

Stanley Security Solutions

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A division of Stanley Works, a \$250 million/year international organization, Stanley Security Solutions is a \$30 million/year integrator specializing in correctional security including jails, prisons, police departments, courthouses, etc. Ryan Tomlinson is a Sales Engineer who has been with Stanley Security Solutions for 8 years.

One of Tomlinson's primary responsibilities is to design and specify security command and control workstation solutions for Stanley's customers that provide value on many different levels. As a systems specifier it's important the workstations not only perform solidly relative their function, but also offer esthetically superior style and design. If both these objectives can be accomplished with a flexible modular design, it adds even more value.

Tomlinson explained that in the past, architects sometimes specified traditional wood-laminate millwork-style security consoles from a local contractor. Now, architects and owners prefer the idea of an off-the-shelf control console. They like the clean look, the overall functionality, monitor mounting flexibility and the cost savings and convenience associated with a pre-assembled unit.

Tomlinson first became aware of Emcor Enclosures after his company purchased a competitive console. Stanley's engineering group complained that the enclosure did not come pre-assembled. Parts were not enclosed, and in some cases, the technicians were not even aware that certain parts were required. They were spending a lot of time just trying to get the console put together. Tomlinson began to research alternatives that would provide a better solution, both in function and convenience

After looking at other products on in the market, Ryan decided on the Emcor FP2 Flat Panel Display console. "The fact that Emcor Enclosures come completely pre-assembled was a huge plus for us" Tomlinson said. "Most of our technicians are electrical engineers and they don't like to spend a lot of time bolting together mechanical components. They want something that is easy for an electrician or other on-site technician to put together."

"The price was good, in fact better than competitive units. The fact that it takes less time to set up is even better. The quality is excellent - very sturdy, construction. And we really like the fact that the consoles ship from the factory directly to the job site. I don't know of any other console manufacturer that does that. There seems to be less chance of damage by using Emcor factory trucks and drivers."

Tomlinson added "Depending on the amount of equipment, we often bring the consoles in here and install the electronic equipment before sending the finished unit to the job site. As far as end-users are concerned, the FP2 does show very well and the customer feedback has been excellent. We have a FP2 in our showroom and everyone really likes the look and ergonomics of the unit. I just had a customer come in that was looking for some control consoles. When I showed him the FP2 he said it was exactly what he was looking for. We are excited to have a product that is so well received by the end users."

"Another plus for Emcor is the customer service they provide. We have been doing some custom projects recently Emcor's Eastern Regional Sales Team has been very helpful in guiding us through the process. Some companies are hard to get in touch with and hard to deal with in general. I have always been able to reach their sales and customer service group, and they have always been very helpful and responsive." Tomlinson said.