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The CE Pro 100

Rank	Company	Contact	City, State	2006 Custom Revenues	# of 2006 Installs Rev./Install	# of Full-Time Employees Rev./Employee	# of Locations	Yrs. In Business	Major Suppliers
81	Percy's TV & Appliance	Alan Lavine	Worcester, MA	\$3,000,000	200 \$15,000	49 \$61,224	1	80	IW/IC: Klipsch, Bose FLOOR: Klipsch, Def-Tech SHELF: Klipsch, Def-Tech AMP: Russound 2-CH AMP: Russound REC: Integra, Pioneer Elite SEAT: Berklime FURN: Berklime FPTV: Sony, Sharp PLASMA: Pioneer, LG LCD: LG, Sony DVD: Pioneer SCREEN: Stewart
82	Crescent Digital, LLC	Mike Heines	Beachwood, OH	\$2,950,000	145 \$20,345	18 \$163,889	2	5	IW/IC: SpeakerCraft, Sonance FLOOR: Canton, Triad SHELF: Canton, SpeakerCraft AMP: SpeakerCraft, Russound MRVAV: SpeakerCraft, Russound 2-CH AMP: SpeakerCraft, Russound CD: Integra, Sony PREAMP: Integra, Parasound REC: Integra, Sony CVAC: Airvac, VacuFlo HVAC: AMX LTG: Vantage/Legrand, Lutron SEC: Napco CABLE: Honeywell, Monster SW: USTec, ICC TEL: Panasonic, AT&T SEAT: Continental FURN: Sanus, Salamander MEDIA SRV: SpeakerCraft, Russound RPTV: Sony, Samsung FPTV: SIM2, Sony PLASMA: Pioneer, LG LCD: Sharp, Sony SAT: DirecTV SCALER: Extron, Autopatch DVD: Integra, Sony SCREEN: Stewart, Screen Innovations WHA: AMX POWER: Monster, Belkin INTERCOM: Russound, M&S IR: URC, SpeakerCraft MOUNT: Omnimount, Peerless DVR: Sony WCC: Vantage/Legrand BB: D-Link, Linksys COMP: Dell
83	Projectus	Greg McCartney	Lake Oswego, OR	\$2,950,000	245 \$12,041	7 \$421,429	1	12	IW/IC: Niles, Boston Acoustics, Snell FLOOR: Snell, Boston Acoustics SHELF: Snell, Boston Acoustics AMP: Niles MRVAV: Crestron, Imerge 2-CH AMP: Niles, Denon CD: Yamaha, Denon REC: Yamaha, Denon LTG: Lutron CABLE: Monster, Liberty SW: OnQ/Legrand, Leviton TEL: Panasonic SEAT: Acoustic Innovations, Fortress, Salamander FURN: Imerge, Crestron RPTV: InFocus, Sony, Sanyo, Mitsubishi PLASMA: Pioneer, Panasonic, Toshiba LCD: Sharp, Toshiba SCALER: DVDO DVD: Yamaha, Denon SCREEN: Da-Lite, Stewart, Screen Innovations WHA: AMX, Crestron, Niles POWER: Monster, Tripp Lite IR: Niles MOUNT: Chief, Peerless DVR: Tivo WCC: Lutron BB: Linksys
84	Interscapes, LLC	Robert Mitchell	Montgomery, AL	\$2,943,237	672 \$4,380	18 \$163,513	2	8	IW/IC: Elan, SpeakerCraft FLOOR: Boston Acoustics, Atlantic Technology SHELF: SpeakerCraft, Boston Acoustics AMP: Elan, SpeakerCraft MRVAV: Elan, Escient 2-CH AMP: SpeakerCraft CD: Denon PREAMP: Lexicon, Sunfire REC: Denon, Pioneer CVAC: Beam HVAC: Aprilaire Control4 LTG: Centralite, Control4 SEC: Honeywell CABLE: Honeywell SW: Elan TEL: Panasonic SEAT: Bass MEDIA SRV: Control4 RPTV: LG, Samsung FPTV: Runco PLASMA: Pioneer, LG LCD: Sharp, NuVision SAT: DirecTV SCALER: DVDO DVD: Denon, Pioneer SCREEN: Da-Lite, Draper WHA: Elan, Control4 POWER: Monster INTERCOM: Elan IR: Niles MOUNT: Omnimount, Chief BB: Belkin
