

**Southern Folger Detention Equipment  
Company**

**Corporate Resume**

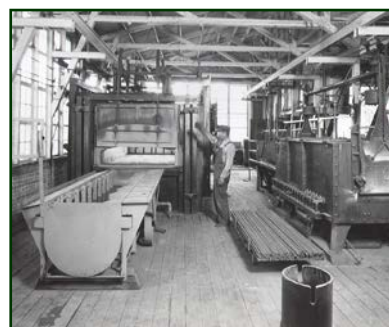
8/24/2013

[www.southernfolger.com](http://www.southernfolger.com)  
*See who we are. See all we do.*



## ***Southern Folger Detention Equipment Company Our History***

Southern Folger Detention Equipment Company is synonymous with excellence and quality in product design, materials, and craftsmanship, as well as facility construction, service, repair and retrofit. Forged on the foundation of the two pioneer United States detention equipment manufacturers, Southern Steel founded in 1897, and Folger Adam established in 1905, Southern Folger equipment and workmanship can be found in thousands of facilities around the world. Our equipment is specified by design professionals that demand only the best products and solutions for the unique correctional environment.



	<b><i>CENTURIES OF INNOVATION AND EXCELLENCE</i></b>
1897	Southern Steel Company founded by David F. Youngblood in San Antonio, Texas. Metal fabrication of jails, vaults, bridges and sliding door locking systems.
1905	Folger Adam enters the business following his father's retirement and creates the Folger Adam Company, located in Joliet, Illinois, and focusing on the production of security equipment, including jail cells.
1929	Southern Steel introduces the 2700 mechanical continual motion locking system and is awarded a \$1 million construction project at Rikers Island Penitentiary, New York – the largest steel-constructed jail in the country.
1945	World War II – Southern Steel actively supports the troops by manufacturing tanks for dispensing hot water to Army training camps, and submarine mine cases. Folger Adam produces shell casings for Joliet Army Ammunition Plant.
1955	Southern Steel launches the 7100 series, which leads to design of key locks that open and close by remote control.
1974	Southern Steel develops a lock and hardware division.
1983	Following a devastating flood, Folger Adam Company moves operations to Lemont, Illinois.
1986	Folger Adam acquires Stewart-Decatur Security Systems, Inc.
1988	Southern Steel purchases Republic Security Products and introduces a pneumatic line of technology.
1989	Southern Steel Company becomes a Division of Phelps-Tointon, Inc. Greeley, Colorado; Folger Adam introduces the Maxi-Mogul® Key Cylinder.
1994	Southern Steel Electronics Division is launched.
1995	Southern Steel engineers the 10500 Institutional Mortise Lock, featuring lever handle to meet ADA requirements.
2004	Southern Steel's parent company, Phelps-Tointon, Inc., acquires Folger Adam Security, Inc. and the companies merge to form Southern Folger Detention Equipment Company, with production of both lines in San Antonio, Texas.
2005	Southern Folger introduces the Certified Detention Equipment Contractor Program and launches a Stocking Distributor Network.
2009	Southern Folger introduces Specialty Security Electronics Product Line, including SecurVu Video Visitation.

## ***Southern Folger Detention Equipment Company Operating Divisions***

Today, the name Southern Folger Detention Equipment Company stands for both products and services that meet the needs of the demanding detention industry, while remaining consistent with our historic commitment to quality.

### ***Construction Management Division***

Southern Folger employs a complete staff of project managers, site superintendents and installation crews fully trained on installation of all products, including:

- State and local licensing, as required
- A knowledge of standards and codes specific to the detention industry – ASTM, ANSI, NFPA, UL
- Bonding and insurance coverage
- Self-performance of 90% of our work

Projects with security electronics integration have qualified, on-site superintendents and crews to perform: Conduit systems installation; wire pulls; certified fiber optic installation; installation of head end and field devices; network installation; Cat-5 fiber; testing and troubleshooting; start-up and commissioning; program and system modifications.

