Alarm License No. AC03759 Contractors License No. 575070 www.JMGSecurity.com September 2013

JMG Saves Bella Terra From

# **CCTV Shopping Spree** he coastal-casual style of the Bella Terra Shopping center is designed and managed to attract the discriminating consumer in west Orange County to its 80 stores.

Unfortunately, a criminal element is also

Beach because a significant percentage of its 2,000 - plus parking spaces are occupied by cars of movie goers, which gives car thieves, or vandals, a 3-hour window to do their mischief. Being adjacent to the 405 Freeway also provides a quick and transparent get-away. It's a game of hide and seek that property manager Candice Amigable wants played by her rules, which simply read:

drawn to this modern mall in Huntington

With security of the common area a critical part of her management responsibility, Ms. Amigable has a private team of security guards, an on-site city police sub-station and a CCTV system to back

"we're always watching."

her stance. When the security systems company responsible for keeping the cameras in working order failed to do so on a regu-

assistance that was promised but never came."

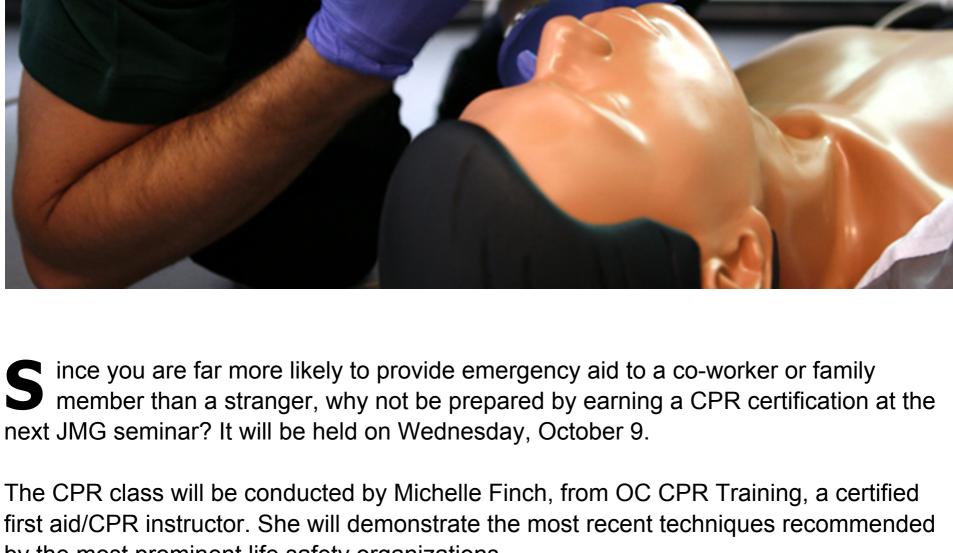
"Before JMG took over, our security guards couldn't do their job properly because all the

It's just the opposite with JMG. "JMG is a breath of fresh air. Greg's team repairs as well as recommends improvements to our system," Candice added. "And it's always done faster than you think is possible."

Now JMG is not only providing a reliable maintenance program for the 84 cameras in

place at Bella Terra, it has upgraded the DVR capability and is in the process of increasing the overall camera count. More importantly, Candice feels like she's back in the game on her terms. To hear her tell it, she has the dream team on her side to give her adversaries nightmares.

**Get CPR Certificate at Next JMG Seminar on October 9** 



As with all JMG seminars, the CPR class will be held in JMG's conference room. It runs

Reservations are recommended. For additional information or to reserve a seat, contact

Callie Snyder through email at: csnyder@jmgsecurity.com or call her at 800-900-4JMG.

Alarms With 2G Cellular **Technology** 

**Are Being Phased Out** 

You'll recall that cellular carriers deploy their networks in two frequency bands: a preferred band with deep building penetration (850 MHz) and another band with shallow building penetration (1900 MHz). Prior to 2011, cellular carriers equally spread 2G and 3G/4G across both bands like a highway that

Starting in 2011, in an effort to increase service levels to their consumer cell phone customers, cellular carriers will start to make their preferred frequencies 3G/4G only. The process is called spectrum harvesting. Similar to how semis must stay in the highway's far right lanes because of their slower

