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The 14th Annual *SDM 100*

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Rank 2004	Rank 2003	Company Location	Gross Rev. 2003 (\$ mil.)	+/- From Last Year	Subscribers 2003	RMR 12/03	Installs, Res.	Installs, Non-Res. 2003	Full Time Employees
1	1	ADT Security Services Inc. Boca Raton, Fla.	\$3,580.00	0%	4,932,000	\$192.2 m(e)	n/a	n/a	21,000
2	3	Brink's Home Security Inc. Irving, Texas	\$310.40	10%	833,500	\$23.3 m	n/a	n/a	2,600
3	2	Protection One Topeka, Kansas	\$277.09	-5%	1,048,320	\$20.1 m	n/a	n/a	2,346
4	4	Honeywell Security Minneapolis, Minn.	\$200.00 (e)	0%	n/a	\$8.5 m (e)	n/a	n/a	n/a
5	5	Monitronics International Inc. Dallas, Texas	\$126.40	13%	419,000	\$12.1 m	n/a	n/a	500
6	6	Slomin's Security Hicksville, N.Y.	\$113.12	6%	199,323	\$4.7 m	27,000	1,188	1,320
7	7	Vector Security Inc. Pittsburgh, Pa.	\$112.80	11%	137,420	\$4.4 m	n/a	1,958	712
8	11	Ranger American	\$70.99	42%	38,852	\$941,350	47,121	240	927

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			San Antonio, Texas							
	9	8	Sonitrol Management Corp.	\$67.94	6%	38,083	\$3.6 m	n/a	4,000	449
			Westlake, Texas							
	10	9	Bay Alarm Co.	\$59.90	4%	78,642	\$3.9 m	6,174	5,220	487
			Pacheco, Calif.							
	11	13	AFA Protective Systems Inc.	\$56.16	16%	38,800	\$2.0 m	2,500	5,200	417
			Syosset, N.Y							
	12	10	Guardian Protection Services Inc.	\$56.01	11%	122,685	\$3.5 m	16,135	887	525
			Pittsburgh, Pa.							
	13	12	Guardian Alarm Co.	\$49.10	1%	85,135	\$3.2 m	n/a	n/a	377
			Southfield, Mich.							
	14	15	Interface Security Systems	\$32.78	4%	50,125	\$1.7 m	1,600	1,095	355
			Earth City, Mo.							
	15	16	Protect America Inc.	\$31.90	24%	92,100	\$2.9 m	23,200	n/a	211
			Round Rock, Texas							
	16	14	Protection Service Industries	\$28.93	-8%	53,155	\$1.8 m	n/a	n/a	241
			Rancho Cucamonga, Calif.							
	17	17	SAFE	\$25.80	3%	83,000	\$2.1 m	n/a	n/a	106
			San Ramon, Calif.							
	18	21	Guardian International Inc.	\$25.30	11%	30,000	\$1.4 m	2,000	1,800	263
			Hollywood, Fla.							
	19	19	Per Mar Security Services	\$25.13	7%	35,297	\$921,952	1,176	7,925	233
			Davenport, Iowa							
	20	18	SSD Systems/Kern Security Systems	\$24.69	3%	n/a	n/a	n/a	n/a	n/a
			Anaheim, Calif.							
	21	22	Alarm Detection Systems Inc.	\$24.40	8%	23,275	\$1.4 m	1,146	1,060	178
			Aurora, Ill.							
	22	20	Mountain Alarm	\$22.71	-1%	26,713	\$670,000	860	1,566	134
			Ogden, Utah							
	23	24	Greater Alarm	\$22.20	7%	n/a	n/a	n/a	n/a	155
			Irvine, Calif.							
	24	26	ADS Security	\$20.57	14%	52,746	\$1.1 m	3,028	1,604	222
			Nashville, Tenn.							
	25	28	CPI Security Systems	\$18.88	18%	41,312	\$1.3 m	7,247	630	227
			Charlotte, N.C.							

