SD	M	100	RECURRING MONTHLY	- and		SALES REVENUE, RESI	SALES REVENUE.			
RANK 2019	RANK 2018	COMPANY/ HEADQUARTERS ADT Boca Raton, Fla.	MONTHLY REVENUE, DEC. 31, 2018	RMR COMPARED WITH DEC. 31, 2017 (%)	SUBSCRIBERS 7,200,000	RESI INSTALLS, 2018	NON-RESI INSTALLS, 2018	GROSS REVENUE, 2018 \$4,581,673,000	FULL-TIME EMPLOYEES	NUMBER OF LOCATIONS
2	2	Vivint Inc. Provo, Utah Brinks Home Security	\$88,300,000 \$41,738,940	17.11%	1,444,822	na na	na na	\$1,050,000,000 \$540,000,000	5,977	120
4	4	Vector Security Inc. Warrendale, Pa. Guardian Protection	\$15,349,055	-3.34%	276,767	\$7,427,991	\$70,354,880	\$302,429,918	1,172	33
5	6	Services Warrendale, Pa. Bay Alarm Company Concord, Calif.	\$12,720,625 \$11,948,866	-8.17% 6.62%	296,311 148,635	\$34,492,244	\$7,741,024 \$23,750,887	\$214,831,509 \$173,585,030	1,035	16
7	7	Interface Security Systems Holdings Inc. Earth City, Mo.	\$11,554,037	3.16%	70,705	\$322,283	\$2,051,457	\$163,119,858	617	12
8	8	Safe Home Security Inc. / Security Systems Inc. Middletown, Conn. CPI Security Systems Inc.	\$9,280,341 \$9,025,000	4.11%	220,796	\$140,000 na	\$71,000 na	\$83,985,010	700	1
10	9	Charlotte, N.C. Central Security Group Inc. Tulsa, Okla.	\$8,907,313	6.05%	221,371	na	na	\$109,279,327	588	19
11	11	Securitas Electronic Security Uniontown, Ohio My Alarm Center/Alarm	\$8,400,000	5.00%	na	na	na	\$458,000,000	1,400	30
12	12	Capital Alliance Newtown Square, Pa. Kastle Systems International	\$7,926,234 \$6,074,000	3.19%	181,998 7,660	\$3,147,832 na	\$555,500 na	\$96,481,462 \$107,000,000	525 545	10
14	18	Falls Church, Va. Ackerman Security Systems Norcross, Ga.	\$4,522,762	4.31%	143,023	\$1,600,115	\$7,049,000	\$65,847,107	245	5
15	19	ADS Security L.P. Nashville, Tenn. Electric Guard Dog	\$4,054,147	16.24%	108,869	\$4,531,088	\$12,567,359	\$64,021,173	480	25
17	21	Columbia, S.C. Alarm Detection Systems Inc. Aurora, Ill.	\$3,734,536	2.61%	36,522	\$876,930	\$9,670,259	\$42,584,796	328	5
18	22	NorthStar Alarm Services LLC Orem, Utah AFA Protective	\$3,065,631	14.28%	58,108	\$614,246	\$0	\$35,557,500	156	1
19 20	23	Systems Inc. Syosset, N.Y. Select Security Lancaster, Pa.	\$2,956,000 \$2,740,200	10.79%	28,929	\$200,000	\$32,600,000	\$77,587,000 \$43,837,459	372 356	16
21	24	Safe Touch Jacksonville, Fla. Per Mar Security Services	\$2,570,848 \$2,498,652	4.46%	73,682	na \$1,179,881	na \$25,495,579	\$34,500,000 \$60,175,252	221	5
23		Davenport, Iowa G4S Secure Integration LLC Omaha, Neb.	\$2,496,632	13.08%	420	\$1,179,001	\$184,816,686	\$198,807,310	634	20
24	27	American Alarm & Communications Arlington, Mass.	\$1,697,244	2.57%	26,025	\$1,821,583	\$16,167,798	\$44,220,247	237	6
25 26	28	Mountain Alarm Ogden, Utah EPS Security Grand Rapids, Mich.	\$1,578,088 \$1,543,328	6.08%	43,521 21,617	\$1,029,000	\$22,000,000	\$47,024,688 \$30,208,309	244	5
27 28	30 35	SSD Alarm Anaheim, Calif. Briscoe Protective Garden City, N.Y.	\$1,405,143 \$1,318,964	8.30% 24.26%	na 26,522	na \$2,008,608	na \$6,025,823	\$26,759,211 \$20,004,125	220	10
29	31	General Security Inc. Plainview, N.Y. GHS Interactive	\$1,310,000	0.34%	52,275	na	na	\$20,400,000	146	8
30	32	Security LLC Woodland Hills, Calif. AMP Smart LLC American Fork, Utah	\$1,300,820 \$1,261,000	13.45% 39.18%	25,814	\$2,279,239 na	\$76,518	\$17,773,429 \$15,757,000	97	1
32	33	EMC Security Suwanee, Ga. FE Moran Security	\$1,200,943	7.61%	55,461	\$3,030,824	\$4,500,472	\$22,703,326	116	1
