

SDM

100

15TH ANNUAL SDM 100



For the past three years, the industry's largest security firms have waited for the dam to break on pent-up demand for security systems. Last year, it did. See *SDM's* exclusive report: *The 2005 SDM 100*, in this issue.

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FLOOD OF DEMAND

For the past three years, the industry's largest security firms have waited for the dam to break on pent-up demand for security systems. Last year, it did.

By Laura E. Stepanek, Editor

If one could characterize 2003 as a year of ups and downs, stops and starts – all tempered by the U.S. economy – then one also may recognize 2004 as the year in which sales flowed as nicely as water down a river. Since many of the largest firms in the security industry had spent the past several years cutting back, sharpening their efficiencies, and honing profits, they were in a good position last year to keep up with the steadier flow of sales. Pent-up demand finally made its power known in 2004 to the industry's biggest companies – which are ranked here on *SDM Magazine's* 15th annual SDM 100.

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

No. 22, ASG Security, Beltsville, Md., epitomizes the experiences of many firms by noting that “2004 was a strong year for organic sales growth in our three traditional markets: commercial, small

business and residential. New commercial revenues were driven by increased demand for CCTV and access control systems. We also performed exceptionally well in the fire market. Residential growth was above-average, but not as robust as our commercial performance.”

ASG Security, which also completed six acquisitions in 2004, says that key factors in the commercial market were “greater awareness of digital video technology as well as a decrease in the cost of advancing technology.”

The economy was the biggest factor, observes American Alarm & Communications Inc., Arlington, Mass., “causing businesses to spend more. Residential was steady and commercial rebounded past our Sept. 11, 2001, peak for the first time,” states the firm, which improved by 19 percent and ranks as No. 37.

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.)

Total 2004 revenue for this group increased by 9 percent to \$6.43 billion. But notably, more than one-third of the firms ranked on the SDM 100 achieved double-digit growth. (View performance data in the table that begins on page 36.)

Another way to measure performance is to review SDM 100 firms individually. Among companies with which two years of revenue could be compared, 84 percent experienced a revenue increase, and only 15 percent decreased, while 1 percent was unchanged. Individually, this is the best performance by SDM 100 companies since 1997.

The number of new residential units installed in 2004 was about 3 percent higher than in 2003.

EDITOR'S NOTE:

Questions about the SDM 100 must be sent in writing: SDM Magazine, Attn. Editor, Business News Publishing Co., 1050 IL Route 83, Suite 200, Bensenville, IL 60106. Questions and comments also may be faxed to the Editor at (630)277-0214, or e-mailed to stepanekl@bnpmmedia.com.

(Note that No. 1, ADT Security Services, did not report its residential installation activity in 2004, nor in 2003.) Still, companies that have cultivated relationships with new home builders found the residential market for security and integrated home systems to also be robust.

"Security systems for new homes were strong in 2004. Building contractors continue to be a large segment of our business. Integrated systems for large homes exhibited the biggest increase in revenue for 2004. Low interest rates for home building and a strong economy seem to have the most impact on sales," notes No. 78, Acadiana Security Plus, Broussard, La., which improved 21 percent.

The challenges have not gone unmentioned by these operators: some markets continue to face legislation that restricts police from responding to alarms. Many security companies cite a very high

level of competition. And all companies face the challenges that new technologies proffer – a need for re-educating technicians and salespeople.

"We have found success in the markets by promoting the new technologies and the addition of IT staff to adapt to the many networkable products our industry has to offer our customers," notes Blue Ridge Security Systems, Anderson, S.C., No. 67.

By most accounts, the SDM 100 group of companies, as it leads the industry, should look forward to the remainder of 2005 with more of the same expectations in the residential and non-residential markets. ■

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

The SDM 100 in 2004: What They Accomplished

Total 2004 annual revenue: **\$6.43 billion***

Total 2004 recurring monthly revenue (RMR): **\$348.1 million†**

Total subscribers (year-end 2004): **9.73 million****

Total installations/sales revenue:††

Residential units: **222,439**

Residential sales revenue: **\$196.7 million**

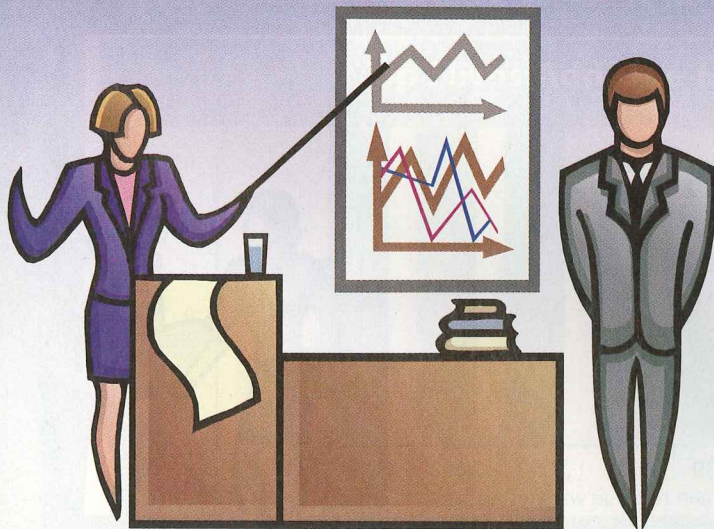
Non-residential units: **67,187**

Non-residential sales revenue: **\$2.3 billion**

Business locations: **830**

People employed: **42,846 full-time / 532 part-time*****

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



Footnotes:

* Total annual (2004) 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, 2004. Based on responses (or estimates) from 98 firms. Not included: SSD Systems/Kern Security Systems and Safe Home Security Inc.

** Based on responses (or estimates) from 93 firms. Not included: Custom Alarm, First Alarm, Integrated Alarm Services Group, Safeguard Security and Communications Inc., Sentinel Silent Alarm Co. Inc., Sentry Alarm Systems, and SSD Alarm Systems & Kern Security Systems.

†† Based on responses from 84 firms. Note: Some firms reported unit sales or installation revenues only, while most reported both. Not included in either units or sales revenue: A-Com Protection Services, Brink's Home Security, Global Security & Communication, Guardian Alarm Co., HSM Security, Integrated Alarm Services Group, Koorsen Fire & Security, Monitronics Int'l (operates an authorized dealer network), Protection One, SAFE, Sentinel Silent Alarm Co., Sonitrol Corp., Sonitrol of Tallahassee, and SSD Alarm Systems & Kern Security Systems. Note: ADT Security Services reported non-residential sales revenue, but not units; and did not report any residential activity.

*** Based on responses from 97 firms. Not included: HSM Security, Post Alarm Systems, and SSD Alarm Systems & Kern Security Systems.

