

SECURITY TODAY



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JMG Rises Above Others to Secure Leap Frog Facility



Mike Martinez

Although he and his company secure the inventory of a toy manufacturer named Leap Frog, Mike Martinez feels there's no room for playing games in the security business.

As a risk manager for Network Global Logistics (NGL), experience has taught Martinez that you get what you pay for with security systems and their vendors.

Taking great care in selecting JMG to secure Leap Frog's 400,000 s.f. distribution center in Fontana, Martinez and his colleagues at NGL saw a clear difference in the approach those seeking their business were taking.

"We felt the other vendors were low balling their proposals with inferior equipment," Martinez confided. "JMG was able to meet our monitoring and access objectives, within the budget Leap Frog had approved, without sacrificing quality."

As the logistics provider for London-based Leap Frog in this country, NGL is familiar with securing the inventory for the popular

maker of educational toys and interactive books for children.

"Our biggest threat is internal," Martinez said of the common warehouse problem of shrinkage around the country. "In peak season we almost double our personnel, which similarly increases our risks. JMG offered us the system design and equipment we know we can count on year round."

Greg Hanoian, JMG senior agent, supervised the development and Mike McConnell was the project manager on the installation of the CCTV system that strategically monitors all key points where pilfering can occur. As a result, theft at the Fontana facility, "is not a problem," according to Martinez.

When challenges have occurred, Martinez only adds to the accolades given to JMG over the years. "Greg or a service tech will be here to solve any problem we have right away," he said. "All of the JMG staff is just outstanding." ■

Test Your System Before It's Put To The Test

Is your security system working to optimum capacity? Pete Jacobs, JMG's Customer Service Manager, says that you can't know the answer to that important question if the system hasn't been checked recently.

System testing is relatively easy to do. Just put the system on test with the monitoring center (866-459-0009), arm your system and activate an alarm point. Let the alarm go into full alarm mode for at least one minute before disarming. Call the monitoring center back to see if they received the alarm signal.

Or, just call our service department for help with this. For more complex and integrated systems, a JMG service tech can be scheduled through the service department to test for proper operation and communication at your site.

The recordings of the DVR should also be routinely reviewed to assure proper settings. Reviewing the video will also help to verify the quality of the picture is being

maintained and that the cameras are still in the best positions to record what you want to see.

Jacobs also recommends a regular review of a company's emergency contact list. "Whenever you have turn-over at your company, that involves an emergency contact, please be sure to update us." A quarterly or semi-annual review is recommended as phone numbers and personnel can change often. You can e-mail any changes to: dataentry@jmgsecurity.com.

"Confirmation that your system is working, as you expect it to, can only occur in two ways," Jacobs warns. "One is through testing, the other is after an incident that puts it to the test."

If you have any questions, Pete can be contacted at: pjacobs@jmgsecurity.com. ■



Pete Jacobs, customer service manager, JMG Security Systems.

Panasonic's CCTV System Solution Features WJ-ND400 Network Video Recorder

Panasonic's ND 400 network video recorder is recognized as much for its enormous capacity as it is for its reliability. Anchoring Panasonic's fully-integrated CCTV systems, it records and stores video from up to 64 high definition I/P network cameras.

Supporting the industry's latest recording formats, this flagship of Panasonic's recorder fleet provides up to 18TB of video storage and can be expanded to support up to 108TB utilizing the ND400's expansion units. In addition the ND400 supports both RAID 5 and RAID 6 for redundant recording providing maximum data security.

Although the ND400 is Panasonic's most powerful enterprise level recorder, its ease of use is one of the main benefits recognized by JMG clients.

Craig Loyd, JMG's installation manager, says searching, reviewing and downloading video is extremely simple and intuitive. The recorded video can be downloaded to various types of media and each download includes a proprietary Panasonic viewer file so everything needed to view the video is



present making it easy for law enforcement to view the video without the need of special software.

Because the video files are proprietary to Panasonic and cannot be altered, it is much more permissible in legal situations.

"The company has been specifying and installing this Panasonic recorder for more than three years, and up to this point, it has exceeded expectations," Loyd said. "With Panasonic's full line of HD cameras and ASM-100 camera management software, the ND400 completes a fully integrated CCTV system, which is what we recommend."

To learn if the ND 400 would benefit your company, contact your JMG agent for more information. ■

"Dreams to reality" is more than a catch phrase

By Ken Jacobs
President and CEO of JMG

While watching and rooting for the Ocean View team to win the Little League World Series title last month, I heard the "dream come true" reference almost every inning. Last month was also the anniversary of Dr. Martin Luther King's "I have a dream" speech.

My dream moment happened almost 25 years ago when I pictured what it would be like to have my own security systems company.

My vision of secure and satisfied clients was only part of the image. I also wanted a happy and secure work environment where careers could blossom and hard work would be recognized and rewarded.

I bring this up because on September 1, JMG began its 25th year in business. My



dream was shared by Mike Christensen, who more than anyone has been a part of the dream and joined me in the beginning to make it happen.

Just as importantly, I can look back on our sales and operations personnel and their long-term contributions. I realize that their many years of service not only plays a key role in our success, but confirms that Mike and I built an environment that has encouraged their loyalty and longevity with us and our clients.

Behind them has been our administrative team, with many now exceeding a decade of service with JMG. But in front, always in front, is our client base.

While we add new "family members" every month, we can point to a score of clients who have recognized and responded to our dream, based on service, to be with us since the early 90s.