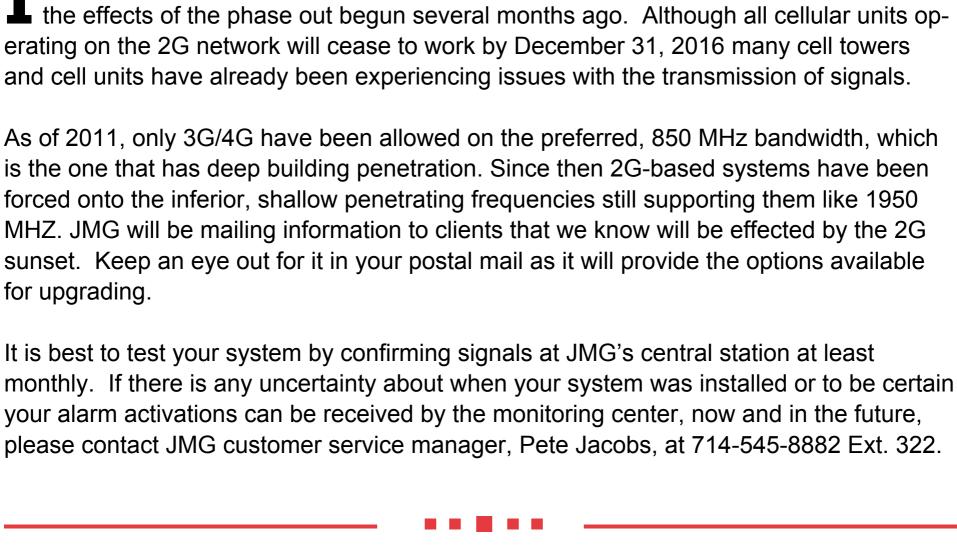
Before the Sunset

**During the Sunset** 

allows all cars to drive in all lanes.

### For 2G devices this will be a noticeable shift. If they were installed based on the coverage provided by the preferred frequencies, their signal levels will drop as they are forced onto the inferior, shallow penetrating frequencies still supporting 2G. This restriction will not occur all at once. It will appear sporadically across the country and when it does, only 3G/4G devices will be oblivious to the change. After the Sunset: Finally, after December 31, 2016, when the 2G Sunset is complete, it will be just like the Analog Sunset. Anything using 2G will stop working overnight. Only 3G/4G will work from that day forward.

speeds, 2G devices will not be allowed on the best frequencies.



**Freeway Insurance Takes** 

**JMG Offramp** 

ounded in 1987, like JMG, Freeway Insurance has its corporate identity on countless

locations in the Southland. Over the past 26 years, the JMG logo has also become a

familiar posting on commercial buildings in seven counties, making it only a matter of time

## Two years ago the probable became reality when Freeway's former corporate office was located in a Buena Park low-rise that JMG secured for its client Yamaha. When Nidal Sahrn, who has been in charge of the insurance giant's security for five years, wanted to evaluate alarm system suppliers for its branch offices and new headquarters, JMG was one of the candidates.

various locations required, including the needs of the new corporate office being built in Huntington Beach. "We liked the card access control JMG had in place for Yamaha, so they provided demos for us, which really sold us," Sahrn re-

The relationship grew from there as Sahrn found JMG personnel far more professional

and capable than his former security systems supplier. Much like an umbrella policy in the

insurance industry, Sahrn appreciated JMG's capability to secure Freeway's many store-

"JMG brought uniformity to our security," Sahrn added. "I can monitor all locations from

my office, we have just one control station and the same software for alarms and our sur-

veillance system. By being able to monitor our remote locations from our headquarters

we can avoid false alarms; and the card access system gives our employees a greater

Freeway Insurance is part of the Confie Seguros family of companies. Confie Seguros is

the largest, privately-held insurance company in the United States and one of the top 20

front locations; although each had individual requirements.

**Labor Day Reflections** by Ken Jacobs, CEO at JMG.

global insurance brokers in the world.

■ ith the Labor Day holiday behind us, I think it's appropriate to spotlight the remarkable workforce We are enjoying a record sales year, which comes in part through additional orders from a satisfied customer base. For that success, we can point to the service that every employee in every department at JMG is empowered to deliver to ensure customer satisfaction.