Source: 2005 *SDM 100*, *SDM Magazine*, May 2005

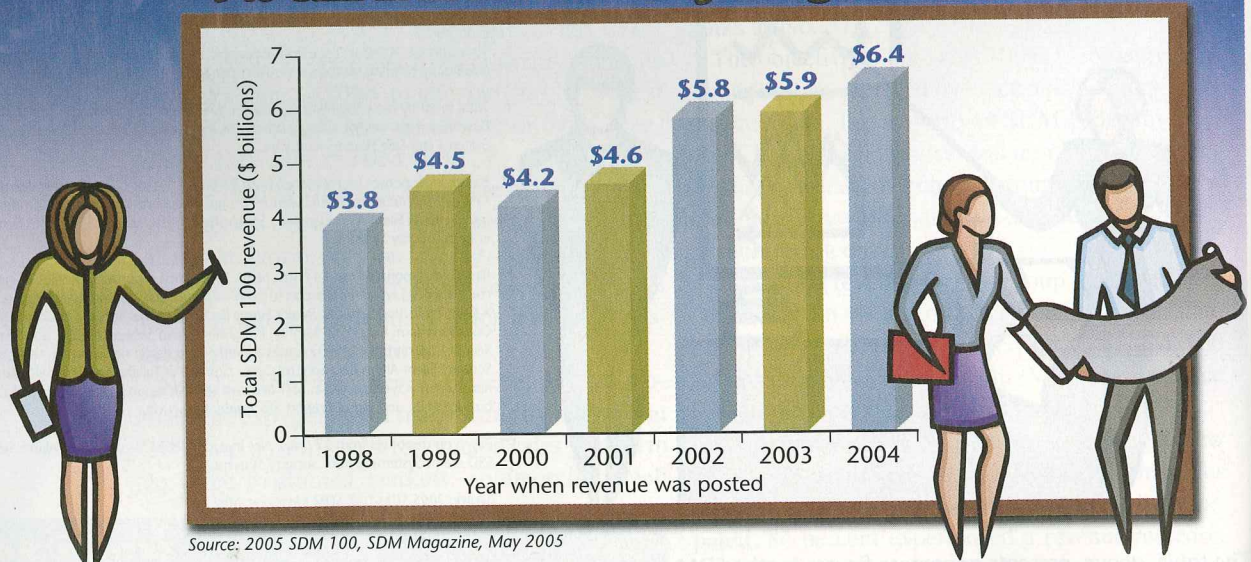
The table, above, presents aggregate figures for the SDM 100 group of companies. In a \$24.8 billion industry (2004 total industry revenues based on *SDM's* Forecast Study), these top 100 firms captured \$6.43 billion in revenue – about 26 percent market share – and counted 9.7 million subscribers in 2004. 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 15th Annual SDM 100

RANK 2005	RANK 2004	COMPANY	GROSS REVENUE 2004 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2004	RMR 12/04	INSTALLS, RES. 2004	INSTALLS, NON-RES. 2004	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
1	1	ADT Security Services Inc. Boca Raton, Fla.	\$3,900.00	8.9%	5,197,788	\$202,600,000	n/a	n/a	22,500	247
2	2	Brink's Home Security Inc. Irving, Texas	\$345.60	11.3%	921,400	\$26,100,000	n/a	n/a	3,000	63
3	3	Protection One Lawrence, Kansas	\$269.26	-2.8%	1,030,113	\$19,900,000	n/a	n/a	2,300	70
4	4	HSM Security Lisle, Ill.	\$165.00	-17.5%	120,000	\$7,900,000	n/a	n/a	n/a	n/a
5	5	Monitronics International Inc. Dallas, Texas	\$158.87	25.7%	450,412	\$13,800,000	n/a	n/a	535	1
6	6	Slomin's Security Hicksville, N.Y.	\$125.43	10.9%	215,315	\$6,461,600	27,340	2,015	1,275	8
7	7	Vector Security Inc. Pittsburgh, Pa.	\$124.00	9.9%	147,922	\$5,050,000	8,894	3,171	733	20
8	-	Integrated Alarm Services Group Albany, N.Y.	\$81.00	1422.6%	n/a	\$7,480,000	n/a	n/a	918	23
9	8	Ranger American San Antonio, Texas	\$77.53	9.2%	29,492	\$833,589	48,132	250	939	15
10	12	Guardian Protection Services Inc. Pittsburgh, Pa.	\$66.71	19.1%	139,437	\$4,009,871	20,203	1,239	631	10
11	9	Sonitrol Corp. Berwyn, Pa.	\$65.48	-3.6%	37,700	\$3,663,000	n/a	n/a	450	25
12	10	Bay Alarm Company Pacheco, Calif.	\$64.00	6.8%	84,835	\$4,210,000	6,291	7,918	541	12
13	14	Interface Security Systems & The Greater Alarm Co. Earth City, Mo.	\$63.10	92.5%	59,268	\$2,223,817	4,406	3,354	514	20
14	11	AFA Protective Systems Inc. Syosset, N.Y.	\$60.59	7.9%	40,300	\$2,040,000	4,000	5,500	417	16

No. 4 – HSM Security was purchased from Honeywell by GTCR Golder Rauner LLC, Chicago in 2004. ■ No. 7 – Vector Security Inc. was SDM's 2003 Dealer of the Year. ■ No. 8 – Integrated Alarm Services Group (IASG) combines the companies that were formerly ranked as Protection Service Industries (No. 16) and American Home Security (No. 68). ■ No. 10 – Guardian Protection Services Inc. was SDM's 1999 Dealer of the Year. ■ No. 11 – Sonitrol Corp. is no longer part of Tyco. ■ No. 12 – Bay Alarm Co. was SDM's 1998 Dealer of the Year. ■ No. 13 – Interface Security Systems purchased The Greater Alarm Co., ranked as No. 23 on the 2004 SDM 100.

