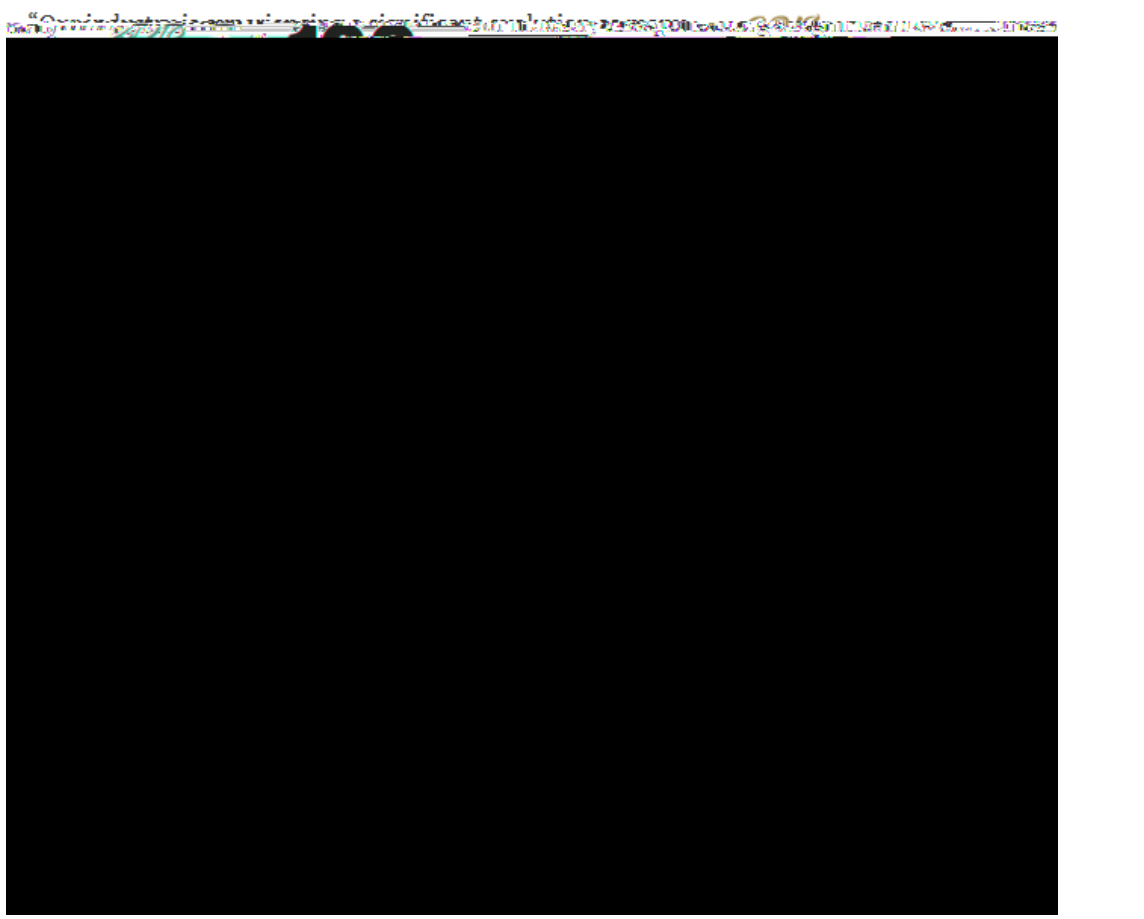




As the security business expands and matures it is creating a more complex universe in which traditional security dealers — who have performed virtually in a silo since the dawn of the modern electronic security industry in the 1950s — now must operate. The disruptive forces swirling in their atmosphere are producing new technologies, new competitors, and even new types of customer expectations accelerated rate. Despite the many changes the security channel is



...“Sales volume is still robust, but becoming much more competitive due to new entrants.” says...
...re: distribution of new connected services, which helps drive increases in connectivity...
...commercial spending is up, due to new construction projects, especially for mobile...
...g, along with several other 5000+ companies that specialise in residential, work...
...in 2017. But a significant number of other dealers experienced weakness in their...
...markets. ... successful in residential n

