

Rank '02	Rank '01	Company Name	City, State	2001 Revenue (\$ millions)	New Systems 2001	Full-time Emp.	# of Business loc.
1	—	Siemens Building Tech. Inc.	Buffalo Grove, Ill.	\$444.0v	n/a	900	150
2	2	ADT Security Services Inc.	Boca Raton, Fla.	\$375.2v	n/a	25,000	220
3	1	Diebold Inc.	North Canton, Ohio	\$351.8v	7,566	3,827	120
4	11	NetVersant Solutions	Houston, Texas	\$139.0	212	n/a	38
5	—	SimplexGrinnell	Westminster, Mass.	\$124.0	600	13,630	206
6	5	Pinkerton Systems Integration	Duluth, Ga.	\$55.1	1,150	368	32
7	6	Electronic Technologies Corp.	Dover Plains, N.Y.	\$55.0	600	325	33
8	8	ISR Solutions Inc.	Chantilly, Va.	\$51.6v	n/a	198	13
9	7	Kastle Systems	Arlington, Va.	\$39.5	350	450	8
10	10	NAVCO Security Systems	Anaheim, Calif.	\$32.0	1,200	122	12
11	9	RFI Communications & Security Systems	San Jose, Calif.	\$32.0	306	260	6
12	12	Security Services & Technologies (SST)	Norristown, Pa.	\$31.1	200	180	6
13	13	Integrated Access Systems Inc.	Parsippany, N.J.	\$27.0	65	120	8
14	—	ArmorGroup Int'l	Tampa, Fla.	\$26.0	n/a	167	n/a
15	38	Red Hawk Industries	Denver, Colo.	\$24.5	19	144	n/a
16	18	Chubb Security Systems Inc.	Austin, Texas	\$21.4	n/a	173	6
17	15	Frisco Bay Industries Ltd.	St. Laurent, Quebec, Can.	\$21.2	n/a	120	11
18	19	National Security Systems Inc.	Manhasset, N.Y.	\$19.9	12	25	1
19	—	North American Video	Brick, N.J.	\$19.0	50	50	3

KEY: n/a = not available or not applicable. Footnotes: 1. SBT in North America is comprised of four divisions: Security Systems, Building Automation, HVAC Products and Fire Safety. All of the divisions, except HVAC Products, can service and install security systems and products. SBT's total revenue from FY2001 was \$4.9 billion worldwide and \$1.5 billion for North America. Worldwide, the Security Systems business generated net sales of \$444 million, which is the figure used for ranking. 2. Reflects revenue from integrated systems. Total revenue is \$3.5 billion. This firm also ranks on the SDM 100. 4. Reflects revenue from integrated systems. Total revenue is \$278 million, which also includes telecom, communications, and telephony systems. 5. SimplexGrinnell counts more than \$1 billion in fire alarms, and more than \$100 million in sound systems, neither of which are included here. 17. Member of SecurityNet group of independent integrators.

SDM's TOP Systems Integrators

Rank '02	Rank '01	Company Name	City, State	2001 Revenue (\$ millions)	New Systems 2001	Full-time Emp.	# of Business loc.
20	20	International Electronic Protection	Scottsdale, Ariz.	\$18.4	51	44	3
21	17	Delmarva Systems Corp.	Newport, Del.	\$17.9v	360	95	2
22	24	MidCo Inc.	Burr Ridge, Ill.	\$17.0	200	106	4
23	22	Deterrent Technologies Inc.	Ocean, N.J.	\$16.5v	100	56	3
24	23	Allied Security	Spokane, Wash.	\$16.3	500	150	4
25	47	BAE Systems	Rockville, Md.	\$14.9	50	126	150
26	31	Security One Systems Inc.	Ft. Lauderdale, Fla.	\$14.1v	700	102	7
27	26	VTI Security	Burnsville, Minn.	\$13.4	n/a	97	2
28	—	Tri-Signal Integration Inc.	Burbank, Calif.	\$12.9v	80	127	3
29	—	Antar-Com Inc. (ACI)	White Plains, N.Y.	\$12.5v	150	67	1
30	27	Security Corp.	Novi, Mich.	\$12.4v	405	107	6
31	60	Intervid Inc.	Frederick, Md.	\$12.3	75	206	7
32	25	Henry Bros. Electronics	Saddle Brook, N.J.	\$11.9v	30	63	2
33	30	NTC Electronics Inc.	Alsip, Ill.	\$11.6	30	59	2
34	28	Operational Security Systems Inc.	Atlanta, Ga.	\$11.0	175	35	1
35	41	Jullien Enterprises	Chantilly, Va.	\$10.9	43	41	2
36	—	Access Control Technologies Inc.	Clifton, N.J.	\$10.7	18	30	2
37	62	FKA Fisk Technologies	Houston, Texas	\$10.6	2,000	66	4
38	33	MAC Systems Inc.	Avon, Mass.	\$10.0	42	62	1
39	43	The Computer King.com	Boca Raton, Fla.	\$9.9v	186	26	1
40	36	ATC Integrated Systems	Miami, Fla.	\$9.9	35	35	2

KEY: n/a = not available or not applicable. Footnotes: 21. PSA Security Network Member. 26. PSA Security Network Member. 31. Ranked in 2001 as Secur-Data Systems Inc. 32. PSA Security Network Member. 33. PSA Security Network Member. 36. PSA Security Network Member.

