



SECURITY TODAY

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Security Today: Looking Back

It's not like us to look backwards. Yet, as our 30th year in business comes to a close, we are prompted to reflect on a body of work that has played a huge role in our business and in our success.

Our newsletter, *Security Today*, has not only chronicled our history since we secured our first bank in 1990, its pages have been a quarterly journal on the emergence of the security system industry in general, and JMG's contributions in particular.

The first issue was mostly black and white, with a little red ink mixed in to provide some design accent. We mailed it out to a local circulation list in the hundreds. We continued the original 4-page format for 25 years, upgrading to full color in 2000, with thousands receiving it in Southern California's five most populous counties.

Within the past five years, *Security Today* evolved to a digital publication so it could arrive in your email box. The newsletters' articles announced some of the major accounts we acquired. Many of you also came to know us through stories on our key employees and the new technologies they were mastering on your behalf.



Ken Jacobs reviews past issues of "Security Today."



First newsletter was black and white and "read" all over.

We've prided ourselves on providing our clients with articles on the leading security systems as they were introduced-and if they passed our standards for value and relevance.

Since our first issue, we have seen our industry grow in stature. Where once we reported on burglar and fire alarms and basic motion detectors that could be operated by the business owner, our recent issues have included news about installations of integrated systems managed by corporate security and IT directors.

We expanded our service in 2005 by hosting quarterly seminars in our Conference Center. They bring the leading security system experts, from CPR instructors to cyber security experts, to help advance the body of knowledge in our industry.

Communications: Looking Forward

Mindful of our role and responsibilities in the past, we look to continue being your best source for keeping pace with the rapid developments in security systems and industry trends.



Towards that goal, we will transition from our quarterly newsletter to more immediate communication vehicles.

Still in development, this new communication concept that is replacing *Security Today* could take several forms. We may provide a proprietary blog, or links to important new product announcements from major security system manufacturers. We'll also look to share White Papers that are published online or in trade journals.

These expert updates will not only expand the arena of our news sourcing, they will address headline events that are of most concern to you. The media we select could even include a timely wrap-up in a *Security Today* newsletter format. For now, be confident we will address what concerns you in the most time-efficient ways possible.

As we begin our 4th decade, JMG has become the largest independent security systems integrator from Santa Maria to San Diego. That status gives us the responsibility to go beyond being your source for security system solutions to providing a forum where upcoming developments can be publicized and evaluated by our own experts as we have presented in our Seminar Series, which will continue.

As such, we invite your participation, we anticipate your contributions and we look forward to your reaction.

You said it! And we couldn't have said it better.

Over the 27 years we've published *Security Today*, our clients big and small have generously offered testimonials which appeared in each issue. For all who participated over the past 27 years, we are grateful beyond words.

Testimonials...random reflections from JMG clientele



"JMG routinely calls on us to determine equipment status and service satisfaction. The company JMG replaced could take days just to schedule an appointment."
-Home Bank, Vice President, **1990**

"JMG is a company that looks to meet your future needs while solving today's objectives."
-Charlotte Russe, Director of Loss Prevention, **1998**

"My association with JMG goes back so far because there never has been any comparison to the service it provides. You just don't get the same results from the other security system companies although most promote their service."
-Roger Dunn Golf Shops, Director of Loss Prevention, **2004**

"I saw the JMG stickers at so many distinctive locations and now I can say, 'We have that company too.'"
-Pretend City Children's Museum, Director of Operations, **2009**

"We felt the other vendors were low-balling their proposals with inferior equipment. JMG was able to meet our monitoring and access objectives within the budget without sacrificing quality or service."

-Network Global Logistic, Risk Manager, **2012**

"Shelly annually reviews all of its vendors in terms of value and everyone associated with JMG gives the entire team high marks for responsiveness, integrity and product capability."

-General Manager, Shelly BMW, **2017**

Thank you!