

Security Services

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Security Services - Private Companies Report profiles more than 140 private U.S. security service providers, including guard, investigative, alarm monitoring and other security service providers. This information will assist in making decisions concerning acquisitions, joint ventures and cooperative agreements.

Examine the report highlights, sample pages and table of contents on the following pages and see how *Security Services - Private Companies Report* can serve as a valuable decision making tool for your company.

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List of Contents, Tables and Charts

This new report profiles more than 140 private U.S. companies active in the security service industry. To frame the industry, Freedonia analysts have prepared an overview of the market and general industry. The analysis explores the key indicators that drive demand, highlights company capabilities and annual sales, identifies private company characteristics and shows regional concentration.

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IV. PRIVATE COMPANY PROFILES 87-261

Companies Profiled

* Sample profiles on pages 4 and 5

Aargus Security Systems
 Absolute Security Network
 Advantior Holding
 AFA Protective Systems
 Pro-Tech Security
 Akal Security
 Alarm Detection Systems
 Allied Safe & Vault
 Allied Security International
 Allied-SpectaGuard
 AlliedSecurity
 Effective Security Systems
 SpectaGuard
 American Armored Transport
 American Security
 American Security Service
 Areawide Electronic Security Systems
 Areawide Services
 Arko Executive Services
 Armored Motor Service of America
 Armrest Security Patrol
 Assets Protection
 Astro~Sonics
 AT Systems
 Ameriflight
 Armored Transport
 Brooks Armored Car Service
 CSG Security Services
 Delaware Depository Service
 UCIDistributionPLUS
 Barcott (Frank A.) Security & Investigations
 Barton Protective Services
 Bay Alarm
 Bell Security
 Best Lock
 Best Access Systems
 Bowles Corporate Services
 Brewer Detective Service
 The Budd Group
 Cauley Detective Agency
 Centurion Security Systems
 Choice Courier Systems
 Corporate Security
 Dallas Security Systems
 DSS/Fire
 Day & Zimmermann Protection Technology
 Benchmark Security
 Mason & Hanger
 The Mason
 Protection Technology
 Defender Services
 Diversco Holdings
 Spartan Security
 Drug Detection Dogs
 DSI Security Services
 The Dunbar Companies
 Miami Air Courier

Elite Investigations
 JMS Investigations
 JMS Investigations
 Engineered Protection Systems
 Examination Management Services
 PMSI Services
 First Alarm Security & Patrol
 FJC Security Services
 Freeman Guards
 Garrison Protective Services
 General Security Services
 Gettier (JR) & Associates
 Greater Alarm
 BASI Security Technologies
 Guardian Alarm
 Guardian Protection Services
 Guardian Service Industries
 Guardsmark
 Hawk Electronics
 Haynes Security
 Heritage Services
 Industrial Security Service
 Inter-Con Security Systems
 Interface Security Systems
 IPC International
 Jowa Security Services
 Karawia Industries
 International Services
 Lansdell Protective Agency
 Levy Security
 Loomis, Fargo &
 Management & Training
 Mandel (John C.) Security Bureau
 Maranatha Production LLC
 Master Protection
 FireMaster
 Master Security
 McCoy Services
 McRoberts Protective Agency
 Prosec Protection Systems
 Merchants Building Maintenance LLC
 Mid American Security Service
 Mobile Exchange
 Monitronics International
 DMAC
 Morris Protective Service
 Murray Guard
 MVM
 Nation Wide Security
 Navarro Group
 Northeast Security
 OCS Group
 Ohio Security Systems
 OMNIPLEX World Services
 Paige's Security Services
 Peak Alarm
 Pedus Service
 Penn Services Group
 Personal Security Specialists
 Protect America
 Protection Networks
 Protection Service Industries LP
 Purcell Services
 Red Coats
 Admiral Security Services
 Central Security Services
 Datawatch Systems
 Reid Psychological Systems
 RFI Communications & Security Systems
 RJD Security & Investigations
 Ross (Bobby) Group
 Royal Guard Security
 Rumpf