26	27	Safeguard Security and Communications Inc. Scottsdale, Ariz.	\$17.27	3%	13,188	\$561,552	600	400	125
27	—	ASG Security Beltsville, Md.	\$14.20		27,969	\$874,282	3,262	1,358	152
28	34	Engineered Protection Systems Inc. Grand Rapids, Mich.	\$13.72	17%	12,687	\$714,965	n/a	n/a	133
29	29	Dallas Security Systems Inc. Dallas, Texas	\$12.74	-11%	6,025	\$112,129	25	625	159
30	31	First Alarm Aptos, Calif.	\$12.70	-1%	n/a	\$613,000	570	1,040	115
31	43	Central Security Group Inc. Tulsa, Okla.	\$12.67	38%	42,526	\$1.1 m	1,341	586	117
32	33	Kimberlite Corp. Fresno, Calif.	\$12.67	4%	6,037	\$751,787	51	728	92
33	35	Central One Boca Raton, Fla.	\$12.50	12%	27,300	\$848,000	1,400	450	121
34	32	Defender Security Co. Indianapolis, Ind.	\$11.12	-12%	3,100	\$108,500	6,095	93	141
35	39	General Security Inc. Plainview, N.Y.	\$10.64	6%	36,080	\$829,843	2,649	811	121
36	44	Safe Home Security Inc. Rocky Hill, Conn.	\$10.52	19%	28,898	\$931,957	7,119	791	104
37	37	American Alarm & Communications Inc. Arlington, Mass.	\$10.14	-5%	17,091	\$468,138	817	1,187	99
38	38	Alert Alarm of Hawaii Honolulu, Hawaii	\$10.13	0%	16,854	\$569,936	791	760	78
39	30	Security Solutions Inc. Raleigh, N.C.	\$9.90	-23%	4,036	\$152,380	3,309	96	98
40	47	Ackerman Security Systems Atlanta, Ga.	\$9.67	19%	19,526	\$414,874	2,879	541	102
41	42	JMG Security Systems Inc. Fountain Valley, Calif.	\$9.60	3%	3,497	\$234,491	25	n/a	40
42	40	Supreme Security Systems Inc. Union, N.J.	\$9.60	-4%	10,441	\$568,500	179	589	91
		Sonitrol of							

43	48	Sacramento/Gold Coast North Highlands, Calif.	\$9.42	17%	3,235	\$449,705	9	380	51
44	45	Sonitrol Pacific Portland, Ore.	\$9.24	10%	4,000	\$530,460	20	460	74
45	55	Tri-State Alarm LLC Broomall, Pa.	\$9.19	30%	16,832	\$615,060	3,700	108	38
46	46	Sonitrol Security Systems of Hartford Inc. Hartford, Conn.	\$8.76	5%	13,497	\$479,216	76	242	64
47	49	Custom Security Systems Lacey, Wash.	\$8.45	7%	9,031	\$405,795	500	375	100
48	54	Argus Security Systems Inc. McAllen, Texas	\$8.11	15%	8,261	\$198,364	716	478	125
49	50	Doyle Security Systems Inc. Rochester, N.Y.	\$7.98	2%	15,461	\$390,809	946	630	82
50	53	Sonitrol Security Systems of Buffalo Inc. Buffalo, N.Y.	\$7.88	5%	5,765	\$355,000	n/a	n/a	88
51	—	Matrix Security Systems LLC Wilmington, Del.	\$7.65		16,055	\$404,377	n/a	320	60
52	64	Priority One Security Services Inc. Greenville, S.C.	\$7.00	17%	13,993	\$390,000	n/a	600	51
53	58	Electronix Systems Central Station Alarms Inc. Huntington Station, N.Y.	\$6.70	0%	10,633	\$300,400	451	475	82
54	62	Custom Alarm Rochester, Minn.	\$6.70	7%	6,300	\$174,798	260	525	57
55	67	Intelli-Tec Security Services LLC Westbury, N.Y.	\$6.67	15%	4,383	\$157,441	90	116	51
56	57	All-Guard Systems Inc. Hayward, Calif.	\$6.55	-3%	n/a	\$404,000	580	200	55
57	56	World Wide Security/GC Alarm Garden City, N.Y.	\$6.50	-7%	8,600	\$220,000	400	100	47
58	—	Rimi Security Systems Los Angeles, Calif.	\$6.40		4,350	\$35,417	2,600	30	53
59	—	Sentra Protective	\$6.30		1,549	\$25,000	95	100	18

