

JMG Drives Security Solutions at Five Shelly Group Sites

The Shelly Group, which has eight auto dealerships in five locations in Southern California, has allowed JMG to steer its security system programs since 1999. It all began that year when Lee Crecelius recommended JMG to the project manager responsible for supervising the building of Irvine BMW. At the time, Crecelius was General Manager at Shelly's Saddleback BMW and a personal friend of JMG co-founder Ken Jacobs.

"I had nothing to do with the decision to hire JMG," Crecelius remembered. "Bob Deck, the project manager, was unhappy with the alarm companies he used at our other locations and asked for referrals from those of us at a meeting."

After making the decision to go with JMG, Crecelius remembers Deck's rationale. "He said that JMG's reputation for service, quality of people and ability to understand our needs, made the difference."

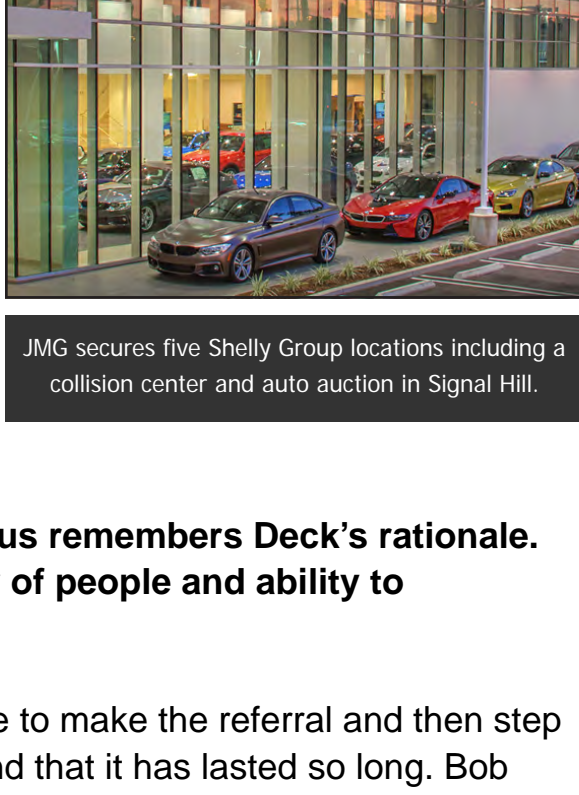
Crecelius went on to say, "It was very gratifying for me to make the referral and then step back and see Bob so satisfied with the relationship and that it has lasted so long. Bob went on to have JMG secure every Shelly facility as they were built, or when their security contract expired."

After Deck retired last year, Crecelius succeeded him as Facilities & Projects Manager. To date, JMG secures six locations including a collision center and auto auction operation in Signal Hill. Last year JMG's video surveillance was ideally placed to capture the image of the perpetrator of a car theft on the auction lot. "The very next day the culprit returned and our service manager spotted him from the clear picture we had found on our video system recorder," Crecelius added.

Now in his 11th year with the Shelly Group, Crecelius serves as its V.P. as well as Facilities & Projects Manager. Last year, under his direction, JMG updated the existing system at Irvine BMW with new cameras providing expanded coverage and an upgraded access control system.

"JMG has a huge responsibility with us," Crecelius explains. "The typical dealership has an inventory valued in the millions and we average almost 90 employees at each location we want to keep secure as well."

Lee's experience with JMG echoes that of his predecessor. "Shelly annually reviews all of its vendors in terms of value," he said. "Everyone associated with JMG gives the entire team high marks for responsiveness, integrity and product capability."



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JMG Provides Spectra with the "Answers"

JMG's legendary service is responsible for a high percentage of its business. That fact has been well-documented on these pages for more than two decades. Conversely, the bad service of its competitors has played a major role as well.

Case in point is the securing of the Spectra Premium distribution center in Redlands by JMG's Senior Sales Agent Greg Hanoian. Benoit Lefebvre, V.P. Sustainable Development for Spectra, originally called the security system company that secured its prior location in nearby Riverside to begin the process for Redlands. To his astonishment, there was no response. Ever!

A commercial property manager in the Inland Empire area, who assisted Benoit in relocating to Redlands, had also worked closely with JMG over the years. She recommended Greg and JMG to Mr. Lefebvre. Since Benoit spends the majority of his time in Spectra's headquarters in Canada, it was a welcome recommendation that proved beneficial on a broader scale than he could have imagined at the time.

