

Food Distributor Likes JMG's Menu of Services and Systems

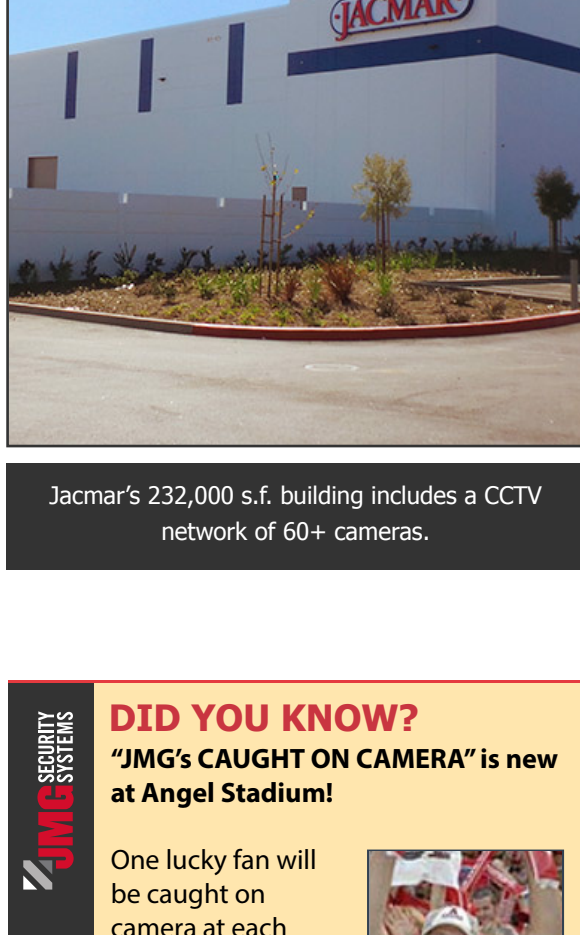
When the 100 employees of food distributor Jacmar moved into their new 232,000 s.f. building last year, JMG already had a presence. Asked early in the construction process to develop a security system that would protect employee assets and an anticipated \$5 million dollar inventory, JMG Senior Agent Chris Ponchak and his team developed and installed a comprehensive system that has impressed Jacmar executives and visiting VIPs.

The decision process was unusual in that Mike Martinez, Jacmar's Director of Operations, who was responsible for selecting a security systems integrator, never visited JMG's offices for a presentation. Instead, he went to a JMG-secured site similar to theirs, which confirmed that JMG's capability and service was precisely what Ponchak had represented.

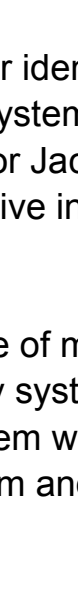
Bids from competitive system integrators followed but Martinez said he was already sold on the knowledge and understanding Ponchak brought to their discussion of Jacmar's needs. "The technology expertise JMG provided was impressive and sophisticated," Martinez noted, "but it didn't stop there. We learned later that the JMG project manager had the awareness and ability to coordinate with our other suppliers during construction, which enabled everyone to meet their deadlines."

The system JMG installed ranges from initiating visitor identification badges, to a CCTV network of 60+ cameras and a Brivo access control system. Its comprehensive capabilities recently impressed an important potential client for Jacmar, who remarked that the security system Jacmar had in place would be a positive influence on their decision in selecting a food distributor.

As a food handler, Jacmar faces threats beyond those of material distribution centers. "With food safety being a national priority, our security system must meet strict federal agency standards," Martinez advised. "The JMG system we have, and the service it provides to keep it operative, is something we benefit from and can market to our clients. We're very happy with the JMG team."

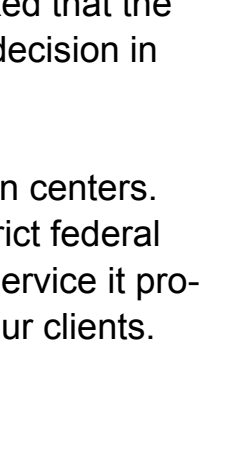


Jacmar's 232,000 s.f. building includes a CCTV network of 60+ cameras.



DID YOU KNOW?
"JMG's CAUGHT ON CAMERA" is new at Angel Stadium!

One lucky fan will be caught on camera at each home game and win an Angels prize pack. Will it be you?