9% Gain in 2004 for Security's Largest Dealers



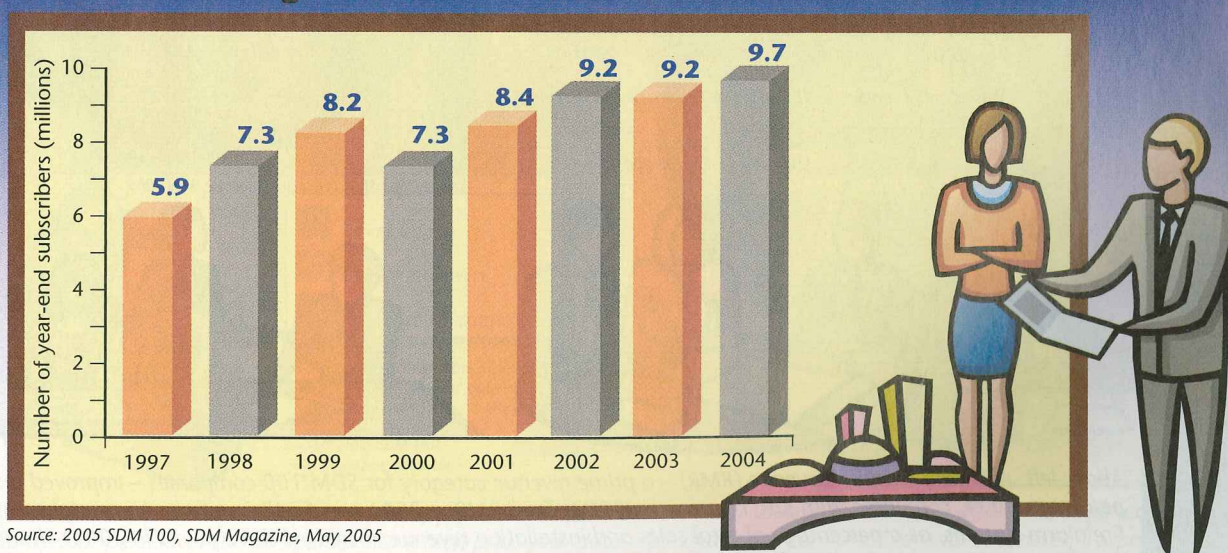
Source: 2005 SDM 100, SDM Magazine, May 2005

Overall the SDM 100 grew revenues 9 percent in 2004 – a welcome change following just a 2 percent gain during the previous year. (In 2002 the SDM 100 revenues surged 26 percent, but that was primarily driven by a large gain by ADT Security Services. Putting aside ADT's revenue would have resulted in just a 7 percent advance for the other 99 firms in that year. The SDM 100 slowed down considerably in 2003, gaining just under 2 percent – or 4 percent if ADT is excluded from the calculation.) Most notable in 2004 is that more than one-third of SDM 100 companies achieved double-digit growth.

RANK 2005	RANK 2004	COMPANY	GROSS REVENUE 2004 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2004	RMR 12/04	INSTALLS, RES. 2004	INSTALLS, NON-RES. 2004	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
15	13	Guardian Alarm Co. Southfield, Mich.	\$49.10	0.0%	84,526	\$3,280,000	n/a	n/a	376	7
16	15	Protect America Inc. Round Rock, Texas	\$35.80	12.2%	101,200	\$3,165,000	21,000	n/a	228	1
17	18	Guardian International Inc. Hollywood, Fla.	\$27.40	8.3%	32,000	\$1,450,000	3,000	1,500	260	5
18	19	Per Mar Security Services Davenport, Iowa	\$27.32	8.7%	37,894	\$942,076	893	4,198	282	22
19	17	SAFE San Ramon, Calif.	\$26.90	4.3%	87,275	\$2,260,000	n/a	n/a	92	1
20	20	SSD Alarm Systems & Kern Security Systems Anaheim, Calif.	\$25.58	3.6%	n/a	n/a	n/a	n/a	n/a	9
21	21	Alarm Detection Systems Inc. Aurora, Ill.	\$25.47	4.4%	23,876	\$1,547,220	904	1,327	183	2
22	27	ASG Security Beltsville, Md.	\$23.59	66.1%	46,570	\$1,518,595	4,522	2,383	278	9
23	24	ADS Security LP Nashville, Tenn.	\$23.17	12.6%	52,444	\$1,179,976	3,154	1,646	205	12
24	25	CPI Security Systems Inc. Charlotte, N.C.	\$22.10	17.0%	45,493	\$1,479,440	7,117	619	268	4
25	26	Safeguard Security and Communications Inc. Scottsdale, Ariz.	\$19.12	10.7%	n/a	\$581,631	894	590	256	3
26	22	Mountain Alarm Ogden, Utah	\$17.79	-21.7%	25,887	\$659,000	715	1,458	123	7
27	31	Central Security Group Inc. Tulsa, Okla.	\$17.58	38.7%	57,985	\$1,603,951	2,074	518	139	2
28	33	Central One Boca Raton, Fla.	\$16.60	32.8%	48,500	\$1,250,000	1,500	500	183	5
29	29	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$15.00	17.7%	6,195	\$117,809	28	675	176	1
30	28	Engineered Protection Systems Inc. Grand Rapids, Mich.	\$14.61	6.5%	13,402	\$784,425	n/a	n/a	136	6

No. 22 – ASG Security acquired Argus Security, No. 48 on the 2004 SDM 100. ■ No. 24 – CPI Security Systems Inc. was SDM's 2000 Dealer of the Year.
■ No. 25 – Safeguard Security and Communications Inc. was SDM's 2002 Dealer of the Year.

Top Firms Add One-Half Million Customers



Source: 2005 SDM 100, SDM Magazine, May 2005

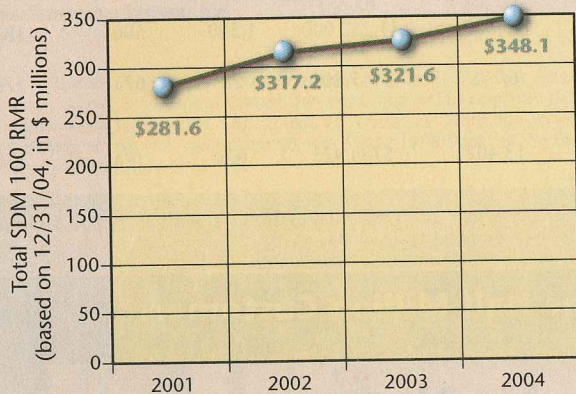
In sharp contrast to 2003 – a year in which SDM 100 firms could not add any more subscribers than they had lost – 2004 was favorable, allowing SDM 100 companies to increase their subscriber base by one-half million customers to reach 9.7 million.

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31	51	Matrix Security Systems Wilmington, Del.	\$13.92	82.1%	28,322	\$744,110	1,112	280	103	7
32	67	Firstline Security Orem, Utah	\$13.85	159.9%	4,657	\$179,295	6,397	68	89	5
33	30	First Alarm Aptos, Calif.	\$13.75	8.3%	n/a	\$613,000	371	872	113	6
34	32	Kimberlite Corp. Fresno, Calif.	\$13.47	6.4%	6,600	\$800,360	56	576	92	5
35	36	Safe Home Security Inc. Rocky Hill, Conn.	\$13.26	26.1%	34,508	n/a	7,784	864	108	4
36	40	Ackerman Security Systems Atlanta, Ga.	\$12.21	26.3%	26,347	\$495,846	4,201	1,888	111	1
37	37	American Alarm & Communications Inc. Arlington, Mass.	\$12.08	19.1%	17,816	\$534,289	836	1,508	110	3
38	38	Alert Alarm of Hawaii Honolulu, Hawaii	\$11.42	12.8%	15,185	\$640,263	798	865	84	4
39	35	General Security Inc. Plainview, N.Y.	\$11.36	6.8%	37,710	\$855,937	2,029	751	121	7

No. 31 – Matrix Security Systems also does business as SafeGuard Security in North and South Carolina. All figures are for Matrix and SafeGuard combined.
 ■ No. 33 – Approximately 17 percent of First Alarm's revenue stems from the Security and Patrol Div., as it directly relates to alarm company activity. Total company revenue is \$24.55 million. ■ No. 34 – Kimberlite Corp. does business as Sonitrol of Bakersfield, Sonitrol of Berkeley-Richmond, Sonitrol of Contra Costa County, Sonitrol of Fresno, Sonitrol of Marin County, Sonitrol of Modesto, Sonitrol of Napa County, Sonitrol of NW Los Angeles/Ventura County, Sonitrol of Oakland, Sonitrol of San Francisco, Sonitrol of Solano County, Sonitrol of Sonoma County, and Sonitrol of Southern Alameda County.

