

SECURITY TODAY



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Annual Awards Won By Deserving Personnel

by Ken Jacobs

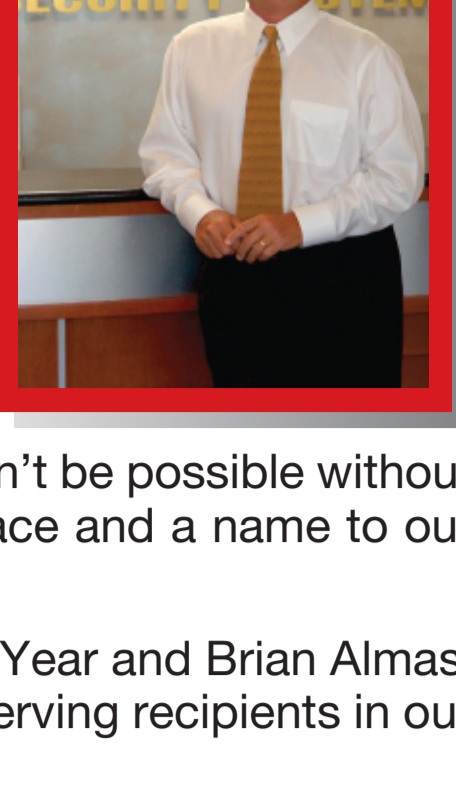
I think we'll all look back on 2009 as a year when we were challenged by the times and succeeded due to the loyalty of clients and dedicated personnel. At least that's our position at JMG. We know our service pays off in many ways and it wouldn't be possible without people like Chris Ponchak and Brian Almasi, who provide a face and a name to our unsurpassed commitment to service.

Please join me in congratulating Chris as our Salesman-of-the-Year and Brian Almasi as our Employee-of-the-Year. As always, there were many deserving recipients in our ranks and it's always difficult to recognize just two.

Chris was amazing in that he kept up a steady pace of new and repeat business that raised the bar for everyone. Brian also set new standards for client response by being available, to us and his clients whenever called on; be it weekends or after hours.

As we turn toward the opportunities and challenges of 2010, we renew our commitment to all our clients. We intend to live our slogan: "Securing Southern California" in every possible way.

I also want to take this opportunity to wish you all a very prosperous 2010. ■

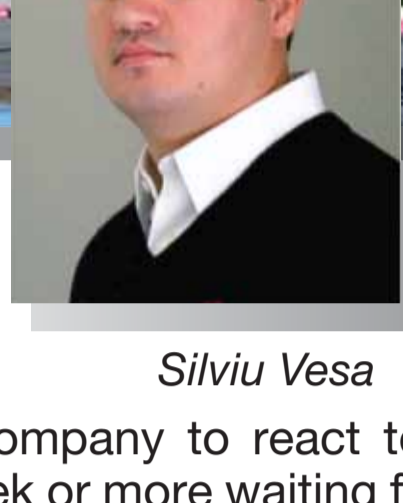


JMG Soars in the Eyes of



EAGLE COMMUNITY CREDIT UNION

Security Director



Silviu Vesa

Security. The word enjoys a special sense of urgency. Preventing or delaying its implementation sounds risky, if not downright criminal. Yet, when Silviu Vesa needed his former security alarm company to react to his company's needs three years ago, he could be delayed a week or more waiting for its response. The security director for Eagle Community Credit Union, based in Lake Forest, Vesa described his experience with a national security company as a nightmare, with missed deadlines occurring routinely.

Switching to JMG in 2007, he says, restored his faith in the industry. "I like working with a local company with local experience," said Vesa who added that JMG came highly recommended by those in the construction industry as well as other financial institutions on JMG's client roster.

