1.4	Maximum Security Inc.	41
27	7.1	Ranger American Inc.	26	68	1.3	Protection Bureau, The	91
28	7	Metrol Security Services	38	69	1.3	Argus Security Systems Inc.	75
29	6.5	Kimberlite Corp.	47	70	1.1	Sentry Detection Inc.	70
30	6.4	Slomins Security	28	71	1.1	John F. Barone Co.	89
31	5.8	National Security Service Inc.	49	72	1	Delta Audio-Visual Security Inc.	67
32	5.4	Norman Security Systems Inc.	55	73	1	Securus Inc.	78
33	5.4	Forest Security Systems Inc.	40	74	1	Mountain Alarm	98
34	5.2	Response USA Inc.	57	75	0.9	Crime Detector Inc.	68
35	5	American Alarm Systems	44	76	0.9	Quantum Security Services Inc.	83
36	4.8	DGA Alarm Services Inc.	54	77	0.8	Corporate Protection Services Inc.	86
37	4.4	Electronic Security Services Co. LP	48	78	0.7	Security Safe	74
38	4.3	Midnight Burglar Alarm Systems Inc.	63	79	0.6	Dallas Security Systems Inc.	62
39	4.3	Supreme Security Systems Inc.	64	80	0.2	Douglas Roesch Communications Inc.	46
40	4.3	Per Mar Security Services	43	81	0.2	Advanced Tech. Sys. Integrators Corp.	100
41	4.3	Alarms Unlimited	65	82	0.08	Digital Detection Systems Ltd.	77

This table ranks SDM 100 companies by recurring annual revenue and allows readers to compare firms that depend on subscriber monitoring as a primary revenue

stream. It lists 82 of the 100 firms in the listing. Companies not included either did not provide information or do not have recurring revenue to report.

<p>21 Smith Alarm Systems Dallas, TX</p> <p>1994 revenue (millions): \$18.9 Number of accounts: 23,000</p> <ul style="list-style-type: none"> • Ranked No. 26 on last year's SDM 100. • 1994 recurring annual revenue: \$10.9 million. • 1994 installations/revenue: 1,800 residential/\$1.5 million; 1,200 non-residential/\$5.2 million. • Smith Alarm grew 8%. 	<p>22 Kertz Security Systems Inc. Fort Lauderdale, FL</p> <p>1994 revenue (millions): \$18.5 Number of accounts: 28,000</p> <ul style="list-style-type: none"> • Ranked No. 22 on last year's SDM 100. • 1994 recurring annual revenue: \$8 million. • 1994 installations/revenue: 3,500 residential/\$7 million; 1,000 non-residential/\$3.5 million. • Kertz Security employs 250 full-time and 100 part-time staff. 	<p>23 Racal-Chubb Security Systems Inc., Austin, TX</p> <p>1994 revenue (millions): \$18 Number of accounts: 12,000</p> <ul style="list-style-type: none"> • Ranked No. 24 on last year's SDM 100. • 1994 recurring annual revenue: not provided. • 1994 installations/revenue: not provided. • Total revenue and number of accounts are estimated.
<p>24 Denver Burglar Alarm Inc. Denver, CO</p> <p>1994 revenue (millions): \$17.5 Number of accounts: 20,200</p> <ul style="list-style-type: none"> • Ranked No. 25 on last year's SDM 100. • 1994 recurring annual revenue: not provided. • 1994 installations/revenue: not provided. • Denver Burglar Alarm has been in business for 103 years. 	<p>25 Alarmguard Inc. Orange, CT</p> <p>1994 revenue (millions): \$17 Number of accounts: 35,000</p> <ul style="list-style-type: none"> • Ranked No. 41 on last year's SDM 100. • 1994 recurring annual revenue: \$11.5 million. • 1994 installations/revenue: \$3.2 million residential; \$2.3 million non-residential (installation volume not provided). • Alarmguard acquired 3,000 accounts. 	<p>26 Ranger American Inc. San Antonio, TX</p> <p>1994 revenue (millions): \$16.7 Number of accounts: 25,631</p> <ul style="list-style-type: none"> • Ranked No. 31 on last year's SDM 100. • 1994 recurring annual revenue: \$7.1 million. • 1994 installations/revenue: 16,024 residential/\$9.5 million; 250 non-residential/\$500,000. • Revenue growth: 22%; opened Denver branch office in Jan. 1995.
<p>27 Sentry Alarm Systems of America Inc., Clearwater, FL</p> <p>1994 revenue (millions): \$16.5 Number of accounts: 23,000</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1994 recurring revenue: \$11.6 million. • 1994 installations/revenue: 1,400 residential/\$1.4 million; 2,000 non-residential/\$2.5 million. • Sentry Alarm purchased Consolidated Southern Security of Clearwater, Fla. 	 <p><i>Habitec Security moved up three places in the SDM 100 last year. The firm's CEO is James Smythe (above).</i></p>	<p>28 Slomins Security Hicksville, NY</p> <p>1994 revenue (millions): \$16 Number of accounts: 23,680</p> <ul style="list-style-type: none"> • Ranked No. 49 on last year's SDM 100. • 1994 recurring annual revenue: \$6.4 million. • 1994 installations/revenue: 9,600 residential/\$8.5 million; 50 non-residential/\$80,000. • Slomins Security more than doubled its residential installation volume and revenue last year.
<p>29 Comsec/Narragansett Security Inc., Weatogue, CT</p> <p>1994 revenue (millions): \$15.6 Number of accounts: 20,000</p> <ul style="list-style-type: none"> • Ranked No. 35 on last year's SDM 100. • 1994 recurring annual revenue: \$11 million. • 1994 installations: not provided. • Comsec/Narragansett added 4,500 accounts through acquisitions in 1994. • The firm employs 170 full-time people. 		<p>30 MSI Security Systems Inc. Kearny, NJ</p> <p>1994 revenue (millions): \$15 Number of accounts: not applicable</p> <ul style="list-style-type: none"> • Ranked No. 33 on last year's SDM 100. • 1994 recurring annual revenue: not provided. • 1994 installations/revenue: 150 non-residential/\$11 million. • MSI Security specializes in CCTV and access control systems.
<p>31 Habitec Security Toledo, OH</p> <p>1994 revenue (millions): \$14.7 Number of accounts: 21,600</p> <ul style="list-style-type: none"> • Ranked No. 34 on last year's SDM 100. • 1994 recurring annual revenue: \$8.8 million. • 1994 installations/revenue: 1,120 residential/\$2 million; 340 non-residential/\$820,000. • Habitec Security did not make any acquisitions in 1994. 	<p>32 National Security Systems Inc. Manhasset, NY</p> <p>1994 revenue (millions): \$14.4 Number of accounts: not applicable</p> <ul style="list-style-type: none"> • Ranked No. 32 on last year's SDM 100. • 1994 recurring annual revenue: not provided. • 1994 installations/revenue: 6 residential/\$515,000; 22 non-residential/\$13.9 million. • National Security is a systems integrator. 	<p>33 Masada Security Birmingham, AL</p> <p>1994 revenue (millions): \$14.3 Number of accounts: 30,000</p> <ul style="list-style-type: none"> • Ranked No. 47 on last year's SDM 100. • 1994 recurring revenue: \$10.9 million. • 1994 installations/revenue: 8,000 residential/\$1.8 million; 700 non-residential/\$1 million. • Masada Security made three acquisitions, gaining 4,425 accounts in 1994.