Healthy 8% Rise in RMR

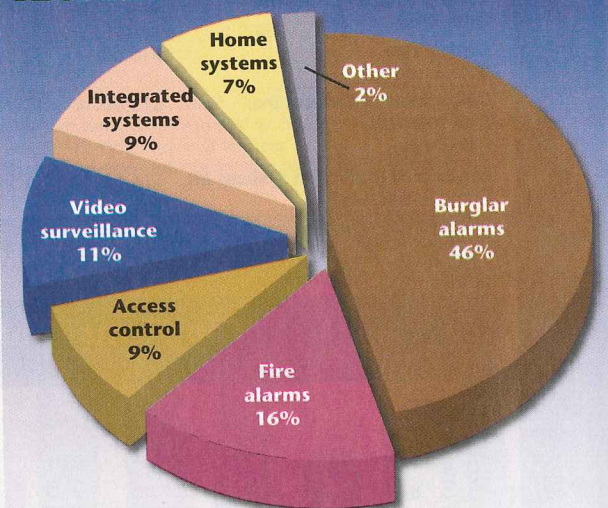


Based on responses (or estimates) from 98 firms.

Source: 2005 SDM 100, SDM Magazine, May 2005



Fire Alarm Sales Gain Greater Share



Source: 2005 SDM 100, SDM Magazine, May 2005



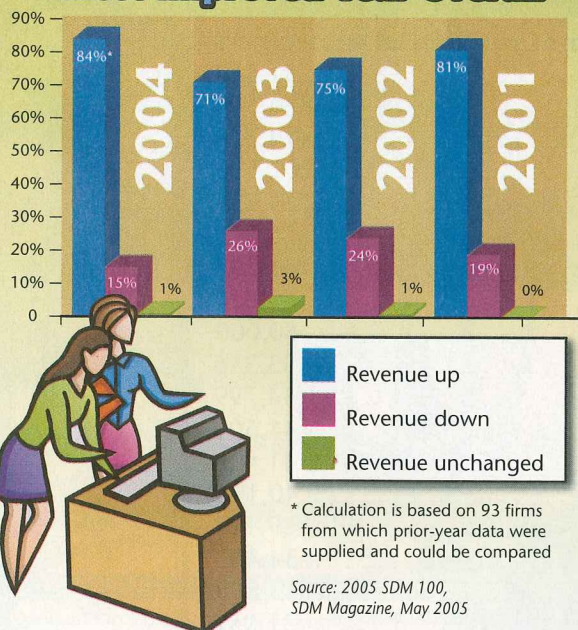
Above left, recurring monthly revenue (RMR) – a prime revenue category for SDM 100 companies – improved more than 8 percent in 2004, compared with just 1 percent in 2003. Total RMR in 2004 was \$348.1 million. Above right, commercial fire alarm systems, as a percentage of total sales and installation revenue, increased three points in 2004 – from 13 percent to 16 percent. Many of the SDM 100 companies observed an increase in demand for fire alarm systems last year. And, as burglar alarms are now more often sold as part of a comprehensive integrated system, the stand-alone burglar alarm category continues to decrease – from 52 percent in 2002, to 48 percent in 2003, to 46 percent in 2004.

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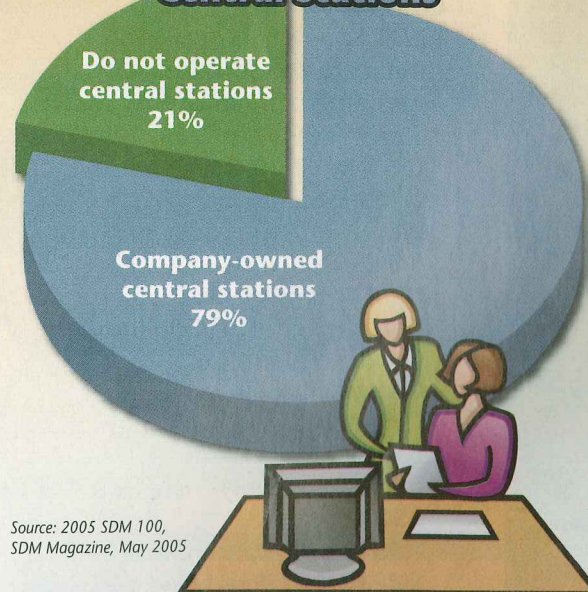
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7	40	42	Supreme Security Systems Inc. Union, N.J.	\$10.08	5.0%	9,989	\$568,600	174	514	83	1
5	41	43	Sonitrol of Sacramento & Sonitrol Gold Coast North Highlands, Calif.	\$9.82	4.2%	3,495	\$504,495	10	385	55	2
6	42	46	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island Hartford, Conn.	\$9.75	11.2%	13,254	\$483,196	55	368	81	2
5	43	-	SecureNet Alarm Systems Inc. Wichita, Kansas	\$9.30	-	25,912	\$648,000	n/a	n/a	119	7
4	44	44	Sonitrol Pacific Portland, Ore.	\$9.24	0.0%	4,525	\$497,369	25	445	66	4
1	45	34	Defender Security Co. Indianapolis, Ind.	\$9.23	-17.0%	3,450	\$131,100	4,500	n/a	141	11
3	46	39	Security Solutions Inc. Raleigh, N.C.	\$9.07	-8.4%	3,661	\$175,721	3,372	156	119	8
4	47	41	JMG Security Systems Inc. Fountain Valley, Calif.	\$8.99	-6.4%	3,948	\$245,067	20	250	40	1
7	48	47	Custom Security Systems Lacey, Wash.	\$8.81	4.2%	9,377	\$426,968	500	400	103	3
combined. Total of Con-County,	49	-	A-1 Security Ltd. Las Vegas, Nev.	\$8.46	-	6,190	\$214,769	507	742	80	2
are	50	50	Sonitrol Security Systems of Buffalo Inc. Buffalo, N.Y.	\$8.40	6.6%	5,890	\$378,700	25	270	95	3
	51	49	Doyle Security Systems Inc. Rochester, N.Y.	\$8.27	3.6%	16,254	\$412,883	1,077	690	84	4
	52	65	Ultraguard Protective Systems Inc. Woburn, Mass.	\$7.47	33.5%	6,800	\$205,000	350	950	65	1

No. 51 – Doyle Security Systems Inc. was SDM's 1997 Dealer of the Year. ■ No. 52 – The three companies previously operated as B&T Security and Safety, Jewel Protective Systems and Ultraguard Protective Systems were combined into one company, Ultraguard Protective Systems Inc., in 2004.

