

FIORI GIOVANNI JOHN  
 Form 4  
 November 18, 2004

**FORM 4**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
 Washington, D.C. 20549**

OMB APPROVAL

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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
**FIORI GIOVANNI JOHN**

(Last) (First) (Middle)  
 5757 N. GREEN BAY AVENUE, P.O. BOX 591  
 (Street)

MILWAUKEE, WI 53201-0591

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
**JOHNSON CONTROLS INC [JCI]**

3. Date of Earliest Transaction (Month/Day/Year)  
 11/17/2004

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

\_\_\_\_ Director \_\_\_\_\_ 10% Owner  
 Officer (give title below) \_\_\_\_\_ Other (specify below)  
 Executive Vice President

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  |                                | (A) or (D) Price  |   |  |                                   |
| Common Stock                    |                                      |  |                                | V   | 62,100  | D  |                                   |

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474 (9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)**

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| 1. Title of Derivative Security (Instr. 3)    | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Underlying (Instr. 3 and 4) |              |
|---|--|--------------------------------------|--|--------------------------------|---|--|--|--------------|
|   |  |                                      |  | Code                           | V (A) (D)   | Date Exercisable   | Expiration Date                          | Title        |
| Phantom Stock Units/LTPP                      | (1)  |                                      |  |                                |   | (2)  | (2)                                      | Common Stock |
| Phantom Stock Units/EICP                      | (1)  |                                      |  |                                |   | (4)  | (4)                                      | Common Stock |
| Phantom Stock/Restricted Stock Plan Dividends | (1)  |                                      |  |                                |   | (6)  | (6)                                      | Common Stock |
| Stock Option                                  | \$ 28.8907   |                                      |  |                                |   | 11/18/2000   | 11/18/2008                               | Common Stock |
| Stock Option                                  | \$ 29.2032   |                                      |  |                                |   | 11/17/2001   | 11/17/2009                               | Common Stock |
| Stock Option                                  | \$ 28.4219   |                                      |  |                                |   | 11/15/2002   | 11/15/2010                               | Common Stock |
| Stock Option                                  | \$ 40.115  |                                      |  |                                |   | 11/14/2003   | 11/14/2011                               | Common Stock |
| Stock Option                                  | \$ 40.2975   |                                      |  |                                |   | 11/20/2004 <sup>(8)</sup>                                | 11/20/2012                               | Common Stock |
| Stock Option                                  | \$ 52.55   |                                      |  |                                |   | 11/19/2005 <sup>(8)</sup>                                | 11/19/2013                               | Common Stock |
| Stock Option                                  | \$ 61.69   | 11/17/2004                           |  | A                              | 100,000   | 11/17/2006 <sup>(8)</sup>                                | 11/17/2014                               | Common Stock |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |                                |       |
|---|---------------|-----------|--------------------------------|-------|
|   | Director      | 10% Owner | Officer                        | Other |
| FIORI GIOVANNI JOHN<br>5757 N. GREEN BAY AVENUE<br>P.O. BOX 591<br>MILWAUKEE, WI 53201-0591 |               |           | Executive<br>Vice<br>President |       |

## Signatures

Arlene D. Gumm, Attorney-In-Fact for  
Giovanni Fiori

11/18/2004

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) The phantom stock units convert to the common stock's cash value on a one-for-one basis.
- (2) The phantom stock units were accrued under the Johnson Controls Long-Term Performance Plan and are to be settled 100% in cash upon the reporting person's retirement.
- (3) Includes 170,989 phantom stock units acquired through the reinvestment of dividends on June 30 and September 30, 2004, at prices ranging from \$53.38 - \$56.81 per phantom unit.
- (4) The phantom stock units were acquired under the Johnson Controls Executive Incentive Compensation Plan and are to be settled 100% in cash upon the reporting person's retirement.
- (5) Includes 102.15 phantom stock units acquired through the reinvestment of dividends on June 30 and September 30, 2004, at prices ranging from \$53.38 - \$56.81 per phantom unit.
- (6) The phantom stock units were acquired under the Johnson Controls Deferred Restricted Stock Plan and are to be settled 100% in cash upon the vesting of the reporting person's restricted stock to which they relate.
- (7) Includes 119,023 phantom stock units acquired through the reinvestment of dividends on June 30 and September 30, 2004, at prices ranging from \$53.38 - \$56.81 per phantom unit.
- (8) Fifty percent of the options become exercisable two years after the grant date; the remaining 50%, three years after grant date.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.