

SECURITY TODAY



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Imagination Plays Key Role in Securing

Pretend City® CHILDREN'S MUSEUM



One of the realities during the design and construction of Pretend City Museum for Children was that its security system would require some imaginative solutions. Lauren Howel, director of operations for the recently opened Irvine attraction, knew it began with selecting the right electronic security company.

Applying her 13 years' experience as a property manager, which included evaluating and hiring alarm companies, she collected referrals from colleagues and professionals in the field and ultimately narrowed her choice of the top three companies for presentations. Her criteria were headed by longevity in business, followed by a positive reputation and an existing portfolio of high profile clients.

"The professionalism of Gil Gonzales was apparent from the start," Ms. Howel recalled of the initial 2007 meeting with the JMG senior agent. "Call it gut instinct but I knew JMG would be the right choice."

After checking out the references and the client roster, she was convinced her first impression was correct, adding "I saw the JMG stickers at so many distinctive locations, and now I can say, 'We have that company too.'"

The unique challenges of securing Pretend City were headed by a concern for employee and guest safety and controlling accessibility to the non-public areas. And the young guests visiting the City, who range in age from infants to ten-year olds, weren't the only targets.

Yes, Ms. Howel needed to make sure children wouldn't wander away from their groups in the 28,000 s.f. facility but she also had to ensure that the dozens of volunteers had restricted mobility as well.

Gonzales and his project manager Brian Almasi designed and installed an integrated system that consists of a burglar alarm and a card access control system that allows for keyless entry to the museum and administrative departments; but only to authorized personnel. But this application of technological expertise wasn't the defining moment the gut instinct had promised.

Three months prior to the opening, on the Friday evening of the 3-day Memorial Day weekend, Lauren received a call from a fellow employee who was having trouble arming the alarm system before she left for home. Within minutes, Lauren was back at the site, aiding the employee – but the pair tried without success.

Remembering that she had the cell phone numbers of both Gonzales and Almasi, she was able to reach both although it was after hours. "Brian not only said he would meet us there right away, he stayed three hours to diagnose and solve the problem.

"It was one of those shining moments," she said of Almasi's response and resolution of the situation." ■



Lauren Howel

JMG to Give CCTV Demo at Inland Empire IFMA Tradeshow

See the latest in CCTV security systems with a hands on demonstration of hardware and software at the JMG exhibit at the Los Angeles Facilities & Sustainable Buildings Expo & Conference, on November 4th and 5th at the Fairplex in Pomona, CA.

Presented by IFMA, (International Facility Management Association) the two-day event begins at 10:00 a.m. both days and concludes at 3:00 p.m Wednesday and 2:00 p.m on Thursday.

JMG is a member of IFMA, which is a non-profit organization dedicated to meeting the information and educational needs of facility management executives and their staffs. With approximately 18,000 members and 129 chapters worldwide, IFMA promotes efficient, effective, safe and humane workplaces. ■

Sales Agents Added to JMG Marketing Team



David Nalbandian has joined the JMG marketing team to represent the company in north Los Angeles County, Ventura County and the San Fernando Valley. A lifelong resident of Simi Valley, David will call on companies as far north as Santa Barbara.

A graduate of Cal State Northridge, with a degree in business administration, David spent the past three years as a sales representative for GANZ in the same sales area.



Dave Barry is the new sales agent for JMG in south San Diego County, where he resides. A graduate of Wittenberg University in Ohio, he is a native of Philadelphia.

A seven-year security industry veteran, Dave was most recently a project manager and technician for Sensorsense. He will join senior agent Mike Tremblay in JMG's San Diego office. ■

Making the stretch run with the Angels

By Ken Jacobs,
JMG Co-founder and CEO

We support the L.A. Angels of Anaheim in a number of ways, one of which will be very public beginning September 16. Like many of you, we follow the Halos' fight for the pennant but we are also active in other ways. As a company we are season ticket holders, secure all their retail stores and food and beverage offices, and for the second consecutive year are advertisers. Listen and look for our messages from September 16 to the end of the season on their radio broadcasts and on the stadium scoreboard.

Our allegiance comes from more than customer loyalty. We admire the Angels organization because we find so many similar traits between our two companies.

We're both committed to fielding as good a team as possible and we intend to outscore our competitors with clutch performances and customer-friendly access and accommodation.

To continue the analogy, we've made some September call-ups as we expand our roster for the stretch run. We've added two sales agents, as reported on page 2 of this newsletter, for Ventura County and the San Fernando Valley communities and our San Diego territory respectively.

Like all our agents, they have a favorite "pitch"... that JMG is ready to come in and provide effective relief for businesses placed in a tense situation because their electronic security vendor dropped the ball on service or equipment upgrades.

Our annual employees night at the ballpark is September 26. It's just one of the ways we show our gratitude to them for keeping companies like yours so secure. ■



HID on the Desktop™ Provides Access to Doors Computer Systems With Single-Card Solution

The convenience a cardholder enjoys in unlocking doors has been brought to the desktop. Irvine-based HID Global introduced its HID on the Desktop™ solutions earlier this year to positive reviews that included, "Where convenience meets security on the desktop."

Designed for small-, medium- and large-sized companies, HID on the Desktop allows a single card to perform the dual role of accessing a secured door and the Windows®-based computer systems beyond it.

"There's much more to this system than the speed of deploying an access card to also log on to a computer system," says JMG's Mike Christensen. Security throughout the organization is enhanced while at the same time simplifying some of the access procedures the IT manager faces with new or recently promoted personnel on a daily basis.

For additional information on HID on the Desktop, contact your agent or customer service at JMG. ■