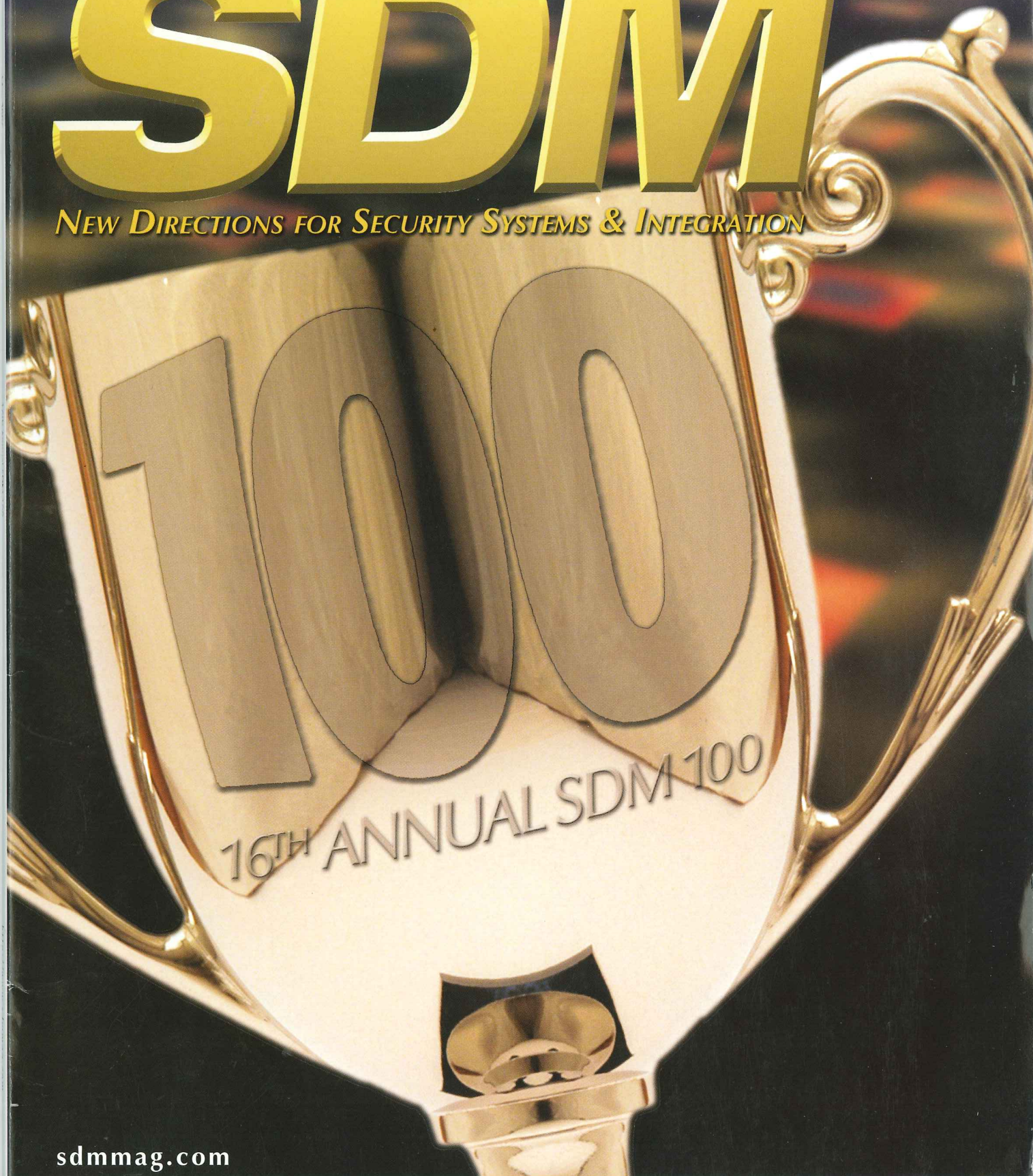


# SDM

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# STRONG & BALANCED

**Sales for the country's largest electronic security providers are being driven by a strong economy and demand from all market sectors.**

By Laura E. Stepanek, Editor

**W**hen the floodgates of demand for security finally opened in 2004, the industry's largest companies – acting as a barometer of the health of the industry – were ready to market and sell, closing out that year with 9 percent overall growth in gross revenue. It was a stunning success following the SDM 100's meager 2 percent growth during 2003.

Last year, the industry's largest firms — ranked here on *SDM Magazine's* 16th annual SDM 100 — performed exceptionally well, illustrating that the market is strong and balanced, and that it provided ample opportunities in most segments.

The objective of the SDM 100 is to measure consumer dollars captured by electronic security service providers. The majority of SDM 100 firms offer sales, installation, service, and monitoring. (A very few are considered non-traditional alarm companies in that they provide sales and installation only or monitoring only.)

Collectively, the 2005 revenue for this group increased by 4 percent to \$6.7 billion. However, the showing of individual companies is much more telling of their performance. (No. 1, ADT Security Services, at 2.6 percent growth, under-performed compared with many of its peers and, as such, skewed overall growth rate.)

For example, among companies with which two years of revenue could be compared, 89 percent improved their revenues, while only 10 percent decreased and 1 percent was unchanged. Individually, this is the best performance by SDM 100 companies since 1997.

Further, 40 of the 100 firms achieved *double-digit* growth in 2005. (View performance data in the table that begins on page 60.)

Security executives described the 2005 market in terms that ranged from stable to outstanding. Even residential got a boost in 2005, although primarily through bundled systems rather than stand-alone burglar alarm systems.

"Security system sales were improved in 2005 versus 2004 in every key market segment: residential, small business, commercial and integrated systems," stated ASG Security, Beltsville, Md., which moved up from No. 22 to No. 16 this year. "Residential systems sales were extremely bountiful due to an exceptionally active real estate market. Commercial sales continued to be strong in the areas of access control systems and CCTV, in particular. Fire system sales remained steady and tracked with new construction growth in 2005.

"We experienced very good growth in the area of very large and integrated systems in the public and government sector with project wins like RFK Stadium (Home of the Washington Nationals) and Ft. Meade Army Base," ASG went on. The firm acquired five security companies and opened new branch operations. But just as important, it more than doubled its organic residential sales and increased commercial sales revenue by nearly 30 percent.

Firms on this exclusive report are ranked by their total gross revenue from security system sales/installation, service, leasing, and monitoring. They are also re-ranked by other indicators, such as

## EDITOR'S NOTE:

Questions about the SDM 100 *must* be sent in writing: *SDM Magazine*, Attn. Editor, BNP Media, 1050 IL Route 83, Suite 200, Bensenville, IL 60106. Questions and comments also may be faxed to the Editor at (248) 502-1031, or e-mailed to [stepanekl@bnpmedia.com](mailto:stepanekl@bnpmedia.com).



recurring monthly revenue (RMR), and residential and commercial installations.

ASG, which operates a central station and increased its account base by nearly 14,000 subscribers, is indicative of many others that benefited from above-average growth in recurring monthly revenue. The SDM 100, which many people outside of the industry identify with as the installation and monitoring segment of the industry, added 1.2 million subscribers and improved RMR by a significant 11 percent in 2005 over 2004. Dealers noted that the additional recurring revenue from remote video monitoring services has started to be counted, especially as video surveillance remains the hottest item among all product categories.

But as these traditional security dealers delve into higher-end commercial markets, there they meet the systems integrators – both parties seem to

be crossing boundaries these days.

