

HOME DEPOT
TARGETS INTEGRATORS

WILL SMART BULBS CHANGE
LIGHTING CONTROL?

TIPS TO CUT WORKERS'
COMP COSTS

CEPro

MAY 2013
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20
CE PRO
YEARS

INTEGRATION
AUDIO/VIDEO
NETWORKING
CONTROL
BUSINESS



LARGEST CUSTOM RESIDENTIAL INTEGRATORS
SHOW 11% GROWTH

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RANK	VERIFIED	COMPANY	CITY, STATE	CUSTOM RESIDENTIAL REVENUES	TOTAL REVENUE	RESIDENTIAL INSTALLS	CUSTOM REVENUE/INSTALL	FULL-TIME EMPLOYEES	CUSTOM REVENUE/EMPLOYEE	YEARS IN BUSINESS	2013 OUTLOOK
41	✓	Triphase Technologies	Carmel, Ind.	\$4,524,000	\$4,524,000	88	\$51,409	28	\$161,571	16	Up 10%
42	✓	Vitex Systems	Naples, Fla.	\$4,250,000	\$5,250,000	2,200	\$1,932	51	\$83,333	10	Up 35%
43	✓	County TV and Appliances	Stamford, Conn.	\$4,000,000	\$22,000,000	100	\$40,000	15	\$266,667	60	Up 5%
T-44	✓	Audio Video Design	Mission Viejo, Calif.	\$4,000,000	\$4,600,000	45	\$88,889	21	\$190,476	22	Up 10%
T-44	✓	Trinity Wiring & Security Solutions	Manassas, Va.	\$4,000,000	\$6,000,000	2,000	\$2,000	35	\$114,286	11	Up 12.5%
T-44	✓	Bjorn's Audio Video	San Antonio, Texas	\$4,000,000	\$13,500,000	900	\$4,444	65	\$61,538	37	Flat
T-47	✓	Phoenix Unequaled Home Entertainment	Memphis, Tenn.	\$3,990,000	\$4,200,000	55	\$72,545	20	\$199,500	19	Up 10%
T-47	✓	Audio Video Excellence	Birmingham, Ala.	\$3,900,000	\$5,107,000	100	\$39,000	26	\$150,000	14	Up 5%
T-47	✓	Showcase A/V	Calgary, Canada	\$3,900,000	\$3,900,000	410	\$9,512	14	\$278,571	19	Flat
50	✓	Logic Integration	Lone Tree, Colo.	\$3,742,000	\$4,100,000	28	\$133,643	16	\$233,875	9	Up 40%
51	✓	Fusion Media Systems	St. Louis, Mo.	\$3,646,923	\$3,646,923	60	\$60,782	16	\$227,933	5	Up 10%
52	✓	Peak Audio & Video/Peak Alarm	Salt Lake City, Utah	\$3,629,000	\$3,629,000	1,384	\$2,622	9	\$403,222	2	Up 71%
53	✓	Bekins	Grand Haven, Mich.	\$3,625,000	\$7,100,000	20	\$181,250	60	\$60,417	36	Up 12%
54	✓	Integrated Electronics	Olathe, Kan.	\$3,400,000	\$3,655,000	250	\$13,600	18	\$188,889	30	Up 10%
T-55	✓	HomeTronics	Dallas, Texas	\$3,310,000	\$3,310,000	25	\$132,400	10	\$331,000	28	Up 5%
T-55	✓	Encore Audio/Video	Portland, Ore.	\$3,310,000	\$4,650,000	389	\$8,509	12	\$275,833	31	Up 12%
57	✓	Eagle Sentry	Las Vegas, Nev.	\$3,300,000	\$3,400,000	400	\$8,250	29	\$113,793	27	Up 15%
58	✓	AAMI	Naples, Fla.	\$3,250,000	\$4,100,000	250	\$13,000	15	\$216,667	18	Up 12%
59	✓	Century Stereo	San Jose, Calif.	\$3,225,000	\$4,300,000	225	\$14,333	20	\$161,250	63	Up 15%
60	✓	SoundVision	Novato, Calif.	\$3,201,751	\$3,201,751	130	\$24,629	14	\$228,697	15	Up 15%