



Home » 2018 SDM 100: Security Dealers Prevail

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## 2018 SDM 100: Security Dealers Prevail

While growth was not quite as robust as the prior year, SDM 100 dealers still managed to grow RMR by 4.2 percent last year, despite the many disruptors now present in the channel

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KEYWORDS [cyber security](#) / [security dealers](#) / [security integrators](#) / [security systems](#)

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As the security business expands and matures it is creating a more complex universe in which traditional security dealers — who have performed virtually in a silo since the dawn of the modern electronic security industry in the 1850s — now must operate. The disruptive forces swirling in their atmosphere are producing new technologies, new competitors, and even new types of customers at an accelerated rate. Despite the many changes the security channel is undergoing today, it continues to prevail precisely because of dealers' keen awareness of the needs of their respective markets.

Evidence of their resilience is the 2018 SDM 100, a ranking by recurring monthly revenue (RMR) of the largest U.S. security installation and monitoring companies. Collectively, the SDM 100 security dealers grew their RMR 4.2 percent, from \$618 million to \$643 million last year (see chart on this page for further clarification). Among the top 100 there were 88 dealers who individually improved their RMR rate in 2017 over 2016.

“Our industry is experiencing a significant evolution as many ‘early disruptors’ to the category become more mature such as the Internet of Things, DIY, and new industry competitors,” observes No. 5-ranked Guardian Protection Services. “Rather than one particular item transforming the industry or our business, Guardian sees the collective influence of all these elements coming together to both increase the market awareness of our products and services, as well as increase our challenge of how to break through in a crowded marketplace.”

Breaking through in a crowded marketplace may prove to be too tough a challenge for some, however, as this year’s SDM 100 data and commentary offered some warning signs. While dealers gained in RMR and total annual revenue, they lost ground last year by a few other measures: Residential sales declined 2 percent, from \$105 million to \$103 million, and total subscribers fell 5 percent, from 13.9 million to 13.2 million. (Editor’s note: Dramatic changes from year to year often are caused by one or more large companies being added or removed from the SDM 100, or by larger companies that report a figure such as sales revenue one year but not the next; every effort is made in this report to explain and normalize such differences by removing these companies from the aggregate calculations. For example, Johnson Controls Inc., which was ranked in 2017 but not in 2018, was removed prior to performing the calculations above and elsewhere in this report, unless otherwise noted.)

In addition, 2017’s RMR growth rate of 4.2 percent was well below 2016’s RMR growth rate of 9.8 percent.

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“Sales volume is still robust, but becoming much more competitive due to new entrants,” says No. 33, EMC Security. “The residential market is very price-sensitive. New and existing customers are interested in new connected services, which helps drive increases in recurring revenue. Commercial spending is up, due to new construction projects, especially in multi-family housing. ...”

EMC Security, along with several other SDM 100 companies that specialize in residential, were successful in 2017. But a significant number of other dealers experienced weakness in their residential markets.

“The residential market seems to be staying flat and we have not seen much growth, but this is what we saw in 2016 as well,” states No. 91, Fleenor Security Systems. “The commercial market is growing and expanding with many new opportunities this year and I believe it was a little better than we saw in 2016.”

Very few if any security dealers mentioned weakness in non-residential markets, even though there are many challenges in that segment, too, including the gradual shift to a services model, higher wages due to a shortage of technical labor, pressure on margins, and the continued need to keep training staff on subjects such as cyber security and emerging technologies.

When asked how they expect 2018 revenues will compare with 2017, 90 percent of security dealers on the SDM 100 predict that their revenue will improve, while 10 percent expect the same results as last year.

