

SECURITY TODAY



Securing Southern California

JMG SECURITY SYSTEMS • 17150 Newhope St. • Suite 109 • Fountain Valley, CA 92708 • 714/545-8882 • 800/900-4564

www.JMGSecurity.com

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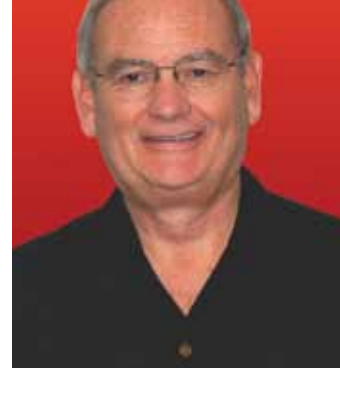
JMG Builds Trust with Ganahl Lumber

Ganahl Lumber, which dates back to its first yard in Los Angeles in 1884, is building a history with JMG through its director of security Robert Cashion. It is headquartered in Anaheim, where JMG provides the fire and burglar alarms for its four business units at that location. They total around 200,000 s.f.

Cashion is also impressed with JMG's equipment, technology and installation prowess. "We've never had a false alarm with a JMG system," he remarked. "Whenever we've had alarm activity, JMG personnel were able to determine the cause, which proved to be our responsibility, and together we remedied the situation."

Cashion, who has 45 years experience in security, with over 30 of them in law enforcement, "inherited" JMG when he joined Ganahl four years ago. He describes his experience with JMG and its service over that time as "excellent."

"JMG is very dependable in every way. When I call with a question, there's always an immediate, knowledgeable response and the customer service is much more professional than what the other security alarm companies at our other yards offer me. I believe that JMG is just heads and shoulders above its competition."



Then there are the many intangibles that also impress Cashion. "JMG realizes that there is more to security than installing and monitoring systems," he acknowledged. "I really appreciate the seminars JMG provides and the newsletter is very informative too."

Ganahl is a family-owned company currently run by Peter Ganahl, the great grandson of the founder. In addition to lumber, Ganahl offers doors and windows, electrical and plumbing goods, hardware products and countless home improvement items.

Bob Cashion, director of security for Ganahl Lumber, believes that JMG is "head and shoulders" above its competition.

Repeat Business in 2009 Echoes Lessons of Marketing 101

By Ken Jacobs, CEO



Your basic Marketing 101 course advises that a large proportion of each year's sales should come from existing clients.

That lesson is not lost on JMG management.

For most companies, new business is king and the leading salesmen are considered royalty. At JMG, our clients wear the crown.

Our sales have been steady, even in a down economy, thanks to a customer base that shows its satisfaction with JMG by having us expand or upgrade their systems when the need arises.

These sales would not be possible without the effective performance of our installation and customer service department personnel who work so closely with the client after the sale is made.

They have become virtually an extension of the sales department.

Additional business from Honda Center, Stater Bros. and Mater Dei High School, is a case in point. All have been associated with JMG for more than five years and each returned to us within the year to fulfill their new security system needs.

Thus the sales department joins me in recognizing the important efforts of installation manager Craig Loyd, customer service manager Ron Windham, and assistant customer service manager Pete Jacobs for our ongoing success. They are aided by their excellent staff and the outstanding contributions of executive account managers Melissa Fischer and Mimi Safieddine.

14th Annual Golf Tournament Draws 220 Players and Raises \$55,000

The 14th Annual JMG SECURITY SYSTEMS' Annual Benefit Golf Tournament on May 13 raised \$55,000 for the Boys & Girls Clubs of Huntington Valley (Fountain Valley and Huntington Beach).

Held over both courses at Mile Square Golf Course in Fountain Valley to accommodate the 220 players, the event brought the total amount raised over the years to more than \$650,000.

The Boys & Girls Clubs of Huntington Valley maintain programs for 8,000 local children, including after school care, sports leagues, performing arts programs, and licensed childcare.

