

## Two Teams Score Goals at Honda Center

A long-term business relationship, like the one enjoyed between Honda Center and JMG Security Systems, is shaped and defined by more than budgets, proposals and contracts. Trust and performance are truly the key components. And over time, they form a bond between two entities that is familiar to lifelong friends, but rare among corporate entities.

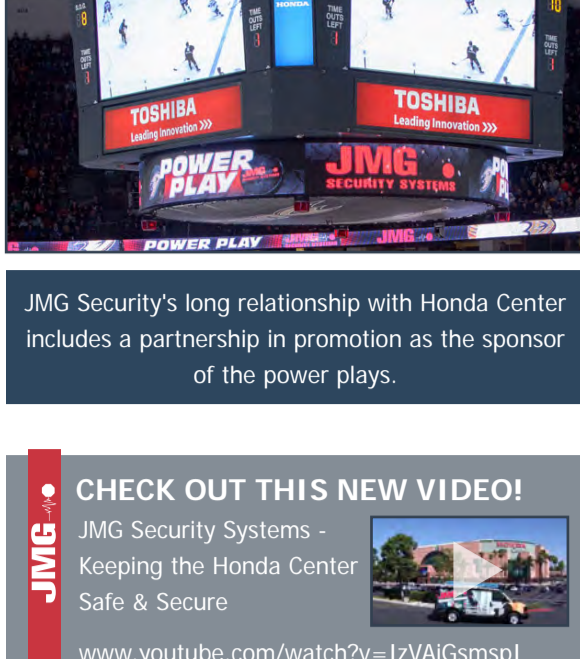
Home to many championship athletes and headline entertainers since opening in 1993, the Honda Center has one team that has remained intact throughout the years... the leadership of Mike Christensen and Ken Jacobs at JMG Security Systems and Tim Ryan, CEO and President of Honda Center.

They have morphed into a formidable front line over the past two decades, to secure the safety of the millions of fans who have visited this vibrant venue in the heart of Orange County.

Ryan put the relationship into perspective when he said JMG Security is not just a security provider, but a partner as well. "JMG Security's personnel are here before most events," he explained. "They are 'the eyes on the fans' that have allowed us to earn and promote a tremendous safety record."

Brent Mater, the Honda Center's director of operations, has been a key part of the security team that transitioned "the eyes" or cameras, at the arena, from analog to digital technology, along with the assistance of Craig Loyd, JMG Security's vice president of operations. "We have a huge building that is difficult to secure as we have thousands of fans entering from multiple entry points," Mater noted. "JMG Security's expertise in system technology along with its Platinum Level service, has enabled us to offer a safe haven for our diverse fan base, without delay, on a daily basis."

The relationship took on an added dimension last year when JMG Security Systems became a marketing partner by sponsoring the "Power Play" at the Anaheim Ducks NHL games. "We knew we would share in the team and Honda Center's success through this promotion; and that's exactly what has happened," added Ken Jacobs.



JMG Security's long relationship with Honda Center includes a partnership in promotion as the sponsor of the power plays.

**CHECK OUT THIS NEW VIDEO!**  
JMG Security Systems - Keeping the Honda Center Safe & Secure  
[www.youtube.com/watch?v=I2VAIGsmSpI](http://www.youtube.com/watch?v=I2VAIGsmSpI)

## Bar Bakers Find JMG Raises the Bar

Bar Bakers has a history as hot as its name. Founded in the '80s as Bloomfield Bakers, this one-year-old manufacturer of cookies, snacks and nutritional bars has many of the products it offered in 2007, when it had \$250 million in sales. That was the year it was purchased by Ralcorp, a leading private label producer.

Today Bar Bakers is housed in a 75,000 sq. ft. facility in Los Alamitos that is staffed by almost 300 food specialists. To secure this valuable resource, which owners Bill Ross and Harold Rothman re-claimed and re-named Bar Bakers last year, general manager George Chresaidos turned to JMG Security Systems for an integrated camera, access control and fire system.