JMG Takes the Right Steps to Secure Flooring Distributor

Tri-West was founded in 1981 to distribute Armstrong Flooring products to retailers and flooring contractors in Southern California and Southern Nevada. Now it markets those products from its headquarters in Santa Fe Springs and several regional offices. John Lubinski, Executive Vice President of Operations for 20 years, recalls his quest to secure the premises during his tenure in this position.

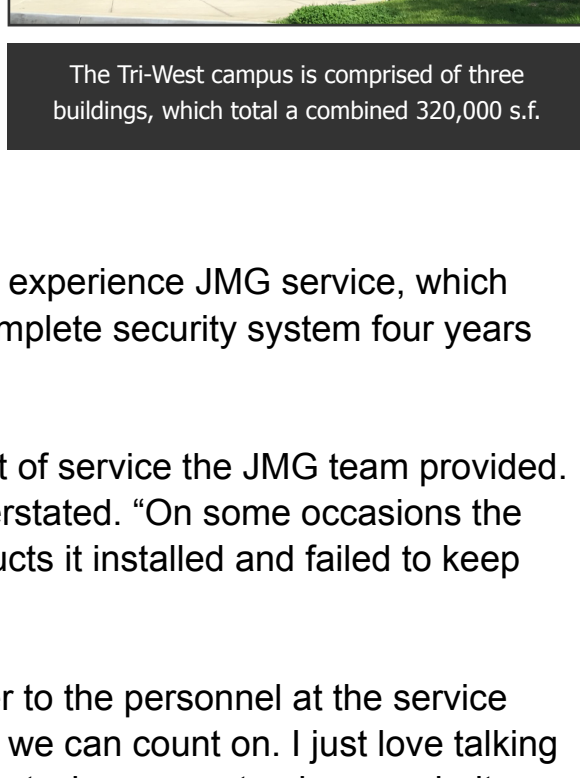
The first security alarm system he had installed was for intrusion protection, and subsequently added camera surveillance. A few years later, while upgrading the analog camera system in place, he rewarded the continuous contact of Senior Sales Agent Chris Ponchak, with an order for several digital cameras.

The decision provided Lubinski with an opportunity to experience JMG service, which ultimately enabled Ponchak and JMG to provide a complete security system four years ago.


Lubinski noticed a dramatic difference in every aspect of service the JMG team provided. "Our other supplier wasn't responsive," Lubinski understated. "On some occasions the former alarm company was unable to repair the products it installed and failed to keep service appointments."

He added, "JMG has a staff, from the project manager to the personnel at the service desk, that makes scheduling easy and a commitment we can count on. I just love talking to Service Dispatcher Christy, whom I've never met, but who seems to give us priority service whenever I call for help."

The praise isn't given lightly. Lubinski began his career with Tri-West 35 years ago and served as its Sales Manager in its San Diego office before returning to Santa Fe Springs in his current position. The Tri-West campus is comprised of three buildings, which total a combined 320,000 square feet. The company has 180 employees at this location.




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Endorsements and Testimonials Show Partnership in Action

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

The partnerships we establish with our clientele are rewarding associations that have had a powerful impact on everyone involved. While our clients are appreciative of our service, which goes well beyond business hours and their expectations, we in turn are grateful and benefit from the kind words they offer in response.

