

Restoration Contractor Finds JMG Brings Security Solutions to Life

American Technologies, Inc. (ATI), a national leader in restoration, environmental remediation and reconstruction, has security requirements that are as demanding as they are pervasive. John Mourani welcomed the challenge in 2003 as the company has expanded to include more than 800 full-time employees in 18 branch offices throughout the U.S.

Helping Mourani, ATI's Vice President of Information Technology, has been JMG Senior Sales Agent Chris Ponchak, who has matched problem with solution for all 13 years of the business relationship.

"Chris is so integral to ATI's security," Mourani explained, "I ask him to recommend a security system vendor when we are out of JMG's service area." Currently JMG secures ATI facilities in Orange, San Diego, Riverside and soon, a Simi Valley site that is under construction.

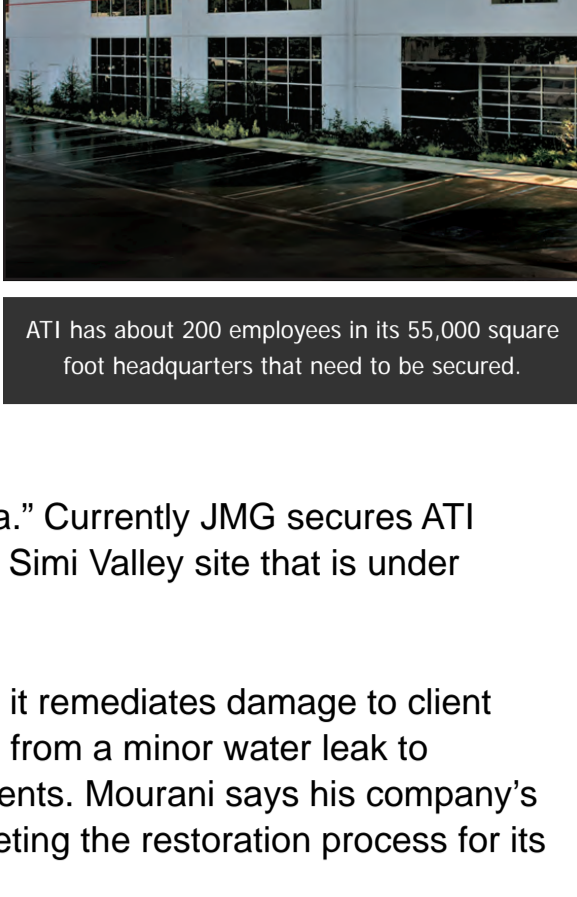
Based in Orange, ATI has a unique business niche as it remediates damage to client buildings and equipment caused by a range of agents from a minor water leak to catastrophes caused by weather, fire and major accidents. Mourani says his company's overriding goal is to minimize disruptions while completing the restoration process for its clients, which include hotels and hospitals.

Toward that objective, ATI has about 200 employees in its 55,000 square foot headquarters that need to be secured. Since it includes available room to store client inventory during the remediation process, the system has to meet Mourani's needs and pass his clients' scrutiny as well. "JMG has provided us with an integrated IP video surveillance and access control system at all locations and I can monitor them on my smart phone," he said.

Mourani's high-tech background has not only facilitated the process, but given him a professional as well as personal appreciation of JMG's capabilities and recommendations. "JMG's greatest service is its knowledge of all the elements of the security industry as they become available," the IT executive explained.

JMG's association with ATI has been one of mutual growth. "JMG doesn't sit on old technology. Chris has been instrumental in helping us move over the years from analog to IP, in very cost-effective ways," he added.

Mourani concluded with the highest of accolades. "My only complaint about JMG is that I have to use other security system vendors for our locations outside of Southern California. Working with other system integrators just shows me how much more JMG has to offer."



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Campus Store Has Higher Degree Of Security With JMG

When Clint Campbell moved from operations to Director, Contract Facilities at 49ers Shops, Inc., at California State University, Long Beach ten years ago, he took on all of the asset control problems associated with perhaps the most trafficked area on the campus. Using the experience gleaned from his prior seven years at the university, Campbell was asked to improve the security of the 49ers Bookstore and adjacent Food Service operation.

