



166 East 96th Street, New York, NY 10128

June, 2020

Concerning the Security Industry:

With great pleasure I announce publication of the Leading Security Watch, Guard, and Patrol businesses in North America ranking. These enterprises listed are welcome to refer to themselves as a "Leading Company" in the industry, citing this publication as the source. They have earned that distinction.

In this troubled period of pandemic and disruptions in the streets, the utility of these businesses to all of society has never been clearer while they are being tested every day. Moreover, the endeavors of the security guard industry have been significant correlative factors in driving down serious crimes in the United States since the early 1990's. Private security supplements public law enforcement while protecting their clients' interests.

Security isn't an option. Without security assets eventually will be lost, opportunity will vanish, creativity will cease, progress will grind down.

We have watched many of these Leading companies grow and thrive over the decades during which *Security Letter* was available. (After 47 years, we ceased publication in November, 2017 but continue to release this annual report.)

This report is created from responses of owners, CEOs, and CFOs of the listed enterprises and ranked by annual revenues. Over 3,000 regularly operating companies have been identified in the United States and Canada. Here are the top 26. More responded, but the cutoff was set at \$20 million.

Thank you to all the corporate owners and executives who provided their data and to Jeff DiDomenico, VP, **trackforceVALIANT** Software, and especially to Keith Oringer, CEO, **Security ProAdvisors**, who offered valuable assistance.

A handwritten signature in black ink, appearing to read "Robert M. ...". The signature is written in a cursive, flowing style.



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## LEADING GUARD & PATROL COMPANIES IN NORTH AMERICA

Companies	Employees	Offices	Total
Allied Universal, Santa Ana, CA	230,000	225	8,000,000,000 <sup>1</sup>
Securitas North America, Parsippany, NJ	107,000	498	4,300,000,000 <sup>2</sup>
G4S Secure Solutions, USA, Jupiter, FL	58,575	207	2,411,000,000 <sup>3</sup>
SecurAmerica, Atlanta, GA	30,000	320	1,000,000,000
Constellis, Herndon, VA	8,000	22	673,100,000 <sup>4</sup>
Paladin/PalAmerican Security, Vancouver, BC	16,000	41	670,000,000 <sup>5</sup>
Walden Security, Chattanooga, TN	6,200	17	305,000,000
Summit Security Services, Uniondale, NY	5,000	9	214,000,000
Prosegur USA, Herndon, VA	6,500	19	200,000,000 <sup>6</sup>
Andy Frain Services, Aurora, IL	15,250	52	131,750,000
St. Moritz Security Services, Pittsburgh, PA	3,000	32	110,000,000
SunStates Security, Raleigh, NC	3,027	27	106,530,000
Signal 88 Security, Omaha, NE	3,500	120	99,000,000
Titan Security Group, Chicago, IL	2,100	3	93,900,000
DSI Security Services, Dothan, AL	4,750	27	89,000,000
First Coast Security, Jacksonville, FL	2,500	14	85,000,000
GuardOne Security, Roswell, GA	2,000	21	67,000,000
Per Mar Security & Research, Davenport, IA	1,906	13	62,600,000
American Security & Investigations, St. Paul, MN	1,500	8	59,000,000
USI Security, Red Bank, NJ	1,500	12	47,500,000
Elite Investigations, New York, NY	1,800	6	47,000,000
United Protective Services, Dallas, TX	1,350	8	33,700,000
Platinum Security Group, Deerfield Beach, FL	900	5	30,000,000
Arrow Security, Smithtown, NY	850	9	28,500,000
Motivated Security Services, Somerville, NJ	900	4	25,000,000
Security Alliance Group, Miami, FL	650	5	21,500,000 <sup>7</sup>

Notes. Prepared from responses from CEOs, COOs, or CFOs for the year ending 12/31/2019. Totals are rounded off. Notes: 1. Total revenues: \$8.4B. Allied Universal acquired: Point 2Point, May 3/19; Shelter Security Svcs., 7/12/19; Vinson Guard Svc., 11/18/19; SOS Security, 11/21/19; and APG Security, 12/2/19. 2. Total North American revs. \$5.1B; total global revs.: \$11.6B. 3. Total corp. security revs.: \$2.8B; total global revs.: \$9.8B. 4. Total corporate revs.: \$1.7B. 5. Canadian-based, acquired Criterion Security, 3/22/17. 6. Entered US market 9/18/18 with the acquisition of Command Security by Prosegur Compañia de Seguridad, Madrid, global revs. of \$4.7B from security operations in 26 countries. 7. Total revenues: \$26M. New this issue: Constellis, Motivated, Guard One Security (Security Solutions of America), Paladin Security, Platinum, and Signal 88. Special assistance from:



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