

SECURITY TODAY



Securing Southern California

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25th ANNIVERSARY
Securing Southern California
1987 to 2012

25 years of memories and goals



by Ken Jacobs,
President and CEO of JMG

It's not easy going down memory lane when it has been 25 years in the paving. While the journey is pleasantly long, the highlights tend to blur as the years speed by.

What is unforgettable, however, are those first days of operating JMG from my garage at home. I was always fearful that the ice cream truck would "merrily" roll down the street during a critical moment in a sales call.

Equally indelible are the first clients to put the security of their assets in my hands. Three from 1987 remain in the JMG family and are our close friends. They are: Nick and Kathy Kline (UPS store), former police chief Elvin Miali and his wife Charli (home), and Scot and Carmella Bryan (Pacific Decorating Center).

The most important event in JMG history was the day my former colleague at API, Mike Christensen, agreed to be my partner and run the service side of the business.

My duties were pretty clear-cut...marketing JMG as a full service provider. It was Mike, however, who gave that simple mission statement life, longevity and integrity when he came on board six months later.

Today Mike is still by my side as my partner. Even though our vision of the company's future was originally made within view of hanging garden tools and recycling bins, we shared the same one for JMG's future.

We sought to build a company that attracted prestigious names in retail and business circles as well as employees that could be the best in the industry. We also sought stability, which we've achieved by promoting from within and on merit. What began as one - is now 50 strong.

Not to be overlooked at this nostalgic time are the contributions of all our clients and suppliers. Together you are a big part of our 25-year history and Mike and I will continue to seek your approval as we head for the 50-year milestone.



Reservations required for JMG Tourney May 16

Pacific Premier Bank Joins JMG's Charity Tournament

For the first time in our tournament's 17-year history, JMG's benefit golf tournament will have a "host" sponsor. Pacific Premier Bank, Inc., through a major contribution from its CEO Steve Gardner, will underwrite a significant portion of the tournament and will actively promote the event to its 18,000 customers, and through its nine branches and web site.

Ken Jacobs will continue to run the awards banquet and emcee its awards banquet and raffle.

"Since this golf tournament draws from the cities where we have our branches, and the nationally recognized programs of the Boys & Girls Clubs benefit our employees and clients, it made sense to make this commitment on behalf of all of them," Gardner said of the sponsorship for this and future years.

"The 17th Annual JMG Security Systems' Benefit Golf Tournament, hosted by Pacific Premier Bank, Inc." will be held this year on May 16 at Mile Square Golf Club in Fountain Valley. Almost one million dollars have been raised for The Boys & Girls Clubs of Huntington Valley since 1995.

"Our corporate and platinum sponsors from the security industry have made our success to this point possible," Jacobs said. "We will continue to rely on their generosity and seek to add more for this worthy cause."



Steve Gardner (l), CEO of Pacific Premier Bank and Ken Jacobs, CEO of JMG Security Systems.

Friends since they shared a road trip with the Anaheim Ducks as part of another fundraiser, Steve and Ken have enjoyed a personal, as well as business relationship for several years.

"When we decided that the addition of a major sponsor would help us reach as well as expand our goals, I thought of Steve first," Jacobs said of the new association. "He agreed before I had contacted the second name on our list. All of us associated with the tournament know that we have reached a new plateau with Steve and Pacific Premier Bank as part of the team."



Jacobs added that the tournament is bound to sell out earlier this year so regulars should make their reservations as soon as possible.

Check out the what, when, and where and you will see why we expect this years Tournament will sell out early.

What: 17th Annual JMG Benefit Golf Tournament, hosted by Pacific Premier Bank, Inc. It includes range balls, golf cart, lunch, beverages, awards banquet and raffle prizes.

When: Wednesday May 16, 2012...Driving range opens 10:45; Shotgun start at 1:00 p.m.

Where: Mile Square Golf Course, Fountain Valley

Reservations: \$175 donation: Call Sue at JMG 714-545-8882.