RANK 2018	RANK 2017	COMPANY / HEADQUARTERS	RECURRING MONTHLY REVENUE, DEC. 31, 2017	RMR COMPARED WITH DEC. 31, 2016 (%)	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS 2017	SALES REVENUE, NON-RES. INSTALLS 2017	GROSS REVENUE 2017	FULL-TIME EMPLOYEES	NO. OF LOCATIONS
1	1	<b>ADT</b> Boca Raton, Fla.	\$335,500,000 <sup>e</sup>	na	7,200,000 <sup>e</sup>	na	na	\$4,315,502,000	18,000 <sup>e</sup>	200 <sup>e</sup>
2	3	<b>Vivint Inc.</b> Provo, Utah	\$75,400,000	14.9% ↑	1,292,698	na	na	\$882,000,000	6,616	61
3	4	<b>Brink's Home Security</b> Farmers Branch, Texas	\$43,019,000	-4.6% ↓	975,996	na	na	\$563,013,000	1,330	5
4	5	<b>Vector Security Inc.</b> Warrendale, Pa.	\$15,879,041	2.9% ↑	287,216	\$7,099,574	\$65,061,435	\$296,262,172	1,198	32
5	6	<b>Guardian Protection Services</b> Warrendale, Pa.	\$13,852,149	3.3% ↑	327,637	\$32,911,194	\$9,216,370	\$213,319,598	1,116	13
6	8	<b>Bay Alarm Company</b> Concord, Calif.	\$11,206,540	9.7% ↑	148,113	\$3,937,050	\$21,212,944	\$160,170,751	934	18
7	7	<b>Interface Security Systems Holdings Inc.</b> Earth City, Mo.	\$11,200,014	-2.5% ↓	72,964	\$445,100	\$1,360,000	\$164,978,340	1,264	13
8	9	<b>Safe Home Security Inc. / Security Systems Inc.</b> Cromwell, Conn.	\$8,914,304	6.2% ↑	215,447	\$190,000	\$85,000	\$80,035,020	316	1
9	10	<b>Central Security Group Inc.</b> Tulsa, Okla.	\$8,399,080	2.2% ↑	213,130	\$1,103,705	\$122,635	\$102,331,707	563	14
10	13	<b>CPI Security Systems Inc.</b> Charlotte, N.C.	\$8,200,000	13.9% ↑	172,000	na	na	\$108,000,000	700	11
11	12	<b>Securitas Electronic Security</b> Uniontown, Ohio	\$8,000,000	9.6% ↑	200,000	na	na	\$375,000,000	1,200	na
12	11	<b>My Alarm Center / Alarm Capital Alliance</b> Newtown Square, Pa.	\$7,680,835	2.2% ↑	181,750	na	na	\$97,137,072	588	10
13	15	<b>SAFE Security Companies</b> San Ramon, Calif.	\$5,667,110	5.0% ↑	141,677	na	na	\$68,850,878	430	2
14	16	<b>Kastle Systems International</b> Falls Church, Va.	\$5,600,000	7.7% ↑	na	na	na	\$100,000,000	540	11
15	14	<b>Guardian Alarm Company</b> Southfield, Mich.	\$5,432,939	-0.3% ↓	124,776	na	na	\$65,202,264	na	4
16	18	<b>Red Hawk Fire &amp; Security</b> Boca Raton, Fla.	\$5,381,897	22.2% ↑	70,000	\$0	\$158,723,000	\$264,000,000	1,402	46
17	17	<b>Protect America</b> Austin, Texas	\$5,034,517	-0.7% ↓	123,430	\$2,127,929	na	\$63,470,545	296	1
18	19	<b>Ackerman Security Systems</b> Atlanta, Ga.	\$4,336,006	6.5% ↑	140,507	\$4,845,000	\$6,303,000	\$65,088,287	259	2
19	20	<b>ADS Security L.P.</b> Nashville, Tenn.	\$3,487,694	6.9% ↑	95,488	\$6,006,791	\$8,295,093	\$56,910,931	417	22
20	22	<b>Electric Guard Dog</b> Columbia, S.C.	\$3,264,097	11.1% ↑	3,773	na	na	\$37,464,899	128	1