33	34	Solutions Champaign, Ill. Sonitrol Pacific Portland, Ore.	\$1,104,795	0.49%	23,809	\$459,000	\$12,963,510 \$4,165,872	\$29,274,708 \$17,715,074	153	5
35 36	39 42	Sonitrol New England Rocky Hill, Conn. Priority One Security Inc.	\$1,047,666 \$1,046,751	7.27% 13.69%	26,891 20,202	\$90,035 \$546,987	\$5,845,208 \$2,800,000	\$19,929,833 \$22,500,000	108	6
37	37	Greenville, S.C. Security Force Inc. Raleigh, N.C. Kimberlite Corp.	\$1,009,679	-1.72%	22,917	\$204,905	\$44,318	\$8,429,189	42	1
38	40	Fresno, Calif. Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$1,002,765 \$981,723	5.09%	5,613	\$8,000	\$3,850,000 \$6,368,854	\$16,691,648	49	2
40	41	Roseville, Calif. Doyle Security Systems Inc. Rochester, N.Y.	\$950,452	2.86%	22,490	\$820,000	\$2,811,740	\$15,797,198	102	5
41	43	Security Equipment Inc. Omaha, Neb. Custom Security	\$929,647	1.67%	16,025	\$691,684	\$15,127,290	\$29,058,515	165	5
43	45	Systems Inc. Baton Rouge, La. Matson Alarm Co. Inc. Fresno, Calif.	\$770,878 \$735,888	2.87%	25,148	\$1,402,817 \$527,503	\$1,937,223 \$2,190,707	\$13,342,155 \$12,428,892	89	5
44 45	49	Star Asset Security Orlando, Fla. DynaFire Inc.	\$700,000 \$697,357	0.00%	418 6,380	na \$850	na \$17,015,957	\$35,500,000 \$32,162,602	158 253	10
46	80	Casselberry, Fla. Sentry Alarm Systems Monterey, Calif. All Guard Alarm	\$675,672	112.19%	7,852	\$6,137	\$29,576	\$6,680,000	37	4
47	46	Systems Inc. Livermore, Calif. Bates Security/	\$658,108	-9.94%	14,507	\$426,143	\$1,625,860	\$11,052,158	61	3
49	50	Sonitrol of Lexington Lexington, Ky. Post Alarm Systems Arcadia, Calif.	\$640,941 \$625,000	12.89%	10,662 na	\$630,382 na	\$5,665,362 na	\$15,588,285	130	2
50 51	51 55	Redwire LLC Tallahassee, Fla. Sonitrol of Buffalo, Rochester, Toronto	\$595,211 \$594,163	2.20%	5,831 5,327	\$150,000 \$87,500	\$0 \$6,539,910	\$10,559,724 \$14,031,436	69 81	5
52	53	Buffalo, N.Y. Habitec Security Holland, Ohio	\$584,405	2.20%	na	\$500,000	\$2,700,000	\$10,864,000	80	3
53 54	52 58	Supreme Security Systems Inc. Union, N.J. Sonitrol Great Lakes	\$566,470 \$544,505	-1.27% 3.98%	6,822 8,056	\$322,827 \$52,783	\$1,368,805 \$3,971,386	\$9,092,358 \$11,398,747	67	3
55	56	Grand Blanc, Mich. Sonitrol SW Ohio Mason, Ohio Allied Universal	\$544,261	5.47%	4,024	\$219,000	\$2,627,928	\$10,790,191	63	2
56 57	60 59	Security Systems Santa Ana, Calif. A-Com Protection	\$541,745 \$536,084	6.32% 2.93%	4,343	\$0	\$44,000,000	\$54,850,499 \$10,017,512	291	12
58	62	Services Inc. Columbus, Ga. Acadiana Security Plus Broussard, La.	\$520,893	4.11%	14,562	na \$1,289,144	na \$1,678,117	\$9,996,443	75	1
59 60	70 67	Atronic Alarms Inc. Lenexa, Kan. Gillmore Security Systems Inc.	\$464,809 \$461,568	14.83%	10,266 na	\$1,926,979 \$1,600,000	\$3,341,650 \$1,300,000	\$12,917,618 \$8,727,651	94 52	1
61	66	Cleveland, Ohio Electronix Systems Central Station Alarms Inc. Huntington Station, N.Y.	\$446,975	1.57%	22,415	\$156,215	\$2,617,214	\$9,689,728	74	1
62	69	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$446,854	7.46%	9,734	\$437,873	\$7,718,052	\$13,944,062	93	2
63 64	71 68	Richmond Alarm Company Midlothian, Va. The Protection Bureau Exton, Pa.	\$446,834 \$445,000	14.85% 3.22%	na 7,813	na \$89,978	na \$13,800,260	\$9,350,000	na 88	4
65 66	75 48	Amherst Alarm Inc. Amherst, N.Y. Koorsen Fire & Security Indianapolis, Ind.	\$426,870 \$416,608	28.08%	38,147 14,134	\$950,000	\$1,400,000	\$8,249,841 \$134,781,100	82	1 24
