

The Path to Greater Profits

SD&I

Security Dealer & Integrator

Vol.37 No.4 • April 2015

The Growth PLAYBOOK

John and Cris Carter have used a precise strategy to rebuild the new-look CarterBrothers into the fastest-growing security firm in North America

Page 28

ISC WEST PRODUCTS

More than **100 products** direct from the show floor!



The 2015 Fast50 Unveiled

Check out the rest of the fastest-growing security dealer/integrators, along with exclusive market research

Page 14

Come Out and PLAI

Inside the new spec and ISC West event

Page 42



See us at ISC West Booth 12043 & on Page 5



2G is almost a thing of the past, Don't let your accounts die off too.

Powered by Security InfoWatch

NAPCO

Tradeup any Panel to StarLink Radios, 3G/4G GSM or New CDMA Under **\$49.95** NET



Fast50 Overall Ranking

Position	Company Name	Location	Website	# Employees	Established
1	CarterBrothers	East Point, GA	www.carterbrothers.com	103	2000
2	Securadyne Systems	Dallas, TX	www.securadyne.com	300	2011
3	Perimeter Security Group	Coeur d'Alene, ID	www.perimetersecuritygroup.com	60	2008
4	CM3 Building Solutions Inc.	Fort Washington, PA	www.cm3inc.com	97	2003
5	Alarm Capital Alliance	Newtown Square, PA	www.alarmcapital.com	486	2000
6	A3 Communications Inc.	Irmo, SC	www.a3communications.com	67	1990
7	Netronix Integration Inc.	San Jose, CA	www.netronixint.com	110	2007
8	Star Asset Security	Greenville, SC	www.securethinking.com	63	1993
9	Continental Computers / WLANmall.com	El Segundo, CA	www.wlanmall.com	11	1985
10	Minuteman Security Technologies Inc.	Andover MA	www.minutemanst.com	36	1983
11	Blue Violet Networks	Costa Mesa CA	www.bluevioletnetworks.com	40	1978
12	NorthStar Alarm Services	Orem, UT	www.northstarhome.com	109	2000
13	ARM Alarm	Cary, NC	www.armalarm.com	6	2011
14	Advanced Cabling Systems	North Little Rock, AR	www.advancedcabling.com	146	1998
15	Fidei Group Incorporated	Tinley Park, IL	www.fideigroup.com	16	2011
16	Safety Dynamics Corporation	Oakland, CA	www.SafetyDynamics.org	59	1991
17	Pro-Vigil Inc.	San Antonio, TX	www.pro-vigil.com	100+	2006
18	Protection 1	Romeoville, IL	www.Protection1.com	2,876	1988
19	Stone Security	Salt Lake City, UT	www.stonesecurity.net	16	2006
20	Vision Technologies Inc.	Glen Burnie, MD	www.visiontech.biz	360	2000
21	Select Security	Lancaster, PA	www.selectsecurity.com	176	2003
22	Ackerman Security Systems	Atlanta, GA	www.ackermansecurity.com	300	1992
23	Go Safer Security	Laurel, MD	www.gosaferssecurity.com	10	2009
24	Electric Guard Dog	Columbia, SC	www.electricguarddog.com	90	1991
25	Rapid Security Solutions LLC	Sarasota, FL	www.rsecurity.net	42	2007
26	Firstline Security Systems	Anaheim, CA	www.firstlinesecurity.com	48	1992
27	QPCS LLC	Modesto, CA	www.qpcs.net	15	2001
28	Cam Connections	Lakeland, FL	www.camconn.com	54	1999
29	Guardian Protection Services	Warrendale, PA	www.GuardianProtection.com	956	1950
30	Go Security Solutions	Ashland, MA	www.gosecuritysolutions.com	13	2002
31	Integrated Security & Communications	Hamilton, NJ	www.isc-world.com	60	2007
32	ISG Technology	Salina, KS	www.isgtech.com	210	1983
33	Security Pros LLC	Jeffersonville, IN	www.securitypros-usa.com	11	2009
34	Security Equipment Inc.	Omaha, NE	www.sei-security.com	157	1969
35	Xentry Systems Integration	Columbus, OH	www.xentrysi.com	57	2013
36	iTech Digital	Indianapolis, IN	www.itechdigital.com	32	1999
37	Envision Security Inc.	Peoria, AZ	www.envnow.com	10	2011
38	Genesis Security Systems LLC	Germantown, MD	www.gensecsystems.com	53	2002
39	2 Krew Security & Surveillance	Kittanning, PA	www.2krew.com	10	2006
40	Dakota Security Systems Inc.	Sloux Falls, SD	www.dakotasecurity.com	125	1976
41	KST Security	Indianapolis, IN	www.KSTsecurity.com	59	2010
42	Sentinel Security Solutions Inc.	Grover Beach, CA	www.sentinelsecuritysolutions.com	6	2009
43	CGL Electronic Security Inc.	Norwood, MA	www.cglsecurity.com	39	1998
44	Mumford Associates LLC	Boonton, NJ	www.mumfordassoc.com	8	2000
45	AM TEC Total Security Inc.	Chino, CA	www.amtecsecurity.com	15	1983
46	Condortech Services Inc. (CTS)	Springfield, VA	www.condortech.com	40	1988
47	NW Security & Sound LLC	Snohomish WA	www.nwsecurityandsound.biz	8	2010
48	Marshall Alarm Systems	Yorktown, NY	www.marshallalarm.com	13	1978
49	Intertech Security LLC	Pittsburgh, PA	www.intertechsecurity.com	174	2000
50	Netech Corporation	Caledonia, MI	www.netechcorp.com	56	1996