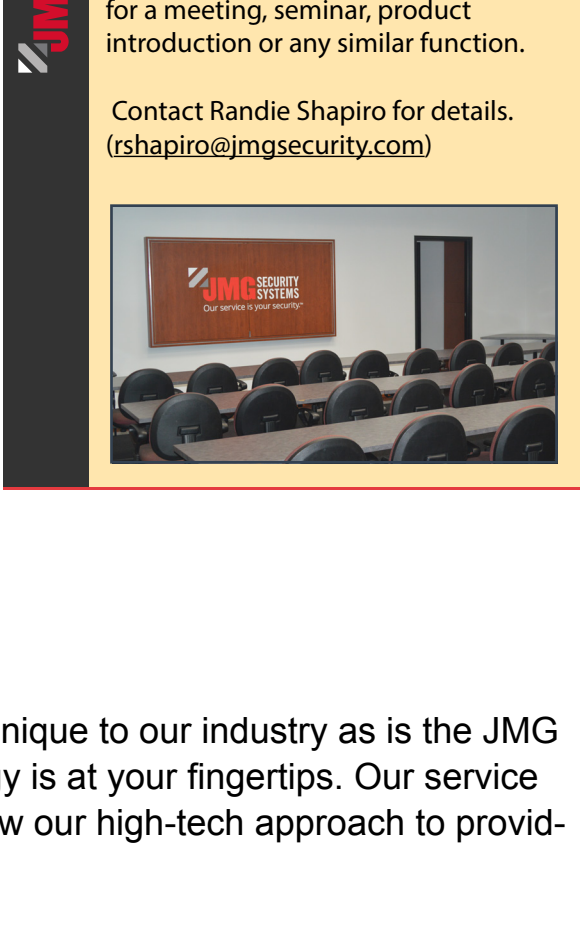
Every newsletter is anchored by one or two testimonials from clients who share their positive experience with our readers. Our updated website now offers videos of client endorsements as well. We're especially proud of the most recent production, which features comments from the Angels' administrative management team.

This client feedback is important to potential JMG clients as they sometimes know us first through the words of other security directors. To have the most recognizable business names in the seven counties where we secure assets, appear on our client roster and agree to endorse our services is, in a word, priceless.

Our association with local sport franchises began with Honda Center in 1993 when we secured the arena before it opened. It has continued with a marketing partnership with the Ducks that is the envy of our industry. Through our office in San Diego, we are linking our brand with the Gulls, which is the Ducks' farm team that plays their games at Valley View Casino Center. We'll keep you updated as this relationship grows.

Our open invitation for you to visit our offices is also unique to our industry as is the JMG Command Center, where the latest camera technology is at your fingertips. Our service and installation control rooms are always open to show our high-tech approach to providing our legendary service.

Hope to see you soon and many thanks to Mike Martinez, Jacmar's Director of Operations and John Lubinski, Executive Vice President of Operations for Tri-West, for sharing their experiences with JMG's service and personnel in this issue.



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



DID YOU KNOW?
 A client of JMG can have access to our Conference Center, which seats forty, for a meeting, seminar, product introduction or any similar function.

Contact Randie Shapiro for details.
 (rshapiro@jmgsecurity.com)



Date Set for 21st Annual JMG Benefit Golf Tournament

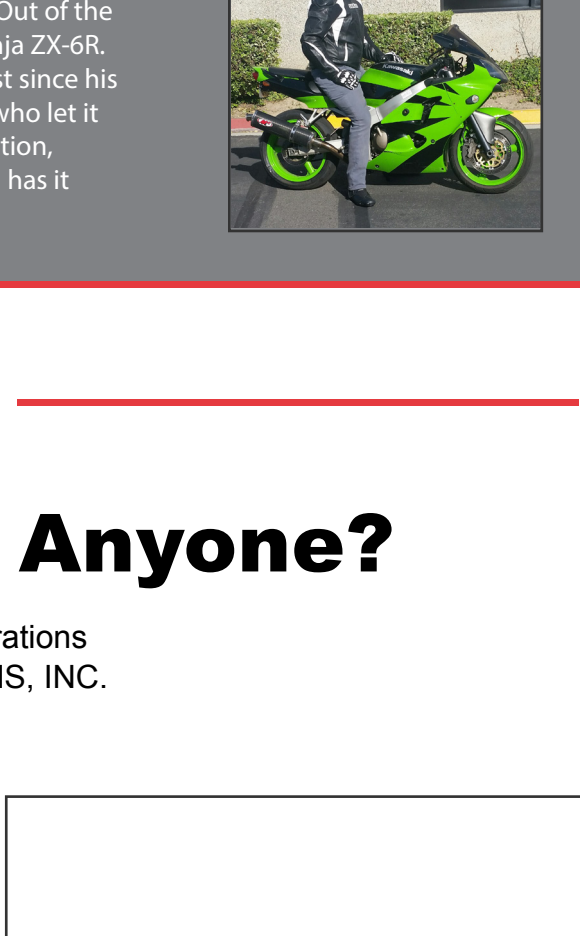
Mark your calendar to join us for the 21st edition of the JMG Benefit Golf Tournament. We'll tee it up again for the Boys & Girls Clubs of Huntington Valley on Wednesday, May 18th on the two courses at Mile Square Golf Course in Fountain Valley.