21	21	<b>Alarm Detection Systems Inc.</b> Aurora, Ill.	\$3,002,721	1.0% ↑	36,949	\$544,852	\$8,972,953	\$47,927,223	282	5
22	24	<b>NorthStar Alarm Services LLC</b> Orem, Utah	\$2,682,507	7.5% ↑	52,512	\$570,427	\$0	\$36,292,573	120	1
23	23	<b>AFA Protective Systems Inc.</b> Syosset, N.Y.	\$2,668,000	2.9% ↑	26,986	\$250,000	\$31,450,000	\$73,325,000	396	16
24	25	<b>SafeTouch</b> Jacksonville, Fla.	\$2,461,950	9.9% ↑	75,899	na	na	\$33,780,214	na	5
25	26	<b>Per Mar Security Services</b> Davenport, Iowa	\$2,212,554	8.3% ↑	37,924	\$1,168,185	\$27,599,780	\$59,037,659	360	18
26	32	<b>Select Security</b> Lancaster, Pa.	\$2,085,629	96.0% ↑	52,305	\$130,000	\$7,102,176	\$27,250,275	327	22
27	27	<b>American Alarm &amp; Communications</b> Arlington, Mass.	\$1,654,780	8.5% ↑	25,923	\$1,670,207	\$16,015,401	\$40,731,252	237	6
28	28	<b>Mountain Alarm</b> Ogden, Utah	\$1,487,641	7.1% ↑	43,153	\$1,069,282	\$21,000,000	\$44,837,000	270	11
29	29	<b>EPS Security</b> Grand Rapids, Mich.	\$1,376,304	5.0% ↑	19,488	\$1,214,078	\$10,785,000	\$29,825,979	231	4
30	31	<b>SSD Alarm / Kern Security &amp; Fire / Alpha Alarm &amp; McNeill Security</b> Anaheim, Calif.	\$1,309,244	0.9% ↑	na	na	na	\$25,967,693	221	11
31	30	<b>General Security Inc.</b> Plainview, N.Y.	\$1,305,500	0.3% ↑	49,023	na	na	\$20,116,604	151	7
32		<b>GHS Interactive Security LLC</b> Woodland Hills, Calif.	\$1,222,049	25.7% ↑	23,976	\$100,000	\$500,000	\$14,279,232	178	12
33	35	<b>EMC Security</b> Suwanee, Ga.	\$1,116,020	8.2% ↑	52,078	\$2,538,655	\$4,377,872	\$21,970,777	140	1
34	33	<b>FE Moran Security Solutions</b> Champaign, Ill.	\$1,099,442	4.1% ↑	25,367	\$481,312	\$12,962,232	\$31,131,385	163	6
35	62	<b>Worldwide Security</b> Garden City, N.Y.	\$1,061,462	140.4% ↑	17,050	\$3,000,000	\$4,000,000	\$18,955,878	147	4
36	37	<b>Sonitrol Pacific</b> Portland, Ore.	\$1,029,237	2.1% ↑	4,423	\$19,000	\$3,717,244	\$16,293,112	98	5
37	38	<b>Security Force Inc.</b> Raleigh, N.C.	\$1,027,379	4.5% ↑	23,468	\$251,293	\$174,318	\$9,352,581	42	1
38	36	<b>Kimberlite Corp.</b> Fresno, Calif.	\$1,001,965	-1.6% ↓	5,655	\$11,267	\$3,636,451	\$16,075,415	119	8
39	39	<b>Sonitrol New England</b> Rocky Hill, Conn.	\$951,341	-2.6% ↓	26,515	\$100,939	\$4,425,281	\$18,221,919	204	5
40	42	<b>Sonitrol of Sacramento &amp; Orange County, Cybex Security Solutions</b> Roseville, Calif.	\$934,200	4.6% ↑	4,445	\$61,510	\$5,903,617	\$17,480,340	48	3
41	43	<b>Doyle Security Systems Inc.</b> Rochester, N.Y.	\$924,008	3.8% ↑	22,202	\$817,000	\$3,263,317	\$15,844,382	102	5
42	61	<b>Priority One Security Inc.</b> Greenville, S.C.	\$920,731	124.2% ↑	18,551	\$490,400	\$6,220,000	\$18,356,000	150	5
