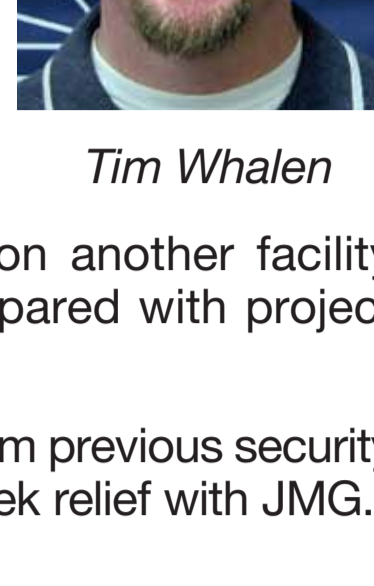
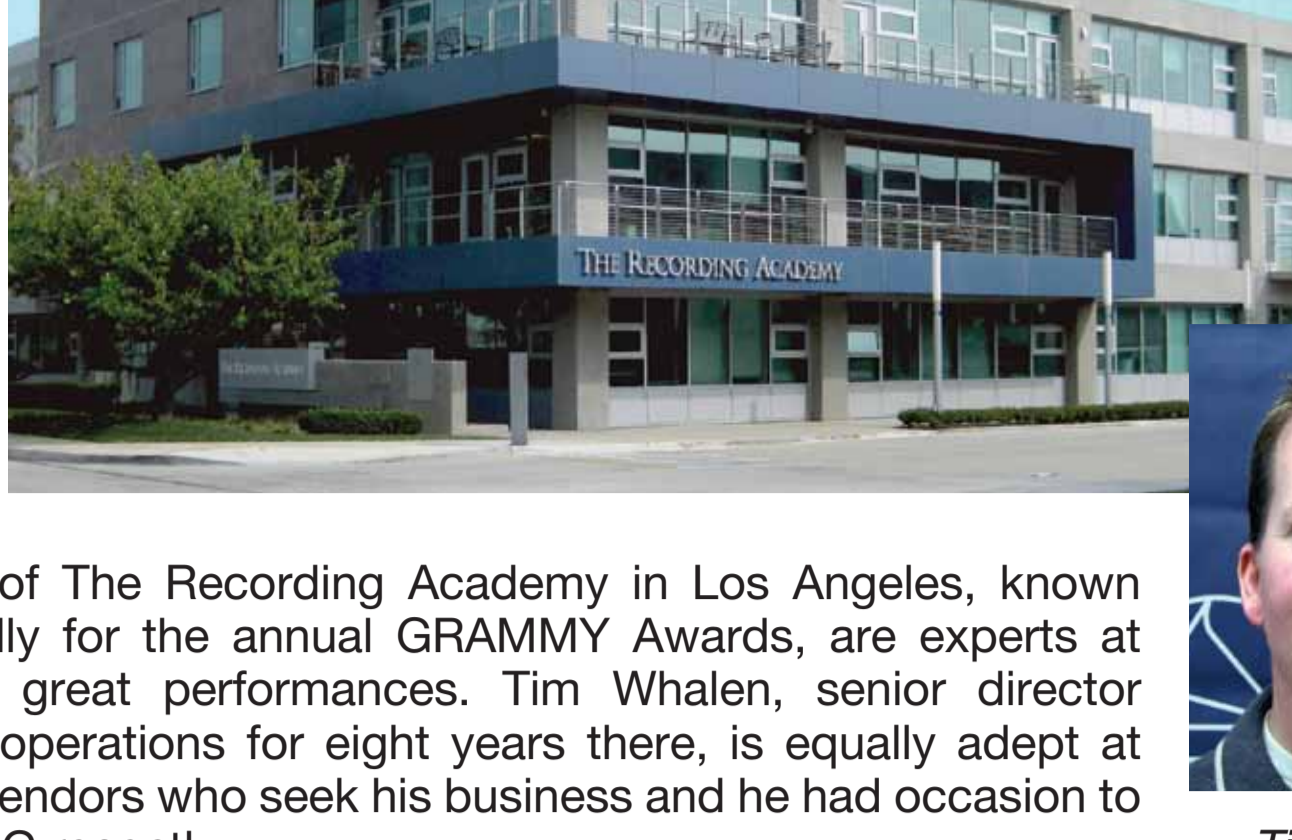


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JMG Hits High Notes While Securing New GRAMMY® Facility



Tim Whalen

Members of The Recording Academy in Los Angeles, known internationally for the annual GRAMMY Awards, are experts at recognizing great performances. Tim Whalen, senior director of facilities operations for eight years there, is equally adept at evaluating vendors who seek his business and he had occasion to evaluate JMG recently.