The relationship with JMG Security Systems began in 2011 when George worked at Katella Bakery and Restaurant, also owned by Ross and Rothman. It needed to expand the existing CCTV system, and JMG Security Systems was selected over the original alarm company.

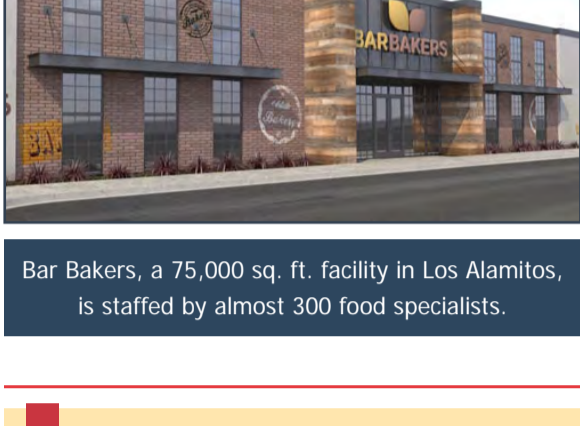
When the time came to secure Bar Bakers with a system designed for more than just deterring theft, George again turned to Greg Greenfield, senior sales agent at JMG Security Systems, without getting a competitive bid.

"There was no reason to request proposals," Mr. Chresaidos recalled. "I know I can pay less, but I'll get less," he reasoned logically. "And I know I can pay more, but I can't possibly get more than I do with JMG."

Now Bar Bakers security is anchored by a 35-camera system that is strategically positioned to fulfill many roles. "The food business has really changed in the past 15 years," George Chresaidos said referring to all that the system must be capable of providing beyond access and theft control.

"We required a system so thorough it would lower our insurance premiums, provide a record for safety audits, resolve employee disputes or confirm when an incident or accident occurred and who was involved -- just to name a few," Chresaidos explained.

It would not have been possible without a team effort. "I like dealing with JMG," George added in closing. "Everyone there is responsive, respectful and easy to work with."



Bar Bakers, a 75,000 sq. ft. facility in Los Alamitos, is staffed by almost 300 food specialists.

**DID YOU KNOW?**  
...you can view both live and recorded video from most mobile devices?

## 2014 Was Best in JMG History

by Ken Jacobs, President/CEO  
JMG SECURITY SYSTEMS INC

As we conclude 2014, JMG Security Systems greatest year ever, we are full of excitement about the year ahead. The JMG family of dedicated, loyal and professional team members produced record sales and revenue for the company while maintaining an excellent level of customer service in every department. Mike and I can't be more proud of the company JMG Security Systems is today.

Before I address the many highlights of 2014, I want to thank the many, loyal JMG Security Systems clients who put their trust in us every day. JMG Security Systems' daily commitment is to continue to improve every part of our company, to strive to be excellent and to treat every client as the most important one we have. The goal is a real challenge but one we know can be attained.

During the past year we have opened the JMG Security Systems' Command Center demonstration room to rave reviews. If you are ready to upgrade your facility's closed circuit TV or access control systems, please visit the Command Center for a hands-on demonstration.

We also opened a new warehouse to better accommodate our clients and service department needs. We established our San Diego office, remodeled our Fountain Valley headquarters and added 15 new employees to the team.

In 2015 our facility improvements will continue as will our product committee, which explores new technology to offer our clients for the solutions they seek. In addition, we are very excited about the roll-out of our new website and logo. Keeping our brand fresh and current is important. Keep your eye out for the exciting, new look, which will be introduced in the first quarter.

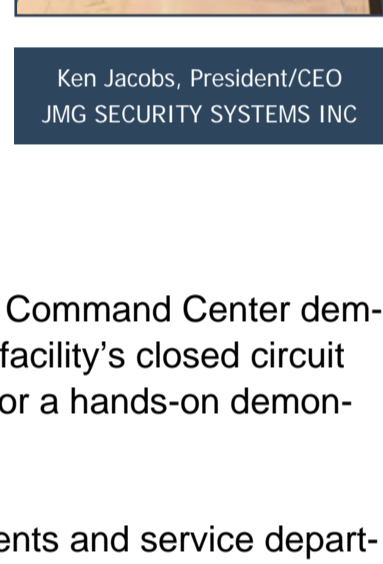
JMG Security Systems' partnerships with both the Angels and Anaheim Ducks are important and rewarding. Being closely associated with two major franchises, as a sponsor and official security provider for both, is unique and exciting for all of us.