43	41	<b>Security Equipment Inc.</b> Omaha, Neb.	\$914,407	2.3% ↑	15,293	\$683,228	\$14,477,699	\$28,594,533	174	5
44	45	<b>AMP Smart LLC</b> American Fork, Utah	\$906,000	35.4% ↑	15,770	na	na	\$23,444,918	176	1
45	44	<b>Custom Security Systems Inc.</b> Baton Rouge, La.	\$758,915	1.1% ↑	25,024	\$1,536,777	\$2,122,216	\$13,545,666	83	1
46	47	<b>All Guard Alarm Systems Inc.</b> Hayward, Calif.	\$730,764	7.0% ↑	14,722	\$391,457	\$1,601,664	\$11,142,129	69	3
47	46	<b>Matson Alarm Co. Inc.</b> Fresno, Calif.	\$715,382	2.7% ↑	22,219	\$567,052	\$2,333,839	\$12,412,828	80	4
48	40	<b>Koorsen Fire &amp; Security</b> Indianapolis, Ind.	\$673,014	3.0% ↑	18,040	\$735,000	\$4,271,100	\$128,072,874	1,100	27
49	48	<b>DynaFire Inc.</b> Casselberry, Fla.	\$660,014	0.3% ↑	5,565	\$5,500	\$13,492,000	\$26,109,139	190	5
50	49	<b>Post Alarm Systems</b> Arcadia, Calif.	\$615,275	2.1% ↑	16,201	\$1,367,000	\$2,000,000	\$11,630,842	136	2
51	52	<b>Redwire / Sonitrol Tallahassee</b> Tallahassee, Fla.	\$582,393	4.2% ↑	5,824	na	na	\$10,677,138	63	3
52	51	<b>Supreme Security Systems Inc.</b> Union, N.J.	\$573,767	-1.9% ↓	7,161	\$201,388	\$1,464,777	\$9,130,514	67	1
53	53	<b>Habitec Security</b> Toledo, Ohio	\$571,829	7.2% ↑	18,100	\$500,000	\$2,500,000	\$11,000,000	76	3
54	59	<b>Bates Security / Sonitrol of Lexington</b> Lexington, Ky.	\$567,741	14.5% ↑	9,365	\$760,774	\$4,041,814	\$13,850,520	70	2
55	55	<b>Sonitrol of Buffalo, Rochester, Toronto</b> Buffalo, N.Y.	\$543,412	6.3% ↑	5,133	\$60,000	\$6,213,972	\$13,077,501	86	3
56	54	<b>Sonitrol SW Ohio</b> Mason, Ohio	\$533,147	4.3% ↑	5,452	\$308,074	\$3,591,156	\$10,811,964	52	2
57	56	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$531,048	5.2% ↑	9,880	\$1,450,000	\$3,400,000	\$17,970,320	325	4
58	57	<b>Sonitrol Great Lakes</b> Grand Blanc, Mich.	\$522,459	4.3% ↑	7,662	\$70,623	\$3,649,965	\$10,765,401	63	3
59	58	<b>A-Com Protection Services Inc.</b> Columbus, Ga.	\$520,840	4.9% ↑	14,956	\$737,550	\$1,395,356	\$8,524,714	73	3
60	63	<b>Allied Universal Security Systems</b> Santa Ana, Calif.	\$509,543	10.0% ↑	3,590	na	\$38,000,000	\$52,073,839	280	12
61		<b>Watchlight</b> El Cajon, Calif.	\$503,698	6.5% ↑	42,000	\$820,000	\$272,651	\$8,000,000	79	3
62	60	<b>Acadiana Security Plus</b> Broussard, La.	\$500,309	4.1% ↑	14,178	\$618,554	\$1,059,945	\$9,041,295	76	2
63	65	<b>Crime Prevention Security Systems LLC</b> Gainesville, Fla.	\$455,322	-1.3% ↓	16,604	\$2,642,620	\$823,875	\$10,447,227	118	3
64	64	<b>Intertech Ci</b> Pittsburgh, Pa.	\$447,222	26.3% ↑	2,385	\$3,026,207	\$22,192,335	\$34,705,703	145	7