34 Commonwealth Security Systems Inc., Lancaster, PA

1994 revenue (millions): **\$13.7**
Number of accounts: **22,000**

- Ranked No. 43 on last year's SDM 100.
- 1994 recurring annual revenue: \$7.2 million.
- 1994 installations/revenue: 2,105 residential/\$5.8 million.
- Revenue increased 29% in 1994.

35 SSD Alarm Systems/Kern Security Systems, Anaheim, CA

1994 revenue (millions): **\$12.5**
Number of accounts: **14,412**

- Ranked No. 38 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations: 352 residential; 1,295 non-residential.
- SSD Alarm Systems (formal name: Security Signal Devices Inc.) operates seven business locations in Calif., Utah, and Arizona.

36 Alarm Detection Systems Inc., Aurora, IL

1994 revenue (millions): **\$12.4**
Number of accounts: **15,007**

- Ranked No. 44 on last year's SDM 100.
- 1994 recurring annual revenue: \$8.7 million.
- 1994 installations/revenue: 202 residential/\$389,090; 407 non-residential/\$3.3 million.
- ADS continued purchasing small and medium-sized alarm companies in 1994.

37 Guardian Protection Services Inc., Pittsburgh, PA

1994 revenue (millions): **\$11.8**
Number of accounts: **25,986**

- Ranked No. 40 on last year's SDM 100.
- 1994 recurring annual revenue: \$7.6 million.
- 1994 installations/revenue: 5,230 residential/\$3.1 million; 400 non-residential/\$1.9 million.
- Guardian Protection added two offices, one through a 1,200-account acquisition.

38 Metrol Security Services, Phoenix, AZ

1994 revenue (millions): **\$11**
Number of accounts: **14,000**

- Ranked No. 46 on last year's SDM 100.
- 1994 recurring annual revenue: \$7 million.
- 1994 installations/revenue: 900 residential/\$1 million; 360 non-residential/\$1.7 million.
- *SDM's* 1994 Dealer of the Year.

39 Central District Alarm Inc., St. Louis, MO

1994 revenue (millions): **\$10.7**
Number of accounts: **10,800**

- Ranked No. 42 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: not provided.
- Total revenue and number of accounts are estimated.

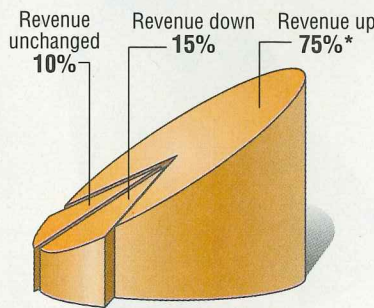
40 Forest Security Systems Inc., River Grove, IL

1994 revenue (millions): **\$10.7**
Number of accounts: **7,326**

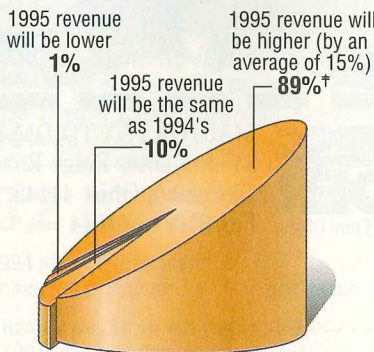
- Ranked No. 48 on last year's SDM 100.
- 1994 recurring annual revenue: \$5.4 million.
- 1994 installations/revenue: 600 residential/\$786,000; 423 non-residential/\$3.5 million.
- Forest Security opened an office in Lake Forest, Ill.