Most Improved Year Overall



8 in 10 Firms Operate Central Stations



Above left, since the turn of the Millennium, there hasn't been a better year than 2004 for SDM 100 firms in general. Eighty-four percent of the companies (for which prior-year data were available) confirmed revenue increases; 15 percent declined, and 1 percent were unchanged – a much better situation than the SDM 100 had in 2003. Above right, the SDM 100 earns a significant portion of its revenue – and best profit – from monitoring subscribers' alarm signals. Approximately 8 in 10 companies operate their own central stations for monitoring those signals. Others outsource this service.

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53	-	New York Merchants Protective Co. Freeport, N.Y.	\$7.16	-	8,559	\$563,102	186	549	72	1
54	53	Custom Alarm Rochester, Minn.	\$7.15	6.7%	n/a	\$200,000	365	1,127	56	3
55	55	Intelli-Tec Security Services LLC Westbury, N.Y.	\$7.11	6.5%	4,529	\$160,561	246	406	40	1
56	69	CS Security & Sound Palm Desert, Calif.	\$6.93	30.8%	898	\$15,340	239	15	63	2
57	56	All-Guard Systems Inc. Hayward, Calif.	\$6.91	5.5%	8,261	\$432,000	500	304	51	2
58	54	Electronix Systems Central Station Alarms Inc. Huntington Station, N.Y.	\$6.90	3.0%	10,854	\$316,660	464	519	72	1
59	-	Alarmco Inc. Las Vegas, Nev.	\$6.89	-	12,744	\$430,659	222	1,257	93	1
60	64	Vyanet Security Group Eugene, Ore.	\$6.83	19.7%	14,107	\$224,061	362	1,469	45	4
61	70	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$6.80	28.5%	8,495	\$242,550	262	890	63	1
62	-	Post Alarm Systems Inc. Arcadia, Calif.	\$6.78	-	10,600	\$400,000	660	n/a	n/a	2
63	-	Koorsen Fire & Security Inc. Indianapolis, Ind.	\$6.62	-	4,352	\$90,203	n/a	n/a	575	17
64	58	Rimi Security Systems Inc. Los Angeles, Calif.	\$6.58	2.9%	1,850	\$36,900	2,050	80	55	3
65	60	Matson Alarm Co. Inc. Fresno, Calif.	\$6.24	0.9%	14,942	\$351,911	390	910	49	5
66	61	Sonitrol of Tallahassee Inc. Tallahassee, Fla.	\$6.11	-1.1%	4,455	\$304,266	n/a	n/a	42	3

No. 60 - Vyanet Security Group was formerly ranked as Sonitrol of Eugene/Salem, East Cascade Security & Vyanet. ■ No. 63 - Koorsen Fire & Security Inc.'s ranking based on revenue of \$6.62 million does not include fire alarm sales and service; total company revenue \$15.82 million.

Top 20 Ranked by Residential Customers

Company	Number of residential subscribers
ADT Security Services Inc.	4,251,332
Brink's Home Security Inc.	884,544
Monitronics International Inc.	414,379
Slomin's Security	201,512
Guardian Protection Services Inc.	134,824
Vector Security Inc.	115,275
Protect America Inc.	101,200
SAFE	69,820
HSM Security	60,000
Central Security Group Inc.	53,346
Guardian Alarm Co.	44,799
Central One	41,500
CPI Security Systems Inc.	41,400
Bay Alarm Company	40,146
Interface Security Systems & The Greater Alarm Co.	39,117
ASG Security	34,462
ADS Security LP	32,515
Safe Home Security Inc.	31,057
General Security Inc.	27,528
Ranger American	27,133

Source: 2005 SDM 100, SDM Magazine, May 2005

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67	62	Blue Ridge Security Systems Anderson, S.C.	\$6.02	-0.7%	29,602	\$255,000	540	908	55	2
68	63	Trans-American Security Services Inc. Burnsville, Minn.	\$6.00	3.0%	5,528	\$242,776	16	140	97	1
69	76	EMC Security Lawrenceville, Ga.	\$5.90	24.0%	11,500	\$182,627	6,943	250	37	1
70	66	Security Equipment Inc. Omaha, Neb.	\$5.87	8.5%	10,564	\$395,600	675	675	109	4
71	77	Sonitrol Tri-County Farmington Hills, Mich.	\$5.77	22.0%	4,691	\$276,356	14	509	50	3
72	79	American Security Systems Inc. New York, N.Y.	\$5.56	20.1%	4,924	\$293,000	n/a	300	48	1
73	80	American Home Security Alexandria, Va.	\$5.53	20.1%	2,518	\$108,901	1,698	130	44	1
74	72	Sylvester's Security Alarms Inc. Santa Maria, Calif.	\$5.37	6.0%	8,122	\$310,346	176	314	61	4
75	75	A-Com Protection Services Inc. Columbus, Ga.	\$5.31	10.1%	9,742	\$242,090	n/a	n/a	50	2
76	74	Richmond Alarm Co. Richmond, Va.	\$5.24	8.0%	5,100	\$221,140	200	150	63	2
77	73	Peak Alarm Co. Inc. Salt Lake City, Utah	\$5.06	2.9%	8,222	\$248,976	281	557	55	3
78	87	Acadiana Security Plus Broussard, La.	\$5.01	21.0%	7,119	\$192,847	722	214	47	1
79	84	Moon Security Services Pasco, Wash.	\$4.60	7.7%	3,831	\$137,128	153	329	58	3

No. 70 – Security Equipment Inc.'s total 2004 revenue is \$14.67 million, of which \$5.87 million represents the alarm and monitoring business segment and \$8.8 million represents the integrated systems business segment and will be reported on SDM's 2005 Top Systems Integrators Report. ■ No. 77 – Total revenue for Peak Alarm Co. Inc. is \$7.7 million, which includes patrol and guard service.