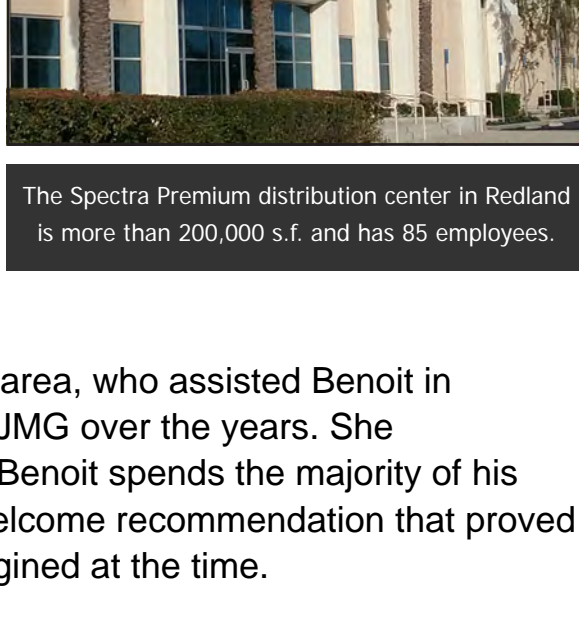
Within a month, Greg and his JMG team had designed and installed an integrated system that would protect personnel and property through state of the art access control and exterior and interior camera surveillance systems. Spectra employs a staff of 85 at the 205,000 s.f. Center.

"I felt as though I was in business with this group representing JMG, who got the entire system under operation in a short time," Benoit said. "Greg, Mike McConnell, Sr. Project Manager and Fred Mooney, Systems Engineer, designed and provided everything I needed."

Benoit was especially appreciative as he must manage the environmental safety and security of the two centers in the U.S. as well those around the world, from his office in Quebec province.

"When I call JMG, I know someone will answer promptly and my question will be handled. Now I find it a pain to deal with the other security vendors, who rarely provide the kind of service JMG does on a daily basis."

Founded in 1989 and headquartered in Bourcherville, Quebec, Canada, Spectra Premium manufactures automotive aftermarket products and employs over 1,500 in North America.



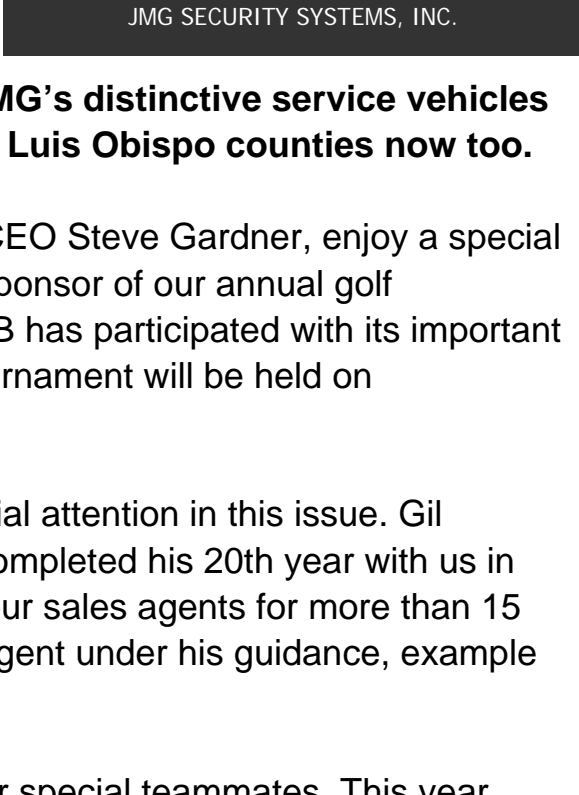
The Spectra Premium distribution center in Redlands is more than 200,000 s.f. and has 85 employees.

A Team Effort for 30 Years

By Ken Jacobs, President/CEO
JMG SECURITY SYSTEMS, INC.

Mike and I teamed up 30 years ago to form JMG because we recognized the value of combining our talents to build a business. While I pursued marketing JMG, Mike's dedication to service gave credibility to the promises made in the field.

The team continues. What started in my garage has been expanded to the six largest counties in Southern California - from Ventura to San Diego. Now, with the continued success and growth of our client Pacific Premier Bank, we will expand to the Central Coast to provide upgraded systems and service to the 12-bank chain it purchased in that growing and scenic part of the state. Thus, JMG's distinctive service vehicles will be seen crisscrossing Santa Barbara and San Luis Obispo counties now too.