“We feel the market remains strong and have noticed an increased interest in CCTV and biometric readers,” notes Sonitrol Tri-County of Farmington Hills, Mich., No. 79. “We are seeing increased competition from building control companies, like Siemens and Johnson Controls, who are offering access control, CCTV and intrusion detection as part of a complete package for a company’s building automation system.”

While there continues to be some blurring of what was once considered two distinct industries, there is no doubt that the SDM 100 will remain a dominant market force for the remainder of 2006 and beyond – especially as monitoring services take on a more important role in society. ■

Watch for the June issue for *SDM's* Up-and-Comers in Security – ranking the next tier of security firms just following the SDM 100!

## The SDM 100 in 2005: **An Overall Analysis**

Total 2005 annual revenue: . . . . .	<b>\$6.68 billion*</b>
Total 2005 recurring monthly revenue (RMR): . . . . .	<b>\$385.12 million†</b>
Total subscribers (year-end 2005): . . . . .	<b>10.87 million**</b>
<b>Residential:</b> . . . . .	<b>79%</b>
<b>Non-residential:</b> . . . . .	<b>21%</b>

Total installations/sales revenue:††	
<b>Residential units:</b> . . . . .	<b>241,715</b>
<b>Residential sales revenue:</b> . . . . .	<b>\$207.1 million</b>
<b>Non-residential units:</b> . . . . .	<b>84,432</b>
<b>Non-residential sales revenue:</b> . . . . .	<b>\$452.8 million</b>

Business locations: . . . . . **892**

People employed: . . . . . **44,548 full-time**  
**705 part-time\*\*\***

Number of companies acquired by SDM 100 firms: . . . . . **43**



**Footnotes:**  
 \* Total annual (2005) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to SDM.  
 † Total monthly recurring revenue, based on reported (or estimated) RMR of Dec. 31, 2005. Based on responses (or estimates) from 97 firms. Not included: Icon Security, SDA Security, SSD Systems/Kern Security Systems.  
 \*\* Based on responses (or estimates) from 95 firms. Not included: First Alarm, Intelligent Access Systems Inc., Safeguard Security and Communications Inc., SDA Security, and SSD Alarm Systems & Kern Security Systems. Residential/commercial percentage split was calculated among firms that reported all three data points (total, residential, and non-residential subscribers), and therefore does not include 10 firms.  
 †† Based on responses from 89 firms. Note: Some firms reported unit sales or installation revenues only, while most reported both. Not included in either units or sales revenue: ADT Security Services Inc., Brink's Home Security, Fire Protection Inc., Global Security & Communication Inc., Guardian Alarm Co., Monitronics Int'l Inc. (operates an authorized dealer network), Protection One, SDA Security, Security Networks, Sonitrol of Tallahassee Inc., SSD Alarm Systems & Kern Security Systems.  
 \*\*\* Based on responses from 99 firms. Not included: SSD Alarm Systems & Kern Security Systems.

Source: 2006 SDM 100, SDM Magazine, May 2006

The table, above, presents aggregate figures for the SDM 100 group of companies. In a \$27 billion industry (2005 total industry revenues based on SDM's Forecast Study), these top 100 firms captured \$6.68 billion in revenue – about 25 percent market share – and counted 10.87 million subscribers in 2005. Most of the SDM 100 firms are privately held. Submitting total revenue is required for ranking, but other figures are not required. Most firms – but not all – also reported recurring monthly revenue (RMR), number of subscriber accounts, and installation volume. Therefore, one should exercise caution in using this information to extrapolate industry totals or to benchmark. (See Footnotes above for more detailed information.)



# The 16th Annual SDM 100

RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
1	1	<b>ADT Security Services Inc.</b> Boca Raton, Fla.	\$4,000.00	2.6%	6,000,100e	\$233,871,898e	n/a	n/a	21,000	237
2	2	<b>Brink's Home Security Inc.</b> Irving, Texas	\$392.10	13.5%	1,018,800	\$29,100,000	n/a	n/a	3,300	66
3	3	<b>Protection One</b> Lawrence, Kan.	\$263.02	-2.3%	1,012,797	\$19,900,000	n/a	n/a	2,400	70
4	4	<b>HSM Electronic Protection Services Inc.</b> Lisle, Ill.	\$178.60	8.2%	161,000	\$8,750,000	n/a	n/a	1,110	49
5	5	<b>Monitronics International Inc.</b> Dallas, Texas	\$175.34	10.4%	485,933	\$15,600,000	n/a	n/a	560	1
6	7	<b>Vector Security Inc.</b> Pittsburgh, Pa.	\$142.00	14.5%	156,921	\$5,460,000	9,681	3,305	736	20
7	6	<b>Slomin's Security</b> Hicksville, N.Y.	\$139.86	11.5%	230,942	\$8,483,052	27,357	2,490	1,260	8
8	10	<b>Guardian Protection Services Inc.</b> Pittsburgh, Pa.	\$84.50	26.7%	156,551	\$4,656,571	24,309	940	810	15
9	9	<b>Ranger American</b> San Antonio, Texas	\$77.86	0.4%	5,820	\$141,005	42,651	870	1,017	14
10	11	<b>Sonitrol Corp.</b> Berwyn, Pa.	\$73.80	12.7%	40,748	\$4,126,887	0	4,000	507	25
11	12	<b>Bay Alarm Company</b> Pacheco, Calif.	\$70.30	9.8%	89,595	\$4,507,000	7,387	8,594	552	12
12	13	<b>Interface Security Systems &amp; The Greater Alarm Co.</b> Earth City, Mo.	\$65.90	4.4%	82,742	\$2,734,644	7,739	6,363	621	24
13	14	<b>AFA Protective Systems Inc.</b> Syosset, N.Y.	\$65.32	7.8%	41,800	\$2,072,000	4,400	5,500	450	19
14	15	<b>Guardian Alarm Co.</b> Southfield, Mich.	\$49.15	0.1%	84,132	\$3,295,000	n/a	n/a	359	7

No. 1 – ADT Security Services Inc.'s subscribers and RMR are estimated by SDM. ■ No. 4 – HSM Security was SDM's 2005 Dealer of the Year. ■ No. 6 – Vector Security Inc. was SDM's 2003 Dealer of the Year. ■ No. 8 – Guardian Protection Services Inc. was SDM's 1999 Dealer of the Year. ■ No. 11 – Bay Alarm Company was SDM's 1998 Dealer of the Year.

## 4% Uptick in Total Revenue



The SDM 100 grew revenue 4 percent in 2005 to reach \$6.68 billion, and dealers found the market to be strong and balanced with growth opportunities provided by all segments. This follows a 9 percent gain in 2004. However, because the total revenue of ADT Security Services so far exceeds that of the 99 other firms ranked, any aggregate growth rates tend to be skewed. If, for example, ADT were removed from the calculation, it would have resulted in 6 percent growth for the other 99 firms in 2005. Notable for the SDM 100 was that 89 percent had improved revenues in 2005, many in double-digit figures.