85	Atronic Alarms, Inc.	Natalee Willard	Lenexa, KS	\$2,940,432	276 \$10,654	39 \$75,396	1	9	IW/IC: Jamo, Nuvo, Proficient FLOOR: Jamo MRVAV: Nuvo, Proficient HVAC: HAI LTG: HAI, X10 SEC: Bosch, HAI, GE INTERCOM: Viking, Channel Vision IR: Russound DVR: Dedicated Micros
86	AD Systems	Utz Baldwin	Houston, TX	\$2,900,000	18 \$161,111	17 \$170,588	1	17	IW/IC: Paradigm, Sonance FLOOR: Meridian, Paradigm SHELF: Paradigm, M&K AMP: Crestron, Niles MRVAV: Imerge, Kaleidescape 2-CH AMP: Crestron CD: Sony PREAMP: Meridian, Crestron REC: Sony HVAC: Crestron LTG: Lutron SEC: GE CABLE: Liberty SW: GE TEL: Panasonic SEAT: D-Box MEDIA SRV: Kaleidescape RPTV: Sony, Mitsubishi FPTV: Sony, Runco PLASMA: Sony, Mitsubishi LCD: Sony, Mitsubishi SAT: DirecTV SCALER: Extron DVD: Sony SCREEN: Stewart WHA: Crestron POWER: Panamax, APC INTERCOM: Panasonic IR: Xantech MOUNT: Inca DVR: DirecTV WCC: Lutron BB: Linksys COMP: HP OTHER: Middle Atlantic
86	Sawyers Control Systems	Thomas Callahan	Frenchtown, NJ	\$2,900,000	30 \$96,667	8 \$362,500	1	20	IW/IC: Klipsch, SpeakerCraft, JBL FLOOR: Klipsch SHELF: Klipsch, Bose AMP: Integra, Sony MRVAV: Crestron, Integra, Russound 2-CH AMP: Integra, Audio Source CD: Integra, Denon PREAMP: Integra REC: Integra, Denon, Yamaha HVAC: HAI, Alerton LTG: Lutron, HAI, X10, UPB, ALC SEC: Honeywell, Bosch, HAI CABLE: Honeywell, Tributaries SW: Honeywell TEL: Panasonic, Vodavi, Avaya MEDIA SRV: ReQuest, HP RPTV: Samsung, LG FPTV: SIM2 PLASMA: Fujitsu, Pioneer, Samsung LCD: Sharp, Samsung, Sony SAT: DirecTV DVD: Integra, Sony, Denon SCREEN: Da-Lite WHA: HAI, Crestron POWER: Furman IR: Xantech MOUNT: Chief, Premier DVR: DirecTV, Tivo BB: Linksys, Belkin COMP: Dell
88	Audio Video Design	Ty Meyer	Mission Viejo, CA	\$2,800,000	100 \$28,000	20 \$140,000	1	15	IW/IC: Sonance, JBL Synthesis, Triad FLOOR: JBL Synthesis, Triad SHELF: JBL Synthesis, Triad AMP: Crestron, Sonance MRVAV: Escient, Kaleidescape CD: Marantz PREAMP: JBL Synthesis REC: Marantz, B&K, Pioneer HVAC: Crestron LTG: Lutron, Crestron CABLE: Monster, Tributaries SW: Channel Vision TEL: Panasonic SEAT: Fortress MEDIA SRV: Kaleidescape, Escient RPTV: Mitsubishi, NuVision FPTV: Marantz, Digital Projection PLASMA: Pioneer, LG LCD: LG, NuVision SAT: DirecTV DVD: Marantz, Sony, Kaleidescape, Pioneer SCREEN: Stewart WHA: Crestron POWER: Furman IR: Sonance MOUNT: ProMount, Lift Tech DVR: Tivo, Motorola, DirecTV WCC: Lutron BB: Linksys
88	EMC Security	Vince Raia	Lawrenceville, GA	\$2,800,000	2,400 \$1,167	45 \$62,222	2	8	IW/IC: Klipsch FLOOR: Klipsch SHELF: Klipsch AMP: Nuvo, Russound MRVAV: Leap 2-CH AMP: Russound REC: Yamaha, Sony CVAC: Dirt Devil SEC: GE CABLE: Direct Connect SW: GE MEDIA SRV: Leviton RPTV: Sony FPTV: Sony, InFocus LCD: Sony, Toshiba DVD: Yamaha, Sony SCREEN: Da-Lite POWER: Panamax INTERCOM: M&S IR: Xantech, Niles MOUNT: Omnimount