Revenues Rose for 75% of the SDM 100 Firms

SDM 100 Firms Fared Well in 1994



Outlook for 1995



*percentage of SDM 100 firms that also reported 1993 revenue; based on 92 responses

*percentage of SDM 100 firms that responded to a question about anticipated revenues; based on 94 responses
Source: Security Distributing & Marketing, 1995

41 Maximum Security Inc., Corona, CA

1994 revenue (millions): **\$10.4**
Number of accounts: **3,074**

- Ranked No. 83 on last year's SDM 100.
- 1994 recurring annual revenue: \$1.4 million.
- 1994 installations/revenue: 1,846 residential/\$6.5 million; 214 non-residential/\$2.5 million.
- Recurring revenue nearly tripled in 1994 due to territorial expansion.

42 Alert Alarm Inc., Honolulu, HI

1994 revenue (millions): **\$9.8**
Number of accounts: **13,500**

- Ranked No. 58 on last year's SDM 100.
- 1994 recurring annual revenue: \$7.4 million.
- 1994 installations/revenue: 796 residential/\$1.1 million; 1,097 non-residential/\$1.3 million.
- Alert Alarm made several acquisitions and opened an office in Beaverton, Ore.

43 Per Mar Security Services, Davenport, IA

1994 revenue (millions): **\$9.3**
Number of accounts: **12,300**

- Ranked No. 57 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.3 million.
- 1994 installations/revenue: 900 residential/\$1.1 million; 2,181 non-residential/\$3.9 million.
- Growth market: integrated systems (a new company division).

44 American Alarm Systems, Santa Ana, CA

1994 revenue (millions): **\$9.2**
Number of accounts: **15,500**

- Ranked No. 52 on last year's SDM 100.
- 1994 recurring annual revenue: \$5 million.
- 1994 installations/revenue: 2,000 residential/\$2.5 million; 1,500 non-residential/\$2.9 million.

45 Vivitar Security Systems Inc., Torrance, CA

1994 revenue (millions): **\$8.9**
Number of accounts: **7,000**

- Ranked No. 53 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.1 million.
- 1994 installations/revenue: 60 residential/\$245,000; 400 non-residential/\$4.5 million.



Douglas Roesch Communications designs extensive proprietary security systems, such as the one above.

46 Douglas Roesch Communications, Inc., Los Angeles, CA

1994 revenue (millions): **\$8.7**
 Number of accounts: **400**

- Ranked No. 50 on last year's SDM 100.
- 1994 recurring annual revenue: not applicable.
- 1994 installations/revenue: 260 non-residential/\$8.7 million.
- Primary market: complex security systems for public buildings.

47 Kimberlite Corp.
 Fresno, CA

1994 revenue (millions): **\$8.5**
 Number of accounts: **5,600**

- Ranked No. 54 on last year's SDM 100.
- 1994 recurring annual revenue: \$6.5 million.
- 1994 installations/revenue: 100 residential/\$250,000; 700 non-residential/\$2 million.
- Kimberlite Corp. owns eight Sonitrol franchises in northern Calif.

48 Electronic Security Services Co. LP, Nashville, TN

1994 revenue (millions): **\$8.4**
 Number of accounts: **14,612**

- Ranked No. 62 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.4 million.
- 1994 installations/revenue: 1,287 residential/\$1.9 million; 525 non-residential/\$1.3 million.
- ESS expanded its sales force and increased installations by 14%.

49 National Security Service Inc.
 Raleigh, NC

1994 revenue (millions): **\$8.4**
 Number of accounts: **14,300**

- Ranked No. 64 on last year's SDM 100.
- 1994 recurring annual revenue: \$5.8 million.
- 1994 installations/revenue: 706 residential/\$739,000; 1,045 non-residential/\$1.7 million.
- Revenue increased 20%.
- *SDM's* 1992 Dealer of the Year.

50 Security Corp.
 Royal Oak, MI

1994 revenue (millions): **\$8.3**
 Number of accounts: **1,800**

- Ranked No. 65 on last year's SDM 100.
- 1994 recurring annual revenue: \$1.9 million.
- 1994 installations/revenue: 30 residential/\$43,000; 570 non-residential/\$3 million.

51 Engineered Protection Systems Inc., Grand Rapids, MI

1994 revenue (millions): **\$8.1**
 Number of accounts: **5,300**

- Ranked No. 56 on last year's SDM 100.
- 1994 recurring annual revenue: \$3.8 million.
- 1994 installations/revenue: 251 residential/\$350,000; 400 non-residential/\$3.3 million.

52 Post Alarm Systems Inc.
 Arcadia, CA

1994 revenue (millions): **\$8**
 Number of accounts: **11,000**

- Ranked No. 59 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: not provided.
- Total revenue and number of accounts are estimated.

53 Robinson Alarm Co.
 Philadelphia, PA

1994 revenue (millions): **\$7.5**
 Number of accounts: **13,000**

- Ranked No. 51 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: not provided.
- Total revenue and number of accounts are estimated.

54 DGA Alarm Services Inc.
 New York, NY

1994 revenue (millions): **\$7.5**
 Number of accounts: **not provided**

- Ranked No. 67 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.8 million.
- 1994 installations: 12 residential; 400 non-residential.

55 Norman Security Systems Inc.
 Chicago, IL

1994 revenue (millions): **\$7.2**
 Number of accounts: **9,140**

- Ranked No. 66 on last year's SDM 100.
- 1994 recurring annual revenue: \$5.4 million.
- 1994 installations/revenue: 1,200 residential/\$2.4 million; 1,005 non-residential/\$4.9 million.
- Norman Security Systems employs 75 people.

56 Protective Alarms Inc.
 Cos Cob, CT

1994 revenue (millions): **\$7.1**
 Number of accounts: **13,768**

- Ranked No. 60 on last year's SDM 100.
- 1994 recurring annual revenue: \$3.9 million.
- 1994 installations/revenue: 615 residential/\$1.8 million; 125 non-residential/\$372,701.