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	ADT Boca Raton, Fla.	\$335,500,000	na	7,200,000	na	na	\$4,315,502,000	18,000	200
	3	Vivint Inc. Provo, Utah	\$75,400,000	14.9%	1,292,698	na	na	\$882,000,000	6,616	61
	4	Brink's Home Security Farmers Branch, Texas	\$43,019,000	-4.6%	975,996	na	na	\$563,013,000	1,330	5
	5	Vector Security Inc. Warrendale, Pa.	\$15,879,041	2.9%	287,216	\$7,099,574	\$65,061,435	\$296,262,172	1,198	32
	6	Guardian Protection Services Warrendale, Pa.	\$13,852,149	3.3%	327,637	\$32,911,194	\$9,216,370	\$213,319,598	1,116	13
	8	Bay Alarm Company Concord, Calif.	\$11,206,540	9.7%	148,113	\$3,937,050	\$21,212,944	\$160,170,751	934	18
	7	Interface Security Systems Holdings Inc. Earth City, Mo.	\$11,200,014	-2.5%	72,964	\$445,100	\$1,360,000	\$164,978,340	1,264	13
	9	Safe Home Security Inc. / Security Systems Inc. Cromwell, Conn.	\$8,914,304	6.2%	215,447	\$190,000	\$85,000	\$80,035,020	316	1
	10	Central Security Group Inc. Tulsa, Okla.	\$8,399,080	2.2%	213,130	\$1,103,705	\$122,635	\$102,331,707	563	14
	13	CPI Security Systems Inc. Charlotte, N.C.	\$8,200,000	13.9%	172,000	Inc. na	na	\$108,000,000	700	11
	12	Securitas Electronic Security Uniontown, Ohio	\$8,000,000 Inc.	9.6%	200,000	na	na	\$375,000,000	1,200	na
	11									
					36,949	\$544,852	\$8,972,953	\$47,927,223	282	5
	24	NorthStaa 6.928na Alarms Inc. Exton, Pa.	\$1,000,000	0.18%	395	scn/GSO gs/T11 1 Tf9 0 0 9 32.9773 1015.006 Tm60TD 0 0 scn/GS2 gs/T12 1				

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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	Watchlighty Solutions	79	
28	Electric Guard 90 Loud Security Systems	\$37,964,899	20	95		\$5,209,108	95
29	NorthStar Alarm Services LLC 91 Sentry Alarm Systems	\$36,292,573	22	80		\$4,980,363	80
30	Intertech Ci 92 Hoffman Security	\$34,705,703	64	81		\$4,800,000	81
31	SafeTouch 93 Titan Alarm Inc.	\$33,780,214	24	97		\$4,612,194	97
32	FE Moran Security Solutions 94 Advent Security Corporation	\$31,131,385	34	88		\$4,389,838	88
33	EPS Security 95 Sonitrol Security System of the Triangle	\$29,895,976	31	96		\$4,310,076	96
34	Security Equipment Inc. 96 Sonitrol of Evansville	\$28,594,533	43	93		\$4,253,680	93
35	Select Security 97 Allstate Security Ind.	\$27,250,275	26	89		\$4,178,000	89
36	DynaFire Inc. 98 Owen Security Solutions	\$26,109,139	49	94		\$3,810,741	94
37	SSD Alarm / Kell Security & Fire / Alpha Alarm Systems 99 Pacific Alarm Systems	\$25,967,693	30	92		\$3,732,412	92
	& McNeill Security 00 Alert Protective Services			na			85
38	AMP Smart LLC	\$23,444,918	44				
39	Advanced Electronic Solutions	\$23,159,400	86				
40	EMC Security	\$21,970,777	33				
41	General Security Inc.	\$20,116,604	31				
42	Worldwide Security	\$18,955,878	35				
43	Priority One Security Inc.	\$18,356,000	42				
44	Sonitrol New England	\$18,221,919	39				
45	Peak Alarm Co. Inc.	\$17,970,320	57				
46	The Protection Bureau	\$17,595,869	68				
47	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$17,480,340	40				
48	Sonitrol Pacific	\$16,293,112	36				
49	Kimberlite Corp.	\$16,075,415	38				