

Amazon's Center in San Bernardino Now On Line with JMG

Amazon.com's first California fulfillment center will be secured by a custom-designed fire alarm system from JMG Security Systems. The sprawling building located just south of San Bernardino International Airport, has nearly 1-million square feet of floor space and ships merchandise ranging from electronics to toys, books and general appliances.

Ralph Rucker, V.P. of Hillwood Construction Services (HCS), the general contractor, selected JMG for the project. It was a familiar, if not favorite choice, based on Rucker's experience with JMG, which secures other large Hillwood-built facilities including Quaker and Mattel. JMG's central station also handles the monitoring for these buildings.

"JMG was an inherited source for security systems in one of our developments and the relationship has grown from there," Rucker says of his introduction to JMG's security capabilities in 2003. "We started with local sources here in San Bernardino but now have JMG on our bid list for all projects in Southern California."

In December 2000, HCS began as an



industrial general contractor focusing on warehouse and distribution facilities. Over the years, the company has diversified and expanded into many project types that include Class-A office space, aviation, churches, hotels, retail stores and tenant interiors; and currently enjoys relationships with some of the nations' premier corporations.

Serving seven markets across the United States, HCS has site development, office/industrial projects and tenant interiors in California, Florida, Georgia, Mississippi, Pennsylvania, South Carolina and Texas.

Current plans call for Amazon.com to ultimately have a total of four distribution centers in the state. **25**

Intruders Caught-In-the-Act By JMG Integrated System

The important facts of the illegal entry at the Yardney Water Filtration Systems complex, in Riverside, are not disputed. A different version of what happened during the early a.m. hours on October 10 are unlikely since every action, after its chain link fence was breached, was recorded by the Yardney CCTV surveillance system.

A JMG integrated system solution, activated by the Yardney's alarm and CCTV cameras, doomed the burglary from the onset. It was a fate put in motion by Yardney's general manager Chris Phillips, who had turned to JMG after several costly break-ins had occurred.

The JMG integrated system design that Phillips wanted, was installed just six months prior to the event. It featured Integrated Video Monitoring (IVM), whose value was showcased during this incident.

First, the dispatcher at JMG's central station was able to provide responding law enforcement officers with visual verification that an illegal entry was underway and that two perpetrators were involved. Next, he was able to notify Phillips at his home about the incident. With IVM, Phillips was able to monitor the action on his laptop screen.

First, Phillips observed the arrival of patrol cars. Shortly thereafter, he witnessed the capture of the two suspects, both of whom required medical attention for the bites inflicted during their takedown by the K-9 unit dispatched to the scene.



The entire drama was a classic capture of bad guys overmatched by well-placed technology and responsive and dedicated law enforcement.

The Yardney facility, which includes 6.5 acres of storage space, had been the target of criminal activity seven times during the two years of Phillips' tenure as GM. He turned to JMG after the previous security system provider was unresponsive to providing a solution.

"Last night was exactly what I was waiting months for," Phillips said the morning after the arrests. "I appreciate Greg Greenfield's (JMG senior sales agent) efforts to get us up and running with an effective system."

Greg, and his JMG technical team, has proven to be very knowledgeable and responsive. All the good things I heard about them are true." **25**

Interactive Video Monitoring Assures Police Response



As more cities in Southern California require alarm verification prior to dispatching officers to the scene of an activation, JMG suggests that its clients be aware of the availability and affordability of Interactive Video Monitoring (IVM).

Basically, IVM is an integration of a burglar alarm and a IP or DVR-based CCTV system that is monitored by JMG's central station.

When activated by an alarm, the cameras automatically record and transmit their picture to the central station, as well as the client. The dispatchers are trained to respond to an intrusion and notify the authorities and client company, as required.

The integration is made possible by software at the central station called Sureview, which links the IP address of the JMG client system to the station. Most JMG clients, with compatible cameras and DVRs (available from a wide range of manufacturers) could enjoy IVM protection for a nominal monthly monitoring fee.

The presence of IVM was credited with the capture of two intruders at a JMG client facility in Riverside. Details of the capture are reported in the preceding story in this edition of Security Today.

For additional information, contact your JMG sales agent or anyone in customer service. **25**

What Our Successful 2012 Means to You

by Ken Jacobs, CEO

With the last page about to turn on 2012, I want to express our gratitude to you, our great clients, and our dedicated staff, for helping JMG enjoy a very successful year. Mike and I agreed long ago to re-invest in the company, especially after the good years, for the benefit of everyone involved at JMG.



To keep the sales momentum going forward, we are adding a new sales agent for the northern L.A. County/Ventura territory, as well as instituting a mentoring program for new sales agents.

Basically, this new program will be supervised by our most successful agents in the field and will give new sales agents

For example, we should have our new multi-media, multi-screen Demo Room, which we designed and developed for our clients, operational by mid-January. Stocked with the latest technology and equipment, it will enable our clients to experience a hands-on operation of new systems and software prior to purchase.

Look for your sales agent to send you a one-on-one invitation to visit what we believe is the only site of its kind in the area. Then make your plans to join us as soon as your schedule allows.

To continue that emphasis, we recently expanded the number of project managers by 25%. So, even as sales increase, our quality of installations will continue to lead the industry.

a greater understanding of their responsibilities to our clients and company.

Continuing the branding begun last year, we are renewing our sponsorship package at Angel Stadium. Next April, when the baseball season opens, the JMG logo will sparkle from three locations.

Look for us on The "Big A" sign in the parking lot, over the tunnel in left field and, for one-half inning each game in April, in the flashing sponsor "halo" that rings the stadium seats in the upper deck.

Know too, that we're setting our goals high for 2013. All so that your JMG experience will continue to prove as rewarding for you as it is for us. **25**

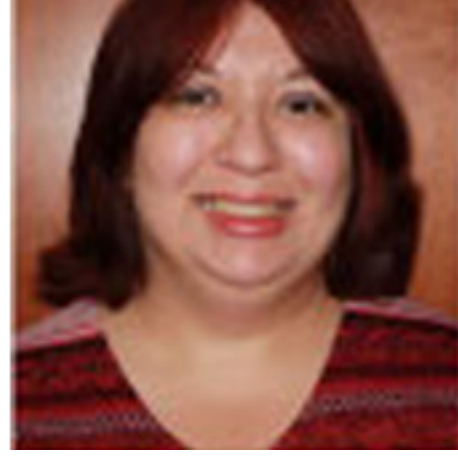
Annual Awards Won By Deserving Personnel



Robert Rodriguez



Greg Hanoian



Laura Arias-Tull

JMG is the premier security provider in Southern California because of the incomparable service provided by its employees in every department. To recognize their contribution, JMG's executive committee annually selects the best of the best.

For 2012, JMG congratulates and awards Robert Rodriguez, from the Tech Support department, as the 2012 Employee of the Year. Greg Hanoian earns our Salesman of the Year laurel, and Laura Arias-Tull, from Data Entry/QC, is the winner of the Spirit Award, which is selected by employees. **25**