

SECURITY TODAY



JMG SECURITY SYSTEMS • 17150 Newhope Street • Suite 109 • Fountain Valley, CA 92708 • 714-545-8882 • 800/900-4564
www.JMGSecurity.com Alarm License No. AC03759 Contractors License No. 575070 September 2012

JMG Helps Time Warner Get a Clear Picture on Security

Time Warner Cable offers local businesses far more than their TV and Internet hookup services. The Atlanta-based communication giant's regional offices house sales reps that sell airtime, as well as the production studios where the TV commercials are scripted, taped and edited.

The TWC headquarters in Cypress houses 130 employees, including Anthony Montes, IT manager for the Southern California district. His responsibilities include the security for 15 offices in the territory; all of which have similar numbers of staff, TV cameras and post-production equipment that he monitors from his office.

A JMG security system was already in place in 2005 when Montes joined Time Warner at that location. Since then, as needs changed and offices were moved or added, JMG has assumed a larger, if not unique role.

According to Montes, "JMG thinks like an intruder." It's a complement he pays to senior sales agent Andy Schimmel and his installation team headed by Craig Loyd, and the reason why JMG now secures nine of the offices under Montes' control.

"I'm not here to be a security expert," Montes added about his reliance on



JMG for guidance and options where his IT experience can be used to make an informed decision. As an example, he gave the blueprint of the company's new office in Palmdale to Schimmel for security recommendations prior to build-out.

In addition to JMG's expertise, Montes appreciates its updated product line. "When Time Warner takes over a new location," he noted, "we find that the existing security systems provider is usually offering, or has installed, antiquated equipment."

By contrast, he says of JMG, "I'm always appreciative that they are watching over every aspect of our security. I was recently notified that one of our controllers was going bad before I even had a chance to realize it. Whether it's for products or service, everyone at JMG is always on top of their game." 25th

Anthony Montes

Panoramic View Available in Hi-Res Security Camera



In an attempt to match man's 180-degree vision, cameras typically employ a single lens. This approach, however, often results in the familiar "fish-eye" distortion.

Scallop Imaging proved to be the exception when it introduced the D7-180 security camera. Featuring a five-lens design, this camera provides a crisp panoramic view from wherever it's installed.

Since introducing the network camera in 2010, Scallop has integrated it with many IP and analog security system platforms, which has served to enhance its popularity.

As indicated by its model designation, the D7-180 offers "7-megapixel resolution,"



which means individual faces and other identifiable characteristics are clear and distinct to the viewer. Remarkably, operators can also pan and zoom across the entire 180-degree by 48 degree image field without losing resolution quality.

In addition to the high-resolution capture, the camera is powered over the Ethernet, which eliminates the need to connect to a power point. As a result, the D7-180 can capture HD footage with a single cable.

For additional information on this breakthrough camera technology, and how it may impact or fit into your system, contact your JMG sales agent. 25th

Demo Room To Be Built To Showcase New JMG Technology

JMG is in the process of combining its legendary service and association with the leading manufacturers in the security industry to construct a "Demo Room," where new system configurations can be showcased.

Installation manager Craig Loyd said that the opportunity to operate or see the hardware and software in operation, prior to

purchase, enables security directors to make "experienced" choices through the unique, hands-on experience of platforms and applications that the console affords.

"As far as we know, we are setting an industry standard with this commitment of space to serve our clients better," Loyd said.

"The dedicated space will also be a venue for manufacturers' reps to use as well," he continued. "It will facilitate their presentations to us,

which will keep our sales agents up to date on the latest innovations in software, cameras, recorders and system components of all kinds."

Construction began in August and is scheduled for completion by the end of the year. 25th



The centerpiece of the 400 square foot "Demo Room" at the JMG home office will be an operational console with multiple screens for user viewing.

Relationship Expanded with Angels

by Ken Jacobs, CEO

JMG has enjoyed a business relationship with the Los Angeles Angels of Anaheim since 1998 when we began securing its team stores at the stadium. Last year we sponsored radio broadcasts of their games the last month of the season.

When the Angels added two major free agents this Spring, we felt the eyes of Southern California, if not baseball fans around the country, would follow their season in record numbers; and we wanted to be a part of that.

As a result, JMG has increased its visibility in and around Angel Stadium with a sponsorship package. It is part of a cooperative effort with the Angels that has allowed them to increase their security by having us install CCTV cameras in critical areas around the stadium.