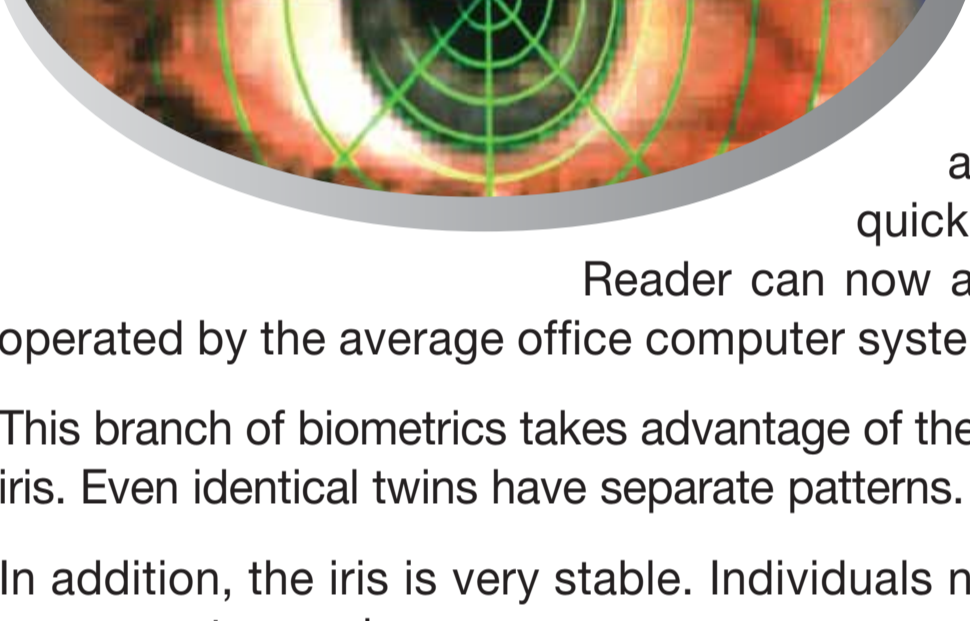
"My first contact with JMG was through Gil Gonzales, who is a true professional," Vesa explained. "He's a stand-up guy, always delivering on his promises and always there to illuminate a situation when I have any questions or concerns."

Upgrading the security systems at five of the six Eagle Community CU branches involved numerous opportunities to test JMG's customer service, which Vesa found to be impeccable.

"They all do their homework and made our switch from VCRs to the DVR technology go smoothly and without delays," said Vesa.

Like JMG, Eagle Community Credit Union enjoys a rich history. What began as Orange County Postal Credit Union in 1937, is now a community credit union with offices in Lake Forest, Santa Ana, Garden Grove, Placentia, Laguna Niguel and City of Industry. Anyone who lives, works, worships, or goes to school in Orange County can become a member. ■

Biometric Technology Featured in Panasonic's Access Control System



The recent application of biometric technologies in the development of access control systems have made iris reading instruments a viable option from both a cost and capability standpoint.

What was once seen only in futuristic movies a decade ago, has become almost commonplace as high-precision, quick recognition systems like Panasonic's Iris Reader can now accommodate up to 5,000 users and be operated by the average office computer system.

This branch of biometrics takes advantage of the complex patterns that exist in everyone's iris. Even identical twins have separate patterns.

In addition, the iris is very stable. Individuals need only be enrolled once to establish a permanent record.

The time associated with employee enrollment and their accessing the Iris Reader is negligible. A video snapshot of the iris in each eye requires less than a minute. Gaining entry to a secured area, only requires a glance into the Reader from 12 to 15 inches away.

It's user-friendly too. Nothing touches the entrant seeking access and no unusual lighting, laser, flash or strobe is used in the operation of this control system.

To get the complete information on this popular biometrics-based access control system, contact your agent or customer service representative at JMG. ■

JMG Project Manager Wins Awards for Heroism

Donald Parco, who joined JMG as a project manager 18 months ago, learned first hand that anyone can be thrust into a situation where heroic action may be necessary. For his actions, literally under fire, Parco has received seven awards from city and county agencies that recognize heroic deeds by citizens, law enforcement and emergency responders.



Don and his wife Terah

The emergency took place last November as Parco was returning home from work. He smelled fire and spotted flames shooting from the second-story window of the 40-unit condo complex across the street from his residence.