Pacific Premier Bank will be the Host Sponsor for the fourth year - ensuring that we will have a great turnout with our usual complement of beverage stations, valuable tee and raffle prizes and competitive activities for our participants. Last year's Platinum event drew more than 300 golfers, who helped us raise more than \$150,000 for this important organization.

Since the tournament's inception in 1996, JMG has raised nearly \$1.5 million for the Clubs.

As in years past, we encourage our players to join us as a sponsor. A range of sponsorships are available to promote your company to the hundreds of attendees and participants that make this such a special event. They include the Platinum Sponsor level we introduced at last year's tournament. Limited to the first ten to commit, it consists of four seats in a luxury suite, with catering, at your choice of a Ducks or Angels game.

"Sponsorships have always been a key part of our fundraising and we are grateful for the local and security-related businesses that have contributed to our success," said Ken Jacobs, who founded the tournament and has made it one of the most popular in Southern California. To inquire about sponsorships or to play in the tournament call JMG SECURITY SYSTEMS, Inc. at 800-900-4JMG (4564) and ask for Sue.



Last year's 20th Anniversary event drew more than 300 golfers, who helped us raise more than \$150,000 for this important organization.

License Plates Anyone?

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

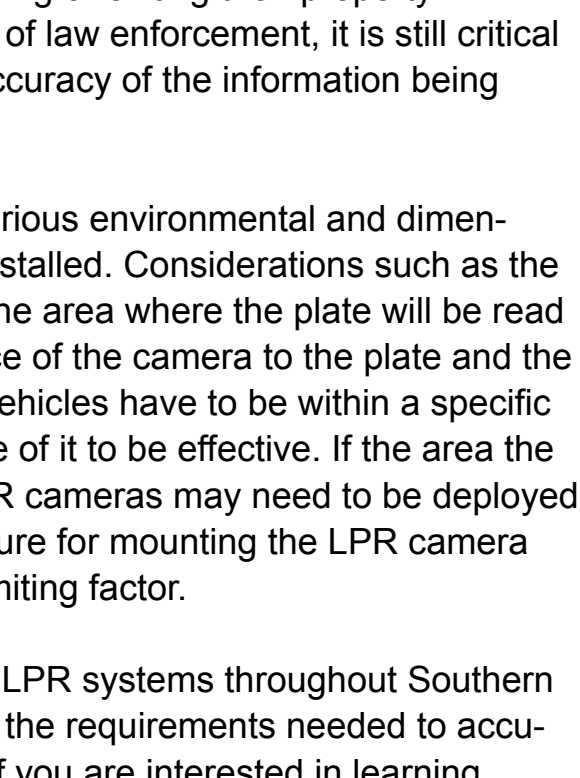
License Plate Recognition, or LPR technology, has existed for several years. It is used in different applications and for many purposes. Law enforcement agencies have been using this technology to identify vehicles for a variety of reasons including tracing stolen cars, tracking wanted suspects as well as parking enforcement.

Up to four LPR cameras are installed on many police vehicles to continuously capture license plates of vehicles as they travel. With this particular level of LPR, the captured information can be compared to a live "hot list" alerting police officers that a wanted person, or vehicle, is near them. This type of LPR technology stores and compares the plate information in a database, much like the technology used for tolls on pay HOV lanes. The cameras used in these applications are specifically designed to capture the plate information day or night, and can accurately read the plates on vehicles going in excess of 200 mph.


In many applications, however, this level of LPR is not applicable or is too expensive to deploy. In most commercial applications, clients are looking for the ability to accurately and reliably record the license plates of vehicles entering or exiting their property. Although this application is far less complex than that of law enforcement, it is still critical that a dedicated LPR camera is used to assure the accuracy of the information being recorded.

Choosing the right LPR camera involves reviewing various environmental and dimensional aspects of the site where the system is to be installed. Considerations such as the mounting height and angular offset of the camera to the area where the plate will be read is critical. Two other critical factors include the distance of the camera to the plate and the lane width or area of travel permitted to the vehicle. Vehicles have to be within a specific "read range" and cannot be permitted to travel outside of it to be effective. If the area the vehicle travels cannot be controlled, then multiple LPR cameras may need to be deployed to assure an accurate read. Often, existing infrastructure for mounting the LPR camera and controlling vehicles ingress or egress can be a limiting factor.