57 Response USA Inc.
 Lawrenceville, NJ

1994 revenue (millions): **\$7**
 Number of accounts: **25,200**

- Ranked No. 69 on last year's SDM 100.
- 1994 recurring annual revenue: \$5.2 million.
- 1994 installations/revenue: 1,000 residential/\$2.5 million; 100 non-residential/\$500,000.
- Response USA bought three security companies, with more than 7,000 accounts.

58 Custom House Inc.
 Lacey, WA

1994 revenue (millions): **\$6.6**
 Number of accounts: **12,000**

- Ranked No. 55 on last year's SDM 100.
- 1994 recurring annual revenue: \$3.5 million.
- 1994 installations/revenue: 660 residential/\$850,000; 240 non-residential/\$1.7 million.
- Custom House closed several branch offices last year.

59 SDA Security Systems Inc.
 San Diego, CA

1994 revenue (millions): **\$6.3**
 Number of accounts: **5,000**

- Ranked No. 71 on last year's SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: not provided.

60 Sentry Protective Systems
 Malden, MA

1994 revenue (millions): **\$6.2**
 Number of accounts: **17,000**

- Ranked No. 70 on last year's SDM 100.
- 1994 recurring annual revenue: \$3.9 million.
- 1994 installations/revenue: 642 residential/\$692,504; 621 non-residential/\$1.6 million.
- Sentry Protective relocated from East Boston to Malden, Mass. in 1994.

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

1994 revenue (millions): **\$6**
 Number of accounts: **13,142**

- Ranked No. 61 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.3 million.
- 1994 installations/revenue: 154 residential/\$162,245; 631 non-residential/\$1.2 million.

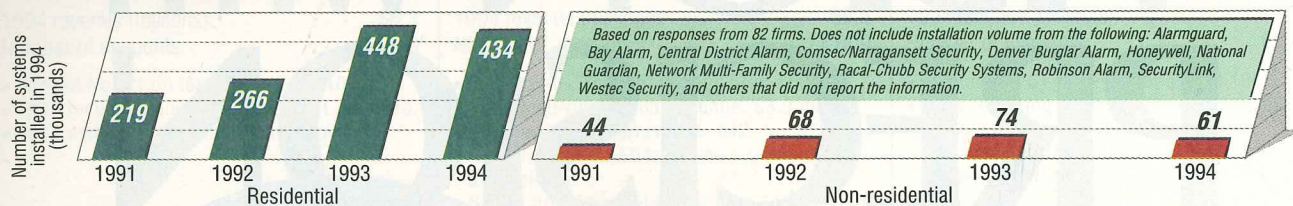
Who's Installing Security Systems?

Rank by Installation Volume	Company	Residential Systems	Non-Res. Systems	1995 Rank	Rank by Installation Volume	Company	Residential Systems	Non-Res. Systems	1995 Rank
1	ADT Security Systems Inc.	170,000		1	42	Protection Bureau, The	410	651	91
2	Brink's Home Security Inc.	75,000		6	43	Forest Security Systems Inc.	600	423	40
3	Westinghouse Security Sys.	60,000	5,000	5	44	Security Holdings Inc.	700	300	73
4	Wells Fargo Alarm Services Inc.	12,000	13,600	3	45	Quantum Security Services Inc.	895	31	83
5	Ranger American Inc.	16,024	250	26	46	John F. Barone Co.	603	306	89
6	Rollins Protective Services Inc.	11,000	905	7	47	Custom House Inc.	660	240	58
7	Guardian Alarm Co.	9,600	2,000	16	48	Kimberlite Corp.	100	700	47
8	Multimedia Security Service Inc.	8,900	2,200	20	49	Sonitrol Security Sys. of Hartford Inc.	154	631	61
9	Slomins Security	9,600	50	28	50	Protective Alarms Inc.	615	125	56
10	Masada Security	8,000	700	33	51	Security Safe	361	370	74
11	Guardian Protection Services Inc.	5,230	400	37	52	Argus Security Systems Inc.	725		75
12	Alert Centre Inc., The	3,400	1,600	10	53	Safeguard Security Services Inc.	700	20	96
13	Kertz Security Systems Inc.	3,500	1,000	22	54	Corporate Protection Services Inc.	400	300	86
14	American Alarm Systems	2,000	1,500	44	55	Engineered Protection Systems Inc.	251	400	51
15	Vector Security Inc.	3,000	500	17	56	Inter-Active Services Inc.	580	43	90
16	Sentry Alarm Sys. of America Inc.	1,400	2,000	27	57	Alarm Detection Systems Inc.	202	407	36
17	Per Mar Security Services	900	2,181	43	58	Security Corp.	30	570	50
18	Holmes Protection Group Inc.	1,205	1,808	11	59	Security Systems Inc.	372	171	88
19	Smith Alarm Systems	1,800	1,200	21	60	Mountain Alarm	240	295	98
20	ASH, USA		2,500	8	61	Vivitar Security Systems Inc.	60	400	45
21	Digital Detection Systems Ltd.	2,115	297	77	62	All-Guard Alarm Systems Inc.	330	110	95
22	Norman Security Systems Inc.	1,200	1,005	55	63	Sonitrol Pacific	28	404	87
23	Commonwealth Security Sys. Inc.	2,105		34	64	DGA Alarm Services Inc.	12	400	54
24	AFA Protective Systems Inc.	100	2,000	19	65	Securus Inc.		400	78
25	Kastle Systems Inc.		2,100	12	66	Supreme Security Systems Inc.	169	200	64
26	Maximum Security Inc.	1,846	214	41	67	Mutual Central Alarm Services Inc.	5	350	84
27	Alert Alarm Inc.	796	1,097	42	68	Sonitrol Mid South Holdings	30	310	66
28	Electronic Security Svcs. Co. LP	1,287	525	48	69	Sonitrol of Sacramento	24	272	99
29	Protection One Inc.	1,800		15	70	Douglas Roesch Communications Inc.		260	46
30	National Security Service Inc.	706	1,045	49	71	Crime Blocker Inc.	240	10	69
31	SSD Alarm Sys./Kern Security Sys.	352	1,295	35	72	Delta Audio-Visual Security Inc.		220	67
32	Sentry Detection Inc.	1,450	30	70	73	Dallas Security Systems Inc.	60	130	62
33	Habitec Security	1,120	340	31	74	Perimeter Security & Sound Inc.	20	150	81
34	Crime Detector Inc.	1,410	25	68	75	MSI Security Systems Inc.		150	30
35	Alarms Unlimited	1,122	190	65	76	ElectroSecurity Corp.	10	130	82
36	Sentry Protective Systems	642	621	60	77	Kerman Protection Systems Inc.		129	80
37	Metrol Security Services	900	360	38	78	Operational Security Systems Inc.		107	76
38	American Alarm & Comm. Inc.	792	352	79	79	D/A Central Inc.		50	94
39	Response USA Inc.	1,000	100	57	80	National Security Systems Inc.	6	22	32
40	Midnight Burglar Alarm Sys. Inc.	830	260	63	81	Security of Los Angeles Inc.	20		97
41	Security Equipment Inc.	634	434	85	82	Advanced Tech. Sys. Integrators Corp.	10		100