90	Soundwaves	Brian Christman	Lakeland, FL	\$2,635,175	900 \$2,928	20 \$131,759	1	12	IW/IC: SpeakerCraft, B&W FLOOR: B&W, SpeakerCraft SHELF: SpeakerCraft, B&W AMP: SpeakerCraft, Elan MRVAV: SpeakerCraft, Elan 2-CH AMP: SpeakerCraft CD: Sony PREAMP: Parasound REC: Sony, Rotel CVAC: Dirt Devil LTG: Crestron, Lutron SEC: GE, HAI CABLE: Monster, Direct Connect SW: USTec TEL: Panasonic SEAT: Douglas FURN: JSP MEDIA SRV: Escient RPTV: Sony, LG FPTV: Sony, Runco PLASMA: LG LCD: LG, Sony SAT: DirecTV SCALER: Runco DVD: Sony, Rotel SCREEN: Vutech WHA: Crestron POWER: Monster IR: SpeakerCraft MOUNT: Peerless, Omnimount DVR: Electronics Line COMP: Dell
91	Premier Custom Audio & Video Inc	Jason Barth	Carmel, IN	\$2,625,000	432 \$6,076	21 \$125,000	1	8	IW/IC: B&W, Sonance FLOOR: B&W, Canton SHELF: B&W, Sonance AMP: Sonance, Rotel MRVAV: Escient, Kaleidescape 2-CH AMP: Rotel, Integra CD: Rotel, Integra PREAMP: Rotel, Lexicon REC: Integra, Rotel HVAC: Crestron, Control4 LTG: Crestron, Control4 SEC: Honeywell CABLE: Liberty, Kimber Kable SW: Leviton, USTec TEL: Panasonic SEAT: D-Box, Acoustic Innovations FURN: Acoustic Innovations, Salamander MEDIA SRV: Escient, Kaleidescape RPTV: Mitsubishi, Sony FPTV: Runco, Sharp PLASMA: Fujitsu, LG LCD: LG, Runco SAT: DirecTV, Sirius SCALER: Runco DVD: Integra, Rotel SCREEN: Da-Lite, Stewart WHA: Crestron, Control4 POWER: Furman, Panamax INTERCOM: Panasonic, Crestron IR: Sonance, Xantech MOUNT: Omnimount, Chief DVR: DirecTV, Tivo WCC: Draper, Makita BB: Linksys COMP: Dell OTHER: Middle Atlantic
92	Maxsecurity, Inc.	Myles Koplow	Van Nuys, CA	\$2,500,000	250 \$10,000	15 \$166,667	2	26	IW/IC: Sonance, Dynaudio FLOOR: Dynaudio SHELF: Sonance, Dynaudio AMP: Sonance, Sunfire, Crestron MRVAV: Sonance, Crestron 2-CH AMP: Sonance, Crestron CD: Denon, Sony PREAMP: Sunfire, Denon REC: Denon CVAC: M&S, Nutone HVAC: Crestron LTG: Crestron, Lutron SEC: GE SW: OnQ/Legrand TEL: Panasonic MEDIA SRV: Escient FPTV: Fujitsu, Sony, JVC PLASMA: Fujitsu, Toshiba, NEC, Pioneer LCD: Toshiba, Sharp SAT: DirecTV DVD: Denon, Sony SCREEN: Stewart, Draper, Screen Research WHA: Crestron POWER: Panamax, Furman INTERCOM: Panasonic MOUNT: Lift Tech DVR: Escient, NuVico WCC: Somfy BB: Linksys COMP: Apple
92	Rich Green, Ink	Richard Green	Palo Alto, CA	\$2,500,000	20 \$125,000	14 \$178,571	1	7	IW/IC: Triad, Niles FLOOR: Triad, Goldmund SHELF: Triad AMP: Integra, Niles MRVAV: iPort 2-CH AMP: Integra, Bryston CD: Integra, Goldmund PREAMP: Integra, AudioControl REC: Integra HVAC: Aprilaire LTG: Lutron CABLE: Liberty, Transparent SW: Leviton TEL: Panasonic SEAT: CinemaTech MEDIA SRV: Control4 RPTV: JVC FPTV: JVC, Epson PLASMA: Fujitsu LCD: Sharp SAT: DirecTV SCALER: Faroudja, DVDO DVD: Integra SCREEN: Stewart WHA: AMX, Lutron POWER: Furman IR: Xantech MOUNT: Auton, ATS DVR: DirecTV, Tivo WCC: Lutron BB: Linksys, HP COMP: Apple, HP