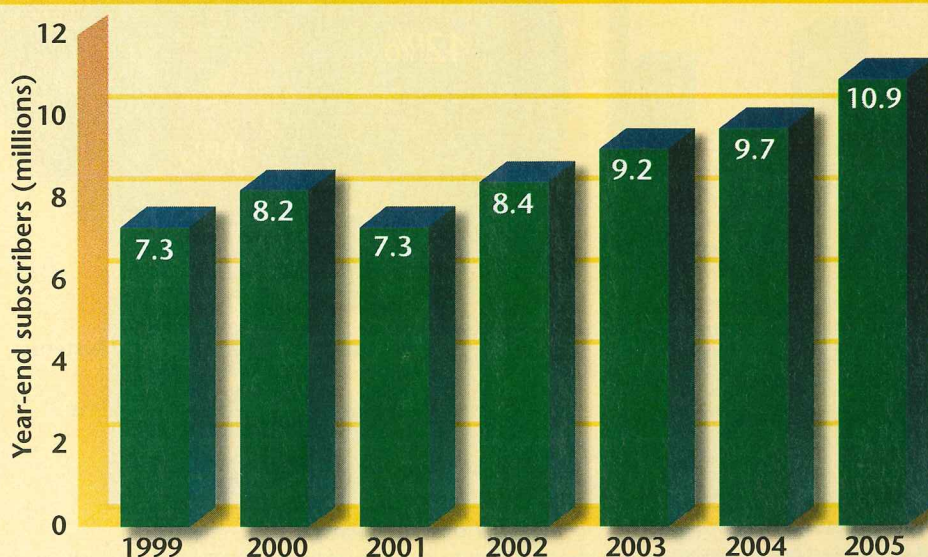
Source: 2006 SDM 100, SDM Magazine, May 2006



RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS. RES. 2005	INSTALLS. NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
15	16	<b>Protect America Inc.</b> Round Rock, Texas	\$38.40	7.3%	105,650	\$3,293,500	18,400	0	237	1
16	22	<b>ASG Security</b> Beltsville, Md.	\$33.54	42.2%	60,313	\$2,003,083	9,280	3,539	396	9
17	18	<b>Per Mar Security Services</b> Davenport, Iowa	\$28.70	5.1%	38,345	\$959,104	952	4,248	296	21
18	21	<b>Alarm Detection Systems Inc.</b> Aurora, Ill.	\$27.82	9.2%	25,887	\$1,699,216	961	1,395	200	2
19	20	<b>SSD Alarm Systems &amp; Kern Security Systems</b> Anaheim, Calif.	\$26.47	3.5%	n/a	n/a	n/a	n/a	n/a	9
20	24	<b>CPI Security Systems Inc.</b> Charlotte, N.C.	\$26.30	19.0%	51,643	\$1,720,406	8,775	486	285	4
21	23	<b>ADS Security LP</b> Nashville, Tenn.	\$25.18	8.7%	54,105	\$1,269,990	3,164	1,605	207	12
22	27	<b>Central Security Group Inc.</b> Tulsa, Okla.	\$22.59	28.5%	69,553	\$1,936,876	1,290	323	167	4
23	19	<b>SAFE Security</b> San Ramon, Calif.	\$20.50	-23.8%	64,250	\$1,700,000	1,000	0	75	1
24	26	<b>Mountain Alarm</b> Ogden, Utah	\$19.94	12.1%	25,303	\$712,000	515	1,098	128	7
25	25	<b>Safeguard Security and Communications Inc.</b> Scottsdale, Ariz.	\$19.83	3.7%	n/a	\$620,206	900	600	127	3
26	32	<b>Firstline Security</b> Orem, Utah	\$18.05	30.3%	3,371	\$134,807	11,500	0	1,576	1
27	29	<b>Dallas Security Systems Inc. &amp; DSS Fire Inc.</b> Dallas, Texas	\$16.45	9.6%	6,570	\$122,549	35	800	190	1
28	30	<b>Engineered Protection Systems Inc.</b> Grand Rapids, Mich.	\$16.06	9.9%	14,074	\$837,150	n/a	n/a	157	6
29	-	<b>Devcon Security Services Corp.</b> Boca Raton, Fla.	\$16.00		116,500	\$2,400,000	5,000	1,200	278	10

No. 20 – CPI Security Systems Inc. was SDM's 2000 Dealer of the Year. ■ No. 24 – Mountain Alarm was SDM's 1996 Dealer of the Year. ■ No. 25 – Safeguard Security and Communications Inc. was SDM's 2002 Dealer of the Year.

## 1.2 Million Net Customers Brought on in 2005



In 2004 SDM 100 companies increased their subscriber base by one-half million customers to 9.7 million. Subscriber growth in 2005 was even more robust, growing nearly 12 percent to 10.9 million. The No. 1 firm, ADT Security Services, stands at more than 6 million subscribers alone (this is an estimated figure), while Nos. 2 and 3 (Brink's Home Security and Protection One) each count more than 1 million customers.

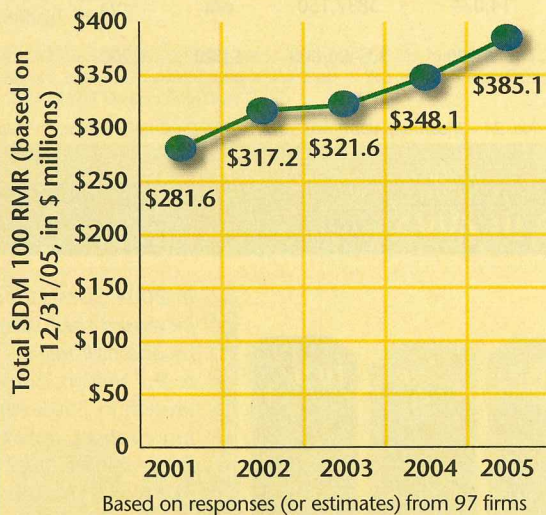
Source: 2006 SDM 100, SDM Magazine, May 2006



RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
30	35	<b>Safe Home Security Inc.</b> Rocky Hill, Conn.	\$15.39	16.1%	40,506	\$1,350,950	0	7,758	118	4
31	34	<b>Kimberlite Corp.</b> Fresno, Calif.	\$15.36	14.0%	6,693	\$846,431	50	558	106	6
32	36	<b>Ackerman Security Systems</b> Atlanta, Ga.	\$15.24	24.8%	29,928	\$565,678	6,251	1,162	130	1
33	31	<b>Matrix Security Group Inc.</b> Wilmington, Del.	\$15.21	9.3%	34,720	\$937,458	1,459	306	140	10
34	33	<b>First Alarm</b> Aptos, Calif.	\$14.49	5.4%	n/a	\$673,500	515	1,223	113	6
35	37	<b>American Alarm &amp; Communications Inc.</b> Arlington, Mass.	\$14.33	18.6%	18,887	\$554,530	1,694	1,919	118	3
36	45	<b>Defender Security Co.</b> Indianapolis, Ind.	\$11.93	29.2%	3,200	\$121,600	6,207	75	90	14
37	38	<b>Alert Alarm of Hawaii</b> Honolulu, Hawaii	\$11.80	3.3%	16,230	\$656,470	1,243	828	84	4
38	39	<b>General Security Inc.</b> Plainview, N.Y.	\$11.59	2.0%	38,693	\$878,482	1,878	963	132	8

No. 31 – Kimberlite Corp., doing business as Sonitrol of NW Los Angeles/Ventura Co., Sonitrol of Bakersfield, Sonitrol of Fresno, Sonitrol of Modesto, Sonitrol of Stockton, Sonitrol of Oakland, Sonitrol of So. Alameda Co., Sonitrol of Berkeley/Richmond, Sonitrol of Contra Costa Co., Sonitrol of San Francisco, Sonitrol of Napa/Solano Cos., Sonitrol of Marin/Sonoma Cos. ■ No. 33 – Matrix Security Group Inc. also does business as SafeGuard Security in North and South Carolina. All figures are for Matrix and SafeGuard combined. ■ No. 34 – Approximately 15 percent of First Alarm's revenue stems from its Security and Patrol Div., as it directly relates to alarm company activity. Total company revenue is \$25.92 million.