The table (above) ranks SDM 100 companies by a combined total (residential and non-residential) 1994 installation volume. Shown are the number of new

residential and non-residential systems installed last year, plus the firm's SDM 100 rank. Companies not included did not provide the information.

Installation Volume Dips



Source: Security Distributing & Marketing, 1995

62 Dallas Security Systems Inc.
Dallas, TX

1994 revenue (millions): **\$5.8**
Number of accounts: **3,500**

- Ranked No. 81 on last year's SDM 100.
- 1994 recurring annual revenue: \$645,000.
- 1994 installations/revenue: 60 residential/\$150,000; 130 non-residential/\$560,000.

63 Midnight Burglar Alarm Systems Inc., Flint, MI

1994 revenue (millions): **\$5.7**
Number of accounts: **11,593**

- Ranked No. 72 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.3 million.
- 1994 installations/revenue: 830 residential/\$502,000; 260 non-residential/\$310,700.
- Midnight Burglar Alarm employs 75 people and operates a Lansing, Mich., branch office.

64 Supreme Security Systems Inc.
Hillside, NJ

1994 revenue (millions): **\$5.7**
Number of accounts: **8,729**

- Ranked No. 73 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.3 million.
- 1994 installations/revenue: 169 residential/\$379,216; 200 non-residential/\$533,321.
- Supreme Security employs 65 people and operates a branch office in Freehold, N.J.

65 Alarms Unlimited
Plainview, NY

1994 revenue (millions): **\$5.6**
Number of accounts: **14,400**

- Ranked No. 75 on last year's SDM 100.
- 1994 recurring annual revenue: \$4.3 million.
- 1994 installations/revenue: 1,122 residential/\$732,891; 190 non-residential/\$139,600.
- Alarms Unlimited acquired 12 co. in 1994.
- The firm monitors 32,000 dealer accounts.

66 Sonitrol Mid South Holdings
Baltimore, MD

1994 revenue (millions): **\$5.6**
Number of accounts: **2,996**

- Ranked No. 76 on last year's SDM 100.
- 1994 recurring annual revenue: \$3.7 million.
- 1994 installations/revenue: 30 residential/\$61,727; 310 non-residential/\$1.7 million.
- Sonitrol Mid South increased non-residential installations by 61 in 1994.

67 Delta Audio-Visual Security Inc.
Harahan, LA

1994 revenue (millions): **\$5.5**
Number of accounts: **not applicable**

- Ranked No. 92 on last year's SDM 100.
- 1994 recurring annual revenue: \$1 million.
- 1994 installations/revenue: 220 non-residential/\$5.3 million.
- Delta Audio-Visual Security opened an office and purchased a competitor, expanding into Victoria and Corpus Christi, Texas.

68 Crime Detector Inc.
West Columbia, SC

1994 revenue (millions): **\$5.4**
Number of accounts: **3,000**

- First-time listing on the SDM 100.
- 1994 recurring annual revenue: \$0.9 million.
- 1994 installations/revenue: 1,410 residential/\$4.5 million; 25 non-residential/\$75,000.
- Crime Detector Inc. and Crime Detector of North Carolina Inc. operate from 6 locations.



Crime Detector, operating in the Carolinas, is ranked on the SDM 100 for the first time.

69 Crime Blocker Inc.
Fern Park, FL

1994 revenue (millions): **\$5.3**
Number of accounts: **7,900**

- Ranked No. 82 on last year's SDM 100.
- 1994 recurring annual revenue: \$2.9 million.
- 1994 installations/revenue: 240 residential/\$750,000; 10 non-residential/\$50,000.
- Crime Blocker, for sale in 1994, was taken off the market in 1995.