Job1USA
 Safeguard Security Services
 Electronic Contracting and Design
 Safety Service Systems
 St. Moritz Security Services
 Securalex
 Securiguard
 Security
 Security Enforcement Bureau
 Security Engineers
 Security Professionals
 Security Solutions
 Security Systems
 Security Technologies Group
 Maris Equipment
 Security Un
 Security USA
 Sentinel Guard Systems
 Shadow Trackers Investigative Services
 Shield Security
 Simmons Security
 Sizemore
 Slocin's
 Smith Alarm Systems
 Smith Protective Services
 SOS Security
 Southeastern Fire Control
 Special Services
 SSD Systems
 Staff Pro Security
 Star Detective & Security Agency
 Starplex
 Sting Security
 Strategic Security Services
 Summit Security Services
 Tenable Protective Services
 TransNational Security Group LLC
 A&R Security Services
 Guard Systems
 International Management Assistance
 Per Mar Security Services
 Professional Security Bureau
 Professional Security Systems
 Security Forces
 Whelan Security
 Triangle Services
 Uni-Guard Security
 United Armored Services
 United International Investigative Services
 United Protective Services
 Universal Security
 US Security Associates
 Advance Security
 Atlantic Security Guards
 Employer's Security
 Federal Security Systems USA
 Health Care Security USA
 Kelly (DB) Associates
 Pacific Technology
 Premier Residential Security USA
 Vance International
 Vanguard Security
 Vector Security
 The Jupiter Group
 Triple A Protection Systems
 Triple A Security Patrol
 United Security Systems
 Vinson Guard Service
 Weiser Security Services
 Western Area Security Services
 Winfield Security
 Kirk (J.) Barefoot & Associates
 WorldWide Security Associates

Detailed Company Profile

More than 140 private company profiles are compiled and range from detailed to brief company descriptions. (See Samples)

All companies are individually contacted and the majority of the companies verify the data.

Hard to obtain sales and employment figures, key products and services and an overview of corporate operations are provided.

PRIVATE COMPANY PROFILES

Guardian Alarm Company

20800 Southfield Road
Southfield, MI 48075
County: Oakland
County Code: 26125

Phone: 248-423-3000
Fax: 248-423-3009
Web Address: <http://www.guardianalarm.com>

Annual Sales: **SAMPLE PROFILE**
Employment:
Key Executive:

Key Products: security guard, armored car, alarm monitoring and medical monitoring services; and distribution of burglar alarms, and fire, smoke and sprinkler alarms

Census Code SIC(s): 5063; 7381; 7382

SIC Description(s): wholesale electrical apparatus and equipment, wiring supplies and construction materials; detective, guard and armored car services; security systems services

Guardian Alarm, which does business as Guardian Security Services, operates through four divisions: Guardian Guard Services, Guardian Armored, Alarm and Guardian Medical Monitoring. The Company also offers a variety of alarm systems and accessories and maintains two central monitoring stations in Michigan and Ohio. According to Guardian, the Company is one of the leading security firms in the midwestern US. Offices are located in Southfield, Flint, Saginaw, Highland Park, Detroit, Madison Heights and Grand Rapids, Michigan; Toledo and Cleveland, Ohio; and Windsor and London, Ontario, Canada.

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agreement allows Guardian to offer security-alarm packages and safety devices to over three million of Consumers Power's customers across the state of Michigan. Consumers Power markets the products to customers in their offices and through direct mail, telemarketing and billboards, while Guardian provides installation and monitoring services. The deal also allows Guardian to provide monitoring services for Consumers Power's carbon-monoxide detectors and safety devices

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PROFILES

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Industrial
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Brief Company Profile

These profiles give you insight into the operations of private companies, and can help you:

- Identify companies for investment, merger, and/or acquisition opportunities based on size, products, and location.
- Evaluate the position of your competitors based on sales and/or employment figures.

PRIVATE COMPANY PROFILES

Levy Security Corporation

230 East Ohio Street, Floor Seven

Chicago, IL 60611

County: Cook

County Code: 17031

Phone: 312-649-9204

Fax: 312-787-0697

Web Address: [http://www.levysecurity.com](#)

Annual Sales: **SAMPLE PROFILE**

Employment: **SAMPLE PROFILE**

Key Executive: **SAMPLE PROFILE** President and CEO

PRIVATE COMPANY PROFILES

American Security Service Incorporated

4820 Dodge Street

Omaha, NE 68132

County: Douglas

County Code: 31055

Phone: 402-551-1111

Fax: 402-558-4112

Annual Sales: **SAMPLE PROFILE**

Employment: **SAMPLE PROFILE**

Key Executive: **SAMPLE PROFILE**

Key Products: security guard services

Census Code SIC(s): 7381

SIC Description(s): detective, guard and armored car services

American Security Service offers security guard services. The Company serves the midwestern US, primarily Nebraska. American Security Service provides guards for a variety of commercial applications.

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gative services

rmored car services

programs, including security officers
Illinois metropolitan area. The
ment stores and other retail establish-
educational institutions and commercial
m encompasses its own state-certified
ergo 80 hours of field training, as well
enforcement procedures, fire suppression
e Company's strategy includes the
hized security programs for large-scale

Market Overview

The Market Overview Section discusses factors influencing the industry, including crime trends and the outlook for alarm monitoring services.