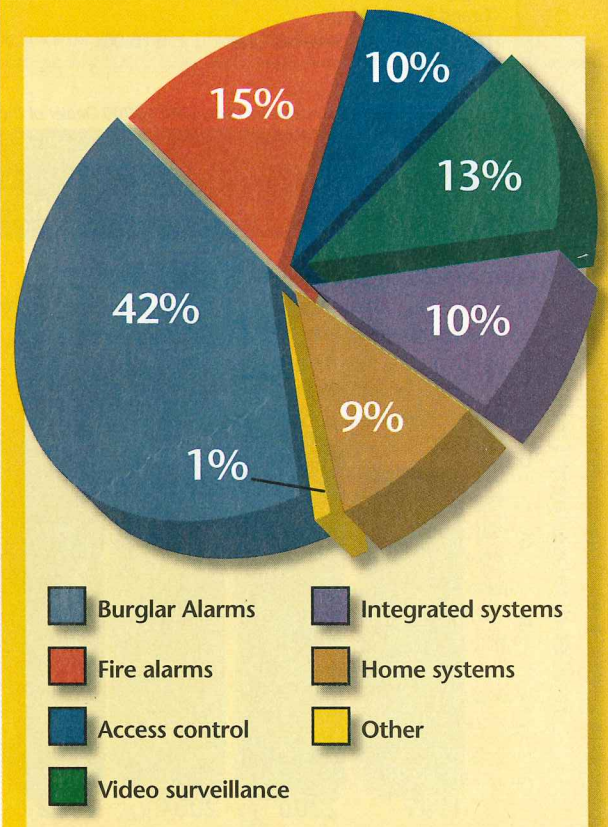
## Very Brisk 11% Growth in RMR



Above: Recurring monthly revenue (RMR) – a prime revenue category for SDM 100 companies – improved more than 11 percent in 2005, following an 8 percent increase in 2004. Total RMR in 2005 was \$385.1 million. At right: As burglar alarm systems are now more often sold as part of an integrated security system, this stand-alone product category continues to decrease (from 46 percent in 2004 to 42 percent in 2005). Picking up points as a percentage of total revenue are the categories of video surveillance, access control, integrated commercial systems, and integrated home systems.

Source: 2006 SDM 100, SDM Magazine, May 2006

## Revenue Sources Spread Broadly for SDM 100 Dealers



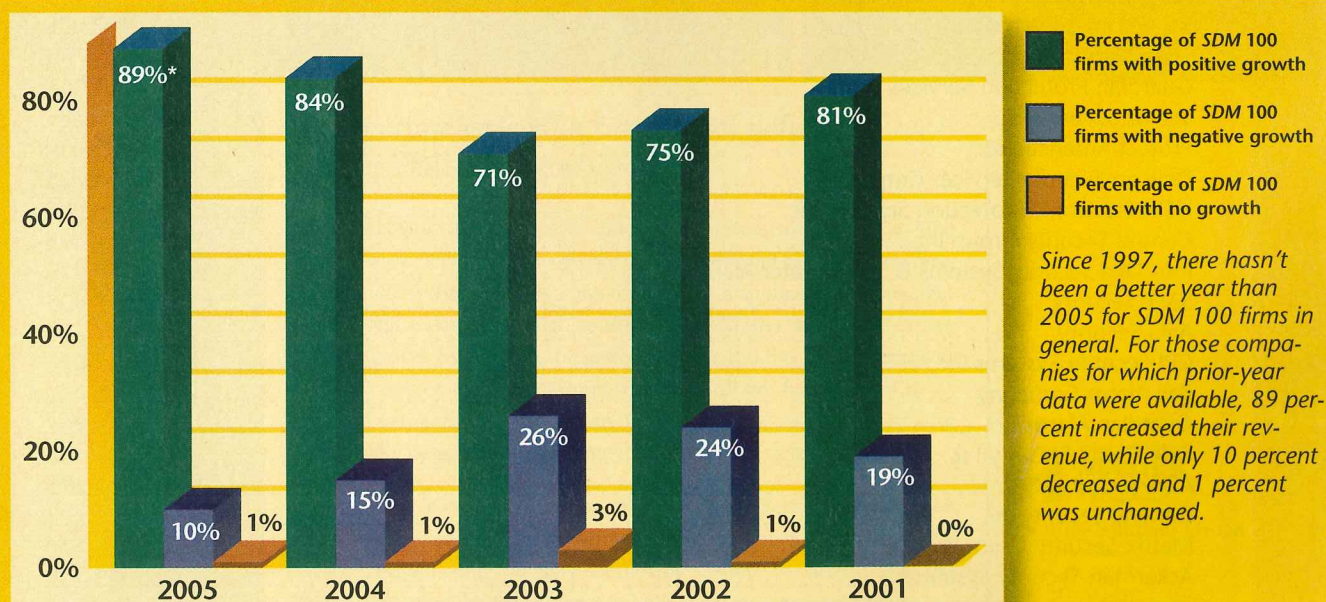
Source: 2006 SDM 100, SDM Magazine, May 2006



RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
39	68	<b>Trans-Alarm Inc. &amp; Automated Entrance Products Inc.</b> Burnsville, Minn.	\$10.97	82.8%	6,008	\$273,309	42	283	100	1
40	47	<b>JMG Security Systems Inc.</b> Fountain Valley, Calif.	\$10.88	21.0%	4,359	\$278,087	15	475	41	1
41	40	<b>Supreme Security Systems Inc.</b> Union, N.J.	\$10.67	5.9%	10,315e	\$562,433	165	725	94	1
42	41	<b>Sonitrol of Sacramento &amp; Sonitrol Orange County</b> Roseville, Calif.	\$10.60	7.9%	3,550	\$545,873	9	380	57	2
43	-	<b>Vintage Security LLC</b> Jessup, Md.	\$10.38	-	6,883	\$189,442	1,882	350	73	2
44	46	<b>Security Solutions Inc.</b> Garner, N.C.	\$9.85	8.7%	4,353	\$121,240	3,619	381	74	5
45	105	<b>Icon Security Inc.</b> Provo, Utah	\$9.79	226.4%	82	n/a	7,247	8	305	15
46	42	<b>Sonitrol Security Systems of Hartford Inc. &amp; Sonitrol Security Systems of Rhode Island</b> Rocky Hill, Conn.	\$9.55	-2.0%	12,789	\$488,930	66	402	63	2
47	43	<b>SecureNet Alarm Systems Inc.</b> Wichita, Kan.	\$9.51	2.3%	27,083	\$628,000	n/a	n/a	128	8
48	49	<b>A-1 Security Ltd.</b> Las Vegas, Nev.	\$9.49	12.2%	7,103	\$252,729	943	1,268	90	2
49	-	<b>SDA Security</b> San Diego, Calif.	\$9.40	-	n/a	n/a	n/a	n/a	93	2
50	44	<b>Sonitrol Pacific</b> Portland, Ore.	\$9.36	1.2%	4,435	\$647,934	15	400	86	5
51	50	<b>Sonitrol Security Systems of Buffalo Inc.</b> Buffalo, N.Y.	\$8.83	5.1%	5,907	\$413,000	20	251	96	3

No. 39 – SDM's 2001 Dealer of the Year. The consolidated revenues of Trans-American Security Services (the parent holding company of Trans-Alarm and Automated Entrance Products) for 2005 is \$15,864,234. The \$10,970,248 of revenues reported for the SDM 100 represents the sum of revenues received from alarm and monitoring services. The remaining are revenues from integrated systems and related services and will be reported on SDM's 2006 Top Systems Integrators Report. ■ No. 41 – Supreme Security Systems Inc.'s number of subscribers is estimated. Due to a computer conversion, total subscriber count is not available.