Referred by Howard Building and Studley Inc., a project team on another facility, Mr. Whalen said of JMG's opening act; "Greg Hanoian came prepared with project information and actively listened as we detailed our expectations."

Among the subjects discussed were the flaws Mr. Whalen endured from previous security system installations and the vendor challenges that caused him to seek relief with JMG.

Would JMG hit the right chord?

"JMG captured our vision for the new space and mitigated the challenges we experienced previously," Whalen went on record to say. Then he honored Hanoian's back up group. "Don Parco was our on-site contact and was highly interactive with the builder as well as responsive and helpful during the integration phase."

The time he spent with technician Fred Mooney in the months following The Academy's move to new quarters was also noteworthy. According to Whalen, "When we lost our key project lead, who was trained on the software, JMG immediately sent Fred to assist us. Fred is highly knowledgeable and adept at simplifying the access control process and taught us how to get the most from our system."

Mr. Whalen's final comments are a familiar and welcome refrain to JMG management. "The company has a keen sense of customer service that is displayed by their entire staff. They are personable and responsive and seem to care about the customer even after the install is complete."

Established in 1957, The Recording Academy is an organization of musicians, producers, engineers and recording professionals that is dedicated to improving the cultural condition and quality of life for music and its makers. ■

Panasonic's Megapixel Cameras and Server Feature Improved Resolution and Flexibility



Panasonic, one of JMG's leading technology partners in system development, has raised the bar on IP (Internet Protocol) video surveillance with a new vandal-resistant fixed dome or box-styled megapixel camera and server.

Part of the industry-leading i-Pro Series, the new camera delivers a sharper, crisper image that provides far more detail. Comparable to replacing your standard television picture for H.D. reception, the new technology features make it ideal for 24-hour surveillance applications.

Megapixel cameras replace, reduce or eliminate such former standards as pan, tilt and zoom cameras and allow you to zoom without distortion to capture license plate numbers or clearly see faces to identify employees or intruders.

A companion piece, Panasonic's new PMPU1000 System Management Server has the flexibility to mix a range of devices, from matrix switchers, DVRs and analog cameras to IP, making a range of video networking possible.

The Megapixel camera was the subject of JMG's most recent seminar in February. For additional information, contact your JMG agent. ■

DVR Video Should Be Checked Regularly

When was the last time the video from your CCTV system was reviewed? JMG customer service manager Pete Jacobs suggests that the recorded video should be evaluated at least monthly.

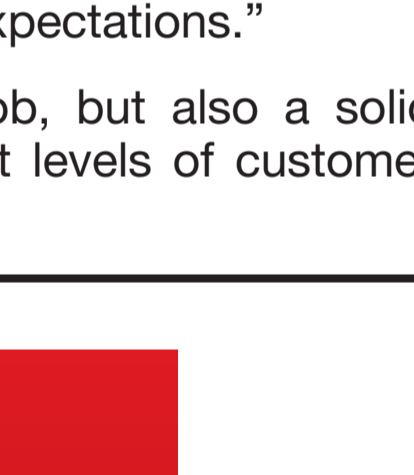
Jacobs believes that such a precaution will prevent any "surprises" when an "event" occurs. "You need to verify that the camera view and DVR settings allow you to see the shots you want to see and let you keep the recordings as long as you need," he said. "After the fact may be too late."

The routine review is also a reminder that the system offers the user options. "Needs can change from time to time," Jacobs advised, "and we want our clients' system working optimally for their current requirements. Everyone should also remember that adjustments can be made at any time."

Another reason to check, he warned, is that inexperienced personnel may have changed the settings inadvertently. "The only reliable system is one you know is operating properly and will meet your expectations when called upon to verify an event in question," Jacobs concluded.

Any concern about the quality or length of video available should be referred to your agent or JMG customer service. ■

Pete Jacobs Promoted to Customer Service Manager



After a six-year period of learning the security system business from the ground up, Pete Jacobs will now head the largest department at JMG. Managing the 17-member customer service staff will be a big challenge, the son of JMG founder Ken Jacobs acknowledges, but one he's uniquely prepared to handle.

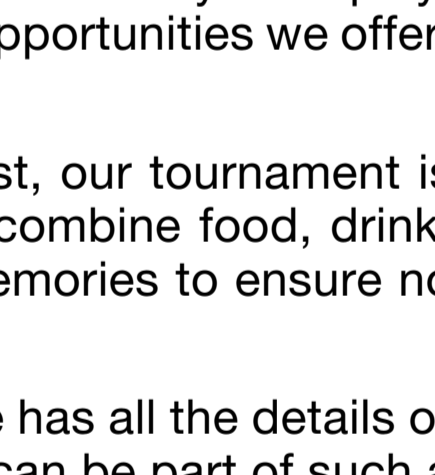
"I've been in training for this position all my life," said the junior Jacobs, who remembers his dad launching the company from the family garage in Fountain Valley.