This information helps you:

- Determine what external factors will impact future demand
- Measure your market and sales potential
- Propose new areas for product development based on market trends & innovations

MARKET OVERVIEW

Alarm Monitoring Services

The alarm monitoring services market is projected to rise 7.8 percent per annum to \$1.2 billion by 1999. This represents a slight deceleration from the 1994-1998 security service market average. Gains will result from a growing subscriber base due to declining alarm system costs. Opportunities exist in new services such as personal emergency response services (PERS), vehicle tracking and monitoring of nonalarm systems such as closed circuit television and access control systems. Gains will also benefit from the incorporation of security monitoring with other home/building services, industry consolidation and the rising popularity of free or significantly reduced alarm systems in exchange for a higher value alarm service contract. However, there is some evidence that the latter trend may have largely played out by 1999.

The alarm monitoring services market is comprised of four segments: nonresidential, residential, PERS and vehicle tracking.

OUTLOOK FOR OTHER SECURITY SERVICES BY TYPE

Type	Factors Increasing Demand	Factors Restraining Demand
Armored Car Transport	<p>Opportunities to service off-site ATMs and the growing number of minibanks set in nontraditional venues.</p> <p>Outsourcing of bank operations by</p>	<p>Market maturity and consolidation of the industry.</p> <p>Proliferation of electronic funds transfers.</p>
Correctional Facilities Management	<p>Construction of new prisons and expansion of existing facilities.</p> <p>Rising federal inmate populations and greater federal interest in privatization.</p>	<p>Consolidation of government operations.</p> <p>Privatization sentiments in certain geographic regions; periodic negative public opinion.</p> <p>Resistance to privatization by correctional employees.</p>

Industry Structure

Gain a better understanding of your competition and analyze your company's position in the industry with information about the characteristics of leading security service providers including total sales, capabilities and regional concentration.

This information helps you:

- Evaluate diversification opportunities based on product lines of other private companies.
- Understand barriers to entry based on industry concentration.
- Develop positioning strategies based on size of competitors.

INDUSTRY STRUCTURE

Guard Services - Private Company Characteristics

Most private guard services serve multiple markets, although some specialize in one. For example, \$5 million SOS Security provides guard services for residential, institutional and other markets; and \$1 million Bell Security provides guards for commercial, institutional, residential and other markets. However, Ohio Security Systems, a \$25 million security provider, serves primarily manufacturing clients.

Numerous private guard companies are diversified into related security services. These companies often offer investigative, alarm monitoring and other types of security services. For example, \$95 million Pedus provides investigative and other security services such as fire and life safety programs, security surveys, violence and drug seminars, and security consulting, in addition to its guard services. Even smaller guard firms, such as \$10 million Sting Security, provide additional security services. This company offers mobile patrol, alarm monitoring, special event, retail loss prevention, lobby attendant and security guard services. In contrast, some private companies focus solely on guard services. For example, Bell

Selected Private Investigative Companies	Corporate Sales (mil \$)*	Principal Investigative Services					Principal Security Markets							
		Credit & Financial Checks	Background Checks	Insurance	Litigation	Missing Persons	Undercover	Other	Unspecified	Commercial	Institutional	Manufacturing	Residential	Transportation & Distribution
Summit Security Services	40	•	•					•	•	•	•		•	•
Tenable Protective Services	10	•	•		•			•	•	•	•	•	•	•
TransNational Security			•		•		•	•	•	•	•	•	•	•
Uni-Guard Security								•						•
Universal Security								•						•
US Security Associates			•	•				•	•	•	•			•
Vance International	90	•			•			•	•	•				•
Vinson Guard Service	25		•	•	•		•	•	•	•				•
Winfield Security	5-10	•					•	•	•	•	•	•	•	•
WorldWide Security	18		•					•	•	•	•	•	•	•

* Sales are 1999 estimates of total corporate sales including operations other than investigative services.

Report Highlights

- Nine private companies each have total security service revenues over \$100 million, four of which have over \$300 million in related revenues.
- More than 15,000 firms, most of which are private, participate in the \$27.3 billion US contractual security services market.
- Small to mid-sized private companies are able to compete due to the localized nature of the security services industry and low barriers to entry in most major market segments (e.g., guard, investigative and consulting services).
- There have been many acquisitions involving private security service firms in recent years, due to increasing efforts on the part of large firms to diversify their service offerings, expand their geographic markets and increase their market share.
- California has the greatest concentration of private security service establishments with over 3,500, while Florida, Texas and New York have over 1,000 each.
- US demand for contractual security services is forecast to rise 7.9 percent per annum to \$40 billion in 2004.

About The Freedonia Group

Advantages of Freedonia Reports

The Freedonia Group, Inc. is a leading international industry report/database company.