## 9 in 10 Firms Build upwards



\* Calculation is based on 91 firms from which prior-year data were supplied and could be compared.  
Source: 2006 SDM 100, SDM Magazine, May 2006



# The 16th Annual SDM 100

RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
52	51	<b>Doyle Security Systems Inc.</b> Rochester, N.Y.	\$8.78	6.2%	16,550	\$432,254	1,019	680	81	4
53	48	<b>Custom Security Systems</b> Lacey, Wash.	\$8.78	-0.4%	9,544	\$446,505	450	800	110	3
54	67	<b>Blue Ridge Security Systems Inc.</b> Anderson, S.C.	\$8.21	36.3%	30,584	\$292,300	533	934	61	3
55	53	<b>New York Merchants Protective Co. Inc.</b> Freeport, N.Y.	\$7.88	10.0%	9,536	\$586,957	267	839	76	2
56	63	<b>Koorsen Fire &amp; Security Inc.</b> Indianapolis, Ind.	\$7.81	18.0%	4,677	\$105,050	97	228	600	19
57	61	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$7.69	13.1%	9,169	\$244,996	267	1,007	70	1
58	-	<b>National Guardian Security Services Inc.</b> Norwalk, Conn.	\$7.65	-	7,300	\$160,000	9	1,801	89	6
59	60	<b>Vyanet Security Group</b> Eugene, Ore.	\$7.55	10.5%	12,367	\$439,030	149	729	38	4
60	62	<b>Post Alarm Systems Inc.</b> Arcadia, Calif.	\$7.50	10.6%	11,600	\$440,000	526	0	56	2
61	57	<b>All-Guard Systems Inc.</b> Hayward, Calif.	\$7.35	6.4%	8,237	\$452,000	572	307	49	2
62	56	<b>CS Security &amp; Sound</b> Palm Desert, Calif.	\$7.28	5.1%	927	\$15,781	481	35	68	2
63	52	<b>Ultraguard Protective Systems Inc.</b> Woburn, Mass.	\$7.22	-3.4%	7,500	\$222,000	300	1,025	63	1
64	54	<b>Custom Alarm</b> Rochester, Minn.	\$7.20	0.8%	4,704	\$152,200	190	713	60	3

No. 52 – Doyle Security Systems Inc. was SDM's 1997 Dealer of the Year. ■ No. 56 – Koorsen Fire & Security Inc. does not include fire alarm sales and service. Total company revenue is \$17.97 million. ■ No. 64 – Custom Alarm was SDM's 1995 Dealer of the Year.

## Top 20 Ranked by Residential Customers

COMPANY	NUMBER OF RESIDENTIAL SUBSCRIBERS
Brink's Home Security Inc.	978,048
Monitronics International Inc.	447,058
Slomin's Security	215,700
Guardian Protection Services Inc.	151,014
Vector Security Inc.	119,686
Protect America Inc.	105,650
Devcon Security Services Corp.	75,725
HSM Electronic Protection Services Inc.	69,000
Central Security Group Inc.	62,598
Interface Security Systems & The Greater Alarm Co.	56,812
SAFE Security	51,400
ASG Security	47,210
CPI Security Systems Inc.	47,000
Bay Alarm Company	46,413
Guardian Alarm Co.	44,702
Safe Home Security Inc.	36,455
ADS Security LP	36,250
General Security Inc.	29,407
Matrix Security Group Inc.	29,130
Ackerman Security Systems	25,159

Note: ADT did not report a 2005 residential subscriber number; in 2004, ADT reported 4,251,332 residential subscribers.  
Source: 2006 SDM 100, SDM Magazine, May 2006



# The 16th Annual SDM 100

RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
65	59	<b>Alarmco Inc.</b> Las Vegas, Nev.	\$7.04	2.2%	13,017	\$443,594	299	749	93	1
66	64	<b>Rimi Security Systems Inc.</b> Simi Valley, Calif.	\$7.01	6.5%	1,970	\$39,417	2,540	10	60	3
67	58	<b>Electronix Systems Central Station Alarms Inc.</b> Huntington Station, N.Y.	\$7.00	1.4%	11,154	\$322,292	455	535	75	1
68	65	<b>Matson Alarm Co. Inc.</b> Fresno, Calif.	\$6.95	11.3%	15,642	\$376,699	360	700	51	5
69	93	<b>Fire Protection Inc.</b> Everett, Wash.	\$6.80	88.7%	3,150	\$125,000	n/a	n/a	33	3
70	72	<b>American Security Systems Inc.</b> Long Island City, N.Y.	\$6.69	20.2%	5,224	\$310,000	200	200	48	1
71	66	<b>Sonitrol of Tallahassee Inc.</b> Tallahassee, Fla.	\$6.46	5.8%	4,572	\$318,356	n/a	n/a	43	3
72	86	<b>Simpson Security Systems Inc.</b> Alexandria, La.	\$6.37	54.6%	2,131	\$41,226	94	67	82	2
73	55	<b>Intelli-Tec Security Services LLC</b> Westbury, N.Y.	\$6.36	-10.5%	4,000	\$160,653	190	150	32	1
74	69	<b>EMC Security</b> Lawrenceville, Ga.	\$6.35	7.7%	13,228	\$213,675	4,454	800	44	1
75	73	<b>American Home Security</b> Alexandria, Va.	\$6.30	13.8%	2,346	\$101,689	1,724	142	51	1
76	70	<b>Security Equipment Inc.</b> Omaha, Neb.	\$6.10	3.9%	11,574	\$436,898	700	700	114	4
77	75	<b>A-Com Protection Services Inc.</b> Columbus, Ga.	\$5.88	10.9%	9,651	\$257,135	763	201	52	2
78	81	<b>World Wide Security/GC Alarm</b> Garden City, N.Y.	\$5.80	28.9%	8,500	\$230,000	300	200	51	1

No. 76 - Security Equipment Inc.'s total 2005 revenue is \$14.49 million, of which \$6.1 million represents the alarm and monitoring business segment and \$14.5 million represents the integrated systems business segment and will be reported on SDM's 2006 Top Systems Integrators Report

## Top 20 Ranked by Non-Residential Customers

COMPANY	NUMBER OF NON-RESIDENTIAL SUBSCRIBERS
HSM Electronic Protection Services Inc.	92,000
Bay Alarm Company	43,182
Devcon Security Services Corp.	40,775
Brink's Home Security Inc.	40,752
Guardian Alarm Co.	39,430
Monitronics International Inc.	38,875
Vector Security Inc.	37,235
Sonitrol Corp.	36,673
Interface Security Systems & The Greater Alarm Co.	25,930
AFA Protective Systems Inc.	25,800
Per Mar Security Services	23,131
ADS Security LP	17,855
Slomin's Security	15,242
Mountain Alarm	15,182
Alarm Detection Systems Inc.	13,436
ASG Security	13,103
SAFE Security	12,850
Blue Ridge Security Systems Inc.	12,640
Alarmco Inc.	11,064
General Security Inc.	9,286

Note: ADT did not report a 2005 non-residential subscriber number; in 2004, ADT reported 946,456 non-residential subscribers.  
Source: 2006 SDM 100, SDM Magazine, May 2006