Ken Jacobs, President/CEO
JMG SECURITY SYSTEMS, INC.

When it comes to teamwork, Pacific Premier and its CEO Steve Gardner, enjoy a special "partnership" with JMG that includes being the Host sponsor of our annual golf tournament. This marks the fifth consecutive year PPB has participated with its important contributions. The 22nd Annual JMG Benefit Golf Tournament will be held on Wednesday, May 17.

Two members of the JMG marketing team merit special attention in this issue. Gil Ledesma, Vice President Sales and Marketing, just completed his 20th year with us in 2016, and has been invaluable in hiring and training our sales agents for more than 15 years. Many have gone from trainee to senior sales agent under his guidance, example and sharing of company values.

Senior Sales Agent Andy Schimmel is also among our special teammates. This year marks Andy's 20th and final year with JMG as he retired on April 1st. We will miss his good humor and valuable contributions. Best of luck Andy!

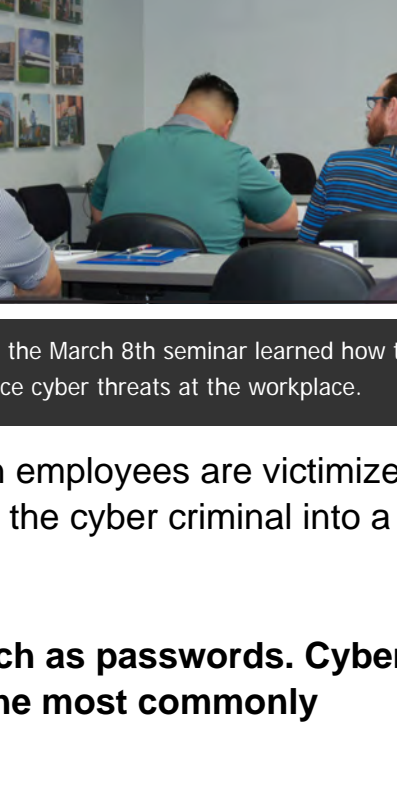
We also welcome two new members to our marketing team. Ed Lawson brings 30 years of experience in the security systems industry to his Senior Sales Agent position in Los Angeles. He is joined by Sales Agent Monica Esqueda, Andy's replacement in Orange County, who has six years experience in the field.

My special thanks also goes out to Lee Crecelius, Vice President of Facilities and Projects for the Shelly Group in Irvine, and Benoit Lefebvre, V.P. Sustainable Development at Spectra Premium, for sharing their positive experiences with the JMG team in this issue of Security Today.

Hope to see you all at the JMG tournament.

JMG FUN FACTS

Before Andy Schimmel retired last month, after 20 years with JMG, the average tenure of the six Senior Sales Agents and Vice President, Sales and Marketing, Gil Ledesma, averaged 17.5 years with the company. With Ed Lawson replacing Andy, the average is still an impressive and remarkable 14 years. Thanks for your continuous service Greg Hanoian, Chris Ponchak, Greg Greenfield and Mike Tremblay.



JMG's C.O.O. Mike Christensen wishes Andy Bon Voyage at his farewell party.

Recap of JMG's March 8th Seminar

Reducing Cyber Security Threats Was Subject of JMG March Seminar

As if taken from today's headlines, guests at JMG's March seminar learned how cyber attacks occur and what can be done to reduce or eliminate their threat at a workplace. Tom Rice, Senior Executive V.P. and Chief Operating Officer, and Rudy Ramirez, Pacific Premier Bank's IT Director, provided the timely information, stating that cyber security threats are real, and they continue to grow and evolve in complexity, creativity and reach.



Guests at the March 8th seminar learned how to reduce cyber threats at the workplace.

Malware, which is a term coined from "malicious software," can be devastating and enduring, Ramirez told those attending in the JMG Conference Center. He added that as many as three out of ten employees are victimized by opening links that contain a malware virus, which can allow the cyber criminal into a company's network.

Once in the system, malware steals digital information such as passwords. Cyber crime is so prevalent, it has surpassed property theft as the most commonly reported offense.

Ramirez said that educating employees to the tactics used in cyber is an invaluable aid. Foremost is to caution personnel about opening unknown or suspicious links that are camouflaged to represent well-known banks or government agencies.

