

Johnson Controls







WHAT IS "SMART"?

AT JOHNSON CONTROLS, WE BELIEVE THAT SMART PRODUCTS AND SERVICES ARE INTUITIVE. WOULDN'T THE WORLD BE A BETTER PLACE IF ALL OF OUR SURROUNDINGS WERE TRULY "SMART"?

5757 N. Green Bay Ave.
Milwaukee, WI 53209 USA

Phone: 414-524-1200
Fax: 414-524-2077

Johnson Controls makes car batteries and interior parts for passenger and hybrid electric vehicles, as well as energy-efficient HVAC systems for commercial buildings. Car interior products include seating, instrument panels, and electronics. Major OEM customers include **GM** , **Daimler DAIMLER**, Chrysler  **CHRYSLER**, and **Ford** . The battery unit makes car batteries for retailers such as **Advance Auto** , **AutoZone** , **Pep Boys** , and **Wal-Mart** . The building efficiency division makes, installs, and services mechanical equipment that controls HVAC, lighting, security, and fire systems in non-residential buildings. The unit also offers on-site facility management. Like most automotive suppliers, **Johnson Controls** is beefing up its presence in China to be near its customers' greatest geographic growth. **Johnson Controls** opened its first Chinese factory in 1997, and has since added 11 more to command the largest share of the Chinese seating market. The company has announced it would expand capacity at its Shanghai seat plant to meet increased demand. The company also plans to expand its component offerings beyond seating in China by entering the interior electronics, overhead systems, and cockpits markets. **Johnson Controls'** purchase of **Delphi Corporation's DELPHI** global auto battery operations has also increased its footprint in Asia, particularly in China. The deal, valued at about \$202 million, is tied to a long-term, global contract to supply **GM** with batteries. As increasing numbers of consumers seek out fuel-efficient, low-emission vehicles, **Johnson Controls** is broadening its expertise in green energy

through both acquisitions and collaborations. 2008 saw the company's acquisition of **PWI Energy** , an independent provider of energy and greenhouse gas management services. **Johnson Controls** also opened the world's first lithium-ion hybrid vehicle battery production facility, which is supplying batteries for a test fleet of Ford Escape plug-in hybrid vehicles. The fleet is part of an ongoing collaboration among **Johnson Controls**, **Ford**, **Southern California Edison**  **EDISON**, and the **Electric Power Research Institute** .

Johnson Controls Key Numbers (fiscal year-end September)	
2007 Sales (mil.)	\$34,624.0
1-Year Sales Growth	7.4%
2007 Net Income (mil.)	\$1,252.0
1-Year Net Income Growth	21.8%
2007 Employees	140,000
1-Year Employee Growth	2.9%

#72 in FORTUNE 500

#473 in FT Global 500

Top Competitors			
	Carrier (December)	Exide (March)	Magna International (December)
Sales (mil.)	\$14,600.0 (2007)	\$3,696.7 (2008)	\$26,067.0 (2007)
1-Year Sales Growth	579.9%	25.7%	7.8%
Net Income (mil.)	--	\$32.1 (2008)	\$648.0 (2007)
1-Year Net Income Growth	--	130.3%	18.2%
Employees	43,000 (2007)	13,027 (2008)	83,900 (2007)
1-Year Employee Growth	(4.4%)	(6.0%)	1.1%

All Competitors



Officers

Stephen A. Roell - Chairman and Chief Executive Officer



Mr. Roell joined Johnson Controls in 1982 as operations controller for the Systems and Services Division of the company's controls business and was named the division controller shortly thereafter. Mr. Roell was elected chief executive officer effective Oct. 1, 2007. He was also elected chairman of Johnson Controls' Board of Directors effective Jan. 1, 2008.

[Bio](#)

Susan F. Davis - Executive Vice President, Human Resources



Ms. Davis joined Hoover Universal, a manufacturer of industrial and farm equipment, (later acquired by Johnson Controls) as a strategic planner in 1983. In the next six years, she was named to positions of increasing responsibility within Johnson Controls until she was appointed director of organizational development in 1991. She was then named vice president, organizational development in 1993. The following year she was appointed to her current position.

[Bio](#)

Jeffrey G. Augustin - Vice President, Finance -- Building Efficiency



Mr. Augustin joined Johnson Controls as a corporate controller; and in 2006, Mr. Augustin was appointed the vice president, finance - Building Efficiency. Under Mr. Augustin's leadership are the Building Efficiency division's global finance organization, information technology and continuous improvement.

[Bio](#)

Susan M. Kreh - Vice President and Corporate Controller



Ms. Kreh spent 22 years with Pittsburgh-based PPG industries in a variety of finance and operational roles. She was general manager of PPG's Optical Materials business for two years and then was promoted to corporate treasurer, a role she had for five years. She was appointed to her current position in March 2007.