JMG SECURITY SYSTEMS has deployed numerous LPR systems throughout Southern California. We offer free site evaluations to determine the requirements needed to accurately capture license plates on our client's property. If you are interested in learning more, or you wish to take advantage of a free site evaluation, please contact sales@jmgsecurity.com, or contact us at (800) 900-4JMG.



JMG SECURITY SYSTEMS has deployed numerous LPR systems throughout Southern California.



DID YOU KNOW?
 Did you know that you can now use your smart phone as a credential for your access control system eliminating the need for cards and key fobs?



Prevention Saves Time and Money

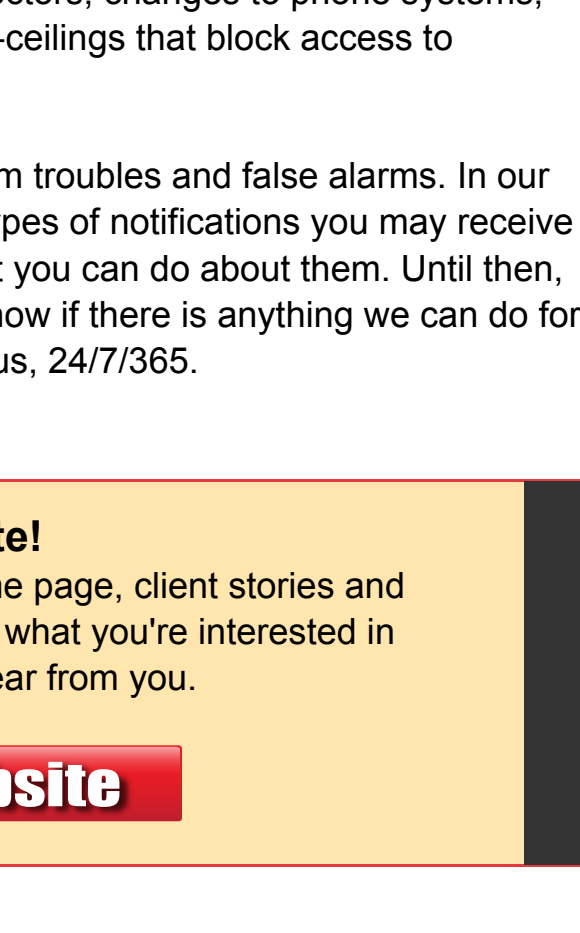
by Pete Jacobs, V.P. Operations
 JMG SECURITY SYSTEMS, INC.

As the first quarter of 2016 comes to an end, it appears the "Super El Nino" is not quite showering us with the amount of rain so many had predicted and hoped for. Still, we have had a few storms wet enough to reveal vulnerabilities.

More specifically, the rain highlighted leaks in roofs and buildings that can go unnoticed during dry months, which is normal in Southern California. Water can cause havoc on electrical systems that are installed indoors and meant to be free of moisture. While our "best of class" service technicians do an outstanding job of locating, troubleshooting and repairing issues as they arise, it is critical that clients take the time to maintain their facilities. Not just reacting to systems that go haywire due to water damage, but preemptively looking for signs of deterioration or small water leaks is paramount to avoiding costly repairs, down time and late-night phone calls from your favorite security company.

In my 13 years working at JMG, I have seen many causes of problems requiring service in one form or another. While most of the issues are unforeseeable and due to normal wear and tear, many are preventable. With some timely pre-planning and talking to us about any changes to the premises, many headaches can be avoided. Some of the most common causes of avoidable service repairs are: construction/tenant-improvements, landscaping, balloons or moving signs by motion detectors, changes to phone systems, planned power-outages, and putting up walls or false-ceilings that block access to devices or splice points.

Get JMG involved as early as possible to avoid system troubles and false alarms. In our next newsletter we will look at many of the different types of notifications you may receive from our monitoring center, what they mean and what you can do about them. Until then, remember to test your system, stay safe and let us know if there is anything we can do for you. Remember we are here for you when you need us, 24/7/365.



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

Check out what's new on our website!

We've recently added new stories on our home page, client stories and more. We hope you take a look. Let us know what you're interested in seeing on our website! We always want to hear from you.

Visit Our Website

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