70 Sentry Detection Inc.
East Meadow, NY

1994 revenue (millions): **\$5.2**
Number of accounts: **not provided**

- First-time listing on the SDM 100.
- Formerly ranked as Castle Home Security, No. 91 on last year's SDM 100. Sentry Detection is a Westinghouse authorized dealer.
- 1994 recurring annual revenue: \$1.1 million.
- 1994 installations/revenue: 1,450 residential/\$4.4 million; 30 non-residential/\$45,000.

71 Automatic Detection Systems Inc., Birmingham, AL

1994 revenue (millions): **\$5.1**
Number of accounts: **6,500**

- Ranked No. 78 on last year's SDM 100.
- 1994 recurring annual revenue: \$3 million.
- 1994 installations/revenue: not provided.

<p>72 Greater Alarm Company Inc., The, Irvine, CA</p> <p>1994 revenue (millions): \$5 Number of accounts: not provided</p> <ul style="list-style-type: none"> • Ranked No. 89 on last year's SDM 100. • 1994 recurring annual revenue: \$1.7 million. • 1994 installations/revenue: not provided. • Revenue grew 22% in 1994. • Growth markets: new construction, audio-visual systems. 	<p>73 Security Holdings Inc. Seattle, WA</p> <p>1994 revenue (millions): \$4.8 Number of accounts: 9,300</p> <ul style="list-style-type: none"> • Ranked No. 88 on last year's SDM 100. • 1994 recurring annual revenue: \$3.4 million. • 1994 installations/revenue: 700 residential/\$550,000; 300 non-residential/\$450,000. • Security Holdings grew 17% last year. 	<p>74 Security Safe Rochester, NY</p> <p>1994 revenue (millions): \$4.8 Number of accounts: 3,700</p> <ul style="list-style-type: none"> • Ranked No. 79 on last year's SDM 100. • 1994 recurring annual revenue: \$0.7 million. • 1994 installations/revenue: 361 residential/\$505,000; 370 non-residential/\$2.6 million. • Security Safe made two acquisitions, gaining nearly 500 accounts, in 1994.
<p>75 Argus Security Systems Inc. McAllen, TX</p> <p>1994 revenue (millions): \$4.6 Number of accounts: 6,500</p> <ul style="list-style-type: none"> • Ranked No. 90 on last year's SDM 100. • 1994 recurring annual revenue: \$1.3 million. • 1994 installations/revenue: 725 residential/\$875,000; non-residential volume not provided/\$2.4 million. • Growth markets: CCTV, fire alarm systems. 	<p>76 Operational Security Systems Inc., Atlanta, GA</p> <p>1994 revenue (millions): \$4.6 Number of accounts: not applicable</p> <ul style="list-style-type: none"> • Ranked No. 80 on last year's SDM 100. • 1994 recurring annual revenue: not applicable. • 1994 installations/revenue: 107 non-residential. • Primary market: integrated systems. 	<p>77 Digital Detection Systems Ltd. West Palm Beach, FL</p> <p>1994 revenue (millions): \$4.5 Number of accounts: 4,057</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1994 recurring annual revenue: \$0.9 million. • 1994 installations/revenue: 2,115 residential/\$3.2 million; 297 non-residential/\$450,000. • Primary market: residential, full-perimeter security systems.
<p>78 Securus Inc. Denver, CO</p> <p>1994 revenue (millions): \$4.5 Number of accounts: 350</p> <ul style="list-style-type: none"> • Ranked No. 84 on last year's SDM 100. • 1994 recurring annual revenue: \$1 million (from lease and maintenance contracts). • 1994 installations/revenue: 400 non-residential/\$4.5 million. • Primary markets: access control, CCTV, and integrated systems. 	<p>79 American Alarm & Communications Inc., Arlington, MA</p> <p>1994 revenue (millions): \$4.4 Number of accounts: 9,600</p> <ul style="list-style-type: none"> • Ranked No. 99 on last year's SDM 100. • 1994 recurring annual revenue: not provided. • 1994 installations/revenue: 792 residential/\$1.4 million; 352 non-residential/\$896,178. • Expanded sales operation and a new branch office account for 33% growth. 	<p>80 Kerman Protection Systems Inc. New York, NY</p> <p>1994 revenue (millions): \$4.4 Number of accounts: 3,295</p> <ul style="list-style-type: none"> • Ranked No. 85 on last year's SDM 100. • 1994 recurring annual revenue: \$2.6 million. • 1994 installations: 129 non-residential.
	<p>81 Perimeter Security & Sound Inc. San Jose, CA</p> <p>1994 revenue (millions): \$4.3 Number of accounts: 3,000</p> <ul style="list-style-type: none"> • Ranked No. 87 on last year's SDM 100. • 1994 recurring annual revenue: \$1.9 million. • 1994 installations/revenue: 20 residential/\$30,000; 150 non-residential/\$1.8 million. • More than 50% of Perimeter Security's business is integrated systems. 	<p>82 ElectroSecurity Corp. Van Nuys, CA</p> <p>1994 revenue (millions): \$4.2 Number of accounts: 3,500</p> <ul style="list-style-type: none"> • Ranked No. 94 on last year's SDM 100. • 1994 recurring annual revenue: \$2.1 million. • 1994 installations/revenue: 10 residential/\$20,000; 130 non-residential/\$885,000.
	<p>83 Quantum Security Services Inc. Norcross, GA</p> <p>1994 revenue (millions): \$4.1 Number of accounts: 3,620</p> <ul style="list-style-type: none"> • Ranked No. 86 on last year's SDM 100. • 1994 recurring annual revenue: \$0.9 million. • 1994 installations/revenue: 895 residential/\$3.2 million; 31 non-residential/\$108,500. • Former AT&T dealer, Quantum Security will participate in the Sprint "FoneSafe" program. 	<p>84 Mutual Central Alarm Services Inc., New York, NY</p> <p>1994 revenue (millions): \$4.1 Number of accounts: 1,450</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1994 recurring annual revenue: \$2.6 million. • 1994 installations/revenue: 5 residential/\$10,000; 350 non-residential/\$1.4 million. • Revenue increased more than 35% due to a substantial increase in CCTV/access control.