94	Protection & Audio/Video by Design	Paula Sheldon	Williamsburg, VA	\$2,466,000	485 \$5,085	23 \$107,217	1	16	IW/IC: Sonance, Def-Tech FLOOR: Def-Tech, Monitor Audio SHELF: Def-Tech, Monitor Audio AMP: Sonance, Niles MRVAV: Sonance, Niles 2-CH AMP: Sonance, Niles CD: Yamaha, Pioneer PREAMP: Yamaha REC: Yamaha LTG: Lutron SEC: DSC CABLE: Planet Waves, Honeywell SW: Honeywell SEAT: Acoustic Innovations, Bass FURN: JSP, Bello MEDIA SRV: Yamaha RPTV: Samsung, JVC FPTV: SIM2, Yamaha PLASMA: Fujitsu, Samsung SAT: Dish Network, DirecTV DVD: Yamaha, Toshiba SCREEN: Draper WCC: Draper, Lutron BB: Linksys, OnQ/Legrand
95	Technocom, Inc.	Patrick McCloskey	Portland, OR	\$2,242,479	584 \$3,840	23 \$97,499	1	17	IW/IC: SpeakerCraft, Bose FLOOR: Bose, Monitor Audio SHELF: Bose, SpeakerCraft AMP: SpeakerCraft, Bose MRVAV: Bose, SpeakerCraft 2-CH AMP: Bose, SpeakerCraft CD: Sony PREAMP: B&K REC: Sony, B&K HVAC: Crestron LTG: Lutron SEC: Honeywell CABLE: Planet Waves, Liberty SW: Honeywell TEL: ES! FURN: Salamander, Bello RPTV: Sony FPTV: Vidikron, Sony PLASMA: LG, Vidikron LCD: Sony, LG DVD: Sony SCREEN: Stewart WHA: Crestron POWER: Monster INTERCOM: Crestron IR: Russound MOUNT: Peerless WCC: Lutron
96	Home Systems USA	Ron Rosklasky	Pompton Plains, NJ	\$2,148,783	50 \$42,976	11 \$195,344	1	23	IW/IC: Elan, Triad FLOOR: Elan, Triad SHELF: Elan, Triad, Sonance AMP: Elan, AudioControl, Sonance MRVAV: Elan, Crestron, ReQuest 2-CH AMP: Elan, AudioControl CD: Denon PREAMP: AudioControl, Lexicon REC: Denon HVAC: Crestron, Aprilaire LTG: Lutron CABLE: RV, Planet Waves, Liberty, Proflex SW: RV, Siemens TEL: Panasonic SEAT: Acoustic Smart, Bass FURN: Salamander, Acoustic Innovations MEDIA SRV: Kaleidescape RPTV: Samsung, Toshiba FPTV: InFocus, SIM2 PLASMA: Fujitsu, LG, Samsung LCD: Sharp, Toshiba SCALER: DVDO DVD: Denon SCREEN: Da-Lite, Draper WHA: Crestron, Elan POWER: Furman, Panamax, Monster INTERCOM: Panasonic IR: Elan, Xantech MOUNT: Omnimount, Chief, Electrokinetics WCC: Lutron BB: Linksys, Netgear COMP: Dell, ShuttleX
97	Digital Interiors, Inc	Ron Rimawi	Alpharetta, GA	\$2,114,000	100 \$21,140	15 \$140,933	1	12	IW/IC: Klipsch, Bay Audio FLOOR: Klipsch, Bay Audio SHELF: Klipsch, Bay Audio AMP: Russound, Crestron MRVAV: ReQuest, Escient, Russound CD: Denon, Sony PREAMP: Denon, Lexicon REC: Denon HVAC: HAI LTG: Centralite, Lutron SEC: HAI, DSC CABLE: Monster SW: Channel Plus TEL: Panasonic FURN: Sanus MEDIA SRV: ReQuest, Russound, Escient FPTV: SIM2 PLASMA: Pioneer, Samsung LCD: Sharp, Samsung SAT: DirecTV SCALER: DVDO SCREEN: Stewart, SnapAV WHA: HAI, Crestron POWER: Panamax, Monster INTERCOM: Nutone, Crestron IR: Xantech MOUNT: Sanus, SnapAV DVR: DirecTV WCC: Lutron BB: Linksys