Rank '02	Rank '01	Company Name	City, State	2001 Revenue (\$ millions)	New Systems 2001	Full-time Emp.	# of Business loc.
41	29	Sound Inc.	Naperville, Ill.	\$9.8	180	24	2
42	55	Facility Robotics Inc.	Roswell, Ga.	\$9.5	501	34	9
43	46	The Protection Bureau	Exton, Pa.	\$9.5	187	66	2
44	58	Engineered Control Sys. (ECS)	Spokane, Wash.	\$9.2	30	24	1
45	—	TEM Systems Inc.	Sunrise, Fla.	\$9.0v	425	55	6
46	—	Utah Controls Inc.	Sandy, Utah	\$8.3	87	46	1
47	14	Advantor Systems Corp.	Orlando, Fla.	\$8.2	n/a	42	1
48	53	Video Master Inc.	New Lenox, Ill.	\$8.0	394	32	1
49	39	Ferndale Electric Co. Inc., Automation Systems Group (ASG)	Ferndale, Mich.	\$7.9	59	29	3
50	34	T & R Alarm Systems Inc.	Clifton, N.J.	\$7.8	100	40	1
51	35	Trans-Alarm Inc.	Burnsville, Minn.	\$7.7v	450	69	1

KEY: n/a = not available or not applicable. **Footnotes:** 43. The Protection Bureau purchased the SpectaGuard Electronics Div. of Allied Security (country's third largest guard co.). Also established branch office in Lyndhurst, NJ, and extended operations into New York City and western Conn. PSA Security Network member. 50. PSA Security Network Member. Reflects revenue from integrated systems. 51. Total revenue is \$9.3 million. This firm also ranks on the SDM 100.

On the Horizon

SDM asked Systems Integrators: "How do you anticipate your revenue will change in 2002 as compared with 2001?"

"September 11th has created an entire new focus on security. We anticipate CCTV growth to exceed 20 percent in the short term and access control to exceed 10 percent." — *Pinkerton Systems Integration, A Securitas Company*

"After 9/11 there is a greater demand for security throughout all vertical markets." — *International Electronic Protection*

"Revenue will be lower due to general economic conditions, reduction in capital expenditures by customers in the IT and telecom industries, and reduction in electronic security system expenditures since September 11." — *ISR Solutions Inc.*

"Significant increase due to utilities' increased awareness for security after 9/11." — *D/A Central Inc.*

"We feel revenue will increase 10 to 20 percent because of the awareness of security since 9/11 and the new tax breaks for installing security. I feel the pull-back we experienced since 9/11 is over; we are already seeing an increase in business for the following year."

— *T & R Alarm Systems Inc.*

"Down — economic slow-down on commercial side — federal spending slow-down." — *CIS Security Systems Corp.*

"Anticipated increase due to government funding to enhance airport, water works, nuclear power plants, and ports." — *Secure Applications Inc.*

"Increase by 20 percent, mostly due to increased commitments by existing and new clients due to heightened interest in quality products and services since 9/11/01." — *AccuTech Systems Inc.*

"Access control and digital CCTV will grow the most." — *Security Corp.*

"We feel our revenue will be consistent with 2001 revenues, due to flattened economies and delayed planning." — *SCI Inc.*

SDM's TOP Systems Integrators

Rank '02	Rank '01	Company Name	City, State	2001 Revenue (\$ millions)	New Systems 2001	Full-time Emp.	# of Business loc.
52	40	PEI Systems Inc.	Long Island City, N.Y.	\$7.4v	22	30	1
53	54	Tech Systems Inc.	Duluth, Ga.	\$7.1v	75	46	7
54	45	Security Solutions	Los Alamitos, Calif.	\$7.1	38	33	2
55	—	Sigcom	Greensboro, N.C.	\$6.6	47	99	3
56	66	Digatron Inc.	Denver, Colo.	\$6.5	148	25	3
57	48	Securus Inc.	Denver, Colo.	\$6.2	200	39	2
58	52	D/A Central Inc.	Oak Park, Mich.	\$6.0	51	46	4
59	51	SEMCO	Jacksonville, Fla.	\$6.0	45	42	4
60	49	Sentinel Security & Communications Inc.	New Hartford, N.Y.	\$6.0	240	56	3
61	50	Engineered Security Systems Inc.	Towaco, N.J.	\$5.9	24	44	3
62	—	Firstline Security Systems	Monrovia, Calif.	\$5.8	43	51	2
63	44	Thompson Electronics Co.	Peoria, Ill.	\$5.7v	200	41	1
64	56	Will Electronics	St. Louis, Mo.	\$5.5v	75	19	1
65	—	Electronic Security Systems Inc.	Warren, Mich.	\$5.5	20	26	1
66	—	CIS Security Systems Corp.	Springfield, Va.	\$5.5	25	23	2
67	—	American Alarm and Communications Inc.	Arlington, Mass.	\$5.3v	600	80	1
68	42	Security Equipment Inc.	Omaha, Neb.	\$5.0v	1,225	83	4
69	—	TTM (Tele-Tector of Maryland Inc.)	Columbia, Md.	\$4.3	70	34	1
70	61	Barry Security Systems Inc.	Tewksbury, Mass.	\$4.2	85	29	1
71	59	Industrial Security Systems & Controls	Westbury, N.Y.	\$3.9	45	22	1

