

SECURITY TODAY



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Country Club Gains Membership to JMG's Exclusive Service



Paul Anderson

There are a number of people who want to get into Mesa Verde Country Club that are not among the area's top golfers and their families. The allure of pristine fairways and a majestic clubhouse, at the private club in Costa Mesa, invariably attracts an element that would not make the waiting list.

"A country club is a target of opportunity by intruders regardless of what city it's in," said general manager Paul Anderson. Having served in executive capacities at private clubs for more than 27 years, he speaks from experience when he adds that smash-and-grabs in the parking lot and break-ins at storage points can be deterred, if not prevented, with a modern, well-designed security system.

Last July, when Anderson accepted the appointment as GM at Mesa Verde, one of his first pursuits was to upgrade the outdated system he inherited at the club. Having recently arrived from a private club in Las Vegas, which he terms, "Surveillance City," he was very familiar with the process of selecting a vendor and guiding their design.

To elicit a range of solutions, Anderson invited a number of local security system providers

to show how they would meet his needs, including JMG's Ken Jacobs. Although an existing member of Mesa Verde, Jacobs didn't get a "gimme" on winning the security systems contract.

In fact, it was just the opposite. "We put Ken and his company under more scrutiny, rather than less," Anderson said of the evaluation he made of the competing security system integrators prior to selecting JMG.

In addition to providing a competitive price, JMG went the extra step to provide a "hands-on" demonstration of the video cameras and recorders it was recommending for the club.

The JMG custom-designed system includes highly-visible cameras that provide blanket coverage of the parking lot and all entry and exit areas in vivid color. Inside the club, new cameras also are placed in key areas where pilferage of club or guest property is most likely to occur; and all can be monitored from any computer.

"I'm very happy with what I see from JMG," Anderson said of his critical analysis. "Ken and his crew have been great and performed as they promised." ■

July 13 Seminar Is On IP Recording Options



On the heels of the March seminar featuring IP camera technology from Panasonic, Steve Surfaro, from Axis Communications is offering an informative session on video monitoring hardware and software recording solutions. It will be held in a non-sales environment, at no cost, in JMG's Conference Center, on Wednesday, July 13 from 10:00 a.m. to 2:00 p.m. A working lunch is also provided.

Advance reservations are recommended and can be made by contacting Caroline Olearnek at 800-900-4JMG (4564) or by e-mail at: colearnek@jmgsecurity.com.

March seminar addressed IP camera upgrades and myths

CCTV expert Brian Karadzian, of Open Door Inc. told guests at JMG's March 23 seminar that security systems and IT/IP systems will soon be operating seamlessly as one.

He explained that while analog camera systems are the current standard-bearer for video surveillance systems, a shift towards IP is underway. Karadzian assured JMG

customers with analog cameras, however, that Panasonic has a video encoder that will safeguard the investment in their systems during the transition.

Simply stated, the Panasonic encoder translates the analog video signal that comes into the encoder into a digital video signal. With the device, a corporate system that's analog at one location can expand into the next building or across the street using IP technology, without having to discard the original analog-based network cameras.



As for megapixels and HD cameras, Karadzian warned of the "CSI" factor. "Those of us in and out of the industry tend to think cameras and recorders all operate at the capability Hollywood has presented," he cautioned. "To get a clear picture of the license plates of a speeding car, for example, requires far more than standard equipment." ■

New Wireless Fire Alarm Communicator Can Cut Phone Bill

A new wireless device that can transmit a fire alarm without using dedicated phone lines, is available to cut monthly monitoring costs for JMG customers.

Developed by Telular Corporation, the Telguard TG-7FS transmits alarm signals to the designated monitoring station over the digital cellular network.

Since cellular monitoring costs far less than what it would on dedicated landlines, users save what they would pay the phone company for this service. An added benefit is that the Telguard unit can be mounted away from the fire panel in an electrical or storage room.

If some of these product features and benefits seem familiar, it is because cellular technology has been around the security industry for several years. It wasn't until last year, however, that cellular communicators were permitted to be installed as the sole path for fire alarm transmissions.

By delivering a flexible and reliable communication method, cellular technology is certain to favorably impact system capability and their costs in other applications. For additional information, contact your JMG sales agent. ■



Great News Begins with Tournament Results

by Ken Jacobs, President and CEO of JMG

Our 16th annual golf tournament to benefit the Boys & Girls Clubs of Huntington Valley was a huge success as we took in nearly \$90,000. Our gratitude extends to all who participated, especially to those who donated their time in helping to organize and operate the tournament; and to the sponsors, whose generous contributions make our annual total donation so meaningful. Overall we have raised more than \$700,000 for the Clubs.