Boys & Girls Clubs' CEO Tanya Hoxsie said, "Families are counting on the Boys & Girls Club more than ever right now. That means community support is more important than ever. We're very grateful that JMG and so many local businesses are making our community's kids one of their top priorities."

Ken Jacobs added, "We're very pleased that in a year when the economy is down, this tournament could raise such a significant amount. Regardless of the strains on our budgets, we must not overlook the needs of charitable organizations, like the Boys & Girls Clubs, that do so much for our community."

Ken also wanted to acknowledge that among the industry sponsors of the event were Bosch Security, Silent Knight, AMAG, Ken Massrey Associates/Pelco and National Monitoring Center (NMC).

Tanya Hoxie, CEO of the Huntington Valley Boys & Girls Clubs ceremoniously accepts the \$55,000 raised by the 14th Annual JMG Security Systems' Benefit Golf Tournament from Ken Jacobs. At right is Art Groeneveld, executive director for the Clubs.



DMP Digital Monitoring Products Anchor Ganahl Lumber System

As a leading security systems integrator, JMG can specify a number of manufacturers to meet the exact needs of its clients. To secure the business units at Ganahl Lumber, for example, JMG selected the alarm panels from Digital Monitoring Products (DMP).



Founded in 1975, DMP has grown to become a recognized leader in network solutions for fast, cost-effective, centralized security monitoring in applications of all sizes. In fact, DMP helped launch the digital communications revolution in the security industry and continues to set standards for integrated intrusion, fire and access control systems.

The DMP XR500 Zone Command Processor Panels represent the company's most recent advance in technology. Providing the next level of performance, it transitions from a dialer-focused communications approach to a true network communications approach. All to ensure that every message transmitted by its alarm panel is successfully received by the central station.

In addition, the XR500 panels feature advanced keypad prompts. They enable the end user to verify or cancel a false alarm, and the central station receives simple "Alarm verified by user," "Alarm canceled by user," and "Abort by user" messages.



Ask your JMG sales agent about all the additional features that make the DMP panel one of the best choices for upgrading an older system.

JMG Now Offering an Integrated Burglar/Video Security System



Burglar alarm technology has just made a leap forward and JMG is there to make it available to its clients.

A new, wireless burglar alarm system from Videofied can be installed instantly and moved indoors or outside as required. The system has many features including operating outdoors at temperatures from -20 degrees F to +140 degrees F.

Capable of operating on batteries for up to two years, the alarm system can act as a remote sentry for countless applications from securing construction sites to monitoring buildings, rooms or shipping and storage containers.

Motion (sensing up to 40 feet) activates the integrated night vision camera, which features illumination up to 40 feet. When activated, it sends a ten second video clip of what or who tripped the sensor. The signal goes over a cell network to a monitoring station.

The "Instant Eye Witness" provides a faster response to catch intruders and video verification virtually eliminates false alarm incidents and fines. The central station can now dispatch the responding agency with verified video that an intruder has breached a client's premises.

Streamlined to keep the costs down, the system is comprised of an indoor and/or outdoor camera(s), keypad, control panel communicator and cell SIM card.

For additional information contact your JMG sales agent.

September Seminar Will Be on Administration of AMAG's Access Control System



JMG will be offering a free seminar on Wednesday, September 9, that will cover AMAG software administration. It is designed to train or retrain the administrator of an AMAG Access System.

An expert AMAG representative will conduct the seminar, which will review the software's capabilities thus enabling attendees to maximize the value of the system in their facility.

Gil Ledesma, who heads the seminar series for JMG, said the 4-hour event will be an excellent refresher or training course for those administrators who may not have been factory trained.

JMG has offered the Seminar Series since 2000 to keep its clients and their associated security personnel aware of the latest advancements in security system technology. They are held in a non-sales environment at JMG's Conference Center, from 10:00 a.m. to 2:00 p.m., with a working lunch provided.

Seating for the free 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 reserve your seat.