Since 1985, Freedonia has published over 1,500 titles covering areas such as building materials, chemicals, plastics, industrial components and equipment, household goods, coatings and adhesives, health care, packaging, security, and many other industries.

Private companies reports encompass not only Freedonia's notable industry forecasts, but also market shares, product information and sales and employment figures for **private companies**. Corporate analysts are constantly monitoring privately-held companies to provide the most up-to-date and comprehensive profiles. Freedonia is able to gather and prepare this proprietary information based on our reputation as a leading market research firm.

By obtaining Freedonia's report on private companies in the security services industry, you will be able to:

- **Identify companies for possible investment, merger, and /or acquisition opportunities** based on size, products and location.
- **Measure your market and sales potential** based on demand forecasts.
- **Propose new areas for product development** based on material trends.
- **Develop positioning strategies** based on size and geographic location of competitors.
- **Evaluate diversification opportunities** based on product lines of other private companies.
- **Understand barriers to entry** based on industry concentration and market shares.

Our Customers

Freedonia's clients include major US and international companies in the manufacturing, services, consulting and financial sectors.

Typical purchasers of Freedonia studies :

- **Key Executives**
- **Corporate Planners**
- **Market Researchers**
- **Financial Analysts**
- **Information Centers**
- **New Product Developers**
- **Merger & Acquisition Specialists**

Since 1985 we have provided research to customers ranging in size from global conglomerates to one person consulting firms. More than 90% of the industrial companies in the Fortune 500 use Freedonia research to help with their strategic planning.

Some of Freedonia's customers in the security services industry include: Chubb Securities, Pinkerton's and Guardsmark.

Because Freedonia is a source for reliable information, our forecasts have been cited in numerous publications such as *The Financial Times*, *The Wall Street Journal* and *Security*.

Related Studies and Reports

For more information about these or other Freedonia titles, please contact us at:

The Freedonia Group, Inc.

Phone: (440) 684-9600

(800) 927-5900

Fax: (440) 646-0484

World Security Services

Private contractual security services demand will grow over 8% annually worldwide. Contract guarding will remain the largest segment, with more rapid gains expected in less mature markets such as central alarm monitoring, investigations, training, systems integration and consulting. This study examines the US \$66 billion global security services industry to 2004 and 2009 by type and market. It covers six geographic regions and 30 countries, presents market share data and profiles key industry players.

#1348. 12/00. \$4,300

World Electronic Components

World electronic component demand will grow over 9% annually based on further development of the Internet, new generations of handheld and wireless computers, and rising electronic content in original equipment. High-end integrated circuit (IC) devices such as microprocessors and digital logic ICs will lead gains. This study analyzes the \$278 billion world electronic components industry to 2004 and 2009 by product, market and region, and for 33 countries. It also details market shares and profiles key vendors.

#1322. 10/00. \$4,500

Electronic Security

US electronic security sales will grow over 8% per annum. Ongoing price/performance advances will help proliferate higher-end and relatively novel products (e.g., CCTV, biometric access controls, robot guards). Heightened fears of crime (e.g., industrial espionage, school shootings, domestic/foreign terrorism) will fuel demand. This study analyzes the \$6 billion US electronic security industry to 2004 and 2009 by product, end-use and region. It also presents market share data and profiles leading companies.

#1266. 5/00. \$3,600

Private Security Services

The US market for private contractual security services will grow nearly 8% annually, propelled by the outsourcing of in-house security and privatization of public safety areas like prison management. Despite falling crime rates, major concerns remain and vendors have developed new, value-added service offerings and revenue sources. This study analyzes the \$27 billion US private security services industry to 2004 and 2009 by type, region and end-use. It also evaluates market share and profiles key companies.

#1244. 3/00. \$3,500

Commercial & Industrial Security

The US market for commercial and industrial security will grow over 7% per annum. Despite falling crime rates the fear of victimization continues to fuel private security demand, especially in regard to nontraditional threats. Electronic systems such as CCTV, anti-shoplifting tags, access controls and explosives detectors will remain the fastest growing segment. This study analyzes the \$25 billion US commercial and industrial security industry to 2003 and 2008. It also details market shares and profiles key firms.

#1151. 9/99. \$3,600

Smart Cards

Smart card demand in the US will grow sevenfold through 2003 to \$1.4 billion. Information security and electronic commerce offer the best opportunities. The potentially vast conventional transaction (e.g., debit, credit and stored value card) and payphone card markets will continue to develop slowly as existing magnetic stripe technology works well. This study analyzes the US smart card market to 2003 and 2008 by technology, product and application. It also evaluates market share and profiles key companies.

#1114. 4/99. \$3,500