# The 16th Annual SDM 100

RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
79	71	<b>Sonitrol Tri-County</b> Farmington Hills, Mich.	\$5.70	-1.2%	4,760	\$285,544	14	406	44	3
80	-	<b>Intelligent Access Systems Inc.</b> Atlanta, Ga.	\$5.61		n/a	\$43,000	0	100	17	2
81	78	<b>Acadiana Security Plus</b> Broussard, La.	\$5.48	9.5%	7,546	\$209,235	553	195	50	1
82	124	<b>Guard-O-Matic Inc.</b> Tempe, Ariz.	\$5.30	0.0%	1,700	\$31,220	2,200	100	47	2
83	76	<b>Security Alliance Command Center, Lynchburg Alarm Co.</b> Richmond, Va.	\$5.28	0.8%	5,700	\$227,076	300	300	58	2
84	80	<b>Sonitrol of Southwest Ohio</b> Cincinnati, Ohio	\$5.25	14.4%	3,281	\$260,665	150	207	38	2
85	77	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$5.20	2.8%	8,802	\$258,179	320	811	55	4
86	79	<b>Moon Security Services Inc.</b> Pasco, Wash.	\$5.19	12.7%	3,986	\$163,023	155	240	61	3
87	-	<b>Security Networks</b> West Palm Beach, Fla.	\$5.00		23,000	\$860,000	n/a	n/a	60	5
88	87	<b>Safe Systems Inc.</b> Boulder, Colo.	\$4.89	20.3%	7,400	\$201,134	n/a	n/a	37	1
89	89	<b>Sentry Alarm Systems</b> Monterey, Calif.	\$4.59	14.2%	7,000	\$231,470	142	151	39	2
90	-	<b>Security Systems of America</b> Pittsburgh, Pa.	\$4.58		8,432	\$202,769	n/a	n/a	46	4

## RANK BY RESIDENTIAL INSTALLATION VOLUME

RANK BY INSTALLATION VOLUME	COMPANY	RESIDENTIAL SYSTEMS INSTALLED, 2005	SDM 100 RANK	RANK BY INSTALLATION VOLUME	COMPANY	RESIDENTIAL SYSTEMS INSTALLED, 2005	SDM 100 RANK
1	Ranger American	42,651	9	26	Crime Prevention Security Systems LLC	1,411	97
2	Slomin's Security	27,357	7	27	Central Security Group Inc.	1,290	22
3	Guardian Protection Services Inc.	24,309	8	28	Alert Alarm of Hawaii	1,243	37
4	Protect America Inc.	18,400	15	29	Doyle Security Systems Inc.	1,019	52
5	Firstline Security	11,500	26	30	SAFE Security	1,000	23
6	Vector Security Inc.	9,681	6	31	Alarm Detection Systems Inc.	961	18
7	ASG Security	9,280	16	32	Per Mar Security Services	952	17
8	CPI Security Systems Inc.	8,775	20	33	A-1 Security Ltd.	943	48
9	Interface Security Systems & The Greater Alarm Co.	7,739	12	34	Safeguard Security and Communications Inc.	900	25
10	Bay Alarm Company	7,387	11	35	A-Com Protection Services Inc.	763	77
11	Icon Security Inc.	7,247	45	36	Security Equipment Inc.	700	76
12	Ackerman Security Systems	6,251	32	37	All-Guard Systems Inc.	572	61
13	Defender Security Co.	6,207	36	38	Acadiana Security Plus	553	81
14	Devcon Security Services Corp.	5,000	29	39	Blue Ridge Security Systems Inc.	533	54
15	EMC Security	4,454	74	40	Post Alarm Systems Inc.	526	60
16	AFA Protective Systems Inc.	4,400	13	41	Mountain Alarm	515	24
17	Security Solutions Inc.	3,619	44	42	First Alarm	515	34
18	ADS Security LP	3,164	21	43	CS Security & Sound	481	62
19	Rimi Security Systems Inc.	2,540	66	44	Electronix Systems Central Station Alarms Inc.	455	67
20	Guard-O-Matic Inc.	2,200	82	45	Custom Security Systems	450	53
21	Vintage Security LLC	1,882	43	46	Advent Security Corp.	438	96
22	General Security Inc.	1,878	38	47	Matson Alarm Co. Inc.	360	68
23	American Home Security	1,724	75	48	Amherst Alarm Inc.	325	94
24	American Alarm & Communications Inc.	1,694	35	49	Peak Alarm Co. Inc.	320	85
25	Matrix Security Group Inc.	1,459	33	50	Ultraguard Protective Systems Inc.	300	63



RANK 2006	RANK 2005	COMPANY	GROSS REVENUE 2005 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2005	RMR 12/05	INSTALLS, RES. 2005	INSTALLS, NON-RES. 2005	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
91	88	<b>Global Security &amp; Communication Inc.</b> Vancouver, Wash.	\$4.40	9.2%	6,125	\$181,208	n/a	n/a	40	4
92	83	<b>Washington Alarm Inc.</b> Seattle, Wash.	\$4.39	4.1%	5,379	\$253,952	48	182	36	1
93	90	<b>Fleenor Security Systems</b> Knoxville, Tenn.	\$4.22	8.0%	2,660	\$71,443	n/a	n/a	49	1
94	-	<b>Amherst Alarm Inc.</b> Amherst, N.Y.	\$4.21		14,940	\$161,000	325	80	57	1
95	91	<b>Audio Sentry Corp.</b> Fraser, Mich.	\$4.13	13.2%	6,746	\$140,471	82	249	48	2
96	-	<b>Advent Security Corp.</b> Oreland, Pa.	\$4.13		6,805	\$218,480	438	63	34	1
97	96	<b>Crime Prevention Security Systems LLC</b> Gainesville, Fla.	\$4.12	18.7%	5,608	\$148,527	1,411	292	39	2
98	85	<b>Sonitrol of Indianapolis Inc.</b> Indianapolis, Ind.	\$4.11	-1.2%	1,930	\$203,850	7	210	30	1
99	84	<b>Century Tel Security Systems Inc.</b> Monroe, La.	\$4.06	-3.5%	9,206	\$166,372	n/a	n/a	49	3
100	94	<b>Sonitrol Security of Pittsburgh</b> Pittsburgh, Pa.	\$3.91	10.2%	3,054	\$145,833	15	223	32	1