Parco parked his JMG service truck and came to the aid of the lady whose unit was in flames. He asked if her dog or any living creature was still in the burning unit.

Assured there was no one in the condo to rescue and that the fire department had been notified, Parco took her garden hose up the stairs but remained low on the landing where the visibility was better and to avoid the billowing black smoke. He then directed the hose at the flames in the room until the smoke turned white, which indicated to him that the flames were out.

By that time the fire engine company arrived, Parco had put out the fire thereby preventing further fire and water damage. Told later that the actual fire damage was limited to one room, which was restored for just \$6,000, Parco felt sufficiently rewarded. It wasn't until weeks later that he heard he would be receiving the awards.

"In no way do I think of myself as a hero," said Parco with a wink. "But I do remind my wife from time to time that I am a hero and have the papers to prove it." ■

San Diego Blood Bank



make a difference in life.

Now Has A JMG Designed Security System

Behind the doors of the San Diego Blood Bank (SDBB), is an artery of rooms, equipment and personnel that procure, test and provide blood that makes a difference in the lives of area hospital patients. The COO of the organization, Doug Morton, says that since its founding in December 1950, SDBB has stayed in the forefront of transfusion medicine while serving some 50 hospitals in the Southern California Region.



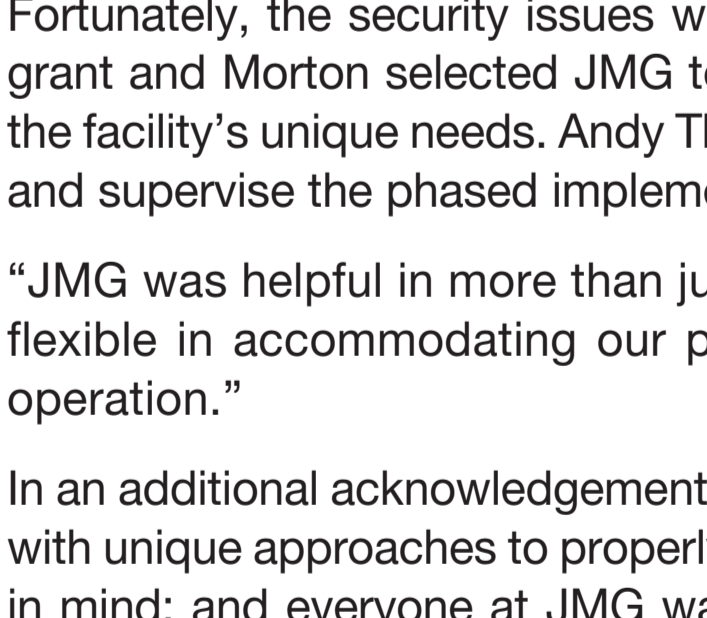
In order to accomplish its important work, SDBB's doors are open 24/7. Staff and blood donors need access throughout the day and their safety was only one of Morton's concerns. He also needed to protect the multi-million dollar equipment inventory and ensure that unauthorized personnel never compromise sensitive procedures and tests.

Fortunately, the security issues were resolved this year when SDBB received a federal grant and Morton selected JMG to design and install a security system that addressed the facility's unique needs. Andy Thoren, the SDBB's IT Director was asked to coordinate and supervise the phased implementation of JMG's integrated system.

"JMG was helpful in more than just the design," Thoren recalled. "Everyone was very flexible in accommodating our priority scheduling and working around our 24-hour operation."

In an additional acknowledgement of the installation team, Thoren noted, "They came up with unique approaches to properly secure valuable equipment while keeping staff safety in mind; and everyone at JMG was always very responsive to our software support or hardware needs."

Thankful that security is now greatly improved due to the access control and camera systems in place at the 4-story building, Thoren noticed that "Peace of Mind" was a major benefit of JMG's installation. "We're very pleased with our decision to go with JMG and we're confident we have a very reliable system." ■



VoIP is Not Advised for Alarm Transmission

VoIP (Voice over Internet Protocol), which is the transmission of voice traffic over IP-based networks, has become popular largely because of the cost advantages to consumers over traditional telephone networks.