Top 20 Ranked by Non-Residential Customers

Company	Number of non-residential subscribers
ADT Security Services Inc.	946,456
HSM Security	60,000
Bay Alarm Company	44,689
Guardian Alarm Co.	39,727
Sonitrol Corp.	37,700
Brink's Home Security Inc.	36,856
Monitronics International Inc.	36,033
Vector Security Inc.	32,647
AFA Protective Systems Inc.	25,300
Per Mar Security Services	22,736
Interface Security Systems & The Greater Alarm Co.	20,151
ADS Security LP	19,929
SAFE	17,455
Mountain Alarm	14,238
Slomin's Security	13,803
Alarm Detection Systems Inc.	12,470
ASG Security	12,108
Blue Ridge Security Systems	11,841
Alarmco Inc.	10,832
General Security Inc.	10,182

Source: 2005 SDM 100, SDM Magazine, May 2005

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RANK 2005	RANK 2004	COMPANY	GROSS REVENUE 2004 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2004	RMR 12/04	INSTALLS, RES. 2004	INSTALLS, NON-RES. 2004	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
80	83	Sonitrol of Southwest Ohio Cincinnati, Ohio	\$4.59	5.5%	3,199	\$243,384	149	134	38	2
81	57	World Wide Security/GC Alarm Garden City, N.Y.	\$4.50	-30.8%	6,900	\$180,000	260	40	44	1
82	90	Guardian Security Systems Inc. Anchorage, Alaska	\$4.43	12.9%	6,040	\$165,000	611	262	33	4
83	92	Washington Alarm Inc. Seattle, Wash.	\$4.22	9.9%	5,393	\$254,914	29	152	36	1
84	85	Century Tel Security Systems Inc. Monroe, La.	\$4.21	-0.1%	9,127	\$164,954	348	165	52	3
85	89	Sonitrol of Indianapolis Inc. Indianapolis, Ind.	\$4.17	5.6%	1,884	\$195,018	6	220	31	1
86	124	Simpson Security Systems Inc. Alexandria, La.	\$4.12	333.3%	1,933	\$36,165	228	98	62	1
87	95	Safe Systems Inc. Boulder, Colo.	\$4.06	7.6%	6,363	\$173,355	n/a	n/a	37	1
88	91	Global Security & Communication Inc. Vancouver, Wash.	\$4.03	3.0%	5,922	\$174,104	n/a	n/a	38	4
89	96	Sentry Alarm Systems Monterey, Calif.	\$4.02	6.8%	n/a	\$205,694	300	204	39	3
90	98	Fleenor Security Systems Knoxville, Tenn.	\$3.91	12.9%	2,400	\$62,293	144	105	34	1
91	94	Audio Sentry Corp. Fraser, Mich.	\$3.65	-3.6%	7,354	\$142,794	78	110	45	2

No. 82 - Guardian Security Systems' total 2003 revenue is \$8.6 million, including guard services.

RANK BY RESIDENTIAL INSTALLATION VOLUME

RANK BY INSTALLATION VOLUME	COMPANY	RESIDENTIAL SYSTEMS INSTALLED, 2004	SDM 100 RANK	RANK BY INSTALLATION VOLUME	COMPANY	RESIDENTIAL SYSTEMS INSTALLED, 2004	SDM 100 RANK
1	Ranger American	48,132	9	34	Acadiana Security Plus	722	78
2	Slomin's Security	27,340	6	35	Mountain Alarm	715	26
3	Protect America Inc.	21,000	16	36	Security Equipment Inc.	675	70
4	Guardian Protection Services Inc.	20,203	10	37	Post Alarm Systems Inc.	660	62
5	Vector Security Inc.	8,894	7	38	Guardian Security Systems Inc.	611	82
6	Safe Home Security Inc.	7,784	35	39	Blue Ridge Security Systems	540	67
7	CPI Security Systems Inc.	7,117	24	40	A-1 Security Ltd.	507	49
8	EMC Security	6,943	69	41	Custom Security Systems	500	48
9	Firstline Security	6,397	32	42	All-Guard Systems Inc.	500	57
10	Bay Alarm Company	6,291	12	43	Electronix Systems Central Station Alarms Inc.	464	58
11	ASG Security	4,522	22	44	Matson Alarm Co. Inc.	390	65
12	Defender Security Co.	4,500	45	45	First Alarm	371	33
13	Interface Security Systems & The Greater Alarm Co.	4,406	13	46	Custom Alarm	365	54
14	Ackerman Security Systems	4,201	36	47	Vyanet Security Group	362	60
15	AFA Protective Systems Inc.	4,000	14	48	Ultraguard Protective Systems Inc.	350	52
16	Security Solutions Inc.	3,372	46	49	Century Tel Security Systems Inc.	348	84
17	ADS Security LP	3,154	23	50	Sentry Alarm Systems	300	89
18	Guardian International Inc.	3,000	17	51	Secure US Inc.	300	97
19	Central Security Group Inc.	2,074	27	52	Peak Alarm Co. Inc.	281	77
20	Rimi Security Systems Inc.	2,050	64	53	Scarsdale Security Systems Inc.	262	61
21	General Security Inc.	2,029	39	54	World Wide Security/GC Alarm	260	81
22	American Home Security	1,698	73	55	Intelli-Tec Security Services LLC	246	55
23	Central One	1,500	28	56	CS Security & Sound	239	56
24	JM Resources Inc.	1,410	92	57	Simpson Security Systems Inc.	228	86
25	Matrix Security Systems	1,112	31	58	Alarmco Inc.	222	59
26	Doyle Security Systems Inc.	1,077	51	59	Richmond Alarm Co.	200	76
27	Dehart Alarm Systems Inc.	941	98	60	New York Merchants Protective Co.	186	53
28	Alarm Detection Systems Inc.	904	21	61	Sylvester's Security Alarms Inc.	176	74
29	Safeguard Security and Communications Inc.	894	25	62	Supreme Security Systems Inc.	174	40
30	Per Mar Security Services	893	18	63	Moon Security Services	153	79
31	Crime Prevention Security Systems Inc.	865	96	64	Sonitrol of Southwest Ohio	149	80
32	American Alarm & Communications Inc.	836	37	65	Fleenor Security Systems	144	90
33	Alert Alarm of Hawaii	798	38				