### ***Security Electronics Division***

Southern Folger's Security Electronics Division has developed a broad line of systems suitable for every type of corrections application. Through design, manufacturing and installation, these high quality integrated security systems meet the unique and demanding needs of this industry.

The Applications and Automation Department designs, programs, tests, and supports projects that are created around a unique specification and architectural design. Services include: Functional Theories of Operation; Programmable Logic Controller Programming (GE, Modicon, Allen Bradley, Omron, Square D Symax); HMI Programming (Wonderware, Indusoft, Intellution, FactoryLink); Database Programming (SQL Server); IO Driver creation for integrating new systems; Data Logging and User Report Generation; Training and Manuals; PC Set-up Workstations and Client/Server Architecture; Systems Integration – Southern Folger can integrate separate sub-systems into a single fully integrated Control System including: Touch Screen Control; Digital or Analog Intercom Systems; I-P-based CCTV Controls; Access Control; Duress/Personal Alarm Control and Monitoring; Perimeter Control and Monitoring; Video Visitation Systems.

## ***Technical Service Division***

Southern Folger's Technical Service team has an extensive knowledge of the highly specialized detention environment and the equipment required for safety and security. They provide today's technology to service and maintain existing equipment or recommendations for upgrades and retrofits. Our customers include facilities of every security level, from the Federal Bureau of Prisons to the local municipal court.

When time counts, Southern Folger is the one source for detention equipment:

- System Evaluations, Product and Design Recommendations
- Retrofits and Upgrade to Existing
- Installation, Service and Repairs
- Maintenance Programs

## ***Core Capabilities***

***Estimating Services*** – Southern Folger's staff of qualified estimators have specialized experience in the detention industry, which allows for development of accurate and detailed estimates specific to each project. Estimators typically work with Architects, Security Consultants, Owners, and other trades to ensure estimating accuracy.

***Detention Engineering*** – Southern Folger maintains a full staff of experienced, well-trained Mechanical, Manufacturing, Electrical and Control Systems Engineers with a focus on providing well-designed products and systems. *AutoCAD® Mechanical*, specifically designed for manufacturing applications and *SolidWorks®*, a 3D mechanical software, are used for product design and development. The Engineering group is also incorporating Building Information Modeling or BIM, to create and manage design projects faster, more economically, and with less environmental impact. The Engineering team provides custom design solutions and production drawings for detention locks and locking devices.

***Research and Development*** - The Research and Development team is tasked with continuous product and process improvement, new product development and product testing to industry standards, such as ASTM and UL.

***Manufacturing*** – Southern Folger's 120,000 sq. ft. manufacturing and warehousing areas are currently being converted to Lean Manufacturing practices with BSC (Balanced Score Card) measurements to improve product delivery lead times. Fabrication areas utilize state-of-the-art equipment, including two Bystronics lasers and computerized CNC Vertical Machining and Turning Centers. Key areas include:

- Jail Shop – Fabrication, welding, painting, machining and assembly operations for sliding door devices, safes and component parts for detention locks.
- Lock Shop – Assembly, inspection and packaging of all locks and door position switches
- Warehouse/Shipping

## ***Additional Services***

***Service after the Sale*** – long after project turnover, Southern Folger is committed to the needs of the Owner. The Technical Service Department provides full service project management and implementation for detention equipment retrofits and upgrades. This team employs a full staff of project managers, site superintendents and installation crews that are dedicated to delivering solutions for equipment upgrades and retrofits. Services include: Solution Design, Project Administration, and On-site Project Management. Additionally, the following services can reduce repair and replacement costs in the long run:

- Assistance in establishing regular preventive maintenance programs
- 24 hour Emergency Support
- Quarterly technical training opportunities
- National Stocking Distributor Network for prompt replacement parts support

## ***Training***








Interested in learning more about Folger Adam or Southern Steel detention equipment? We offer specialized, in-depth, quarterly training classes at our facility in San Antonio, Texas. These classes cover the full range of electronic controls and high security detention locks, hardware, sliding door locking devices. Classes feature hands-on training, troubleshooting and maintenance tips from experienced instructors.