Three-Year Growth Percentage

Rank	Company	3-year Growth %
1	CarterBrothers	1161.4%
2	ARM Alarm	305.1%
3	Perimeter Security Group	259.8%
4	Go Safer Security	250.5%
5	Fidei Group Incorporated	115.6%
6	Securadyne Systems	109.8%
7	Blue Violet Networks	83.2%
8	Safety Dynamics Corporation	74.2%
9	A3 Communications Inc.	65.0%
10	Star Asset Security	52.1%
11	Continental Computers / WLANmall.com	50.9%
12	CM3 Building Solutions Inc	48.9%
13	Security Pros LLC	45.7%
14	Netronix Integration Inc.	44.1%
15	Stone Security	42.4%
16	Go Security Solutions	38.4%
17	QPCS LLC	36.7%
18	Minuteman Security Technologies Inc.	35.6%
19	Alarm Capital Alliance	34.1%
20	2 Krew Security & Surveillance	33.9%
21	Rapid Security Solutions LLC	33.3%
22	NorthStar Alarm Services	29.0%
23	Sentinel Security Solutions Inc.	28.7%
24	Pro-Vigil Inc.	27.5%
25	Advanced Cabling Systems	25.9%
26	NW Security & Sound LLC	24.4%
27	AM TEC Total Security Inc.	23.9%
28	Mumford Associates LLC	22.6%
29	Envision Security Inc.	22.4%
30	Select Security	22.2%
31	iTech Digital	21.5%
32	Firstline Security Systems	21.1%
33	Integrated Security & Communications	18.8%
34	Cam Connections	18.5%
35	Marshall Alarm Systems	17.7%
36	Skynet Security Systems	17.2%
37	Condortech Services Inc. (CTS)	15.8%
38	Electric Guard Dog	14.9%
39	CGL Electronic Security Inc.	14.7%
40	Xentry Systems Integration	14.4%
41	Ackerman Security Systems	14.0%
42	Vision Technologies Inc.	12.2%
43	BSN Security	12.1%
44	Protection 1	12.0%
45	Security Equipment Inc.	11.7%
46	Genesis Security Systems	9.9%
47	KST Security	9.7%
48	World Wide Security	8.3%
49	Dakota Security Systems Inc.	8.1%
50	CONTAVA Inc.	7.3%

Dollar Growth Ranking

1	Protection 1
2	Securadyne Systems
3	Alarm Capital Alliance
4	CM3 Building Solutions Inc
5	CarterBrothers
6	Guardian Protection Services Inc.
7	Xentry Systems Integration
8	Vision Technologies Inc.
9	A3 Communications Inc.
10	Netronix Integration Inc.
11	ISG Technology
12	Ackerman Security Systems
13	Perimeter Security Group
14	Advanced Cabling Systems
15	NorthStar Alarm Services
16	Electric Guard Dog
17	Minuteman Security Technologies Inc.
18	Continental Computers / WLANmall.com
19	Star Asset Security
20	Select Security
21	Pro-Vigil, Inc.
22	Security Equipment Inc.
23	Firstline Security Systems Inc.
24	Cam Connections
25	Dakota Security Systems Inc.
26	Genesis Security Systems
27	Integrated Security & Communications
28	Blue Violet Networks
29	KST Security
30	Stone Security
31	Safety Dynamics Corporation
32	Intertech Security LLC
33	Rapid Security Solutions LLC
34	Fidei Group Incorporated
35	ARM Alarm
36	Netech Corporation
37	iTech Digital
38	CGL Electronic Security Inc.
38	CONTAVA Inc.
40	QPCS LLC
41	Envision Security Inc.
42	Condortech Services Inc.
43	Go Security Solutions
44	World Wide Security
45	Bates Security LLC/ Sonitrol of Lexington Inc.
46	American Digital Security (ADS)
47	Marshall Alarm Systems
48	Go Safer Security
49	Mumford Associates LLC
50	AM TEC Total Security Inc.