The two entities occupied 60,000 square feet of space and were experiencing a consistent pattern of losses. Campbell invited three security systems companies to propose solutions – including the incumbent supplier.

JMG was selected during that 2010 review based on its reputation for service and its obvious advantage in technology. "I knew our situation required the kind of service and technological knowledge that JMG displayed from our initial contact," Campbell remembers of his decision.

Within the last year-and-a-half, Senior Sales Agent Greg Greenfield led the JMG team as it upgraded the system. Implementing current technology, they put in place a superior camera system that totally integrates all network solutions into one server, which allows centralized viewing and management of that element of security.

"The single server proved to be a big-time savings on internal costs by reducing the number of managers needed to monitor all the cameras," Campbell said as an example of savings through technology by using JMG.

During JMG's tenure, losses have declined dramatically. In the latest protocol, new cameras are positioned over every cashier in the food service outlet, which greatly improves employee accountability for the management team.

Camera mobility came into play at the 49ers store as JMG installed cameras that could easily be relocated if a change in vantage point was required. The increased number of cameras and their visible placement also served as a deterrent to anyone contemplating theft.

Another example of leveraging technology to make loss prevention easier for Campbell was implementing cellular communication for intrusion monitoring for the food service operation since a traditional phone line wasn't available. This allowed the remote snack shop to be monitored 24/7 by campus PD. "Other companies had the same equipment as JMG, they just didn't seem to know how it could be applied to our situation as well as JMG did," Campbell said of his choice.

In addition, Campbell can securely access the cameras from any device to view the area. This is another example of JMG pairing the right security solutions to meet the customer's needs.



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DID YOU KNOW?

Be on the lookout! At the start of every Ducks home game a lucky JMG crew will be announced and each fan in it will receive a JMG/Ducks Power Play shirt! We hope to see you there!

Grateful as We Wrap up Another Year!

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

As 2017 approaches, we're preparing for a milestone anniversary – 30 years in business! Our longevity and legendary service reputation exists because of our hardworking, dedicated employees and our loyal, trusting clients.

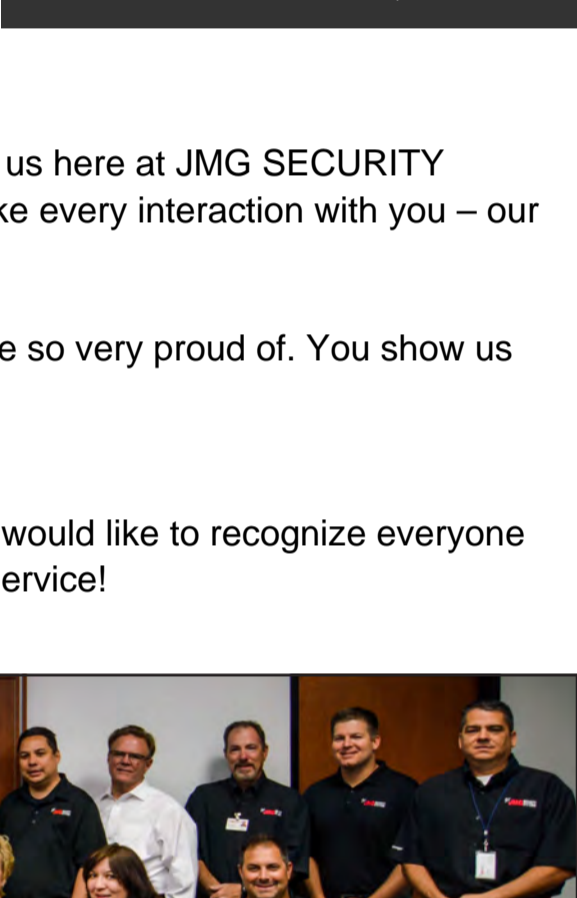
Milestone anniversaries are always a good reflection point during which to pause, glance back at where you've been, and then press forward to where you're going. For JMG, we've been on a prosperous and rewarding business journey for nearly 30 years now – and throughout these three decades we've remained true to a core commitment established on Day 1: Our dedication to service runs the show.