My favorite part is hearing from so many of you that this is the best tournament you play in all year. That's our goal in general. In particular, it's to support a vital organization that stretches its annual budget to accomplish so much in Huntington Beach and Fountain Valley.

In other good news, JMG is now affiliated with Open Options, whose advanced software technology allows our customers to update or expand their systems at savings once unavailable to them. The full story on page four merits your attention.

Our ability to represent Open Options platforms has allowed us to win an important contract with

Sea World. I will report fully on that installation in our next issue of Security Today, as the savings may impact your expansion plans as well.

Also, be sure to make your reservations for our July seminar on IP technology as soon as possible. It will provide an important glimpse into the future of CCTV surveillance that will likely draw an overflow crowd. ■



The JMG Benefit Golf Tournament has raised a total of more than \$700,000 over the past 16 years. Accepting one of the donations are Tanya Hoxie, CEO of the Boys & Girls Clubs, and Art Groenveld, its executive director.

JMG Fills the Vacuum in Bissell "Security Needs"



Even though JMG's name was originally on the door of the 245,000 s.f. facility in Rialto, the company would have to prove to a Michigan-based manufacturer, which was moving in to the vacant structure, that it was there to stay.

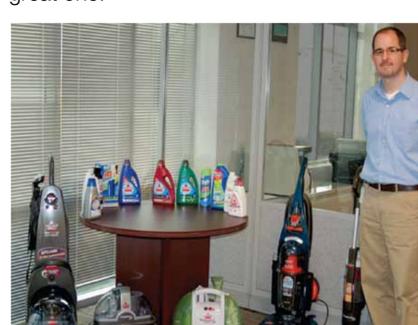
Mike Edington was charged with developing the empty structure into the West Coast distribution center for Bissell, a floor-care innovator from Grand Rapids. Not from the area, Edington was unfamiliar with local security system vendors until he saw the red window sticker on the entry door identifying JMG as the current fire alarm provider. It gave him a starting point.

Although JMG was the first vendor called for a bid to secure the new offices and warehouse, it wasn't the last. Three competed for the business, which JMG would have won on price alone, Edington confided, but that they offered so much more.

"It's been a really good fit," Edington added. "Throughout the bidding and installation process, everyone at JMG was very responsive and their system design was by far the most detailed. With the other companies, you had to pull the information out."

Bissell's opening in Rialto is the second Edington has worked on. Operating out of the company's Michigan headquarters, he also secured a similar facility in the Chicago area. As such, he was familiar with the selection for this vital service but not an expert.

"I'm still in a learning curve on security," explained Edington, whose title is logistics analyst. "I rely heavily on 'partners' for such things and Greg Hanoian proved to be a great one."



Mike Edington stands beside some of the innovative products Bissell Homecare Inc. has produced over their amazing 135 year history. Makers of cleaning products, vacuums, sweepers and deep cleaning machines, Bissell enjoys world wide distribution under the family leadership of a fourth generation.

Under Hanoian's JMG team, the Bissell distribution center has a multi-faceted, cost-effective security system. Comprised of a fire alarm and CCTV surveillance and alarm installation, it can be monitored by the security guard on site 24/7, as well as by Edington or the security staff in Grand Rapids. ■

Open Options Software Available from JMG

One of the main drawbacks associated with upgrading or expanding access control systems has been resolved with the availability of software recently developed by Open Options, a manufacturer now represented in the region by JMG.

As its name implies, Open Options uses an open architecture approach to allow its "DNA Fusion" software to interface with industry standard controllers. Among them are Mercury Security's access control panels that are resold by numerous Mercury OEM partners and found on the ReadyKey Pro systems.

With Open Options, JMG clients can avoid the exorbitant licensing fees and restrictions associated with Lenel control software, which until recently, enjoyed a monopoly for its interfacing capabilities.

According to Craig Loyd, JMG installation manager, open architecture allows a customer to buy card readers from one manufacturer, control hardware from another, surveillance cameras from a mix of vendors, and software from a third or fourth, yet build them together to form a cohesive security system.

The Open Options approach does away with the need for massive system replacements to utilize new technology, effectively future-proofing the new or upgraded installation investment. Since all the devices use a common standard of communication, newer devices are able to communicate with older security hardware too. This adds up to a much longer lifespan for the facility's security system.

Such freedom of choice means the JMG system design will combine a best-of-breed solution. As system needs grow, new components can easily be added, and this reduces the need to overhaul the security system every 3-5 years.

For additional information, contact your a sales agent. ■

