

JMG Is A Big Hit At Fenway Properties

Devin Beale plays two positions for Fenway Properties in San Diego. On offense he is the development manager for the real estate investment company. On defense he is responsible for securing the company's 4,000 s.f. offices as well as the 4-story 80,000 foot building it owns, occupies and leases.

A former architect who has been with Fenway for ten years, Devin has recently been relying on Jason Darby for the security system expertise he was lacking; and the JMG SECURITY SYSTEMS sales agent, also located in San Diego, has come through in every clutch situation.

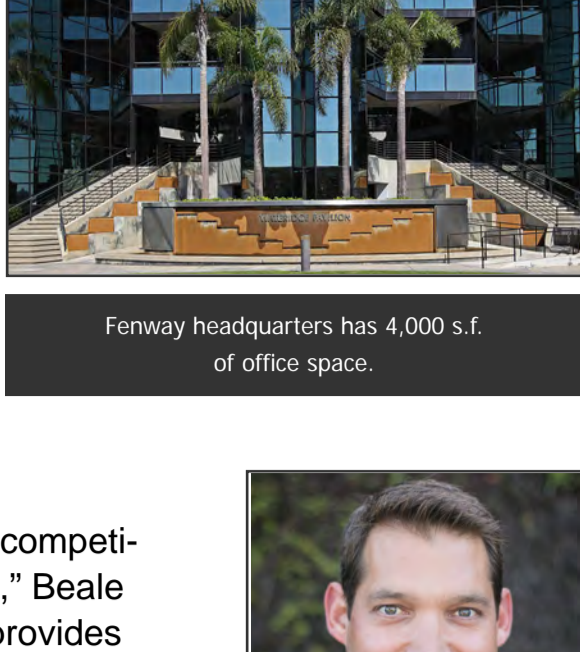
"The initial decision to go with JMG was based on its competitive pricing and a solution that met our specific needs," Beale recalled. Since then it has been on the service JMG provides and the personal trust developed between Jason and Devin.

"We're not the biggest real estate company in San Diego," Beale notes, "but JMG treats us as though we are." That assessment comes after JMG provided a complete upgrade of Fenway's security systems including access control and a customized CCTV camera system that secures the offices and parking area of the company's six-acre parcel.

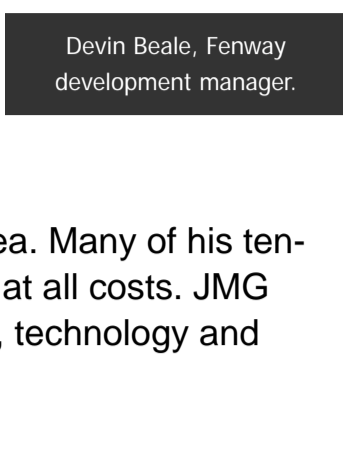
Often, Beale's security needs extend to his tenant clientele in the area. Many of his tenants are in R&D with intellectual property that needs to be protected at all costs. JMG provides not only the best systems for each location, but the service, technology and training for them as well.

As for technology, Beale is sold on the Brivo software that operates the access control system. "When my job takes me out of town or out of state, I can remotely access our system and handle most issues with the phone app."

As a result of Beale's complete satisfaction, Darby has been asked to bid on the growing portfolio Fenway has in escrow. "JMG provides good service so that we can provide good service," Beale added. "In this time of 'instant gratification,' it's good to have someone like JMG on your team."



Fenway headquarters has 4,000 s.f. of office space.



Devin Beale, Fenway development manager.

Client Services Expansion Raises Bar for Security Industry

JMG SECURITY SYSTEMS expanded the Client Services Department in June to include a position that focuses on existing clients. Filling this position will be long-time JMG team member Caroline Olearnek, who has been in the security industry twenty-four years, the last 16 at JMG.