Brivo System Is An Asset For Property Managers

Brivo Online Access Control is proving to be an ideal solution for property managers of virtually any size or industry.

Providing reliable, real-time, online control and video monitoring through any Web browser, it allows control at one facility of multiple businesses.

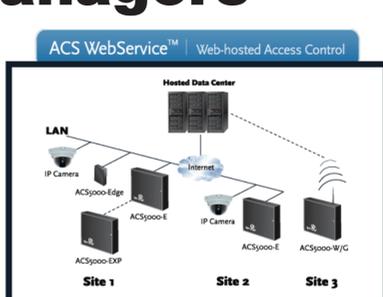
The broad range of control of any building's access is among Brivo's remarkable features. Whether a user has one door, or thousands of doors across the globe, Brivo lets you grant access, print badges, issue credentials, open doors and set schedules, as well as see who's in your building.

If a security incident should occur, reports can be sent to an email address, phone number or page service.

Despite its many capabilities, however, users praise its ease of operation. As a web-based system, there is no software to install and no need to update modems and PC technology. Most say only minimal or no on-site IT support is required for set up and maintenance.

With Brivo offering scalable systems that range from stand-alone to appliance or cloud-based networks, JMG can provide other types of businesses with the same capability to control multiple locations at once. In addition to businesses with the same Brivo finds application at industrial facilities, research laboratories, factories, utilities, airports, government offices and schools; basically anywhere security of assets and employees is important.

To learn how Brivo could be applied to your security needs, contact your JMG sales agent.



Koll Company Has Bravos for Brivo



We all seek security, be it financial, job-related or assets oriented. When Cynthia Wityak contacted JMG, she managed to find all three.

As senior manager of the Koll Company's Rolling Hills Estates' office, Ms. Wityak's duties included securing the building where she works. Called Peninsula Pointe, it has 31 tenant suites and therefore multiple entry locations.

After hearing about property loss in nearby office complexes, Cynthia felt the need to evaluate the potential security threats to her building. Although located in a nice neighborhood, she realized that Peninsula Pointe was close to apartment complexes whose potential security threats in this high unemployment economy could be responsible for the mysterious disappearances.

To relieve her concerns, she initiated a meeting with JMG sales agent Mike Tremblay. "Mike was extremely helpful in explaining different systems and which would work best for our building," Cynthia recalled.

JMG ultimately provided the desired access control through a network anchored by the Brivo System, which

in this case automatically secures all four entry-door locations as well as the building's elevator.

Tremblay is currently solving Ms. Wityak's security concerns in the building's parking garage, by installing a rolling gate at its entryway. It too will tie into the Brivo System.

Cynthia is very impressed with Brivo, which was the key element of JMG's proposal to earn Koll's business. "I like to joke that I'm technologically challenged and was pleasantly surprised at how easy it is to program the key FOBs, access door monitoring information and use other applications it has," she added.

"We haven't had any losses since JMG installed in system and I can feel comfortable that my building is secure after hours and weekends. JMG really provided peace of mind along with securing the building," she concluded.

The Koll Company, headquartered in Irvine, has developed over 90 million square feet of office, industrial and retail space since its founding in 1962. Much of it is managed from local offices.



Mike Runkle Now Representing JMG in Valley and Ventura County Territories

UC Santa Barbara graduate Mike Runkle will be representing JMG in an important and large territory that includes Malibu, Ventura County, Santa Barbara, San Fernando Valley and Lancaster.

Mike earned a degree in Law and Society in 2009 and went to work for RealPractice as client manager.

His responsibilities there included client communications and conflict resolution for a portfolio of more than 300 attorney accounts.

The new JMG sales agent grew up in Orlando, FL. At age 16, he won a gold medal as a member of the local Junior Olympics volleyball team. Mike later played NCAA Division One collegiate volleyball for UCSB.

To contact Mike, call the main JMG office number 800-900-4JMG or dial his cell phone at: 949 636 7517.