The complete 4-day course is developed for detention facility staff and maintenance personnel, as well as architects and engineers. Detailed product manuals for locks, hardware, locking systems and security electronics basics are provided to the students, with full access to seasoned professional trainers. The classes are product specific, since each product line, Folger Adam and Southern Steel, have their own unique characteristics. For a class schedule, pricing and registration form, find a complete information packet on our website [www.SouthernFolger.com](http://www.SouthernFolger.com).

***Bringing our detention training to your area*** – Southern Folger also provides customized onsite and regional training.

**Product Brands** – Southern Folger offers a complete line of security products:

 	<p>Two detention products lines with worldwide recognition – Southern Steel and Folger Adam. Offerings include high security locks, hardware and locking devices.</p>
	<p>Southern Folger Security Electronics offers a range of products from desktop control panels to state-of-the-art, fully integrated systems featuring PLC, touchscreen, intercoms and a specialty security electronics line to include SecurVu Video Visitation and PerimeterMax.</p>
	<p>Southern Folger detention accessories including pistol lockers, key cabinets, mirrors, and safety hooks.</p>
	<p>Southern Steel SecurPak pedestrian and vehicle gates specifically designed for high security environments.</p>

### **Design Build Services**

Including Southern Folger Detention Equipment Company on the design team combines the strength of a single source for design, manufacturing and installation expertise of the highly specialized detention equipment package. This is critical to providing the ideal combination of quality products and experienced workmanship to provide a secure, safe environment for the correctional staff and inmates. Our company has successfully completed over a dozen correctional design/build projects since 1991, with additional projects in the construction stage.

**Product Selection** – being part of the design team from the ground floor provides an opportunity to select the best detention product mix for each application within the facility. Security level, usage, inmate movement, keying requirements – all of these factors affect the product mix. The right product for the right application will ensure long life and customer satisfaction.

**Value Engineering** – We know the intricacies of correctional facility needs and will use the design-build approach to provide “value engineering” items to reduce construction costs, long-term operating and system maintenance costs.

**Experienced Personnel** – with over 200 employees, we provide experience in:

**Design** - Southern Folger 's cross-functional design staff have expertise in the highly specialized requirements of the detention industry, which allows development of an accurate and detailed design, customized to the specific project needs.

**Engineering** – The engineering staff focuses on providing well-designed detention systems that are easily installed and maintained to save the owner time and money. Continuous product development and testing to stringent standards, such as ASTM F33, ensure equipment proven to provide decades of service.

**Affiliation with National Ironworkers Union** – Southern Folger has an excellent working relationship with skilled professionals nationwide through the Ironworkers of America.

**Lean Manufacturing** – By introducing Lean Manufacturing into our Jail and Lock Shops, we provide greater flexibility in production scheduling. As projects move from design to construction, the production flow will be adaptable to schedule requirements. Southern Folger has “developed a strong culture of continuous improvement. We want to expand our improvement efforts beyond lean manufacturing to include energy conservation and pollution prevention.” In 2009, we were the first manufacturer to complete the Lean, Clean and Energy Program, facilitated by TMAC (the Texas Manufacturing Assistance Center) and sponsored by local electric utility CPS Energy.



**Supplier/Vendor Relationships** – Southern Folger works closely with a team of key suppliers who know the industry. These relationships have led to “value engineering” ideas for efficiency of design and cost control, while ensuring the security of the facility. Hollow metal manufacturers and security glass and glazing are only a few of the key relationships we enjoy with our vendors. On the manufacturing side, we work closely with our vendors to ensure that parts needed to complete production assemblies are available to fulfill all orders.

**Completed Projects**



CPS Delano II Expansion,  
Delano, California  
Owner: California Department of  
Corrections and Rehabilitation  
Completion Date: October 2004  
Contract Value: \$13.3 million  
Selected for Northern Pacific  
Division's Melvin McCarthy  
Award for 2004.