65	70	<b>Alarmco Inc.</b> Las Vegas, Nev.	\$442,282	4.6% ↑	9,380	na	na	\$6,700,000	88	1
66	67	<b>Electronix Systems Central Station Alarms Inc.</b> Huntington Station, N.Y.	\$440,075	1.2% ↑	22,139	\$846,174	\$2,538,523	\$9,955,977	74	1
67	73	<b>Gillmore Security Systems Inc.</b> Cleveland, Ohio	\$437,278	19.4% ↑	na	\$800,000	\$1,400,000	\$7,395,264	47	1
68	66	<b>The Protection Bureau</b> Exton, Pa.	\$431,132	-2.3% ↓	7,780	\$95,714	\$12,301,710	\$17,595,869	92	4
69	69	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$415,848	3.1% ↑	8,283	\$80,000	\$8,834,000	\$16,003,206	101	2
70	75	<b>Atronic Alarms Inc.</b> Lenexa, Kan.	\$404,776	22.3% ↑	9,121	\$1,380,000	\$4,060,000	\$11,662,294	83	2
71	72	<b>Richmond Alarm Company</b> Midlothian, Va.	\$382,522	1.7% ↑	6,917	na	na	\$7,814,898	73	3
72	78	<b>Valley Alarm</b> Sun Valley, Calif.	\$361,045	12.0% ↑	10,539	\$108,267	\$1,879,237	\$6,166,354	34	1
73	74	<b>Security Systems of America</b> Pittsburgh, Pa.	\$351,593	0.1% ↑	12,571	na	\$90,000	\$7,052,724	52	4
74	77	<b>Secure Pacific Corporation</b> Portland, Ore.	\$335,450	1.6% ↑	7,971	\$66,130	\$1,330,396	\$6,439,151	33	6
75	76	<b>Amherst Alarm Inc.</b> Amherst, N.Y.	\$333,465	1.0% ↑	34,928	\$1,031,392	\$1,385,188	\$7,267,491	79	1
76	80	<b>NCA</b> Nashville, Tenn.	\$331,993	8.6% ↑	22,431	\$1,726,556	\$174,035	\$6,235,450	26	1
77	71	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$324,243	-15.3% ↓	2,323	na	\$31,000,000	\$48,845,871	192	4
78	79	<b>Sonitrol Security Services Inc.</b> Charlotte, N.C.	\$319,701	1.8% ↑	3,809	\$47,063	\$2,487,465	\$6,951,957	49	2
79	89	<b>Beacon Protection</b> Totowa, N.J.	\$318,031	29.9% ↑	6,170	\$208,350	\$1,289,875	\$5,298,848	39	2
80		<b>Sentry Alarm Systems</b> Monterey, Calif.	\$310,396	19.7% ↑	5,548	\$184,141	\$966,326	\$4,980,363	38	3
81	84	<b>Hoffman Security</b> Atwater, Calif.	\$303,529	14.4% ↑	6,269	\$109,997	\$786,461	\$4,800,000	47	2
82		<b>Advanced Security Systems</b> Eureka, Calif.	\$302,092	32.1% ↑	8,967	\$469,216	\$3,005,791	\$7,509,436	44	3
83	82	<b>Moon Security Services Inc.</b> Pasco, Wash.	\$287,073	2.7% ↑	9,394	\$500,000	\$4,200,000	\$9,600,000	109	3
84	86	<b>Custom Alarm</b> Rochester, Minn.	\$271,831	4.5% ↑	5,721	\$625,000	\$4,576,457	\$9,350,944	60	1
85		<b>Alert Protective Services</b> Chicago, Ill.	\$269,796	4.7% ↑	8,400	na	na	na	34	1
86		<b>Advanced Electronic Solutions</b> College Point, N.Y.	\$269,062	5.0% ↑	614	na	\$18,750,000	\$23,159,400	84	3
87	87	<b>Yarnell Security Systems</b> Lancaster, Pa.	\$263,000	4.4% ↑	8,300	na	na	\$5,900,000	49	1
88	85	<b>Advent Security Corporation</b> Oreland, Pa.	\$259,765	-1.1% ↓	6,707					