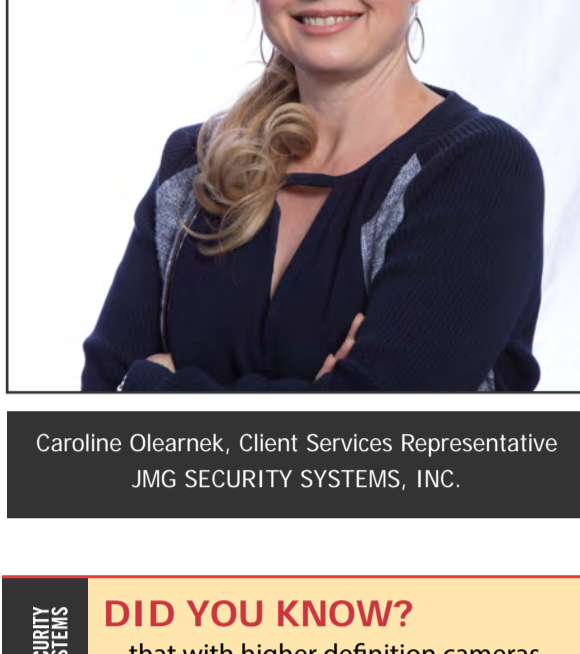
Previously, a key member of the Executive Accounts Department, Ms. Olearnek fulfilled a similar role for JMG's large chain clients whose security needs require day-to-day attention. JMG has always been a leader in customer-focused programs and initiatives and this expansion of the Client Services Department is the latest example.

Caroline will be focused on reaching out to JMG's clients to make sure their needs are being met. "It's my job to partner with sales agents to maintain a solid relationship," Caroline says. "I want to keep the dialog open so that any time a client has a question or concern, they'll have an advocate who can provide an answer."

When asked how she feels about the promotion, Caroline said, "I'm excited to have this opportunity to reach out to the entire JMG client base. I hope to get to know them all eventually and I want to make sure they are aware of all the client resources we make available such as; seminars, newsletter and the state-of-the-art Command Center - where clients can see all the latest security technology in a hands-on experience."

Caroline will be working in all of JMG's account territories and will be in the field several days a week to visit clients. If there's anything you need to review or discuss, Caroline can be reached at colearnek@jmgsecurity.com or 714-240-0231.

"Don't hesitate to contact me," she concluded, "I want to encourage everyone to take advantage of this new outreach from JMG's Customer Service Department."



Caroline Olearnek, Client Services Representative JMG SECURITY SYSTEMS, INC.

DID YOU KNOW?
... that with higher definition cameras the image quality is better (greater detail, excellent color reproduction) and you can see more area potentially reducing the number of cameras needed.

Service Expansion and Branding Updates Continue

by Ken Jacobs, President/CEO
JMG SECURITY SYSTEMS, INC.

Our service continues to grow in parallel with our increasing sales. Last column, I thanked our clients for helping us to a record year in 2014. We are on a pace to exceed those numbers in 2015. Many contributors are responsible, including the sales efforts of Jason Darby in our San Diego office, and David Sharp in Ventura County – and of course the continued confidence of the JMG client family.

I'm proud of our "open door" policy, where we invite you to attend a seminar, visit our demo center to see the latest surveillance technology, or just stop by and see our latest additions. We continue to update our facility to keep current and serve our clients in the most efficient manner possible. Most recently we expanded our project management department and dispatch center. We installed high definition screens and monitors to track, at a glance, their activity and job status all over Southern California in real time. I don't know of anyone else in our industry who opens their facility for inspection as we do. Please stop by anytime.

Another article in this issue announces our new customer service outreach program headed by Caroline Olearnek, who has been with us for 16 years. She has been replaced as executive accounts manager by Melissa (Fischer) Fernandez, who took a sabbatical from JMG three years ago to complete her college education and during that time also married. Melissa's ten-year tenure and Caroline's longevity show they are not just holding down jobs but are on a career path. Turnover at JMG is minimal or non-existent in every department. Each employee does his or her part to make this a favorable place to work, which reflects in our service to you.

Randie Shapiro, marketing director, is closing in on her first anniversary at JMG and our year-long re-branding efforts have been under her supervision. Her latest accomplishment is the launching of our improved website, which allows even greater access to our personnel, products and services. Visit when you can and please send us feedback through [this link](#).