Our most recent example is the Demonstration Room at JMG, which we designed and

Up and running, we urge you to book a Demo appointment to see the latest technology

and hardware as it becomes available. Mark Milkovich, our new director of marketing, is

email at: mmilkovich@jmgsecurity.com. Mark is one of a group of talented professionals we have added to our staff to support you. In our next issue, I will go into depth on our skillful and growing IT department. In the meantime, our thanks goes out to all of you for allowing JMG to fulfill its destiny while developing new ways to be of service.

As we have done for over 25 years, Mike and I choose to

years ago we expanded our offices and built our confer-

ence room, where we now hold our quarterly seminars.

in charge of the schedule.

installed to provide hands-on demonstrations for our clientele.

reinvest the growth dividend in the company. Several

**JMG Executive Team** 



## its first Director of Marketing. Formerly with GMR Marketing, a worldwide leader in sports and entertainment

senior manager of sports and entertainment working on the MillerCoors account. While at GMR, Mark also assisted in the successful launch of the Microsoft Xbox.

marketing and consulting, Mark was

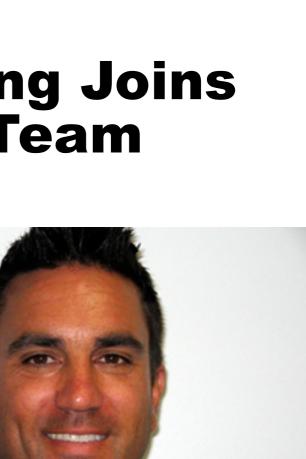
increasing at record levels."

ark Milkovich has joined JMG as

Mark's extensive experience in brand marketing, strategic thinking, media planning, sports/entertainment marketing, digital marketing and partnerships will be applied to enhancing JMG's 360-degree approach to brand marketing. "Mark brings energy, new media understanding and creativity to our business," says JMG co-founder and CEO Ken Jacobs. "Mark is a very talented executive with the ability to

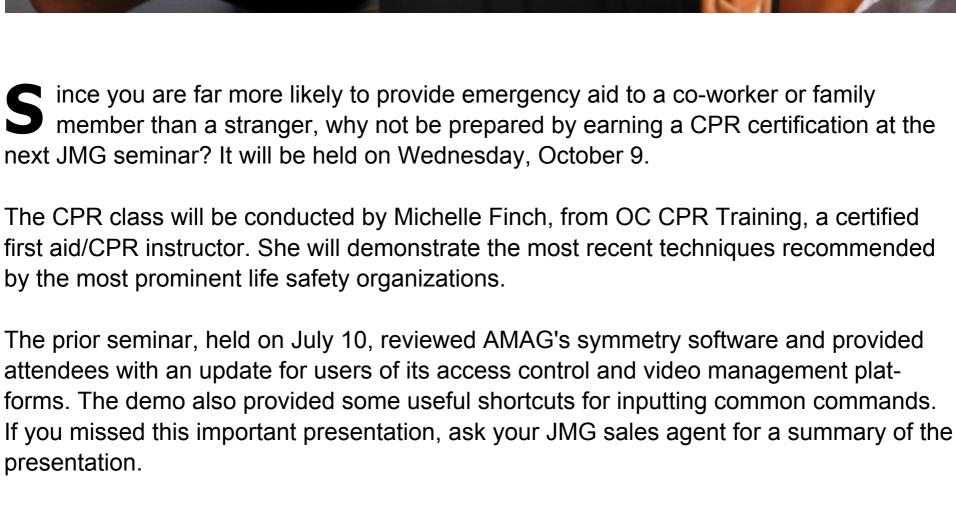
understand the entire marketing mix. His addition to our management team is indicative

of our commitment to growing the JMG brand in the security systems market, which is



Mark Milkovich

lar basis, however, her position of strength was compromised. To regain her edge, Candice dismissed the CCTV provider and sought out the best possible replacement. After interviewing several potential vendors, Candice selected JMG based on the superiority of JMG's technical support department and senior agent Greg Greenfield. In the subsequent months, Greenfield proved to be as responsive as he is knowledgeable. cameras weren't kept in working order," Candice explained. "I was constantly requesting



f your security alarm system is dependent on cellular technology, you may have seen

before both appeared together.

Evaluating security systems for his em-

Sahrn was impressed by JMG's broad

expertise in the security applications his

ployers over the last two decades,

called.

sense of security."

from 10 am to 2 pm and includes lunch.

ROADMAP OF THE 2G SUNSET