Pacific Premier Bank supports the strongest encryption hashing algorithm technology to protect customers using its network and prevents a cyber criminal from producing fraudulent encryption keys.

A brochure entitled "Cyber Security Matters: An In-Depth Look at Online Security," is available at no charge from the Bank and can be ordered from your JMG sales agent. It's a 12-page primer on the subject, providing tips and tactics to thwart digital compromise on your business, home and mobile networks.

Look for the next JMG seminar on our website and be sure we have your email address so we can notify you directly about the next event.

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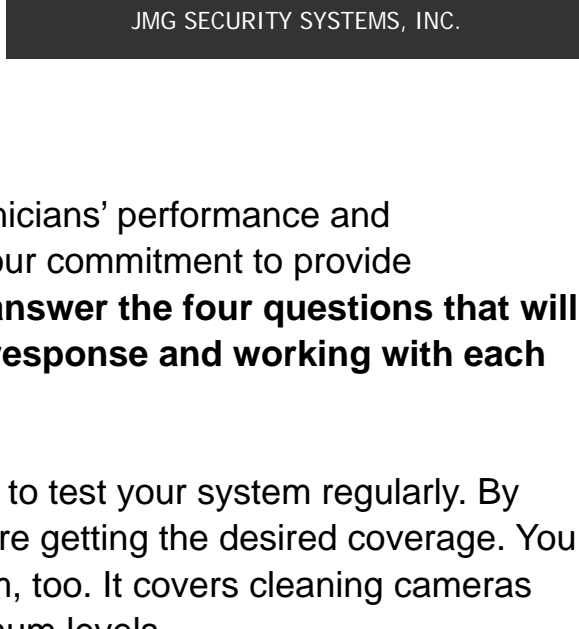
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Look for the next JMG seminar on our website and be sure we have your email address so we can notify you directly about the next event.

Samsung Names JMG Dealer-of-the-Year

Hanwha Techwin America, formerly known as Samsung Techwin, presented JMG with its highest dealer honor, during its annual STEP Partner Summit held on March 7. A leading supplier of advanced video surveillance solutions for IP-video, analog and hybrid systems, Hanwha has nearly 600 distributors in the U.S.



JMG keeps their service technicians trained in all new security technology systems.

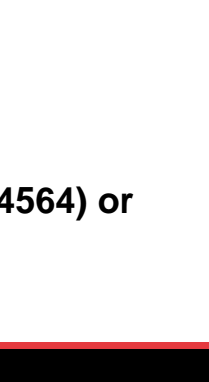
According to Hanwha's Regional Sales Manager Marco Sanchez, JMG was recognized as Dealer-of-the-Year for a variety of reasons.

"JMG has been one of our premier dealers for many years," Sanchez began. "But it goes beyond sales. With JMG's leading-edge Command Center (systems demonstration room) and constant training of their own sales staff and service and install techs, Gil Ledesma and his teams truly understand our products and how to deliver them to the market."

In accepting the award, Gil Ledesma, V.P., Sales and Marketing for JMG, said, "The honor spotlights our dedication to bringing our customers the latest technologies and recognizes our industry-leading standard of training and product knowledge that our teams work hard to maintain."

DID YOU KNOW?

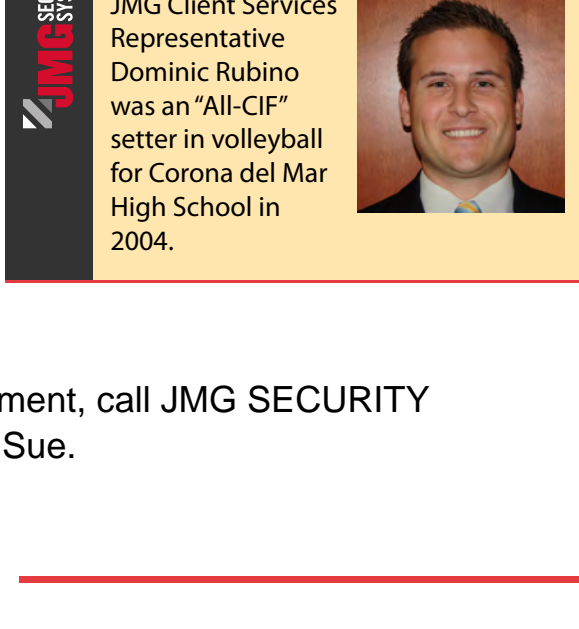
JMG SECURITY SYSTEMS was the host of the San Diego Gulls Corporate Partner networking meeting in San Diego on March 15, at Bay City Brewing Company. That evening Mike Tremblay, JMG Senior Sales Agent in San Diego, got to ride the Zamboni.