[Bio](#)

C. David Myers - Vice President and President, Building Efficiency



Mr. Myers began his career with KPMG Peat Marwick, LLP in 1986 as an assistant accountant. He joined York International (acquired by Johnson Controls in 2005) in 1994. After holding various roles within York, he was named vice president and chief financial officer in 2000 and was then named president, chief executive officer and director of York. He was named to his current position with Johnson Controls in 2005. [Bio](#)

Jacqueline F. Strayer - Vice President, Corporate Communication



Ms. Strayer joined Johnson Controls as vice president, corporate communication in September 2008. She previously was vice president, corporate communications, for Arrow Electronics, Inc. from 2004 to 2008. Prior to that, she held communication leadership positions at United Technologies Corporation and GE Capital Corporation. Earlier in her career she was a communications consultant at William M. Mercer in New York. [Bio](#)

Keith E. Wandell - President and Chief Operating Officer



Mr. Wandell began his career in 1979 with Sheller Globe Corporate and after eight years, moved to Farley Industries. He joined Johnson Controls in 1988 as a plant manager of the company's Toledo, Ohio battery manufacturing facility.

[Bio](#)

Dr. Beda Bolzenius - Vice President and President, Automotive Experience



He joined Johnson Controls in 2004 as vice president and general manager of Europe, South Africa and South America. The following year, he was also named vice president and general manager, Global Electronics. Mr. Bolzenius was named to his current position in August, 2006.

[Bio](#)



Jeffrey S. Edwards - Vice President and General Manager, Japan and Asia Pacific, Automotive Experience



Mr. Edwards joined Johnson Controls in 1984. He has served in a variety of leadership positions of increasing responsibility including: group vice president and general manager, customer business units; vice president and general manager of the company's General Motors Business Unit; general manager of the Ford Business Unit; general manager of complete seat operations; and general manager of one of the company's joint ventures. [Bio](#)

R. Bruce McDonald - Executive Vice President and Chief Financial Officer



Mr. McDonald joined Johnson Controls in November 2001 as vice president, corporate controller and became assistant chief financial officer in 2004. He was appointed vice president and chief financial officer in 2005 and executive vice president in 2006.

[Bio](#)

Jerome D. Okarma - Vice President, Secretary and General Counsel



Mr. Okarma was an attorney at Inland Steel Company, in Chicago, from 1977 through 1982. He then served as assistant secretary and senior attorney at Borg-Warner Corporation from 1982 through 1989, before joining Johnson Controls as assistant general counsel. He was named to his current position in 2004.

[Bio](#)

Subhash (Sam) S. Valanju - Vice President and Chief Information Officer



Mr. Valanju began his career with Federal-Mogul Corporation, where he served for 18 years in a number of different roles, including production planning, warehouse facility management and manufacturing/distribution information systems. He later joined Rockwell International, where he served as director, Information Systems for the company's automotive businesses. During his tenure with Rockwell, he developed and executed information technology strategic plans on a global basis. Mr. Valanju joined Johnson Controls as CIO in 1996. [Bio](#)

Denise Zutz - Vice President of Strategy, Investor Relations and Communication



Since joining Johnson Controls in 1973, Ms Zutz has had increasing responsibilities for the company's corporate communication, spanning marketing and brand positioning, corporate identity, and employee, media and community relations. Currently, she also leads the company's investor relations function, focusing on relationships with the institutional investment community. In 2004, Ms. Zutz assumed responsibility for the company's global strategic planning process.

[Bio](#)

Colin Boyd - Vice President, Information Technology and Chief Information Officer



Mr. Boyd joined Johnson Controls as vice president, information technology and chief information officer in October 2008. Mr. Boyd previously was chief information officer and corporate vice president of Sony Ericsson from 2002 to 2008. He was general manager, European IS operations and services, for Sony Europe from 1998 to 2001. He was principal consultant -- IT and telecoms for British Telecom from 1994-1998.

[Bio](#)

Charles A. Harvey - Vice President, Diversity and Public Affairs



He was named to his current position in January, 2006. His responsibilities include leadership of workforce and supplier diversity initiatives, community relations efforts and public affairs programs, including the Johnson Controls Foundation.