A sincere 'Thank You' as we wrap up 2016 from all of us here at JMG SECURITY SYSTEMS, INC. We love what we do, and we strive to make every interaction with you – our clients – an exceptional service experience.

Mike and I are truly blessed to have a company we are so very proud of. You show us over and over that service and loyalty matters.

Thank you for your dedication: JMG's Employees

We couldn't get here without our dedicated team. We would like to recognize everyone below that has been with us for ten or more years of service!



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

Top row, left to right: Rudy L., Brian A., Craig L., Gil L., Fred M., Andy S., Adam S., Geoff S., Jason P., Mike T., Paul D., Chris P., Mike M.
Bottom row, left to right: Pete J., Greg G., Melissa F., Mimi S., Caroline O., Sue T., Laura A., Greg H.

[Click here for more details.](#)

Holiday Season

As the holiday season is upon us, it is time not only to think about family and friends, but also a good time to take extra security precautions as we shop, drive and celebrate. If you have any concerns that we can assist with, please let us know. Holiday schedules change, many of you are on vacation and many businesses add new employees.

Client Appreciation

My thanks go out to John Mourani – V.P. of Information Technology at American Technologies, Inc. and Clint Campbell – Director Contract Facilities at 49ers Shops, Inc., at California State University, Long Beach – for sharing their positive experiences with JMG's service and personnel in this issue.

JMG Command Center

JMG's Demonstration Center is staying busy as we showcase current technology. We have the latest in 4K solutions. Please accept my invitation to visit us and schedule a personal demonstration. We look forward to seeing you soon!

Happy Holidays.

Recap of JMG's October 19 Seminar

Having A Plan Can Avoid Workplace Violence

JMG's latest seminar was conducted by Craig Parker, Senior Regional Loss Prevention Manager at GEODIS (formerly OHL), who has been a JMG client since 2002. His presentation was based on 26-years of hands-on experience in the loss prevention and security field.

Noting that workplace violence can occur at a company of any size, he urged that the best way to avoid it - or minimize the effects - is to have a plan in place. "You start with a Zero Tolerance Policy," Parker advised, "that addresses physical contact or verbal abuse that you reinforce on a regular basis during group meetings."

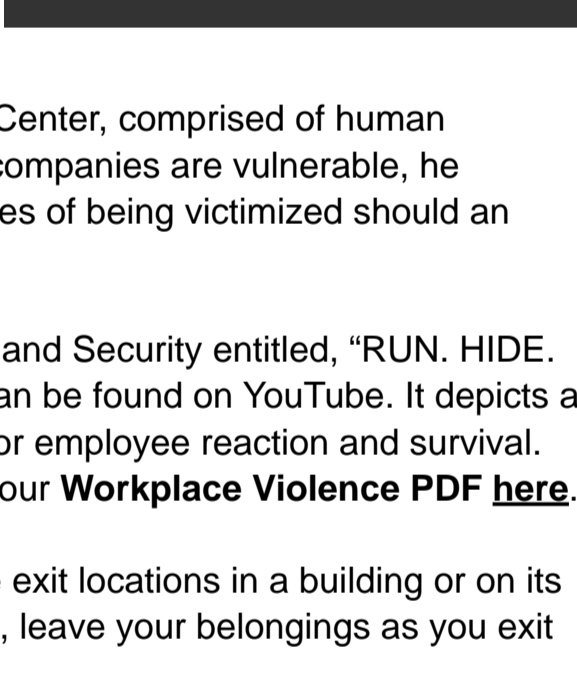
While assuring the audience at the JMG Conference Center, comprised of human resources and loss prevention professionals, that all companies are vulnerable, he indicated that simple measures can reduce the chances of being victimized should an incident occur.

Parker played a ten(10)-minute video made by Homeland Security entitled, "RUN. HIDE. FIGHT.® Surviving an Active Shooter Event," which can be found on YouTube. It depicts a workplace violence incident and notes three options for employee reaction and survival. For more information on how to keep safe, download our [Workplace Violence PDF here](#).

Among the suggestions were: Always be aware of the exit locations in a building or on its grounds, and to be very quiet, turn off your cell phone, leave your belongings as you exit and help others, if possible.

