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## Day One

*By Karina Sanchez*

**WELL** we're all back for another go-around. This time, things seem to be a little different. What I noticed first today walking into the exhibit space were the Boon Edam access devices at most entrances. They were a nice addition to the badge-checking staffers that we're all familiar with. My first day at ISC West 2007 started off nicely and ended like all others – over-walked and scheduled for more.

As most in the industry might already know, Stanley Security bought HSM. At the press conference, Brett Bontrager, president of Stanley convergent security solutions, timelined Stanley's progress since its inception in 1842.

What we're really focusing on now here is the time in between 2002 until now -- as Bontrager said, its growth period. After acquiring companies like Blick and Best Access Systems, the company went one step further and added HSM to its portfolio. Bontrager said that Phase 1 of the company's portfolio transformation was to divest from entry doors and home décor and to grow / invest strongly in the security business – alas, the reason you see them with more and more of a presence within the industry. When Tim Whall, former president of HSM and now COO of Stanley's convergent security solutions, took the stage, it was nothing but high-five's all around.

"I think I can speak for all the HSM folks when I say that we're all very pleased by the acquisition," Whall said.

And that should be good news. We're seeing more and more mergers and acquisitions in this business and my only hope is that things go as planned. In saying all that, I met with AVAD today and it seems as though they've really gotten a good response from security installers and dealers at the show today. The company is really starting to have more of a presence in the security industry, and for those installers and dealers who want to transition into home automation, AVAD might be a good source to start out with.

To finish things off, Day One ended at some nice cocktail parties with CoVi Technologies and RF Logics Inc. As I end my day at a System Sensor cocktail party, I hope that tomorrow will bring just as many highlights as today.

## The Wrap Up

Things are all wrapped up for ISC West 2007, and it seems like it was another big success. Security Products came out of the show with a lot of promising results and favorable responses. Members of our editorial staff were able to meet with key players in the industry who we hope will have more of a presence in the magazine in the near future.

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