		Systems Inc. Waukesha, Wis.								
60	72	Matson Alarm Co. Inc. Fresno, Calif.	\$6.19	18%	14,322	\$326,450	325	972	49	
61	68	Sonitrol of Tallahassee Inc. Tallahassee, Fla.	\$6.17	7%	4,333	\$286,169	n/a	n/a	40	
62	—	Blue Ridge Security Services Anderson, S.C.	\$6.06		27,180	\$238,000	380	720	56	
63	84	Trans-American Security Services Inc. Burnsville, Minn.	\$5.83	45%	4,692	\$272,077	18	n/a	97	
64	87	Sonitrol of Eugene/Salem, East Cascade Security, Vyanet Eugene, Ore.	\$5.70	43%	13,289	\$267,778	330	140	49	
65	—	Ultraguard / B&T Woburn, Mass.	\$5.60		6,150	\$197,000	300	850	67	
66	80	Security Equipment Inc. Omaha, Neb.	\$5.41	32%	9,652	\$353,601	650	650	105	
67	—	Firstline Security Orem, Utah	\$5.33		10,422	\$401,247	10,363	150	61	
68	61	American Home Security Las Vegas, Nev.	\$5.32	-16%	11,181	\$381,076	2,319	249	39	
69	96	CS Security & Sound Palm Desert, Calif.	\$5.30	58%	637	\$13,282	467	52	40	
70	71	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$5.29	1%	7,793	\$214,753	250	713	58	
71	69	Rancho Santa Fe — CAPS Security, Rancho Santa Fe Protective Services Inc. Encinitas, Calif.	\$5.27	-5%	5,175	\$378,798	769	130	140	
72	75	Sylvester's Security Alarms Inc. Santa Maria, Calif.	\$5.07	1%	7,863	\$295,883	184	383	63	
73	73	Peak Alarm Co. Inc. Salt Lake City, Utah	\$4.91	-6%	7,963	\$240,944	96	697	52	
74	81	Richmond Alarm Co. Richmond, Va.	\$4.85	19%	5,100	\$208,750	250	150	59	
		A-Com								

75	74	Protection Services Inc. Columbus, Ga.	\$4.82	-8%	9,567	\$235,713	715	336	43
76	76	EMC Security Lawrenceville, Ga.	\$4.76	-2%	8,625	\$157,875	4,029	351	39
77	77	Sonitrol Tri-County Farmington Hills, Mich.	\$4.73	3%	4,519	\$259,407	3	422	41
78	—	Icon Security Provo, Utah	\$4.70		500	\$16,000	4,500	n/a	20
79	66	American Security Systems Inc. New York, N.Y.	\$4.63	-21%	4,724	\$165,000	400	800	48
80	82	American Home Security Alexandria, Va.	\$4.60	13%	2,695	\$116,331	1,326	102	44
81	91	ProAlert LLC West Valley City, Utah	\$4.58	21%	8,800	\$281,930	652	19	n/a
82	—	Sentry Watch Inc. Greensboro, N.C.	\$4.44		8,200	\$148,000	110	390	44
83	99	Sonitrol of Southwest Ohio Cincinnati, Ohio	\$4.35	37%	3,291	\$217,000	100	325	39
84	—	Moon Security Services Pasco, Wash.	\$4.28		4,468	\$110,937	200	200	56
85	—	Century Tel Security Systems Inc. Monroe, La.	\$4.22		8,968	\$325,546	n/a	n/a	47
86	—	Associated Security Corp. East Hartford, Conn.	\$4.20		8,900	\$150,000	n/a	100	33
87	—	Acadiana Security Plus Broussard, La.	\$4.14		6,329	\$169,578	769	199	52
88	—	J. Smith and Sons Sacramento, Calif.	\$4.00		2,302	\$47,000	600	20	30
89	89	Sonitrol of Indianapolis Inc. Indianapolis, Ind.	\$3.95	1%	1,833	\$173,969	n/a	240	29
90	—	Guardian Security Systems Inc. Anchorage, Alaska	\$3.92		n/a	\$140,000	200	50	33
91	90	Global Security & Communication Inc.	\$3.91	3%	6,550	\$180,433	n/a	n/a	31