Dreaming, if that's all you do, will never get it done. Like the young ballplayers from Ocean View LL, who would be considered champions regardless of how the title game ended, you need the right people, at the right time with more talent than the other guys.

Thanks to all of you for making my dream a reality. ■

Distributor Says, "This Bud's For You," JMG



Few brands have the recognition or appeal of Budweiser. So it is not surprising that when the Orange County distributor of this popular beverage moved to a larger facility in Anaheim last year, it attracted a great deal of attention, including suitors for its security system business.

Among those vying to secure the 300,000 s.f. facility were national, regional and local security system integrators, including JMG through its senior agent Chris Ponchak. Responsible for providing the parameters and ultimately evaluating the proposals was Robert Lyons, whose IT department at Straub Distributing also oversees the security system installations.



Robert Lyons, Straub Distributing

An 11-year employee of Straub, who was involved in similar selections over the years, Lyons had a security system design in mind. What he sought was the best integrator to implement his plan.

"Our security needs are unique in that our product is shipped in bulky cases that discourage internal theft," Lyons said of his objectives in securing the new environs. "The goal," he

continued, "was to install a system that provided security and safety for all our company assets."

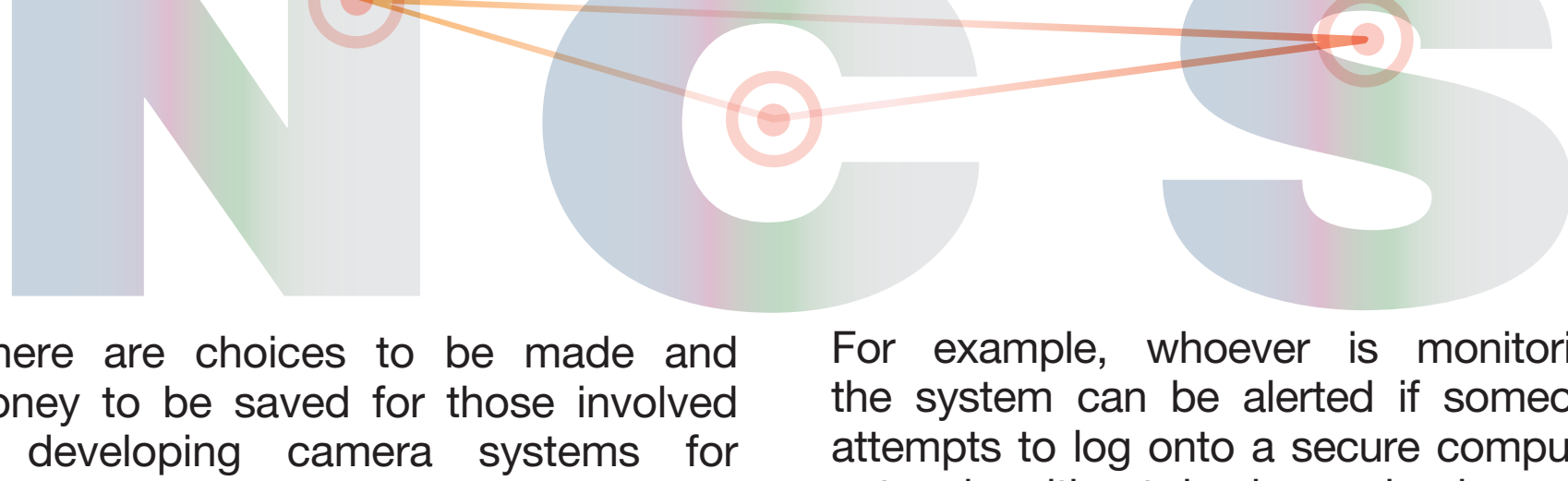
In addition to the 400 people who work there, the Anaheim-based distributor has a fleet of trucks and vans that pick up shipments and deliver the company's beverage products across the county.

Lyons said his decision was based on which company made him more comfortable. Although he had several proposals of varying solutions, including one from his current supplier, the choice of JMG was made without a doubt.

"The bottom line," Lyons explained, "came down to Chris Ponchak's professionalism. His demeanor best suited our needs from every angle."

And months later? "We're very pleased with the performance of everyone at JMG." ■

Options in Network Camera System Explored in Last JMG Seminar



There are choices to be made and money to be saved for those involved in developing camera systems for CCTV. JMG brought some clarity to the subject at their last seminar by hosting a presentation from Steve Smith, regional sales manager for Axis Communications.

"Cameras are smarter now," said Smith of the IP network cameras Axis develops and manufactures for VMS as well as NVR systems. The analytics available in today's systems was the foundation of his remarks, which addressed progressive scans, the advantages of having HDTV defined and the flexibility of network architecture that now accommodates customer needs and budgets better than ever.

"It's a big advantage now for multiple cameras to be networked together with the right NVR and software. With the camera and network video recorder in sync, you can program any number of intuitive search functions," Smith advised.

For example, whoever is monitoring the system can be alerted if someone attempts to log onto a secure computer network without having gained proper entry through an access control point that logs and matches identities. The camera can determine where the perpetrator is and where the attempted computer "log-in" access is taking place.

As most security system specifiers have noted, keeping pace with the advancing technology in network video systems can be challenging. The JMG seminars are scheduled quarterly to provide hands-on demonstrations from experts in their field on the latest equipment available.

JMG's next seminar is Wednesday, November 16 at JMG's Conference Center from 10:00 a.m. to 2:00 p.m. with working lunch provided. The presenter and subject equipment will be determined at a later date. For information and reservations, please contact Caroline at: colearnek@jmgsecurity.com ■