**RANK BY NON-RESIDENTIAL INSTALLATION REVENUE**

RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATION REVENUE, 2005	SDM 100 RANK	RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATION REVENUE, 2005	SDM 100 RANK
1	HSM Electronic Protection Services Inc.	\$64,400,000	4	26	Intelligent Access Systems Inc.	\$4,145,000	80
2	Vector Security Inc.	\$51,900,000	6	27	Simpson Security Systems Inc.	\$4,091,495	72
3	AFA Protective Systems Inc.	\$31,000,000	13	28	Engineered Protection Systems Inc.	\$4,000,000	28
4	Interface Security Systems & The Greater Alarm Co.	\$26,081,072	12	29	Sonitrol of Sacramento & Sonitrol Orange County	\$3,934,000	42
5	Sonitrol Corp.	\$22,445,437	10	30	First Alarm	\$3,773,000	34
6	Slomin's Security	\$18,447,441	7	31	Sonitrol Security Systems of Buffalo Inc.	\$3,418,700	51
7	Per Mar Security Services	\$13,866,000	17	32	Ultraguard Protective Systems Inc.	\$3,100,000	63
8	Dallas Security Systems Inc. & DSS Fire Inc.	\$12,028,429	27	33	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	\$3,055,891	46
9	Devcon Security Services Corp.	\$12,000,000	29	34	Supreme Security Systems Inc.	\$3,032,000	41
10	Bay Alarm Company	\$9,359,000	11	35	Scarsdale Security Systems Inc.	\$3,005,069	57
11	Mountain Alarm	\$8,600,000	24	36	Sonitrol Pacific	\$2,700,000	50
12	Trans-Alarm Inc. & Automated Entrance Products Inc.	\$7,901,341	39	37	Intelli-Tec Security Services LLC	\$2,700,000	73
13	Security Equipment Inc.	\$7,579,377	76	38	Post Alarm Systems Inc.	\$2,500,000	60
14	Guardian Protection Services Inc.	\$7,498,464	8	39	American Security Systems Inc.	\$2,250,000	70
15	Safeguard Security and Communications Inc.	\$7,200,000	25	40	CPI Security Systems Inc.	\$2,200,000	20
16	JMG Security Systems Inc.	\$6,900,000	40	41	Electronix Systems Central Station Alarms Inc.	\$2,170,000	67
17	ASG Security	\$6,800,000	16	42	Sonitrol Security of Pittsburgh	\$2,111,652	100
18	Alarm Detection Systems Inc.	\$5,967,489	18	43	Moon Security Services Inc.	\$2,074,863	86
19	ADS Security LP	\$5,780,195	21	44	Custom Alarm	\$2,067,000	64
20	Blue Ridge Security Systems Inc.	\$5,700,000	54	45	Custom Security Systems	\$2,062,863	53
21	American Alarm & Communications Inc.	\$5,638,245	35	46	Fleenor Security Systems	\$2,015,689	93
22	National Guardian Security Services Inc.	\$5,600,000	58	47	Audio Sentry Corp.	\$1,985,758	95
23	Kimberlite Corp.	\$4,757,364	31	48	A-1 Security Ltd.	\$1,949,381	48
24	Ackerman Security Systems	\$4,413,022	32	49	Sonitrol Tri-County	\$1,883,400	79
25	Matrix Security Group Inc.	\$4,346,000	33	50	Peak Alarm Co. Inc.	\$1,765,000	85



**RANK BY RECURRING MONTHLY REVENUE**

RANK BY RMR	COMPANY	RMR 12/31/05 (\$ MIL)	SUBSCRIBERS YEAR-END 2005	SDM 100 RANK	RANK BY RMR	COMPANY	RMR 12/31/05 (\$ MIL)	SUBSCRIBERS YEAR-END 2005	SDM 100 RANK
1	ADT Security Services Inc.	\$233.87e	6,000,100e	1	56	Trans-Alarm Inc. & Automated Entrance Products Inc.	\$0.27	6,008	39
2	Brink's Home Security Inc.	\$29.10	1,018,800	2	57	Sonitrol of Southwest Ohio	\$0.26	3,281	84
3	Protection One	\$19.90	1,012,797	3	58	Peak Alarm Co. Inc.	\$0.26	8,802	85
4	Monitronics International Inc.	\$15.60	485,933	5	59	A-Com Protection Services Inc.	\$0.26	9,651	77
5	HSM Electronic Protection Services Inc.	\$8.75	161,000	4	60	Washington Alarm Inc.	\$0.25	5,379	92
6	Slomin's Security	\$8.48	230,942	7	61	A-1 Security Ltd.	\$0.25	7,103	48
7	Vector Security Inc.	\$5.46	156,921	6	62	Scarsdale Security Systems Inc.	\$0.24	9,169	57
8	Guardian Protection Services Inc.	\$4.66	156,551	8	63	Sentry Alarm Systems	\$0.23	7,000	89
9	Bay Alarm Company	\$4.51	89,595	11	64	World Wide Security/GC Alarm	\$0.23	8,500	78
10	Sonitrol Corp.	\$4.13	40,748	10	65	Security Alliance Command Center, Lynchburg Alarm Co.	\$0.23	5,700	83
11	Guardian Alarm Co.	\$3.30	84,132	14	66	Ultraguard Protective Systems Inc.	\$0.22	7,500	63
12	Protect America Inc.	\$3.29	105,650	15	67	Advent Security Corp.	\$0.22	6,805	96
13	Interface Security Systems & The Greater Alarm Co.	\$2.73	82,742	12	68	EMC Security	\$0.21	13,228	74
14	Devcon Security Services Corp.	\$2.40	116,500	29	69	Acadiana Security Plus	\$0.21	7,546	81
15	AFA Protective Systems Inc.	\$2.07	41,800	13	70	Sonitrol of Indianapolis Inc.	\$0.20	1,930	98
16	ASG Security	\$2.00	60,313	16	71	Security Systems of America	\$0.20	8,432	90
17	Central Security Group Inc.	\$1.94	69,553	22	72	Safe Systems Inc.	\$0.20	7,400	88
18	CPI Security Systems Inc.	\$1.72	51,643	20	73	Vintage Security LLC	\$0.19	6,883	43
19	SAFE Security	\$1.70	64,250	23	74	Global Security & Communication Inc.	\$0.18	6,125	91
20	Alarm Detection Systems Inc.	\$1.70	25,887	18	75	Century Tel Security Systems Inc.	\$0.17	9,206	99
21	Safe Home Security Inc.	\$1.35	40,506	30	76	Moon Security Services Inc.	\$0.16	3,986	86
22	ADS Security LP	\$1.27	54,105	21	77	Amherst Alarm Inc.	\$0.16	14,940	94
23	Per Mar Security Services	\$0.96	38,345	17	78	Intelli-Tec Security Services LLC	\$0.16	4,000	73
24	Matrix Security Group Inc.	\$0.94	34,720	33	79	National Guardian Security Services Inc.	\$0.16	7,300	58
25	General Security Inc.	\$0.88	38,693	38	80	Custom Alarm	\$0.15	4,704	64
26	Security Networks	\$0.86	23,000	87	81	Crime Prevention Security Systems LLC	\$0.15	5,608	97
27	Kimberlite Corp.	\$0.85	6,693	31	82	Sonitrol Security of Pittsburgh	\$0.15	3,054	100
28	Engineered Protection Systems Inc.	\$0.84	14,074	28	83	Ranger American	\$0.14	5,820	9
29	Mountain Alarm	\$0.71	25,303	24	84	Audio Sentry Corp.	\$0.14	6,746	95
30	First Alarm	\$0.67	n/a	34	85	Firstline Security	\$0.13	3,371	26
31	Alert Alarm of Hawaii	\$0.66	16,230	37	86	Fire Protection Inc.	\$0.13	3,150	69
32	Sonitrol Pacific	\$0.65	4,435	50	87	Dallas Security Systems Inc. & DSS Fire Inc.	\$0.12	6,570	27
33	SecureNet Alarm Systems Inc.	\$0.63	27,083	47	88	Defender Security Co.	\$0.12	3,200	36
34	Safeguard Security and Communications Inc.	\$0.62	n/a	25	89	Security Solutions Inc.	\$0.12	4,353	44
35	New York Merchants Protective Co. Inc.	\$0.59	9,536	55	90	Koorsen Fire & Security Inc.	\$0.11	4,677	56
36	Ackerman Security Systems	\$0.57	29,928	32	91	American Home Security	\$0.10	2,346	75
37	Supreme Security Systems Inc.	\$0.56	10,315	41	92	Fleenor Security Systems	\$0.07	2,660	93
38	American Alarm & Communications Inc.	\$0.55	18,887	35	93	Intelligent Access Systems Inc.	\$0.04	n/a	80
39	Sonitrol of Sacramento & Sonitrol Orange County	\$0.55	3,550	42	94	Simpson Security Systems Inc.	\$0.04	2,131	72
40	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	\$0.49	12,789	46	95	Rimi Security Systems Inc.	\$0.04	1,970	66
41	All-Guard Systems Inc.	\$0.45	8,237	61	96	Guard-O-Matic Inc.	\$0.03	1,700	82
42	Custom Security Systems	\$0.45	9,544	53	97	CS Security & Sound	\$0.02	927	62
43	Alarmco Inc.	\$0.44	13,017	65					
44	Post Alarm Systems Inc.	\$0.44	11,600	60					
45	Vyanet Security Group	\$0.44	12,367	59					
46	Security Equipment Inc.	\$0.44	11,574	76					
47	Doyle Security Systems Inc.	\$0.43	16,550	52					
48	Sonitrol Security Systems of Buffalo Inc.	\$0.41	5,907	51					
49	Matson Alarm Co. Inc.	\$0.38	15,642	68					
50	Electronix Systems Central Station Alarms Inc.	\$0.32	11,154	67					
51	Sonitrol of Tallahassee Inc.	\$0.32	4,572	71					
52	American Security Systems Inc.	\$0.31	5,224	70					
53	Blue Ridge Security Systems Inc.	\$0.29	30,584	54					
54	Sonitrol Tri-County	\$0.29	4,760	79					
55	JMG Security Systems Inc.	\$0.28	4,359	40					