[Bio](#)

Alex A. Molinaroli - Vice President and President, Power Solutions



Mr. Molinaroli started with Johnson Controls in 1983 and has held numerous positions within the Building Efficiency group. He championed the development of consistent and effective sales management disciplines within Johnson Controls and has worked to expand that consistent approach on a global basis, involving over 300 sales offices in nearly 50 countries and was promoted to vice president and general manager for the North American Systems business. Mr. Molinaroli was appointed to his current position in January 2007. [Bio](#)



Frank A. Voltolina - Vice President and Corporate Treasurer



Mr. Voltolina began his career in an international tax role for Touche Ross in 1982. He later held various international positions with Price Waterhouse and Mallinckrodt Inc, where he served in several executive assignments, including vice president and treasurer. He subsequently moved to ArvinMeritor, Inc where he served as vice president and treasurer. He joined Johnson Controls in June, 2003 and currently leads all aspects of the company's global treasury function. [Bio](#)

Company Profile

A more comfortable, safe and sustainable world

Johnson Controls has expanded remarkably since Professor Warren Johnson founded the company to manufacture his invention, the electric room thermostat. Since its start in 1885, Johnson Controls has grown into a global leader in automotive experience, building efficiency and power solutions. The company provides innovative automotive interiors that help make driving more comfortable, safe and enjoyable. For buildings, it offers products and services that optimize energy use and improve comfort and security. Johnson Controls also provides batteries for automobiles and hybrid electric vehicles, along with systems engineering and service expertise. Johnson Controls has more than 1,300 locations worldwide.

Global Presence

U.S. & Canada

Headquarters
Milwaukee
Plymouth &
Milwaukee Technical
Centers
7 Integrated Plants,
4 Distribution
Centers

Mexico

Headquarters
Monterrey
Monterrey Technical
Center
5 Plants

Asia

3 Plants in South
Korea (Kumi), China
(Shanghai), India
(Amara Raja)
Sales Office in Japan



South America

Sorocaba
Technical Center
2 Plants
3 Distribution
Centers in Brazil,
Argentina,
Venezuela

Europe

Headquarters
Hanover
Hanover
Technical Center
8 Plants

Businesses

Automotive Experience: Global leader in interior systems for light vehicles including passenger cars and light trucks. Systems supplied include seating, overhead, door, instrument panels and cockpits, doors, storage, electronics and electronic energy-management systems, automotive batteries for both the aftersales- and original-equipment markets.

Johnson Controls operate nine technology centers with dedicated space to develop state-of-the-art product technologies. The facilities are located in:

[Plymouth, Michigan, USA](#)
[Holland, Michigan, USA](#)
[Burscheid, Germany](#)
[Grefrath, Germany](#)
[Karlsruhe, Germany](#)
[Cergy, France](#)
[Sofia, Bulgaria](#)
[Trenčín, Slovak Republic](#)
[Ayase, Japan](#)



Power Solutions: World's largest manufacturer of lead acid automotive batteries and developer of advanced battery chemistries. Johnson Controls' batteries consistently outperform competitors in fleet and laboratory testing – Johnson Controls manufactures the longest lasting battery, period. About 80% of batteries are sold through the automotive aftermarket and 20% are sold as original equipment.



Johnson Controls Automobile OEM Customers:

GM Group, Toyota Group, Ford Group, Renault-Nissan, Volkswagen Group, Hyundai-Group, Daimler Chrysler Group, Honda Group, PSA Group, Suzuki Group, BMW Group

Brands:



Applications:

- [Passenger Cars](#)
- [Commercial and Agriculture](#)
- [Motorcycles](#)
- [Jetskies, snowmobiles, quads](#)
- [Golf Carts, Lawn & Garden, Wheel Chairs](#)
- [Marine](#)
- [Solar Energy](#)

Building Efficiency: Leading full-line service provider of mechanical equipment as well as systems that are controlheating, ventilating, air conditioning (HVAC), lighting, security and fire management in non-residential buildings. Services include complete mechanical and electrical maintenance. World leader in integrated facility management for Fortune 500 companies, managing more than one billion square feet worldwide. Johnson Controls makes buildings in 125 countries more comfortable, productive, safe and energy efficient.

Resources:

Building Simplified



Global WorkPlace Solutions



Fact Sheet

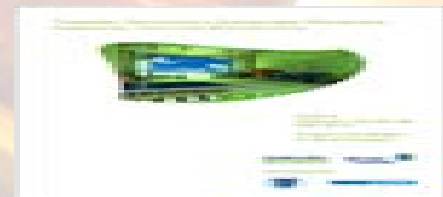


Johnson Controls VISIBLE



Case Studies

Workplace Futures



Project Profiles

- Manufacturing
- Financial Services
- Corporate Real Estate
- Pharmaceutical
- Healthcare
- Higher Education
- K-12 Education
- State & Local Government

Network Integration Solutions



Videos



Article

"Navigating the Future: The Solutions Navigator Circles the Globe to Assess Corporate Real Estate Needs."