		Vancouver, Wash.							
92	92	Washington Alarm Inc.	\$3.84	2%	5,650	\$264,444	49	236	38
		Seattle, Wash.							
93	70	Nightwatch Security Systems Inc.	\$3.79	-31%	13,895	n/a	2,546	n/a	51
		Cincinnati, Ohio							
94	88	Audio Sentry Corp.	\$3.79	-3%	7,427	\$220,022	97	117	48
		Fraser, Mich.							
95	95	Safe Systems Inc.	\$3.77	11%	5,685	\$153,312	n/a	n/a	38
		Boulder, Colo.							
96	85	Sentry Alarm Systems	\$3.76	-6%	14,284	\$218,012	250	300	36
		Monterey, Calif.							
97	83	JM Resources Inc.	\$3.66	-10%	5,510	\$125,286	2,010	23	22
		King of Prussia, Pa.							
98	—	Fleenor Security Systems	\$3.46		2,165	\$56,047	64	92	32
		Knoxville, Tenn.							
99	93	Pacific Alarm Systems Inc.	\$3.42	-3%	3,248	\$233,733	92	330	42
		Culver City, Calif.							
100	98	Sonitrol Security of Pittsburgh	\$3.39	5%	2,890	\$145,250	24	219	31
		Pittsburgh, Pa.							

How to Use the SDM 100

The 2004 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, ranks 100 firms by their 2003 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 2003 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 the 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 2003 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 2002 to 2003**, where applicable.
- **Amount of recurring monthly revenue (RMR)** as reported to or estimated by SDM. This figure reflects RMR on Dec. 31, 2003.
- **Number of subscribers** (recurring-billable customers) that each firm counted at year-end 2003.
- **Number of system installations** (units) in 2003, residential.
- **Number of system installations** (units) in 2003, non-residential.
- **Number of full-time employees.**
- **Number of business locations**, including headquarters location.
- **n/a** = not available.

No. 30 – Approximately 19% of revenue stems from Security and Patrol Div., as it directly relates to alarm company activity. Total company revenue is \$21.95 million.

No. 63 – The consolidated revenues of Trans-American Security Services [the parent holding company of T Alarm and Automated Entrance Products] for 2003 is \$17.6 million. The \$5.83 million reported for SDM 10 represents the sum of revenues received from alarm and monitoring services. The remaining \$11.7 million revenues from integrated systems and related services and will be reported on SDM's Top Systems Integrators Report.

No. 66 – Security Equipment Inc.'s total 2003 revenue is \$13.5 million, of which \$5.4 million represents the alarm and monitoring business segment and \$8.1 million represents the integrated systems business segment as reported on SDM's 2004 Top Systems Integrators Report.

No. 68 – Formerly ranked as American Response Inc. Due to a divestiture of a business segment, total revenue decreased.

No. 73 – Total company revenue is \$7.7 million, which includes patrol and guard service

No. 90 – Guardian Security's total 2003 revenue is \$8.62 million including guard services.

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