In addition to having a clear policy, Parker suggested employee badges that serve to identify employees by name and is also a clear signal that without some ID, non-employees are easier to recognize.

JMG has conducted seminars for clients and guests since 2001, in the company's on-site Conference Center. These seminars include a working lunch and are announced in the newsletter and on the JMG website where reservations can also be made.



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Keeping Up With Technology

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

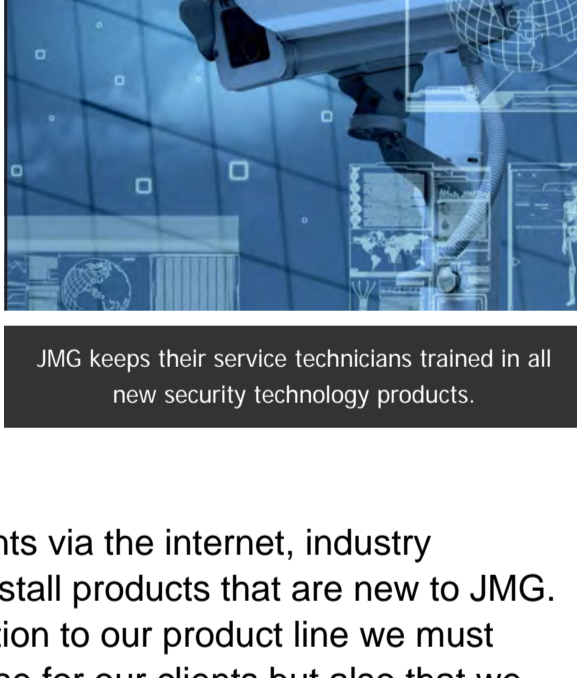
One constant challenge we face as a service company, is to keep our personnel properly trained in all the advanced technologies that continue to enter the marketplace. Maintaining our balance on the cutting edge requires us to consider many factors. We have a product committee that analyzes and approves new products before they are approved for sale. That review process takes into consideration many factors including performance, reliability, pricing, availability, compatibility, manufacturer technical support, and the repair/advanced replacement process to name a few.

With the rapid flow of information available to us through the internet, industry magazines and trade shows, we are often asked to install products that are new to JMG. When new equipment is being considered as an addition to our product line we must scrutinize it and make sure that it not only makes sense for our clients but also that we feel confident that we can support it.

One reason JMG has maintained a high level of service is because of our measured approach when it comes to new products. Often, we will install new products at our corporate office to test and verify their operation. Many new products can also be "test driven" by our clients in our demonstration center. Additionally, training is done for all key personnel before installation takes place. Because of the evolution of most systems into the IT world, it is critical that we continually train our technicians on the latest technology.

In addition to hiring industry veterans with vast experience, JMG also hires bright, technically-savvy people that want to start a career in the security industry. We train from the ground-up, including in-house classroom-style training, on-the-job training as well as advanced manufacturer certification training. We invest heavily in our technicians, engineers and project managers' continued education.

This is a competitive business that requires attention in many different areas. Rest assured that when you put your trust in JMG the value that is returned is not only state-of-the-art systems: You are also investing in a highly trained support staff and a company that will always put your service needs as our number one priority.



JMG keeps their service technicians trained in all new security technology products.

4K Video Surveillance Cameras. Are They Right For Me?

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

4K surveillance is the latest offering in the world of HD video surveillance cameras. The 4K label on a camera means that the device will record images at a level of about 12 megapixels or video at double the resolution of a standard HD TV (1920 x 1080). While that may not seem like much (after all an iPhone 6 comes with 8 megapixels of resolution), when you compare the image or video from 4K to non-HD surveillance technology, you will immediately and intuitively understand that the increased resolution can be the difference between guessing and certainty when analyzing footage. For example, the image above shows the difference between a 3MP, a 5MP, and a 12MP (4K) camera when they are all digitally zoomed. As you can see, the clarity of the 4K image is much better.



Prices on 4K cameras are now very affordable and available from a wide range of manufacturers.

WORKPLACE VIOLENCE AWARENESS

Read our Quick Tips to Stay Safe guide and be prepared.

[Download PDF](#)

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