The Angels have followed the script very well with a mid-season surge and are battling hard to reach post-season play. The millions who have come to the stadium or watched their games on TV have no doubt seen our signage on the tunnel entryway above the bullpen, and the "halo signs" that



ring the second deck for a half inning during select home games.

JMG is represented outside the ballpark as well. For the next three months, our company logo will appear for five seconds, every three minutes, on the billboard under the Big A, that is visible to those traveling south on the 57 Freeway.

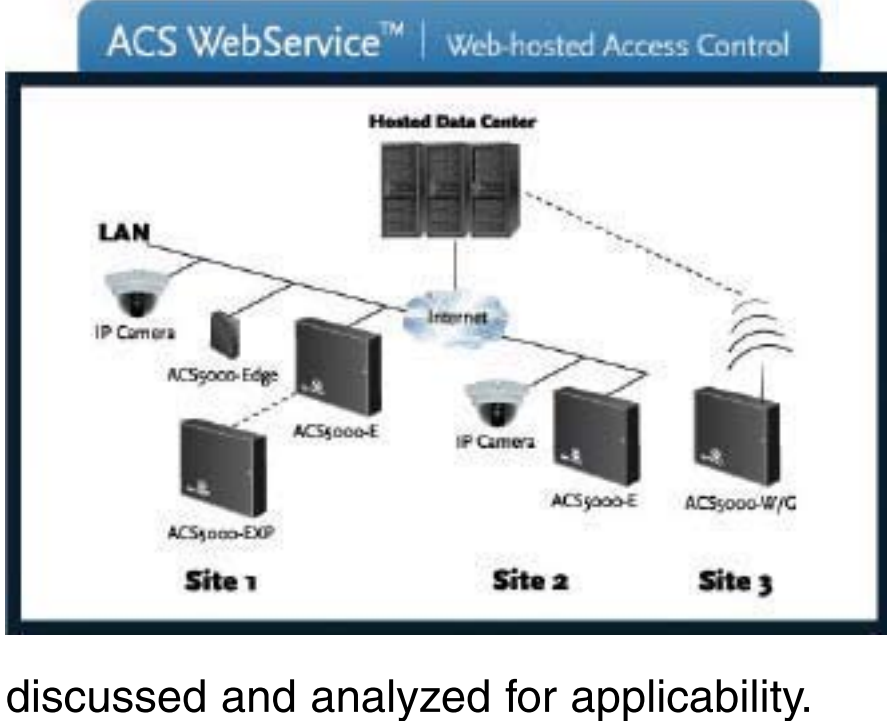
This relationship continues JMG's branding campaign that includes distinctive wrap-around graphics on our service trucks, our logo decal placed prominently at our client location, this newsletter and our website update, which also draws increasing numbers of viewers each month. 25th

October Seminar to Present Fundamentals of Analog-to-IP Transition

The migration from analog to IP has left many in the industry unsure of their next step in the process. JMG will provide some answers in its next seminar on Wednesday, October 17. It will be held in the JMG Conference Center from 10:00 am to 2:00 pm, with a working lunch provided.

Ted Lewis, of Innovative Manufacturing Solutions, will be the guest speaker and provide the basics on integration tools, which include an understanding of IP cameras and their impact on existing networks. He will also address "Do's and Don'ts" associated with network upgrades, and what to remember about selecting network video recorders in the IP world.

Product lines that offer a variety of solutions, including hybrid platforms, will also be



discussed and analyzed for applicability.

Reservations for the seminar are recommended and can be made by contacting Callie Snyder in JMG's marketing department. Call her at: 714-545-8882 or by email to: csnyder@jmgsecurity.com. 25th

JMG Golf Tournament Raises \$75,000 for Boys & Girls Club

The 17th Annual JMG Security Systems' Benefit Golf Tournament raised the largest amount in its history. More than \$75,000 was generated for the Boys & Girls Clubs of Huntington Valley (Fountain Valley and Huntington Beach) from the event held May 16 on the Players and Classic courses at Mile Square Golf Course in Fountain Valley.



▲ Ken Jacobs welcomes Steve Gardner as a Host Sponsor of the annual golf tournament, during the tournament award's banquet.

Ken Jacobs confirmed that 272 golfers participated, making it the largest field ever entered. "Having Pacific Premier Bank as a major sponsor took the tournament to a new level," Jacobs said in crediting his friend and fellow CEO Steve Gardner of PPB, for the increased numbers.

Key sponsorships from the security system industry, and by local businesses, also played a vital role in raising a total of more than \$1.1 million during the past 17 years.



Over \$1.1 Million