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RANK 2005	RANK 2004	COMPANY	GROSS REVENUE 2004 (\$ MIL.)	+/- FROM PRIOR YEAR	SUBSCRIBERS 2004	RMR 12/04	INSTALLS, RES. 2004	INSTALLS, NON-RES. 2004	FULL TIME EMPLOYEES	NUMBER OF LOCATIONS
92	97	JM Resources Inc. King of Prussia, Pa.	\$3.63	-0.8%	5,472	\$125,638	1,410	9	18	1
93	102	Fire Protection Inc. Everett, Wash.	\$3.60	16.2%	2,881	\$74,333	30	300	17	2
94	100	Sonitrol Security of Pittsburgh Pittsburgh, Pa.	\$3.54	4.5%	2,957	\$145,667	21	235	31	1
95	99	Pacific Alarm Systems Inc. Culver City, Calif.	\$3.48	1.7%	3,266	\$233,545	77	376	40	1
96	108	Crime Prevention Security Systems Inc. Gainesville, Fla.	\$3.47	22.9%	5,104	\$132,809	865	297	42	2
97	109	Secure US Inc. Morgantown, W.V.	\$3.43	22.3%	4,095	\$92,215	300	n/a	48	3
98	103	Dehart Alarm Systems Inc. Sarasota, Fla.	\$3.41	10.5%	8,132	\$162,055	941	284	37	1
99	-	Sentinel Silent Alarm Co. Inc. Aiea, Hawaii	\$3.40	-	n/a	\$214,000	n/a	n/a	39	2
100	101	Sonitrol of New Orleans Inc. Metairie, La.	\$3.24	3.2%	1,654	\$173,095	12	151	35	1

RANK BY NON-RESIDENTIAL INSTALLATION REVENUE

RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATION REVENUE, 2004	SDM 100 RANK	RANK BY INSTALLATION REVENUE	COMPANY	NON-RESIDENTIAL INSTALLATION REVENUE, 2004	SDM 100 RANK
1	ADT Security Services Inc.	\$2,000,000,000	1	36	Alert Alarm of Hawaii	\$1,775,600	38
2	Vector Security Inc.	\$42,770,000	7	37	Richmond Alarm Co.	\$1,735,000	76
3	AFA Protective Systems Inc.	\$30,500,000	14	38	Post Alarm Systems Inc.	\$1,724,000	62
4	Interface Security Systems & The Greater Alarm Co.	\$25,944,694	13	39	Security Solutions Inc.	\$1,706,058	46
5	Slomin's Security	\$14,928,351	6	40	Sonitrol of Indianapolis Inc.	\$1,703,423	85
6	Per Mar Security Services	\$13,166,000	18	41	Custom Alarm	\$1,700,000	54
7	Dallas Security Systems Inc. & DSS Fire Inc.	\$11,571,177	29	42	Sonitrol Security of Pittsburgh	\$1,650,000	94
8	Security Equipment Inc.	\$8,577,812	70	43	A-1 Security Ltd.	\$1,631,353	49
9	Safeguard Security and Communications Inc.	\$8,000,000	25	44	Matson Alarm Co. Inc.	\$1,500,000	65
10	Mountain Alarm	\$7,650,000	26	45	Moon Security Services	\$1,499,071	79
11	Bay Alarm Company	\$7,204,000	12	46	Doyle Security Systems Inc.	\$1,471,805	51
12	Trans-American Security Services Inc.	\$5,976,015	68	47	Peak Alarm Co. Inc.	\$1,440,000	77
13	Guardian Protection Services Inc.	\$5,603,540	10	48	Vyanet Security Group	\$1,355,675	60
14	ASG Security	\$5,300,000	22	49	Audio Sentry Corp.	\$1,327,383	91
15	JMG Security Systems Inc.	\$5,225,060	47	50	Sonitrol of Southwest Ohio	\$1,319,740	80
16	Alarm Detection Systems Inc.	\$5,179,763	21	51	Safe Systems Inc.	\$1,307,485	87
17	ADS Security LP	\$5,024,478	23	52	CPI Security Systems Inc.	\$1,006,000	24
18	American Alarm & Communications Inc.	\$4,365,000	37	53	Alarmco Inc.	\$1,005,000	59
19	Blue Ridge Security Systems	\$3,971,036	67	54	Sonitrol of New Orleans Inc.	\$984,075	100
20	Sonitrol of Sacramento & Sonitrol Gold Coast	\$3,782,000	41	55	CS Security & Sound	\$972,000	56
21	First Alarm	\$3,500,000	33	56	EMC Security	\$957,515	69
22	Ultraguard Protective Systems Inc.	\$3,500,000	52	57	All-Guard Systems Inc.	\$950,000	57
23	Intelli-Tec Security Services LLC	\$3,449,800	55	58	Engineered Protection Systems Inc.	\$921,303	30
24	Ackerman Security Systems	\$3,388,923	36	59	Guardian Security Systems Inc.	\$860,000	82
25	Sonitrol Security Systems of Buffalo Inc.	\$3,350,268	50	60	Sentry Alarm Systems	\$855,534	89
26	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	\$3,242,987	42	61	SecureNet Alarm Systems Inc.	\$803,000	43
27	Simpson Security Systems Inc.	\$3,031,129	86	62	World Wide Security/GC Alarm	\$800,000	81
28	Matrix Security Systems	\$2,936,338	31	63	Century Tel Security Systems Inc.	\$779,698	84
29	Sonitrol Pacific	\$2,880,000	44	64	Acadiana Security Plus	\$775,000	78
30	Scarsdale Security Systems Inc.	\$2,700,000	61	65	Central One	\$720,000	28
31	Supreme Security Systems Inc.	\$2,358,700	40	66	Sylvester's Security Alarms Inc.	\$696,710	74
32	Custom Security Systems	\$2,213,000	48	67	Washington Alarm Inc.	\$654,000	83
33	Sonitrol Tri-County	\$2,200,000	71	68	Ranger American	\$612,500	9
34	Electronix Systems Central Station Alarms Inc.	\$2,180,000	58	69	Fleenor Security Systems	\$554,000	90
35	American Security Systems Inc.	\$2,000,000	72	70	Safe Home Security Inc.	\$506,398	35
				71	General Security Inc.	\$504,751	39