67	63	Crime Prevention Security Systems LLC Gainesville, Fla.	\$414,588	-8.95%	11,796	\$2,766,368	\$769,317	\$9,373,346	67	3
68 69	72	Valley Alarm Sun Valley, Calif. Washington Alarm Inc. Seattle, Wash.	\$408,233 \$407,305	13.07% 0.74%	11,354 na	\$111,326 \$174,209	\$2,304,816 \$2,948,531	\$7,350,954 \$8,884,067	34 57	2
70 71	79 76	Beαcon Protection Totowa, N.J. NCA	\$384,369 \$364,666	20.86%	7,138	\$282,775 \$1,552,470	\$1,002,282 \$100,000	\$5,869,108 \$6,344,356	45 25	2
72	73	Nashville, Tenn. Security Systems of America Pittsburgh, Pa.	\$357,623	1.72%	11,676	\$1,552,470	\$900,000	\$7,099,180	59	3
73	74	Secure Pacific Corporation Portland, Ore. Hoffman Security	\$351,229	4.70%	6,865	\$62,000	\$1,530,000	\$6,423,044	34	6
74 75	81 78	Atwater, Calif. Sonitrol Security Services Inc. Charlotte, N.C.	\$337,127 \$329,022	2.92%	3,801	\$27,563 \$38,763	\$617,690 \$2,525,206	\$5,158,839 \$7,127,036	54	2
76	82	Advanced Security Systems Eureka, Calif.	\$328,842	8.85%	9,096	\$496,904	\$2,358,896	\$8,605,032	48	3
77 78		Sound Incorporated Naperville, Ill. NVMC Solutions Marietta, Ga.	\$316,667 \$304,348	5.56% 48.79%	2,486 273	na \$0	na \$1,188,286	\$23,200,000 \$4,042,675	112	3
79	85	Alert Protective Services Chicago, III. Moon Security	\$299,923	11.17%	8,757	\$539,646	\$809,500	\$5,175,994	29	1
80	83	Services Inc. Pasco, Wash. Custom Alarm Rochester, Minn.	\$294,258 \$286,223	2.50%	9,673	\$500,000	\$3,750,000 \$5,613,221	\$9,900,000	65	1
82	91	Fleenor Security Systems Johnson City, Tenn.	\$285,183	18.26%	7,613	\$937,750	\$4,733,725	\$8,577,208	67	2
83	86	Advanced Electronic Solutions College Point, N.Y. Allstate Security Ind.	\$280,205 \$274,446	4.14%	6,243	\$0	\$7,000,000	\$24,750,200 \$4,434,548	88	3
84 85	90	Amarillo, Texas Trinity Wiring & Security Solutions Manassas, Va.	\$274,446 \$272,356	10.51%	6,383	\$300,000 na	\$400,000 na	\$4,434,548	61	1
86	87	Yarnell Security Systems Lancaster, Pa. Advent Security	\$270,000	2.66%	8,077	na	na	\$6,079,000	47	1
88	88	Corporation Oreland, Pa. A+ Technology & Security Solutions Inc.	\$261,333 \$259,958	0.09%	6,826	\$403,495 \$0	\$551,779 \$9,800,000	\$4,233,493 \$31,194,990	96	2
89	94	Bay Shore, N.Y. Owen Security Solutions Inc. Calhoun, Ga.	\$253,209	9.41%	7,203	\$464,454	\$9,800,000	\$4,737,514	42	4
90	96	Sonitrol Security Systems of the Triangle Raleigh, N.C.	\$250,243	9.36%	1,628	\$10,000	\$1,965,000	\$5,358,620	31	2
91	95	LOUD Security Systems Inc. Kennesaw, Ga. Sonitrol of Evansville Inc.	\$245,968	6.02%	8,394	\$709,488	\$832,702	\$5,943,397	46	1
92	93	Evansville, Ind. Titan Alarm Inc. Phoenix, Ariz.	\$238,993 \$234,944	9.98%	3,295	\$23,350 \$850,000	\$1,329,184	\$4,349,180 \$5,610,184	34 48	2
94	92	Pacific Alarm Systems Inc. Culver City, Calif. Fortress Security	\$230,072	-3.89% 28.99%	3,386	\$38,744	\$346,465	\$3,799,940	32 43	1
95 96		Arlington, Texas Detection Systems and Engineering Company Troy, Mich.	\$180,941	28.99%	2,885	na \$0	\$5,000,000	\$3,320,100	31	1
97	100	Vortex 1 Security Jupiter, Fla. PASS Security	\$168,842 \$164,768	24.07%	4,314 na	\$474,288 \$150,000	\$278,551 \$11,716,000	\$2,509,464	23	2
99	,00	Fairview Heights, III. JSC Systems Inc. Jacksonville, Fla. Key Security Designs	\$164,768	14.06%	na 1,450	\$150,000	\$11,716,000	\$15,288,530	126	8
100		Corporation	\$51,352	55.94%	119	\$0	\$1,586,866	\$2,336,291	5	2

Corporation Orinda, Calif. e = SDM estimate na = not available or not applicable