Quantum Security, No. 83, is a former AT&T Security Systems dealer.

85 Security Equipment Inc.
 Omaha, NE

1994 revenue (millions): **\$4**
 Number of accounts: **7,500**

- Ranked No. 95 on last year's SDM 100.
- 1994 recurring annual revenue: \$1.8 million.
- 1994 installations/revenue: 634 residential/\$654,935; 434 non-residential/\$1.2 million.
- Provides full-service security equipment and services from three locations.

86 Corporate Protection Services Inc., Toledo, OH

1994 revenue (millions): **\$4**
 Number of accounts: **6,955**

- Ranked No. 97 on last year's SDM 100.
- 1994 recurring annual revenue: \$0.8 million.
- 1994 installations/revenue: 400 residential/\$530,000; 300 non-residential/\$2.6 million.
- Growth market: residential.
- Closed Columbus, Ohio, office.

87 Sonitrol Pacific
 Portland, OR

1994 revenue (millions): **\$4**
 Number of accounts: **2,700**

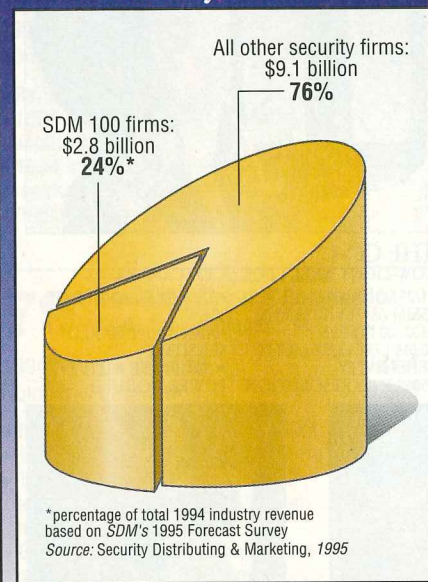
- Ranked No. 98 on last year's SDM 100.
- 1994 recurring annual revenue: \$2.7 million.
- 1994 installations/revenue: 28 residential/\$76,118; 404 non-residential/\$1.2 million.
- Sonitrol Pacific employs 51 people.

88 Security Systems Inc.
 Boca Raton, FL

1994 revenue (millions): **\$3.9**
 Number of accounts: **13,411**

- Ranked No. 93 on last year's SDM 100.
- 1994 recurring annual revenue: \$2.9 million.
- 1994 installations/revenue: 372 residential/\$438,000; 171 non-residential/\$505,555.
- Security Systems Inc. acquired two companies (560 accounts) in 1994.

SDM 100 Does 24% of Industry Business



89 John F. Barone Co.
 Omaha, NE

1994 revenue (millions): **\$3.9**
 Number of accounts: **6,240**

- First-time listing on the SDM 100.
- 1994 recurring annual revenue: \$1 million.
- 1994 installations/revenue: 603 residential/\$1.2 million; 306 non-residential/\$2.4 million.
- John F. Barone Co. operates from one location and employs 45 full-time people.

90 Inter-Active Services Inc.
 Walled Lake, MI

1994 revenue (millions): **\$3.8**
 Number of accounts: **15,000**

- Ranked No. 96 on last year's SDM 100.
- 1994 recurring annual revenue: \$2.8 million.
- 1994 installations/revenue: 580 residential/\$540,000; 43 non-residential/\$270,000.

91 Protection Bureau, The
 Uwchland, PA

1994 revenue (millions): **\$3.8**
 Number of accounts: **3,800**

- 1994 recurring annual revenue: \$1.3 million.
- 1994 installations/revenue: 410 residential/\$390,000; 651 non-residential/\$1.9 million.

92 Pacific Alarm Systems Inc.
 Culver City, CA

1994 revenue (millions): **\$3.5**
 Number of accounts: **3,400**

- Ranked No. 100 on last year's SDM 100.
- 1994 recurring annual revenue: \$2.7 million.
- 1994 installations/revenue: not provided.

93 Multigard Security Systems Inc.
 Dearborn Heights, MI

1994 revenue (millions): **\$3.5**
 Number of accounts: **not provided**

- First-time listing on the SDM 100.
- 1994 recurring annual revenue: \$1.9 million.
- 1994 installations: not provided.
- Revenue increased more than 20% in 1994 due to an increase in large fire systems and integrated systems.
- The firm employs 48 full-time people.

94 D/A Central Inc.
 Oak Park, MI

1994 revenue (millions): **\$3.5**
 Number of accounts: **not provided**

- First-time listing on the SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: 50 non-residential/\$3.5 million.
- D/A Central operates from three locations in Mich.

95 All-Guard Alarm Systems Inc.
 Hayward, CA

1994 revenue (millions): **\$3.4**
 Number of accounts: **5,035**

- Ranked No. 100 on the 1993 SDM 100.
- 1994 recurring annual revenue: \$2.2 million.
- 1994 installations/revenue: 330 residential/\$395,000; 110 non-residential/\$281,000.
- All-Guard monitors 13,000 dealer accounts.
- Revenue increased 10% in 1994.