JMG Client Services Representative Dominic Rubino was an "All-CIF" setter in volleyball for Corona del Mar High School in 2004.

22nd Annual JMG Benefit Golf Tournament To Be Held May 17

The 22nd Annual JMG Benefit Golf Tournament, with all proceeds going to the Boys & Girls Clubs of Huntington Valley, will be held on Wednesday, May 17th at Mile Square Golf Course in Fountain Valley.

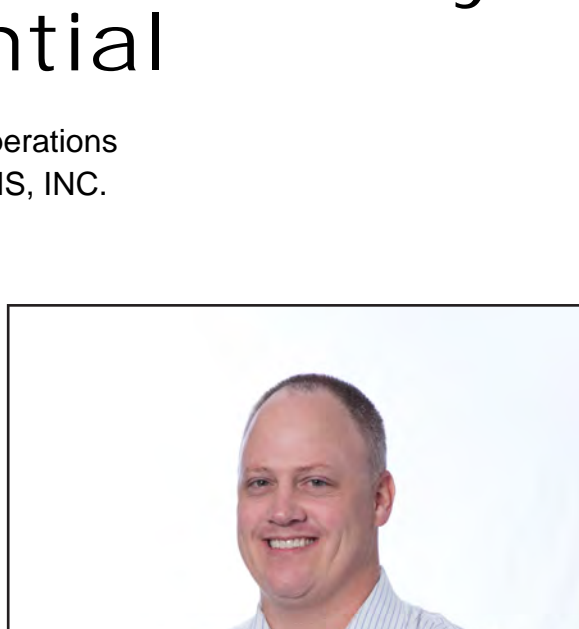


Activities scheduled for this year include a putting contest and Hole-in-One prizes at every par 3.

Pacific Premier Bank will be the Host Sponsor for the fifth year - ensuring that there will be a great turnout with the usual complement of beverage stations, and quality tee and raffle prizes. As in prior years, there will be a putting contest before play begins, and valuable Hole-in-One prizes at every par 3 during the tourney.

Last year's tournament raised \$115,000 through the generosity of more than 300 participants. Since its inception in 1996, JMG has raised nearly \$1.7 million for the Clubs.

As in years past, players are invited to extend their role by being a sponsor. A range of sponsorships are available to promote products and services to the attendees.



JMG Client Services Representative Dominic Rubino was an "All-CIF" setter in volleyball for Corona del Mar High School in 2004.

To inquire about sponsorships or to play in the tournament, call JMG SECURITY SYSTEMS, Inc. at 800-900-4JMG (4564) and ask for Sue.

Feedback on Service Is Easy And Essential

By Pete Jacobs, V.P. of Operations
JMG SECURITY SYSTEMS, INC.

Since the summer of 2015, the Service Department has employed an auto email process that confirms a service appointment has been requested and scheduled, when a technician was dispatched to the site, including their photo, and when the service has been completed.



Pete Jacobs, V.P. of Operations
JMG SECURITY SYSTEMS, INC.

As you may know, other helpful information is contained on the form, including an opportunity for you to rate the experience with our team in the field. While some of you have taken advantage of this opportunity to share your level of satisfaction, most surveys are returned without comment.

Just a reminder that hearing from you about our technicians' performance and appearance is crucial to their continued training and our commitment to provide unsurpassed service. **So please take a moment to answer the four questions that will help us help you. I look forward to reading every response and working with each client to provide the best service possible.**

I also want to remind you of the need and importance to test your system regularly. By checking recorded video regularly you'll ensure you are getting the desired coverage. You might consider our preventative maintenance program, too. It covers cleaning cameras and verifying that systems are operating at their optimum levels.

In addition to hearing the alarm on-site, it is important to make sure JMG is receiving the alarm signals from your system. If you need help testing and verifying signals, please call our service department at 800-900-4564 or send an e-mail to: service@jmgsecurity.com.

Thank you for choosing JMG, we appreciate you!

For more information or to schedule a demo call 800-900-4JMG (4564) or visit www.jmgsecurity.com.