Next seminar on Wednesday, September 16th. More info to follow.

Earn CPR Certificate At JMG Seminar September 16th

Should you witness an emergency situation, would you be prepared to offer first aid? Or know the first step to take with someone who has lost, or is losing consciousness? Being prepared could mean saving a life and statistics show you are twice as likely to give emergency aid to someone you know rather than a stranger.

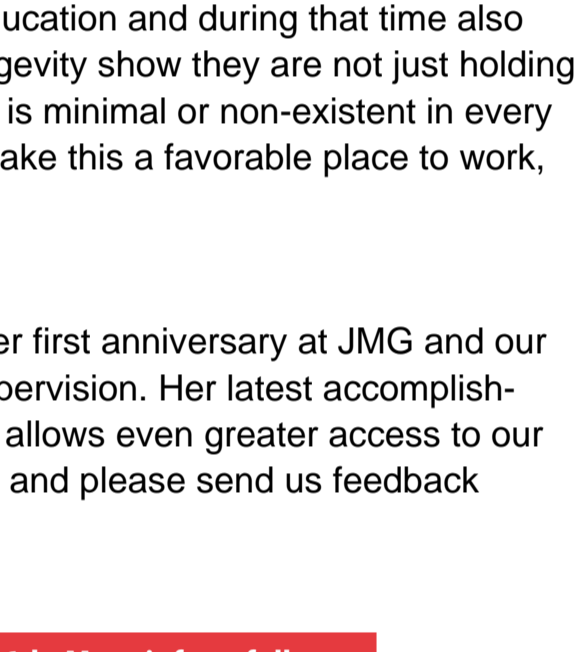
Understanding the ABCs of CPR will give you the confidence and skills to step in and make a difference should a co-worker or family member be in a life-threatening situation in your presence. And you can learn those life-saving skills at the next JMG Seminar on Wednesday, September 16th.

A Red Cross-certified instructor will demonstrate the most recent techniques recommended by prominent life safety organizations. The seminar will be held at JMG's Conference Center and will run from 10 am to 2 pm, with a working lunch provided. Certifications will be given to participants upon its completion.

Seating is limited so reservations are recommended. You can reserve your seat by calling Callie Snyder at 800-900-4JMG or through her email at csnyder@jmgsecurity.com.



Ken Jacobs, President/CEO JMG SECURITY SYSTEMS, INC.



The new wrap-around graphics on our service vehicles are part of the recent JMG re-branding effort.

DID YOU KNOW?
... that in addition to using traditional access cards or fobs you can now use your smart device.

Lighting Plays A Key Role

by Craig Loyd, V.P. Operations
JMG SECURITY SYSTEMS, INC.

Video surveillance has been an important part of security for many years. The technology behind video surveillance has also changed substantially if not thousands of times higher in resolution providing much greater detail and clarity than previous generations. What typically looked like grainy or blurry video is now crystal clear, allowing for a greater ability to analyze and identify security events and concerns. This leap in technology has, however, created new challenges.

Lighting has always been key to capturing good quality images in low or no-light conditions. This requirement is even more important when utilizing high-resolution cameras. The sensors used in cameras to capture images contain pixels. Lower resolution cameras have fewer but larger pixels than high-resolution cameras which have more but smaller pixels.

These pixels collect the available light allowing the camera to see in low light conditions. The larger the pixel, the more light it can collect. So the simple rule is, as the resolution of the camera increases, its sensitivity to light decreases. In addition, low light conditions create more "white noise" in the image. This can appear as little white specks in the image. This noise can cause the bandwidth usage of the camera to substantially increase creating higher network throughput and storage usage. So as you can see, good lighting is essential for many reasons other than quality of the image.

JMG partners with leading manufacturers of commercial grade lighting designed specifically for use with surveillance cameras. Whether it is infrared (IR), or white light illumination, these professionals can help design and implement the lighting solution that is right for your application. These systems use the latest LED technology minimizing power consumption for better ROI, while also lasting far longer than the incandescent light technology.

