

CEPro

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Highest Revenue Integrators

2007 data reveals 9% increase in installation income. PAGE 61

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Rank	Company	Contact	City, State	2007 Custom Revenues	No. of 2007 Installs	Rev./ Installs	No. of Full-Time Employees	Rev./ Employee	No. of Locations	Years in Business
1 v	Guardian Protection Services Inc.	William Graham	Warrendale, Pa.	\$37,093,710	31,864	\$1,164	1,500	\$24,729	19	57
2 v	Modia (formerly Home Theater Store)	Mihir Mody	Houston, Texas	\$33,242,470	1,627	\$20,432	124	\$268,084	11	21
3 v	Audio Command Systems Inc.	Robert Kaufman John Clancy Jonathan Flamm	Westbury, N.Y.	\$26,000,000	175	\$148,571	130	\$200,000	3	33

Major Suppliers

2CH AMP: 2-channel audio
ACOUS: Acoustical Treatments
BB: Broadband routers, hubs & modems
CAB: Cabling
CD: CD players
COMP: Computers
CVAC: Central vacuum

DVD: DVD players/recorders
DVR: Digital video recorders
FLR: Floorstanding speakers
FPTV: Front-projection TVs
FURN: Furniture
HT AMP: Home Theater amp/preamp
HVAC: Energy management
INTERCOM: Intercom

IR: IR Distribution
IW/IC: In-wall/in-ceiling speakers
LCD: LCD TV
LTG: Lighting control
MEDIA SVR: Servers
MOUNT/LIFT: Mounts
MR AMP: Amplifiers

PLASMA: Plasma TV
POWER: Power Management
RACKS: Racks
REC: Receivers
RPTV: Rear-projection TVs
SAT: Satellite dishes
SCALER: Video scalers
SCR: Screens

SEAT: Home theater seating
SEC: Security
SHELF: Shelf speakers
SW: Structured wiring
TEL: Telephone systems
WCC: Motorized window covering controls
WHA: Whole-house automation

IW/IC: Klipsch, Bose **FPTV:** Sony **MR AMP:** On-Q/Legrand, Bose **PLASMA:** LG **LCD:** LG, Sony **DVD:** Sony, LG **REC:** Sony, Bose **CVAC:** H-P Dirt Devil **POWER:** Panamax **INTERCOM:** On-Q/Legrand, GE **IR:** Russound, URC **SEC:** Honeywell, GE **MOUNT/LIFT:** Omnimount **CAB:** Honeywell **SW:** On-Q/Legrand, GE **BB:** On-Q/Legrand, GE **BB:** On-Q/Legrand, GE

IW/IC: B&W, SpeakerCraft **MEDIA SRV:** Escient **FLR:** B&W, McIntosh **RPTV:** Mitsubishi, Samsung **SHELF:** B&W **FPTV:** Runco, Sony **MR AMP:** SpeakerCraft, Rotel **PLASMA:** Panasonic, Hitachi **RACKS:** Middle Atlantic **LCD:** Sony, Sharp **2-Ch. AMP:** Rotel, McIntosh **SAT:** DirecTV **CD:** Rotel, Classe **SCALER:** Runco, Key Digital **HT AMP:** Rotel, McIntosh **DVD:** Sony, Denon **REC:** Yamaha, Denon **SCREEN:** Stewart, Da-Lite **WHA:** Crestron, Niles **HVAC:** Crestron **POWER:** Panamax, RGPC **LTG:** Crestron, Lutron **INTERCOM:** Channel Vision, Crestron **ACOUS:** RPG, Quest, Acoustic Innovations **IR:** SpeakerCraft, Niles **SEC:** GE, Honeywell **MOUNT/LIFT:** Sanus, Chief **CAB:** AudioQuest **DVR:** Dedicated Micros, Digimerge **SW:** Vantage/Legrand, Channel Vision **WCC:** Lutron **TEL:** Panasonic **BB:** Linksys, Cisco **SEAT:** Douglas, American Leather **FURN:** BDI, JSP

IW/IC: Sonance, B&W, CAT, Boston Acoustics **MEDIA SRV:** ReQuest, Kaleidescape, Vidabox, Niveus, Inteset **FLR:** B&W, Krell, CAT **SHELF:** Boston Acoustics, B&W, CAT **FPTV:** Digital Projection, Runco, Sim2 **MR AMP:** Audio Control, Crestron **PLASMA:** Panasonic, Runco, Pioneer Elite **RACKS:** Middle Atlantic **LCD:** Sony, Sharp, Runco **2-Ch. AMP:** Krell, Bryston **SAT:** DirecTV, Dish Network **CD:** Integra, Krell **SCALER:** Runco, DVDO **HT AMP:** Theta, Lexicon, JBL Synthesis, Krell **DVD:** Krell, Sony, Integra **REC:** Integra, Lexicon, Bryston **SCREEN:** Stewart, Draper, Da-Lite **WHA:** Crestron, AMX, Lifeware **HVAC:** Crestron, Aprilaire **POWER:** Furman, Panamax, Monster **LTG:** Lutron, Crestron, Vantage/Legrand **INTERCOM:** Crestron **IR:** Xantech **MOUNT/LIFT:** Chief, Electro-Kinetics **CAB:** Liberty, Monster **DVR:** Scientific Atlanta, Microsoft **SW:** CresCAT, Liberty **WCC:** Lutron, Crestron **BB:** Cisco, Linksys **SEAT:** CinemaTech, Cineak **COMP:** Apple, Dell, Lenovo **FURN:** BDI, CinemaTech