98	Advanced Communication Technologies	Paul Diggin	Hingham, MA	\$2,000,000	75 \$26,667	8 \$250,000	2	5	IW/IC: Niles, SpeakerCraft FLOOR: Kef, PSB SHELF: KEF, PSB AMP: Niles MRVAV: Niles 2-CH AMP: NAD, Niles CD: Yamaha, NAD PREAMP: Parasound, B&K REC: NAD, B&K LTG: Lutron CABLE: Ixos, Belden SW: OnQ/Legrand TEL: Panasonic SEAT: Salamander FURN: Salamander, Sanus MEDIA SRV: Inteset, Escient FPTV: Sharp, InFocus PLASMA: Fujitsu, Pioneer LCD: Sharp, Samsung SCALER: DVDO DVD: NAD, Yamaha SCREEN: Da-Lite WHA: AMX POWER: Panamax, Furman MOUNT: Sanus, Chief WCC: Lutron BB: Linksys COMP: Dell, Lenovo
99	Desert Sound & Security	Jim Miller	Scottsdale, AZ	\$1,980,411	40 \$49,510	6 \$330,069	1	18	IW/IC: SpeakerCraft, Triad FLOOR: Triad, Meridian SHELF: Triad, Meridian AMP: AudioControl, SpeakerCraft MRVAV: ReQuest, AMX 2-CH AMP: Bryston CD: Denon, Lexicon PREAMP: Lexicon, Meridian REC: Denon, Lexicon CVAC: VacuFlo HVAC: AMX LTG: Lutron SEC: Honeywell CABLE: Monster TEL: Panasonic SEAT: Premiere MEDIA SRV: ReQuest, AMX RPTV: Samsung, Mitsubishi FPTV: Christie PLASMA: LG, Pioneer LCD: LG, Sharp SAT: DirecTV SCALER: Key Digital DVD: Lexicon, Denon SCREEN: Stewart WHA: AMX POWER: RGPC INTERCOM: Panasonic IR: SpeakerCraft MOUNT: Chief DVR: Tivo WCC: Lutron BB: Linksys, AMX COMP: Dell
100	Showtime Audio & Video	Seth Jacoby	Miami, FL	\$1,980,000	40 \$49,500	7 \$282,857	1	6	IW/IC: Boston Acoustics SHELF: Boston Acoustics AMP: B&K, Russound MRVAV: Escient 2-CH AMP: Marantz CD: Marantz, JVC PREAMP: B&K REC: Marantz, B&K, Denon, Yamaha CVAC: Eureka HVAC: AMX LTG: Lutron, Vantage/Legrand SEC: DSC, Honeywell CABLE: Monster SW: Monster, OnQ/Legrand TEL: Panasonic SEAT: Bass Industries FURN: BDI, Vantage Point, Artefacto, Anima Domus MEDIA SRV: Escient FPTV: Runco PLASMA: Panasonic, Samsung, Runco LCD: Sharp, Panasonic, Runco SAT: DirecTV DVD: Marantz, Denon SCREEN: Da-Lite WHA: AMX POWER: Monster, RGPC, Panamax INTERCOM: Panasonic IR: Niles MOUNT: Chief, ProMounts, Peerless, Inca WCC: Lutron BB: D-Link, AMX

Legend

2CH AMP: 2-channel audio Amplifiers	DVD: DVD players/recorders	IW/IC: In-wall/in-ceiling speakers	PLASMA: Plasma TV	SEAT: Home theater seating
AMP: Amplifiers	DVR: Digital video recorders	LCD: LCD TV	POWER: Power Management	SEC: Security
BB: Broadband routers, hubs & modems	FLR: Floorstanding speakers	LTG: Lighting control	PREAMP: Preamplifiers	SHELF: Shelf speakers
CAB: Cabling	FPTV: Front-projection TVs	LTG FIX: Lighting Fixtures	REC: Receivers	SW: Structured wiring
CD: CD players	FURN: Furniture	MEDIA SRV: Servers	RPTV: Rear-projection TVs	TEL: Telephone systems
COMP: Computers	HVAC: Energy management	MOUNT: Mounts	SAT: Satellite dishes	WCC: Motorized window covering controls
CVAC: Central vacuum	INTERCOM: Intercom	MRVAV: Multiroom audio/video	SCALE: Video scalars	WHA: Whole-house automation
	IR: IR Distribution		SCR: Screens	