In summary, lighting really counts and can make the difference. If you'd like more information about lighting and designing the right surveillance system for your specific needs call us at 800-900-4564 or email us at sales@jmgsecurity.com.

20th Annual Golf Tournament Sets Three Records

JMG's 20th Annual Benefit Golf Tournament set records for player participation, sponsors and proceeds.

Played under ideal conditions over the 36-hole layout at Mile Square Golf Course on May 20th, 311 players participated in the "shotgun-style" tourney.

Player donations to play, combined with the proceeds from 15 sponsors and dozens of contributions for the raffle and auction, generated a \$110,000 contribution to The Boys & Girls Clubs of Huntington Valley. In two decades the tournament has raised almost \$1.5 million for the Fountain Valley-based organization.

New this year was the Platinum-level sponsorship at \$2,500, which included golf for four and four seats in a suite at an Angels or Ducks game. All ten sponsorships donated by Angels and Ducks management were sold.

A grateful Ken Jacobs, who is the founder and director of the tournament, thanked all participants and sponsors in a letter which noted what they made possible: "By being part of the tournament, you have helped to give kids a safe place to go after school, where they can participate in tutoring and reading programs, plus receive something healthy to eat each day."

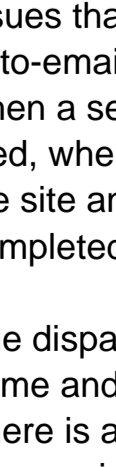
Jacobs added, "We'd like to thank Pacific Premier Bank for being the host sponsor for the third consecutive year. Steve Gardner and his team did a wonderful job in helping to reach these record numbers."

Photos of the event are available on the JMG website or can be viewed now. [Click here](#) to take a look.



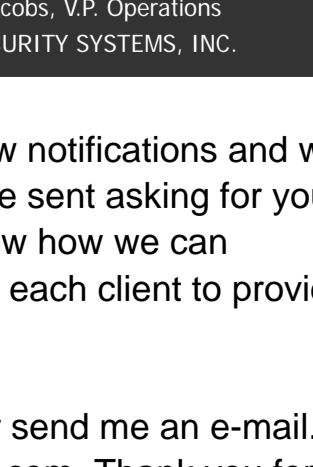
More than 300 golfers participated in the 20th Annual JMG Benefit Golf Tournament.

DID YOU KNOW?
... that by having a JMG System Support Agreement- you get preventative maintenance, which can save you money in the long run.



JMG FUN FACTS

You could say that Paul Drebes, a systems engineer at JMG for 15 years, has a hobby he can build on. As a youngster he learned from his father the basics of woodworking. Among their early projects, was the construction of birdhouses and rabbit cages. Paul's interest and talents led him to take all the woodshop classes offered at his high school. Over the years he has applied his skills to a range of activities, from re-finishing cabinets to building a cedar chest. "It's relaxing to make something from nothing and turn it into something friends or family can enjoy for years," Paul said of his avocation.



We're On Our Way!

by Pete Jacobs, V.P. Operations
JMG SECURITY SYSTEMS, INC.

Communicating to our clients is key in maximizing our chances of quickly resolving any issues that come up. JMG recently began an auto-email process that notifies the requestor when a service appointment has been scheduled, when a technician has been dispatched to the site and again when the service has been completed.

The dispatch e-mail also shows the technician's name and includes a picture of the technician. There is a link in the e-mail to re-schedule or communicate any information to service dispatch.

We have already received several positive responses about the new notifications and we are excited to hear how it works for you. Lastly, a brief survey will be sent asking for your feedback on how we did. I encourage you to fill it out and let us know how we can improve. I look forward to reading every response and working with each client to provide the best service possible.

You don't need to wait for a survey to contact me. Give me a call or send me an e-mail. I can be reached at 800-900-4564, ext. 322 or pjacobs@jmgsecurity.com. Thank you for choosing JMG, we appreciate you!



Pete Jacobs, V.P. Operations JMG SECURITY SYSTEMS, INC.

For more information or to schedule a demo call 800-900-4JMG (4564) or visit www.jmgsecurity.com.