Unfortunately, the economies this service provides can offset by the problems inherent in the technology, thus making it a hot topic of conversation in the security alarm industry.

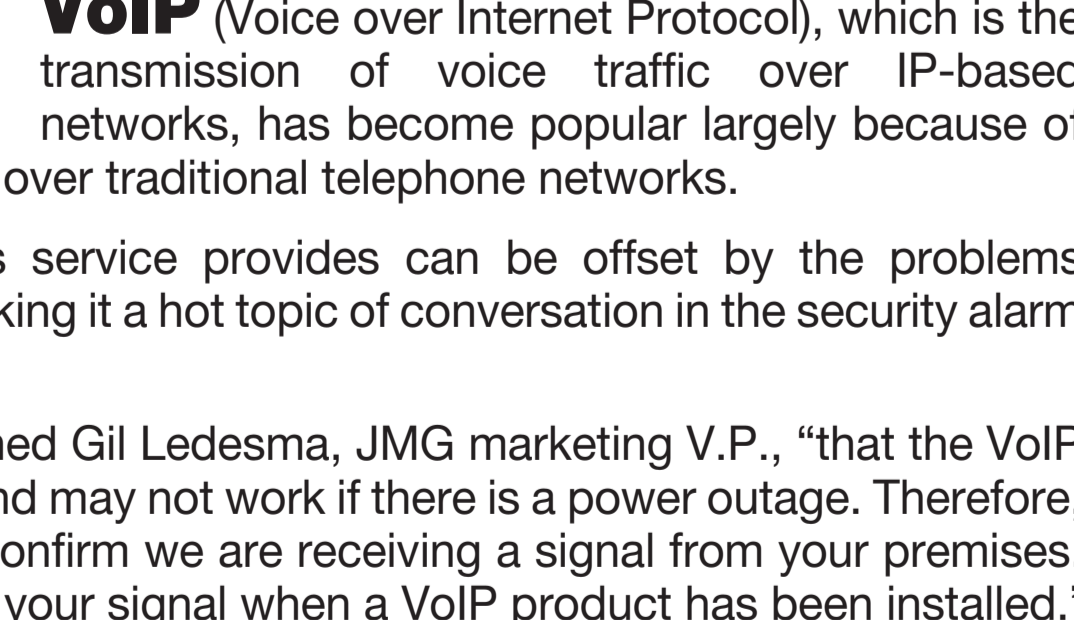
"It's fairly well known now," explained Gil Ledesma, JMG marketing V.P., "that the VoIP service can sometimes be spotty and may not work if there is a power outage. Therefore, I suggest you test your system to confirm we are receiving a signal from your premises. There are other options to transmit your signal when a VoIP product has been installed."

Ledesma went on to say new products and services are being developed to allow alarm systems to reliably communicate when there is no analog phone service but they require evaluation on an individual system installation basis.

"Anyone thinking of converting their business phone service to VoIP should contact their agent to ensure that their alarm system response is not compromised," he said. ■

JMG Announces 2010 Seminar Schedule

A preliminary schedule for JMG's popular Seminar Series was announced by Gil Ledesma. "We will have four seminars on these topics but the dates and presenters are subject to change at this time," Gil explained. "I just wanted everyone to know what seminars we'll be offering this year and approximately when they will take place."



So for now, plan to attend a presentation on Megapixel Cameras on February 10, Vendor Day on May 12, Biometric Card Readers on August 11, and Workplace Violence on November 10.

JMG has offered the Seminar Series since 2000 to keep its clients and their associated security personnel aware of the latest advancement in security system technology. They are held in a non-sales environment at no cost, in JMG's Conference Center, from 10:00 a.m. to 2:00 p.m. A working lunch is provided.

Seating for the seminar is limited to 40, so advance reservations are recommended. Call Caroline Olearnek at 800-900-4JMG (4564) or contact her by e-mail at: colearnek@jmgsecurity.com to ensure your attendance. ■