For the past 1 1/2 years Pete has served as assistant manager of customer service, where he proved he was ready to run the department. He began his JMG career as a client service representative, which familiarized him with much more than the client base.

"I've been on both sides of this desk," Pete reasons, "so I know what our clients expect and how much it means to our company to meet those expectations."

He added, "I'll not only bring pride and experience to the job, but also a solid knowledge of all the resources we have to provide the highest levels of customer service and satisfaction." ■

Now in Its 15th Year, JMG's Charity Golf Tournament Will Add to \$650,000 Already Raised



by Ken Jacobs, CEO

The date for the 15th Annual JMG SECURITY SYSTEMS' Annual Benefit Golf Tournament is set for Wednesday, May 19, and we look forward to seeing you there for many reasons. First and foremost is the importance of the event.

We've already raised \$650,000 for the Boys and Girls Clubs of Huntington Valley over the prior 14 years and the current economic downturn has put this valuable and important community resource under further financial pressure. Helping it is helping out the local kids who represent our future.

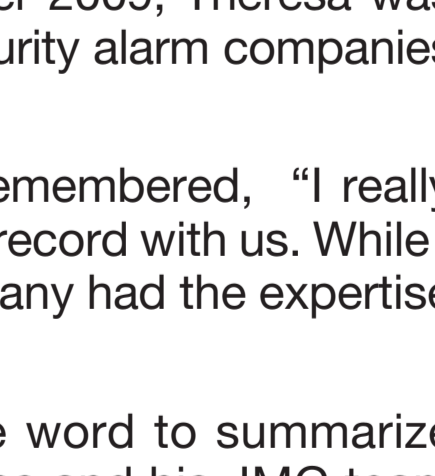
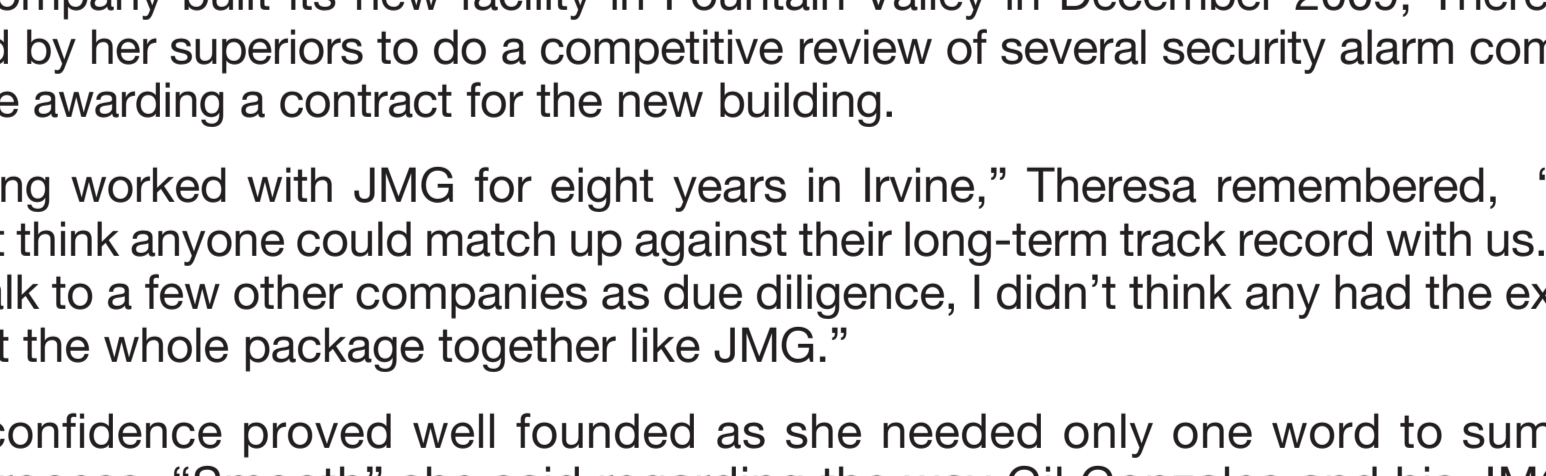
Last year we raised almost \$55,000, which had a major impact on keeping the Clubs' after school care, sports leagues teams, performing arts programs and licensed childcare programs open and available for 8,000 local children. We want you to play, we also want you to consider sponsorship at one of the many opportunities we offer. We really need and appreciate your help.