No. 1 - SDM's 2017 Dealer of the Year. Visit news.adt.com for updates. No. 2 - Topped the billion-dollar revenue mark, reporting total revenues of \$1.05 billion. U.S. News & World Report named Vivint the "Top Home Security System of 2019," the "Best Pro Installed Security System" and the "Best Home Security System with Cameras." Forbes named Vivint Smart Home to its list of America's Best Employers for the second time in three years. SDM's 2011 Dealer of the Year. No. 3 - Visit https://brinkshome.com/in-the-news for updates. No. 4 - Launching new retail storefronts in Canfield, Ohio, and Ft. Mitchell, Ky. Ongoing leadership in the Automated Secure Alarm Protocol (ASAP). SDM's 2015 and 2003 Dealer of the Year. No. 5 - SDM's 2013 and 1999 Dealer of the Year, No. 6 - SDM's 1998 Dealer of the Year, No. 9 - SDM's 2009 Dealer of the Year, No. 13 - Opened several new markets, including Atlanta, Austin and Denver. No. 14 - Launched a custom web portal that will allow the company to eclipse all of its previous internal capabilities. SDMs 2007 Dealer of the Year. No. 15 - Completed largest acquisition ever: Mid America Security Systems, Louisville, Ky. SDM's 2014 Dealer of the Year. No. 16 - Mark Wesley named CEO of Electric Guard Dog in July 2018. SDM's 2016 Dealer of the Year. No. 17 - SDM's 1984 Dealer of the Year. No. 23 - Launched a formal energy vertical, capitalizing on the company's deep regulated industry expertise. Closed largest long-term service and installation contract for \$40 million plus, over a five-year term. No. 24 - Most successful year ever filling technical positions. No. 25 - SDM's 1996 Dealer of the Year. No. 31 - Completed transition to retaining 100 percent of the accounts the company originates. No. 32 - Celebrated 20-year anniversary in 2018. Entered into partnership with new monitoring center partner, expanding from two monitored locations to three, including monitoring center operated in company's Suwanee, Ga., location. No. 36 - Acquired Fleetwood Security in Cartersville, Ga. No. 40 - SDM's 1997 Dealer of the Year. No. 44 - Landed three new Fortune 50 accounts. No. 45 - Added a fire suppression division. No. 48 - SDM's 2018 Dealer of the Year. No. 52 - Transitioned central station technology to the cloud. No. 59 - SDM's 2004 Dealer of the Year. No. 64 - Signed three long-term contracts for future conversions and upgrades. SDM's 2010 Dealer of the Year. No. 72 - Hired a skilled operations manager. No. 76 - Entire company received training and from the service industry leaders, the Ritz-Carlton company. Company worked together to define service values and company credo and refine it into a pocket-sized guide. Integrated all of this into company's culture and daily practices throughout 2018. No. 81 - Celebrated 50 years in business in 2018. Leigh J. Johnson started the company in 1968 by himself and it has grown to 65 employees. Celebrated with employees and customers, many of whom have been with the company 40-plus years. In 2018, the company's 60-plus employees volunteered 1,000 hours and donated time and talents to more than 40 organizations. SDM's 1995 Dealer of the Year. No. 88 - Opened a 24X7 Managed Services Center. **No. 89** - Launched Commercial Pro AV Division. **No. 95** - Partnered with CIBC as lender and secured a \$5 million LOC. **No. 97** - Surpassed the \$150,000 RMR mark in 2018, setting 2019 goal at 200,000 all organically.