## RANK BY TOTAL ANNUAL REVENUE

RANK BY TOTAL REVENUE	COMPANY	TOTAL ANNUAL GROSS REVENUE, 2017	SDM 100 RANK	RANK BY TOTAL REVENUE	COMPANY	TOTAL ANNUAL GROSS REVENUE, 2017	SDM 100 RANK
1	ADT	\$4,315,502,000	1	50	Scarsdale Security Systems Inc.	\$16,003,206	69
2	Vivint Inc.	\$882,000,000	2	51	Doyle Security Systems Inc.	\$15,844,382	41
3	Brink's Home Security	\$563,013,000	3	52	PASS Security	\$14,287,259	100
4	Securitas Electronic Security	\$375,000,000	11	53	GHS Interactive Security LLC	\$14,279,232	32
5	Vector Security Inc.	\$296,262,172	4	54	Bates Security / Sonitrol of Lexington	\$13,850,520	54
6	Red Hawk Fire & Security	\$264,000,000	16	55	Custom Security Systems Inc.	\$13,545,666	45
7	Guardian Protection Services	\$213,319,598	5	56	Sonitrol of Buffalo, Rochester, Toronto	\$13,077,501	55
8	Interface Security Systems Holdings Inc.	\$164,978,340	7	57	Matson Alarm Co. Inc.	\$12,412,828	47
9	Bay Alarm Company	\$160,170,751	6	58	Atronic Alarms Inc.	\$11,662,294	70
10	Koorsen Fire & Security	\$128,072,874	48	59	Post Alarm Systems	\$11,630,842	50
11	CPI Security Systems Inc.	\$108,000,000	10	60	All Guard Alarm Systems Inc.	\$11,142,129	46
12	Central Security Group Inc.	\$102,331,707	9	61	Habitec Security	\$11,000,000	53
13	Kastle Systems International	\$100,000,000	14	62	Sonitrol SW Ohio	\$10,811,964	56
14	My Alarm Center / Alarm Capital Alliance	\$97,137,072	12	63	Sonitrol Great Lakes	\$10,765,401	58
15	Safe Home Security Inc. / Security Systems Inc.	\$80,035,020	8	64	Redwire / Sonitrol Tallahassee	\$10,677,138	51
16	AFA Protective Systems Inc.	\$73,325,000	23	65	Crime Prevention Security Systems LLC	\$10,447,227	63
17	SAFE Security Companies	\$68,850,878	13	66	Electronix Systems Central Station Alarms Inc.	\$9,955,977	66
18	Guardian Alarm Company	\$65,202,264	15	67	Moon Security Services Inc.	\$9,600,000	83
19	Ackerman Security Systems	\$65,088,287	18	68	Security Force Inc.	\$9,352,581	37
20	Protect America	\$63,470,545	17	69	Custom Alarm	\$9,350,944	84
21	Per Mar Security Services	\$59,037,659	25	70	Sentry Communications & Security	\$9,141,541	98
22	ADS Security L.P.	\$56,910,931	19	71	Supreme Security Systems Inc.	\$9,130,514	52
23	Allied Universal Security Systems	\$52,073,839	60	72	Acadiana Security Plus	\$9,041,295	62
24	RFI Communications & Security Systems	\$48,845,871	77	73	Ener-Tel Services I LLC	\$8,889,516	99
25	Alarm Detection Systems Inc.	\$47,927,223	21	74	A-Com Protection Services Inc.	\$8,524,714	59
26	Mountain Alarm	\$44,837,000	28	75	Trinity Wiring & Security Solutions	\$8,305,000	90
27	American Alarm & Communications	\$40,731,252	27	76	Watchlight	\$8,000,000	61
28	Electric Guard Dog	\$37,464,899	20	77	Fleenor Security Systems	\$7,885,905	91
29	NorthStar Alarm Services LLC	\$36,292,573	22	78	Richmond Alarm Company	\$7,814,898	71
30	Intertech Ci	\$34,705,703	64	79	Advanced Security Systems	\$7,509,436	82
31	SafeTouch	\$33,780,214	24	80	Gillmore Security Systems Inc.	\$7,395,264	67
32	FE Moran Security Solutions	\$31,131,385	34	81	Amherst Alarm Inc.	\$7,267,491	75
33	EPS Security	\$29,825,979	29	82	Security Systems of America	\$7,052,724	73
34	Security Equipment Inc.	\$28,594,533	43	83	Sonitrol Security Services Inc.	\$6,951,957	78
35	Select Security	\$27,250,275	26	84	Alarmco Inc.	\$6,700,000	65
36	DynaFire Inc.	\$26,109,139	49	85	Secure Pacific Corporation	\$6,439,151	74
37	SSD Alarm / Kern Security & Fire / Alpha Alarm & McNeill Security	\$25,967,693	30	86	NCA	\$6,235,450	76
38	AMP Smart LLC	\$23,444,918	44	87	Valley Alarm	\$6,166,354	72
39	Advanced Electronic Solutions	\$23,159,400	86	88	Yarnell Security Systems	\$5,900,000	87
40	EMC Security	\$21,970,777	33	89	Beacon Protection	\$5,298,848	79
41	General Security Inc.	\$20,116,604	31	90	LOUD Security Systems Inc.	\$5,209,108	95
42	Worldwide Security	\$18,955,878	35	91	Sentry Alarm Systems	\$4,980,363	80
43	Priority One Security Inc.	\$18,356,000	42	92	Hoffman Security	\$4,800,000	81
44	Sonitrol New England	\$18,221,919	39	93	Titan Alarm Inc.	\$4,612,194	97
45	Peak Alarm Co. Inc.	\$17,970,320	57	94	Advent Security Corporation	\$4,389,838	88
46	The Protection Bureau	\$17,595,869	68	95	Sonitrol Security Systems of the Triangle	\$4,310,076	96
47	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$17,480,340	40	96	Sonitrol of Evansville Inc.	\$4,253,680	93
48	Sonitrol Pacific	\$16,293,112	36	97	Allstate Security Ind.	\$4,178,000	89
49	Kimberlite Corp.	\$16,075,415	38	98	Owen Security Solutions Inc.	\$3,810,741	94
				99	Pacific Alarm Systems Inc.	\$3,732,412	92
				100	Alert Protective Services	na	85