



11819 North Pennsylvania Street
Carmel, IN 46032

VISIT SCHLAGE AT CEDIA EXPO 2009, BOOTH 5733

Contact:

GLA Communications
Bob Ankosko
732-651-2385
bob@glapr.com

FOR IMMEDIATE RELEASE

SCHLAGE INTRODUCES CEDIA INTEGRATOR PROGRAMS FOR SCHLAGE LiNK™ HOME-MANAGEMENT SYSTEM

Mix and Match Home Automation Starter Kits Now Available for Custom Installers

ATLANTA, GA, September 8, 2009 – As it moves to expand distribution into the custom channel, Schlage is positioning its Schlage LiNK™ home-management system as a simple and efficient way for residential electronic integrators to diversify their customer base and create a new revenue stream. To accomplish this, the company is introducing two programs at 2009 CEDIA Expo that enable custom installers to add the system to their service offerings.

Schlage is also announcing a Universal RS-232 to Z-Wave® Adapter at the show, which expands the utility of the Schlage LiNK System as well as compatibility with other products on the market.

“The Schlage LiNK System is a crossover product that can be installed by do-it-yourself homeowners but also marketed by custom integrators as an entry-level home-automation solution for consumers who don’t want to mess with installation,” said Eric Deddens, Vice President, Sales and Marketing-Builder Channels for Ingersoll Rand, the parent company of Schlage. “This system meets the needs of an untapped base of homeowners who want a simple and affordable security/home-management solution and provides new opportunities for integrators who are looking to expand their service offerings in a down economy.”

No Inventory Required with Easy-to-Order Home Automation Starter Kits

Schlage is introducing the Home Automation Starter Kit program, which allows integrators to assemble tailored solutions of the Schlage LiNK home-management system. Orders can be placed on an as-needed basis and mixed and matched to meet homeowner needs. There is no need to carry inventory because the system package is shipped as soon as the order is received.

The kits can include Schlage® wireless keypad deadbolts or lever locks, Schlage light modules and network cameras as well as the Trane® Remote Energy Management Thermostat. Trane is also owned by Ingersoll Rand.

CEDIA members will also benefit from Schlage's new Personal Use promotion, which allows them to purchase Schlage LiNK System components at a substantial discount through the wholesaler supplier ADI. "We want to make it easy and cost-effective for integrators to experience the system firsthand at home or in a showroom or office," Deddens said.

To help CEDIA installers learn more about the Schlage LiNK System and how it works, Schlage and ADI are offering training sessions during the Expo. The CEDIA-accredited class will be held in Room C304 on Friday September 11 at 11:15 a.m. and on Sunday, Sept. 13 at 10 a.m.

Universal Adapter Expands System Capability

Schlage also announced that it is developing a Universal RS-232 to Z-Wave Adapter, which will be available in 2010. The adapter will enable Schlage LiNK wireless keypad locks and other Z-Wave-enabled devices to be integrated into home automation systems that do not support Z-Wave technology. "The adapter expands the utility of the Schlage LiNK System and gives integrators the option of including world-class Schlage locks and Z-Wave-enabled Trane thermostats into the systems they install," Deddens said.

The complete Schlage LiNK family of products will be demonstrated in Booth 5733 during CEDIA Expo 2009 at the Georgia World Congress Center in Atlanta. The tradeshow floor is open September 10-13.

Schlage LiNK System at a Glance

The Schlage LiNK System is the first remote home-management system to include a Z-Wave-enabled wireless keypad lock. Z-Wave technology makes it easy to set up a secure wireless ecosystem that provides 24/7 control over a variety of electronic devices

from any computer and most cell phones, providing an affordable home-management solution that residential system integrators can offer to new and existing customers.

Anchored by the quality and security performance of Schlage's ANSI Grade 2 wireless keypad deadbolts and locksets and backed by the company's world-class customer service, the Schlage LiNK System can be expanded to include Schlage network cameras and a variety of Z-Wave devices, including Schlage light modules, the Trane Remote Energy Management Thermostat and other devices and appliances. All communications with Schlage wireless locks and Schlage's remote-access server are fully encrypted. A single Schlage LiNK System can support up to 232 devices, all of which are covered under a \$12.99 per month subscription fee paid by the consumer.

The Schlage LiNK System offers a number of compelling features, including remote monitoring and control from a computer or cell phone, which enables homeowners and small/business/property owners to:

- Lock and unlock the door (deadbolt can only be unlocked remotely)
- Receive email or text alerts when a specific access code is entered—a great feature for working parents of latchkey kids (up to 19 unique codes can be assigned)
- Keep a 90-day log of access codes to track who entered the premises at what times and on which days
- Easily set up and change entry codes
- Create temporary entry codes for maintenance workers, such as a plumber
- Check a door to see if it is locked, instead of returning home or calling a neighbor
- Remotely manage thermostat settings to conserve energy and reduce utility bills for a primary residence, vacation home or rental property; homeowners can reduce heating costs by about 3% for every degree the thermostat is lowered and cut cooling costs by 3 to 4 percent for every degree the thermostat is raised, according to the U.S. Department of Energy
- Program the system to automatically turn on lights when a specific access code is entered
- See what's going on at a primary or secondary residence, rental property or business via a live video-camera feed

Schlage wireless deadbolts and locks are available in bright brass, satin nickel and aged bronze finishes.

For more information about the Schlage LiNK System, visit www.link.schlage.com.

About Schlage and Ingersoll Rand Residential Solutions

Schlage® is the leader in security devices, trusted for more than 85 years, spanning both the commercial and residential markets. Commercial grade quality is built into every Schlage® product. The brand is on the forefront of developing cutting-edge technology and innovation such as wireless security products and biometrics, among others. www.schlage.com. Ingersoll Rand Residential Solutions, a business comprised of well-known brands like Schlage and Trane, delivers safety, comfort and efficiency to homeowners throughout North America. Our quality products, services and solutions include mechanical and electronic locks, heating and air conditioning systems, indoor air quality solutions, advanced controls, portable security systems and remote home management. For more information on these and other residential solutions please visit www.ingersollrand.com, www.schlage.com, or www.trane.com.

About Ingersoll Rand

Ingersoll Rand is a global diversified industrial firm providing products, services and solutions to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and enhance industrial productivity and efficiency. Driven by a 100-year-old tradition of technological innovation, we enable companies and their customers to create progress. For more information, visit www.ingersollrand.com.

About Z-Wave

Z-Wave is an award-winning, proven and interoperable wireless mesh networking technology that allows a wide array of devices in and around the home to communicate, including lighting, appliances, HVAC, entertainment centers and security systems. Z-Wave brings many benefits to everyday life including remote home monitoring, home healthcare, safety and security, and energy conservation. Z-Wave certified products are currently available from leading consumer brands in more than 300 products. Z-Wave is the recipient of the *Wall Street Journal* Technology Innovation Award in the wireless category, the CNET "Best of CES Award" in the enabling technologies category, along with *PC World's* World Class Award. For more information about Z-Wave, please visit www.z-wave.com.

###