n/a = not available ■ e = estimate

**HOW TO PURCHASE THE SDM 100 DIRECTORY**

Wouldn't it be useful to have more information about each of the 100 firms ranked here? The 2006 SDM 100 Directory includes contact names, mailing addresses, telephone numbers, Web site URLs, branch office locations, product buyer names, installation data, revenue sources, and more. The SDM 100 Directory comes in Microsoft Excel format. To order the **SDM 100 Directory**, visit [www.sdmmag.com](http://www.sdmmag.com) and search under "Resources" for "Industry Research," or contact Cory Maxwell at (248)244-6415 or by e-mail to [maxwellc@bnpmedia.com](mailto:maxwellc@bnpmedia.com).



**SDM 100 ALPHABETICAL INDEX TO COMPANIES**

COMPANY	SDM 100 RANK	COMPANY	SDM 100 RANK
A-1 Security Ltd.	48	Matrix Security Group Inc.	33
Acadiana Security Plus	81	Matson Alarm Co. Inc.	68
Ackerman Security Systems	32	Monitronics International Inc.	5
A-Com Protection Services Inc.	77	Moon Security Services Inc.	86
ADS Security LP	21	Mountain Alarm	24
ADT Security Services Inc.	1	National Guardian Security Services Inc.	58
Advent Security Corp.	96	New York Merchants Protective Co. Inc.	55
AFA Protective Systems Inc.	13	Peak Alarm Co. Inc.	85
Alarm Detection Systems Inc.	18	Per Mar Security Services	17
Alarmco Inc.	65	Post Alarm Systems Inc.	60
Alert Alarm of Hawaii	37	Protect America Inc.	15
All-Guard Systems Inc.	61	Protection One	3
American Alarm & Communications Inc.	35	Ranger American	9
American Home Security	75	Rimi Security Systems Inc.	66
American Security Systems Inc.	70	Safe Home Security Inc.	30
Amherst Alarm Inc.	94	SAFE Security	23
ASG Security	16	Safe Systems Inc.	88
Audio Sentry Corp.	95	Safeguard Security	
Bay Alarm Company	11	and Communications Inc.	25
Blue Ridge Security Systems Inc.	54	Scarsdale Security Systems Inc.	57
Brink's Home Security Inc.	2	SDA Security	49
Central Security Group Inc.	22	SecureNet Alarm Systems Inc.	47
Century Tel Security Systems Inc.	99	Security Alliance Command Center,	
CPI Security Systems Inc.	20	Lynchburg Alarm Co.	83
Crime Prevention Security Systems LLC	97	Security Equipment Inc.	76
CS Security & Sound	62	Security Networks	87
Custom Alarm	64	Security Solutions Inc.	44
Custom Security Systems	53	Security Systems of America	90
Dallas Security Systems Inc. & DSS Fire Inc.	27	Sentry Alarm Systems	89
Defender Security Co.	36	Simpson Security Systems Inc.	72
Devcon Security Services Corp.	29	Slomin's Security	7
Doyle Security Systems Inc.	52	Sonitrol Corp.	10
Electronix Systems Central Station Alarms Inc.	67	Sonitrol of Indianapolis Inc.	98
EMC Security	74	Sonitrol of Sacramento	
Engineered Protection Systems Inc.	28	& Sonitrol Orange County	42
Fire Protection Inc.	69	Sonitrol of Southwest Ohio	84
First Alarm	34	Sonitrol of Tallahassee Inc.	71
Firstline Security	26	Sonitrol Pacific	50
Fleenor Security Systems	93	Sonitrol Security of Pittsburgh	100
General Security Inc.	38	Sonitrol Security Systems of Buffalo Inc.	51
Global Security & Communication Inc.	91	Sonitrol Security Systems of Hartford Inc.	
Guardian Alarm Co.	14	& Sonitrol Security Systems of Rhode Island	46
Guardian Protection Services Inc.	8	Sonitrol Tri-County	79
Guard-O-Matic Inc.	82	SSD Alarm Systems & Kern Security Systems	19
HSM Electronic Protection Services Inc.	4	Supreme Security Systems Inc.	41
Icon Security Inc.	45	Trans-Alarm Inc. & Automated	
Intelligent Access Systems Inc.	80	Entrance Products Inc.	39
Intelli-Tec Security Services LLC	73	Ultraguard Protective Systems Inc.	63
Interface Security Systems		Vector Security Inc.	6
& The Greater Alarm Co.	12	Vintage Security LLC	43
JMG Security Systems Inc.	40	Vyanet Security Group	59
Kimberlite Corp.	31	Washington Alarm Inc.	92
Koorsen Fire & Security Inc.	56	World Wide Security/GC Alarm	78

**A GUIDE TO READING  
THE SDM 100**

The 2006 SDM 100 ranks U.S. companies that provide electronic security systems and services to both residential and non-residential customers. This ranking is based on information either provided to or estimated by *SDM*. Ranked companies were asked to submit either an audited or reviewed financial statement, or a copy of their income tax return showing total gross receipts for the stated period. A vast majority of the firms ranked are privately held.

The main table, which begins on page 60, ranks 100 firms by their 2005 total gross revenue. The firm with the highest revenue is ranked as No. 1, and so on. For each of the 100 companies, the following information is provided, from left to right:

- Current year rank, which is based on total 2005 gross revenues. (If two firms have identical revenues, before rounding, then the number of subscribers is the second determining factor for ranking.)
- Previous year rank. If the firm was not previously ranked, then no number appears in this column.
- Company name, as used in the marketplace, and headquarters location.
- Total gross revenue in millions of dollars. This number represents total revenue in calendar-year or (the company's) fiscal-year 2005 from security system sales/installation, service, leasing, and monitoring. An *e* following the revenue indicates it is an *SDM* estimate.
- Percentage of growth or descent from 2004 to 2005, where applicable.
- Number of subscribers (recurring-billable customers) that each firm counted at year-end 2005.
- Amount of recurring monthly revenue (RMR) as reported to or estimated by *SDM*. This figure reflects RMR on Dec. 31, 2005.
- Number of system installations (units) in 2005, residential.
- Number of system installations (units) in 2005, non-residential.
- Number of full-time employees.
- Number of business locations, including headquarters location.

To find a firm by name, use the alphabetical index on this page.