KEY: n/a = not available or not applicable. Footnotes: 53. PSA Security Network member. 57. PSA Security Network member. 58. PSA Security Network member. 60. PSA Security Network member. 63. PSA Security Network member. 64. PSA Security Network member. 67. Reflects revenue from integrated systems. Total revenue is \$10.6 million. this firm also ranks on the SDM 100. 68. Reflects revenue from integrated systems. Total revenue is \$8.3 million. this firm also ranks on the SDM 100. PSA Security Network member. 70. PSA Security Network member.

Rank '02	Rank '01	Company Name	City, State	2001 Revenue (\$ millions)	New Systems 2001	Full-time Emp.	# of Business loc.
72	65	Integrated Controls	Albuquerque, N.M.	\$3.8	45	32	1
73	67	AccuTech Systems Inc.	Rockville, Md.	\$3.6v	150	35	1
74	69	GSI, LLC	Troy, Mich.	\$3.5v	125	20	2
75	86	Monarch Security	Houston, Texas	\$3.3v	200	21	1
76	—	UPS Security Systems	Orange, Calif.	\$3.3	50	32	1
77	71	Advanced Control Concepts Inc.	Pensacola, Fla.	\$3.3v	383	20	1
78	—	A & A Fire and Security Inc.	Green Bay, Wis.	\$3.3v	20	32	1
79	75	Security Support Services	Jackson, Miss.	\$3.0	121	16	1
80	64	Videotec Corp.	Highland, Ind.	\$2.9v	35	23	1
81	83	Dallmann Systems Inc.	Jeffersonville, Ind.	\$2.8v	77	24	1
82	89	CHS Inc.	Farmingdale, N.Y.	\$2.7	40	33	1
83	73	Zadar Technology Inc.	Brunswick, Ohio	\$2.6	156	22	2
84	77	Asset Security Systems Inc.	Jupiter, Fla.	\$2.6v	27	18	3
85	70	Alscan Inc.	Birmingham, Ala.	\$2.6	120	n/a	1
86	84	Dowley Inc.	Oklahoma City, Okla.	\$2.5	32	16	1
87	80	SCI Inc.	Albuquerque, N.M.	\$2.5	27	15	1
88	78	SAI (Secure Applications Inc.)	Amherst, N.H.	\$2.4	5	14	1
89	—	InterTECH Security LLC	Carnegie, Pa.	\$2.3v	145	32	3
90	68	Simpson Security Systems Inc.	Alexandria, La.	\$2.3	258	44	1
91	74	Texas Technical Services Inc.	Houston, Texas	\$2.2	32	13	1
92	76	Minuteman Security Technologies Inc.	Tewksbury, Mass.	\$2.2v	125	15	1

KEY: n/a = not available or not applicable. Footnotes: 73. PSA Security Network member. 78. PSA Security Network member. 80. PSA Security Network member. 83. PSA Security Network member. 84. PSA Security Network member. 87. PSA Security Network member. 90. Reflects revenue from integrated systems. Total revenue is \$2.6 million. This firm also ranks on the SDM 100. 91. PSA Security Network member.

Rank '02	Rank '01	Company Name	City, State	2001 Revenue (\$ millions)	New Systems 2001	Full-time Emp.	# of Business loc.
93	91	D/A Mid-South Inc.	Houston, Texas	\$2.1	60	19	1
94	82	Key-Rite Security	Denver, Colo.	\$2.0v	32	15	1
95	92	White & Associates Electronics Inc.	Lexington, Ky.	\$2.0	78	17	1
96	94	Advance Technology Inc.	Scarborough, Maine	\$1.9	40	18	1
97	93	Cam-Tek Systems Inc.	Mechanicsburg, Pa.	\$1.6v	40	5	1
98	100	PhotoScan Northwest Inc.	Missoula, Mont.	\$1.4	35	11	2
99	95	AVS Integrated Systems Inc.	Scottsdale, Ariz.	\$1.2	20	8	1
100	96	Advanced Video Surveillance Inc.	Fairfield, N.J.	\$1.2	120	14	1

KEY: n/a = not available or not applicable. Footnotes: 95. PSA Security Network member. 98. PSA Security Network member.



International Truck and Engine

Problem solving is the key to success of security systems integrators. A client of NTC Electronics Inc., ranked 33rd in the SDM Top Systems Integrators, is International Truck and Engine Corporation. Above, Joe Trosclair, corporate loss prevention manager; John Martinicky, CPP, director, corporate security; and Aletha Baggett, main reception; view the firm's security video system located at the front entrance — with an easy to use integrated interface.