96 Safeguard Security Services Inc.
 Phoenix, AZ

1994 revenue (millions): **\$3.4**
 Number of accounts: **4,500**

- 1994 recurring annual revenue: \$1.6 million.
- 1994 installations/revenue: 700 residential/\$1.2 million; 20 non-residential/\$400,000.

97 Security of Los Angeles Inc.
 Van Nuys, CA

1994 revenue (millions): **\$3.4**
 Number of accounts: **not provided**

- Ranked No. 80 on the 1993 SDM 100.
- 1994 recurring annual revenue: not provided.
- 1994 installations/revenue: 20 residential/\$65,000; non-residential volume not provided/\$3.3 million.

<p>98 Mountain Alarm Ogden, UT</p> <p>1994 revenue (millions): \$3.3 Number of accounts: 3,500</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1994 recurring annual revenue: \$1 million. • 1994 installations/revenue: 240 residential/\$300,000; 295 non-residential/\$2 million. • Mountain Alarm operates from one location and employs 30 people full-time. 	<p>99 Sonitrol of Sacramento Sacramento, CA</p> <p>1994 revenue (millions): \$3.3 Number of accounts: 1,810</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1994 recurring annual revenue: \$2.1 million. • 1994 installations/revenue: 24 residential/\$24,000; 272 non-residential/\$725,259. • Sonitrol of Sacramento operates from one location and employs 32 people. 	<p>100 Advanced Technology Systems Integrators Corp., Miami, FL</p> <p>1994 revenue (millions): \$3.1 Number of accounts: 38</p> <ul style="list-style-type: none"> • First-time listing on the SDM 100. • 1994 installations/revenue: 10 non-residential/\$3 million. • Advanced Technology is a systems integrator specializing in access and video systems for airports, government and Fortune 500 companies.
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1995 SDM 100 Alphabetical Index

Company	Rank	Company	Rank	Company	Rank
ADT Security Systems Inc.	1	Engineered Protection Systems Inc.	51	Protection One Inc.	15
Advanced Technology Systems Integrators Corp.	100	Forest Security Systems Inc.	40	Protective Alarms Inc.	56
AFA Protective Systems Inc.	19	Greater Alarm Company Inc., The . . .	72	Quantum Security Services Inc.	83
Alarm Detection Systems Inc.	36	Guardian Alarm Co.	16	Racal-Chubb Security Systems Inc. . .	23
Alarmguard Inc.	25	Guardian Protection Services Inc. . .	37	Ranger American Inc.	26
Alarms Unlimited	65	Habitec Security	31	Response USA Inc.	57
Alert Alarm Inc.	42	Holmes Protection Group Inc.	11	Robinson Alarm Co.	53
Alert Centre Inc., The	10	Honeywell Inc.	2	Rollins Protective Services Inc.	7
All-Guard Alarm Systems Inc.	95	Inter-Active Services Inc.	90	Safeguard Security Services Inc. . . .	96
American Alarm & Communications Inc.	79	John F. Barone Co.	89	SDA Security Systems Inc.	59
American Alarm Systems	44	Kastle Systems Inc.	12	Security Corp.	50
Argus Security Systems Inc.	75	Kerman Protection Systems Inc. . . .	80	Security Equipment Inc.	85
ASH, USA	8	Kertz Security Systems Inc.	22	Security Holdings Inc.	73
Automatic Detection Systems Inc. . .	71	Kimberlite Corp.	47	Security of Los Angeles Inc.	97
Bay Alarm Co.	14	Masada Security	33	Security Safe	74
Brink's Home Security Inc.	6	Maximum Security Inc.	41	Security Systems Inc.	88
Central District Alarm Inc.	39	Metrol Security Services	38	SecurityLink	13
Commonwealth Security Systems Inc.	34	Midnight Burglar Alarm Systems Inc.	63	Securus Inc.	78
Comsec/Narragansett Security Inc. .	29	Mountain Alarm	98	Sentry Alarm Systems of America Inc.	27
Corporate Protection Services Inc. .	86	MSI Security Systems Inc.	30	Sentry Detection Inc.	70
Crime Blocker Inc.	69	Multigard Security Systems Inc. . . .	93	Sentry Protective Systems	60
Crime Detector Inc.	68	Multimedia Security Service Inc. . . .	20	Slomins Security	28
Custom House Inc.	58	Mutual Central Alarm Services Inc. .	84	Smith Alarm Systems	21
D/A Central Inc.	94	National Guardian Corp.	4	Sonitrol Mid South Holdings	66
Dallas Security Systems Inc.	62	National Security Service Inc.	49	Sonitrol of Sacramento	99
Delta Audio-Visual Security Inc. . . .	67	National Security Systems Inc.	32	Sonitrol Pacific	87
Denver Burglar Alarm Inc.	24	Network Multi-Family Security Corp.	18	Sonitrol Security Systems of Hartford Inc.	61
DGA Alarm Services Inc.	54	Norman Security Systems Inc.	55	SSD Alarm Systems/Kern Security Systems	35
Digital Detection Systems Ltd.	77	Operational Security Systems Inc. . .	76	Supreme Security Systems Inc.	64
Douglas Roesch Communications Inc.	46	Pacific Alarm Systems Inc.	92	Vector Security Inc.	17
Electronic Security Services Co. LP	48	Per Mar Security Services	43	Vivitar Security Systems Inc.	45
ElectroSecurity Corp.	82	Perimeter Security & Sound Inc. . . .	81	Wells Fargo Alarm Services Inc.	3
		Post Alarm Systems Inc.	52	Westec Security Inc.	9
		Protection Bureau, The	91	Westinghouse Security Systems	5