As any of the 220 golfers who participated last year can attest, our tournament is also one of the most entertaining in Southern California. We combine food, drink, camaraderie, prizes, gifts, raffle items and enough positive memories to ensure no one walks away empty handed.

So I urge you all to participate in any way you can. Our website has all the details or contact me directly if you'd like more information on how you can be part of such a worthwhile cause.

As you may have read in the article above, Pete Jacobs has been promoted to customer service manager. He's earned the management position and I want to congratulate him for his past accomplishments and we all anticipate his future contributions. ■

JMG Aids in MITSUBISHI Materials Transition to New Facility



Theresa Esparza

Managing human resources in today's business environment requires far more than recruiting, hiring and explaining benefits. In the case of a security director, the safety of each employee can also be an H.R. director's responsibility. Theresa Esparza, human resource manager for Mitsubishi Materials U.S.A. Corporation, is an excellent example of someone tasked with the dual responsibility.

Once a successful executive in sales and marketing for Mitsubishi for 10 years, Theresa took over the HR duties nine years ago while at its former headquarters in Irvine. When the company built its new facility in Fountain Valley in December 2009, Theresa was asked by her superiors to do a competitive review of several security alarm companies before awarding a contract for the new building.

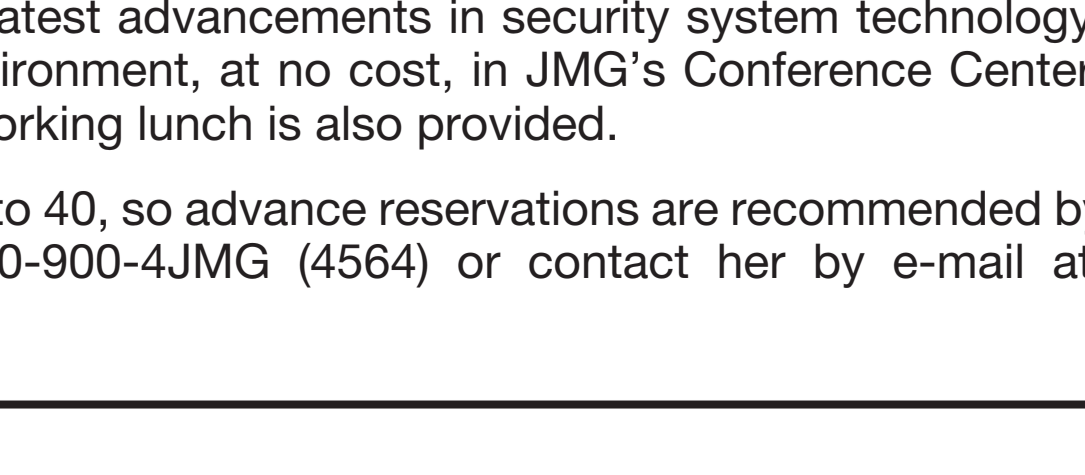
"Having worked with JMG for eight years in Irvine," Theresa remembered, "I really didn't think anyone could match up against their long-term track record with us. While I did talk to a few other companies as due diligence, I didn't think any had the expertise to put the whole package together like JMG."

Her confidence proved well founded as she needed only one word to summarize the process. "Smooth" she said regarding the way Gil Gonzales and his JMG team transitioned employee protection from Irvine to Fountain Valley.

The JMG installation, which secures the 53,000 square foot facility and its parking lot with CCTV and access control systems, also gets high marks from Theresa. "It's a very user-friendly system and we received great training and ongoing customer support from JMG project manager Brian Almasi."

Once a developer of resources and a producer of base metals, precious metals and coal, Mitsubishi Materials has evolved into a leading name in fabricated metals, silicon products, advanced materials and cement products. The office in Fountain Valley employs 48 people and Theresa has the additional responsibility of all 160 employees located throughout the U.S. ■

Four Vendors to Present on May 12



Four experts in the world of security system technology will present at the next JMG Seminar on Wednesday, May 12. "The event will be like attending an industry trade show without the travel," Gil Ledesma said of the quartet of manufacturer representatives who will be providing their expertise for JMG clients and associates.

Panasonic, Videofied, DMP and AMAG comprise the lineup of manufacturers whose products and systems will be available for hands-on demonstrations.

JMG has offered the Seminar Series since 2000 to keep its clients and associated security personnel aware of the latest advancements in security system technology. They are held in a non-sales environment, at no cost, in JMG's Conference Center, from 10:00 a.m. to 2:00 p.m. A working lunch is also provided.

Seating for the seminar is limited to 40, so advance reservations are recommended by calling Caroline Olearnek at 800-900-4JMG (4564) or contact her by e-mail at: colearnek@jmgsecurity.com. ■