Finally, JMG Security's charitable work continues on many fronts, including this year's 20th Annual Benefit Golf Tournament.

In a fitting tribute to JMG Security Systems' emphasis on service, at the annual JMG Holiday Party, fire test supervisor Shane Lapka was named "Employee of the Year," and Adam Schmitt, a field supervisor, shared the "Spirit" award with Sue Tjelmeland, vp of administration.

Also announced at the company's annual year-end event was that Greg Hanoian, senior sales agent, was recognized as the Sales Agent of the Year.

Best Wishes for a wonderful 2015 and thank you for your loyalty.



Ken Jacobs, President/CEO  
JMG SECURITY SYSTEMS INC

## State of IP Video Leads Off JMG's 2015 Seminar Series

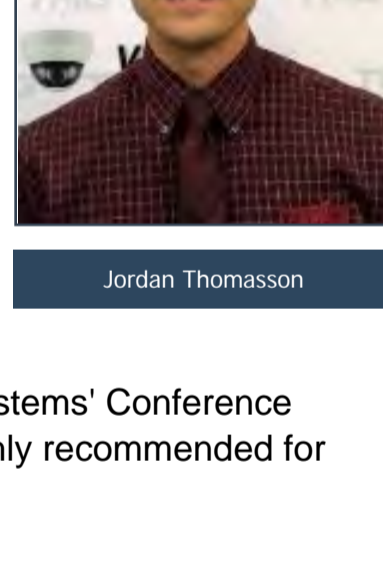
IP camera technology, which has ushered in a new level of convenience and quality in the CCTV segment of the security system industry, will be the subject of the first JMG Security Systems seminar in 2015. It will be held on Wednesday, March 18 and conducted by Jordan Thomasson, from Southern California-based Thomasson Marketing Group (TMG). An expert on the subject, Jordan is the regional sales manager and has spent 10 years in the electronic security integration business.

The popular designation IP stands for Internet Protocol and uses Ethernet, rather than coaxial cable, to transmit data from the camera lens to the managing and storage systems.

All seminars are held from 10 a.m.-2 p.m. in the JMG Security Systems' Conference Center, where a working lunch is provided. Reservations are highly recommended for those wishing to attend.

To assure that you have a seat, contact Callie Snyder by e-mail or phone (csnyder@jmgsecurity.com or 800-900-4JMG.)

Future seminars will be announced in the next edition of Security Today and the JMG Security Systems' website.



Jordan Thomasson



### JMG FUN FACTS

Got Dirt? You probably wouldn't know that JMG has three competitive off-road racers on staff. Sue Tjelmeland (vp of administration) and her son, Shane Lapka (fire test supervisor) race their Baja Bug and Class 10 car. Our third racer, Fred Mooney, systems engineer, has been racing since 2000 and races in his own VW Bug class 5 Open. They all race in various off road desert racing events throughout the year. Races are held in Lucerne Valley, Barstow and in Nevada for the Primm, Mint 400 and Rage at the River in Laughlin.

## 20th Annual JMG Security Systems Benefit Golf Tourney Set for May 20

The JMG Security Systems' Annual Benefit Golf Tournament, which has generated more than \$1.2 million dollars for the Boys & Girls Clubs of Huntington Valley since 1995, will be held for the 20th consecutive year on May 20.

The two 18-hole courses at Mile Square Golf Course in Fountain Valley will again be the site of this milestone tournament, which has Pacific Premier Bank as the host sponsor for the third consecutive year. With almost 300 golfers participating the past few years, reservations are recommended and can be made by contacting the JMG office in Fountain Valley.