RANK BY RECURRING MONTHLY REVENUE

RANK BY RMR	COMPANY	RMR 12/31/04 (\$ MIL)	SUBSCRIBERS YEAR-END 2004	SDM 100 RANK	RANK BY RMR	COMPANY	RMR 12/31/04 (\$ MIL)	SUBSCRIBERS YEAR-END 2004	SDM 100 RANK
1	ADT Security Services Inc.	\$202.60e	5,197,788	1	57	Peak Alarm Co. Inc.	\$0.25	8,222	77
2	Brink's Home Security Inc.	\$26.10	921,400	2	58	JMG Security Systems Inc.	\$0.25	3,948	47
3	Protection One	\$19.90	1,030,113	3	59	Sonitrol of Southwest Ohio	\$0.24	3,199	80
4	Monitronics International Inc.	\$13.80	450,412	5	60	Trans-American Security Services Inc.	\$0.24	5,528	68
5	HSM Security	\$7.90	120,000	4	61	Scarsdale Security Systems Inc.	\$0.24	8,495	61
6	Integrated Alarm Services Group	\$7.48	n/a	8	62	A-Com Protection Services Inc.	\$0.24	9,742	75
7	Slomin's Security	\$6.46	215,315	6	63	Pacific Alarm Systems Inc.	\$0.23	3,266	95
8	Vector Security Inc.	\$5.05	147,922	7	64	Vyanet Security Group	\$0.22	14,107	60
9	Bay Alarm Company	\$4.21	84,835	12	65	Richmond Alarm Co.	\$0.22	5,100	76
10	Guardian Protection Services Inc.	\$4.01	139,437	10	66	A-1 Security Ltd.	\$0.21	6,190	49
11	Sonitrol Corp.	\$3.66	37,700	11	67	Sentinel Silent Alarm Co. Inc.	\$0.21	n/a	99
12	Guardian Alarm Co.	\$3.28	84,526	15	68	Sentry Alarm Systems	\$0.21	n/a	89
13	Protect America Inc.	\$3.17	101,200	16	69	Ultraguard Protective Systems Inc.	\$0.21	6,800	52
14	SAFE	\$2.26	87,275	19	70	Custom Alarm	\$0.20	n/a	54
15	Interface Security Systems & The Greater Alarm Co.	\$2.22	59,268	13	71	Sonitrol of Indianapolis Inc.	\$0.20	1,884	85
16	AFA Protective Systems Inc.	\$2.04	40,300	14	72	Acadiana Security Plus	\$0.19	7,119	78
17	Central Security Group Inc.	\$1.60	57,985	27	73	EMC Security	\$0.18	11,500	69
18	Alarm Detection Systems Inc.	\$1.55	23,876	21	74	World Wide Security/GC Alarm	\$0.18	6,900	81
19	ASG Security	\$1.52	46,570	22	75	Firstline Security	\$0.18	4,657	32
20	CPI Security Systems Inc.	\$1.48	45,493	24	76	Security Solutions Inc.	\$0.18	3,661	46
21	Guardian International Inc.	\$1.45	32,000	17	77	Global Security & Communication Inc.	\$0.17	5,922	88
22	Central One	\$1.25	48,500	28	78	Safe Systems Inc.	\$0.17	6,363	87
23	ADS Security LP	\$1.18	52,444	23	79	Sonitrol of New Orleans Inc.	\$0.17	1,654	100
24	Per Mar Security Services	\$0.94	37,894	18	80	Guardian Security Systems Inc.	\$0.17	6,040	82
25	General Security Inc.	\$0.86	37,710	39	81	Century Tel Security Systems Inc.	\$0.16	9,127	84
26	Ranger American	\$0.83	29,492	9	82	Dehart Alarm Systems Inc.	\$0.16	8,132	98
27	Kimberlite Corp.	\$0.80	6,600	34	83	Intelli-Tec Security Services LLC	\$0.16	4,529	55
28	Engineered Protection Systems Inc.	\$0.78	13,402	30	84	Sonitrol Security of Pittsburgh	\$0.15	2,957	94
29	Matrix Security Systems	\$0.74	28,322	31	85	Audio Sentry Corp.	\$0.14	7,354	91
30	Mountain Alarm	\$0.66	25,887	26	86	Moon Security Services	\$0.14	3,831	79
31	SecureNet Alarm Systems Inc.	\$0.65	25,912	43	87	Crime Prevention Security Systems Inc.	\$0.13	5,104	96
32	Alert Alarm of Hawaii	\$0.64	15,185	38	88	Defender Security Co.	\$0.13	3,450	45
33	First Alarm	\$0.61	n/a	33	89	JM Resources Inc.	\$0.13	5,472	92
34	Safeguard Security and Communications Inc.	\$0.58	n/a	25	90	Dallas Security Systems Inc. & DSS Fire Inc.	\$0.12	6,195	29
35	Supreme Security Systems Inc.	\$0.57	9,989	40	91	American Home Security	\$0.11	2,518	73
36	New York Merchants Protective Co.	\$0.56	8,559	53	92	Secure US Inc.	\$0.09	4,095	97
37	American Alarm & Communications Inc.	\$0.53	17,816	37	93	Koorsen Fire & Security Inc.	\$0.09	4,352	63
38	Sonitrol of Sacramento & Sonitrol Gold Coast	\$0.50	3,495	41	94	Fire Protection Inc.	\$0.07	2,881	93
39	Sonitrol Pacific	\$0.50	4,525	44	95	Fleenor Security Systems	\$0.06	2,400	90
40	Ackerman Security Systems	\$0.50	26,347	36	96	Rimi Security Systems Inc.	\$0.04	1,850	64
41	Sonitrol Security Systems of Hartford Inc. & Sonitrol Security Systems of Rhode Island	\$0.48	13,254	42	97	Simpson Security Systems Inc.	\$0.04	1,933	86
42	All-Guard Systems Inc.	\$0.43	8,261	57	98	CS Security & Sound	\$0.02	898	56
43	Alarmco Inc.	\$0.43	12,744	59					
44	Custom Security Systems	\$0.43	9,377	48					
45	Doyle Security Systems Inc.	\$0.41	16,254	51					
46	Post Alarm Systems Inc.	\$0.40	10,600	62					
47	Security Equipment Inc.	\$0.40	10,564	70					
48	Sonitrol Security Systems of Buffalo Inc.	\$0.38	5,890	50					
49	Matson Alarm Co. Inc.	\$0.35	14,942	65					
50	Electronix Systems Central Station Alarms Inc.	\$0.32	10,854	58					
51	Sylvester's Security Alarms Inc.	\$0.31	8,122	74					
52	Sonitrol of Tallahassee Inc.	\$0.30	4,455	66					
53	American Security Systems Inc.	\$0.29	4,924	72					
54	Sonitrol Tri-County	\$0.28	4,691	71					
55	Blue Ridge Security Systems	\$0.26	29,602	67					
56	Washington Alarm Inc.	\$0.25	5,393	83					

n/a = not available

**YOU CAN PURCHASE
THE SDM 100 DIRECTORY**

Wouldn't it be useful to have more information about each of the 100 firms ranked here? The 2005 SDM 100 Directory includes contact names, mailing addresses, telephone and fax 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 and search under "More Resources" for "Exclusive Industry Research," or contact Leslie Bouldes at (248)244-6487 or by e-mail to bouldes@bnpmedia.com.

SDM 100 ALPHABETICAL INDEX TO COMPANIES

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

HOW TO USE THE SDM 100

The 2005 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 36, ranks 100 firms by their 2004 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 2004 gross revenues. (Note: 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. If the number exceeds 100, it means that firm moved up from *SDM's Up & Comers in Security Report* (June 2004).
- 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 2004 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 2003 to 2004, where applicable.
- Number of subscribers (recurring-billable customers) that each firm counted at year-end 2004.
- Amount of recurring monthly revenue (RMR) as reported to or estimated by *SDM*. This figure reflects RMR on Dec. 31, 2004.
- Number of system installations (units) in 2004, residential.
- Number of system installations (units) in 2004, 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.