

# News release



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## **Next generation security solutions and customer testimonials showcased by Johnson Controls at ASIS 2009**

*Company reports increased earnings, market share and customers in security market*

**MILWAUKEE** – (September 21, 2009) – Despite a down economy, Johnson Controls (NYSE: JCI), the global leader in security and fire safety solutions, reports market share growth after a focus on innovative security solutions, operational excellence and customers. The company will highlight these best practices at the 2009 American Society of International Security (ASIS) show held September 21-23 in Anaheim, Calif.

More than 22,000 participants in the security and fire safety field will attend ASIS 2009 to view the next generation of security technologies in the \$121 billion global security market. Johnson Controls will demonstrate a wide variety of cutting-edge products and integrated solutions, including the Digital Vision Network (DVN) 5000 and the P2000 security integration platform at booth number 3308. Technology demonstrations will include the latest hybrid systems that support Internet Protocol (IP) implementations while integrating existing and future infrastructures.

### **Growth through strategic planning and new global leadership**

In 2008, Johnson Controls announced a three-prong strategy to grow its global security and fire safety business. Through integrated security technologies and solutions, targeted global outreach, and a focus on customers, the company's global market share grew three percent and the customer base increased to more than 50,000 businesses worldwide.

"This three-pronged strategy allowed us to better serve customers across the globe with complex integration needs," said Lisa Roy, vice president of Global Security and Strategy, Johnson Controls. "We realized our customers were resource challenged during this tough economic time, so we focused on making what we provided better, and helping them address their immediate and critical needs."

### **Real People. Personal Stories.**

The company's exhibit at ASIS 2009 will focus on the company's partnership with global customers who have successfully implemented products and integrated solutions within their organizations.

"At the end of the day, it's the real people worldwide who use our integrated security solutions that make us who we are," said Michael Mann, director of Global Security Solutions, Johnson Controls.

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Global customer stories within the government, education and pharmaceutical fields will include perspectives from the following leaders:

- Javier Trevino, general director, Government Civic Center Tower, Monterrey, Mexico, “Johnson Controls gives me confidence because they are a single-source provider of multiple systems and integrated services.”
- Dr. James Williams, superintendent, Buffalo Public Schools, Buffalo, N.Y. “We need to operate efficiently as a district and as a business partner, Johnson Controls helped us do that.”
- Danny Mitchell, Jr., security supervisor, Jackson Laboratory, Ben Harbor, Maine. “With the personal attention from the Johnson Controls field engineers, software engineers and managers, we were able to achieve our goals.”

### **Innovations in Security and Fire Safety**

Industry experts will be in booth number 3308 to demonstrate the following products and solutions:

- IP Hybrid Video Surveillance – DVN 5000
- IP Hybrid Security Management – P2000
- Video-based flame and smoke detection – IFV-1000
- Wireless locking hardware
- Power-Over-Ethernet IP reader/controller – PowerNet IP Reader-Controller® and HID Edge
- Command and Control Situational Awareness – Situator®
- Identity Management – SAFE®
- Intelligent Fire Detection and Alarm -- Metasys® IFC2-640 with Digital Voice Command evacuation system

For more details on the company’s ASIS 2009 exhibit, customer testimonials, and products and solutions, visit [www.johnsoncontrols.com/asis](http://www.johnsoncontrols.com/asis). Follow the company’s Security and Fire Safety Twitter account @SecureBuilding for the latest news and live updates from the show floor.

### **About Johnson Controls**

Johnson Controls is the global leader that brings ingenuity to the places where people live, work and travel. By integrating technologies, products and services, we create smart environments that redefine the relationships between people and their surroundings. Our team of 140,000 employees creates a more comfortable, safe and sustainable world through our products and services for more than 200 million vehicles, 12 million homes and one million commercial buildings. Our commitment to sustainability drives our environmental stewardship, good corporate citizenship in our workplaces and communities, and the products and services we provide to customers. For additional information, please visit <http://www.johnsoncontrols.com/>.

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