"Sponsorships have always been a key part of our fund-raising and we are grateful for the local and security-related businesses that have contributed to our success," said Ken Jacobs, who founded the tournament and has made it one of the most popular in Southern California. "They enable us to offer such extras as valuable tee prizes, raffle items, six beverage stations and IN-N-Out Burgers again this year. We're hopeful that this being a special year will generate even greater participation at the four levels we offer," Jacobs added.

Special 20th anniversary recognitions will be added to the tournament agenda that includes a long-drive demonstration, putting contest, hole-in-one prize, lunch and an awards banquet. The evening banquet features a musical performance by the Clubs' talented boys and girls.

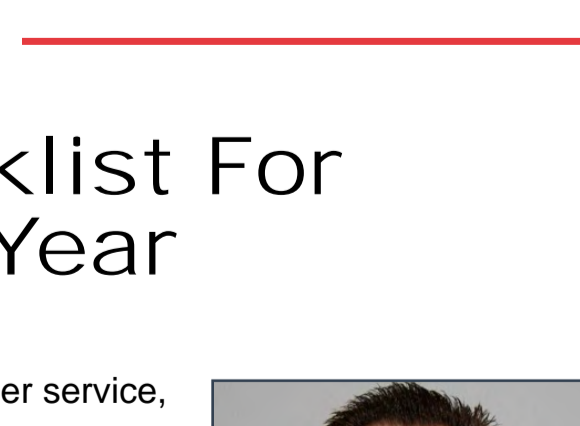
Ken Jacobs Named "Champion Of Youth"

Ken Jacobs was presented with the second annual "Champion of Youth" award at the Boys & Girls Clubs of Huntington Valley's 36th Annual Benefit Dinner & Auction. More than 600 guests attended the event known as "Great Futures Start Here." The honor recognized Ken as being one of the Clubs' most dedicated supporters for his contributions that include, and go beyond, the golfing event.



Ken Jacobs (2nd from left), who founded and chairs the tournament, has made it one of the most popular in Southern California.

**DID YOU KNOW?**  
...many cities require video verification before dispatching the police on burglar alarms?



Ken Jacobs, with his wife Eileen, was recognized by the Boys & Girls Club with its Champion of Youth Award.

## Service Checklist For The New Year

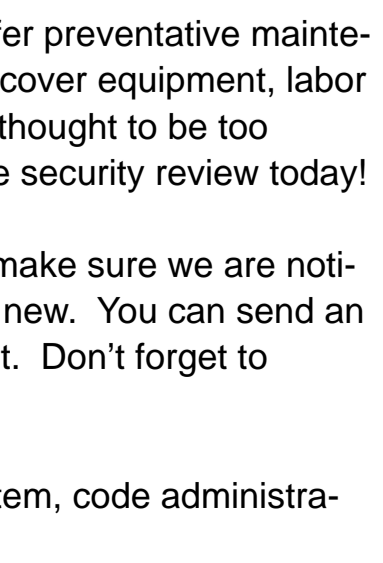
Pete Jacobs, vice president of operations, customer service, suggests you review your security systems and procedures on a monthly basis to ensure optimal performance. If you are unsure of any process, do not hesitate to call him for assistance.

\* Test all the points on your burglar alarm system by verifying signals are being received by the monitoring center. Call 866-459-0009 to place your system on test. Arm your system then open all protected doors and windows and walk through your facility to trip all motion detectors. Disarm your system after a couple minutes then call the monitoring center back to verify all signals were received. If any zones are not received, please call JMG for service at 800-900-4JMG (4564) or e-mail us at service@jmgsecurity.com

\* As systems age, periodic maintenance is recommended. We offer preventative maintenance service plans as well as other Preferred Service plans that cover equipment, labor or both. Many new technologies are available and systems once thought to be too expensive are becoming more affordable than ever. Call for a free security review today!

\* Review your Emergency Call List. Whenever there is turnover, make sure we are notified to remove that person from the contact list and add someone new. You can send an e-mail to dataentry@jmgsecurity.com for help with your contact list. Don't forget to remove their code from the alarm panel as well.

We are here to help! If you need assistance with testing your system, code administration or other training, please don't hesitate to contact us.



Pete Jacobs