Walla State Prison Penitentiary,  
Close Custody Compound  
Expansion – Design/Build  
Walla Walla, Washington  
Owner: Washington Department  
of Corrections  
Completion Date: October 2007  
Contract Value: \$5.9 million



Pocahontas State Correctional  
Center – Design/Build  
Pocahontas, VA  
Owner: Virginia Department of  
Corrections  
Completion Date: August 2007  
Contract Value: \$5.4 million



**Completed Projects**



Deer Ridge Correctional Institution, Madras, OR  
Owner: Oregon Department of Corrections  
Completion Date: December 2007  
Contract Value: \$10.2 million



Johnson County Airport Adult Detention Center, New Century, KS  
Owner: Johnson County  
Completion Date: July 2009  
Contract Value: \$5.3 million






Central Detention Center, Washington, DC  
Owner: DC Department of Corrections  
Completion Date:  
Contract Value: \$ million

**Key Personnel/  
Resumes**

**Southern Folger Management Team**

<p><b>Donald G. Halloran</b> President</p>	<p>20 years experience in manufacturing marketing, sales and management.</p>	
<p><b>James W. Harris</b> VP Estimating</p>	<p>36 years experience in detention construction estimating.</p>	
<p><b>James W. Brown</b> Director of Sales and Marketing</p>	<p>21 years specialized experience in the detention industry.</p>	
<p><b>Philip Ricks</b> Director of Construction Management Division</p>	<p>13 years experience in detention facility construction and construction management.</p>	
<p><b>Mario Romero</b> Director Research and Development</p>	<p>Over 35 years experience in manufacturing, manufacturing engineering and product development, with 22 years in detention and ATM/security.</p>	
<p><b>Margaret Schuffele</b> Materials Director</p>	<p>16 years in purchasing and materials management.</p>	
<p><b>Kevin Skipper</b> Director of International Sales and Marketing</p>	<p>34 years experience in construction industry sales and marketing, including 22 years experience in international markets and the detention industry.</p>	

<b>Joe Tate</b> <b>Director of Engineering</b>	33 years experience in management of manufacturing and engineering, voting member of F33 ASTM Committee, member of DEMA (Detention Equipment Manufacturers Association).	
<b>David Horstmeyer</b> <b>Director of Operations</b>	25 years experience in manufacturing processes and Six Sigma Green Belt certified.	
<b>Latatsha White</b> <b>Human Resources Manager</b>	15 years experience in Human Resources Management.	

***Southern Folger Key Personnel***

<b>Eugene F. Daugherty</b> <b>Research and Development</b>	Over 45 years experience in engineering and research and development of Southern Steel detention hardware. Designer of patented detention equipment.
<b>Donald Wolz</b> <b>Product Development Specialist</b>	Over 45 years experience with Folger Adam product development, engineering, research and manufacture.

## **DONALD G. HALLORAN**

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### **Education:**

MBA in International Management  
Providence College, Providence, RI

Bachelor of Science in Marketing  
Boston College School of Management, Chestnut Hill, MA

Lean Manufacturing Seminar – 2000  
Leadership Training Program – 1998  
Value Analysis Training Program – 1995  
Karrass Effective Negotiating Seminar - 1988

### **Experience:**

2002 - Present

President, Southern Folger Detention Equipment Company,  
San Antonio, Texas  
Vice President Marketing and Sales, Southern Steel  
Company  
Total profit and loss responsibility for detention equipment  
manufacturing and contracting company. Oversees Sales and  
Marketing, Engineering, Research & Development,  
Manufacturing, Electronic Controls, Project Coordination and  
Accounting.

1996 - 2002

Anemostat Products, Scranton, PA – VP and General  
Manager  
Full P&L and strategic direction responsibility of a  
\$16,000,000 manufacturer. Direct reports included  
accounting, manufacturing, purchasing, MIS, sales,  
marketing and engineering managers

1993 - 1996

Tomkins Industries, Richardson, TX – Marketing Manager  
Responsible for the overall marketing management and  
technical support.

1990 – 1993

Hart & Cooley, Inc., Norton, MA – Regional Sales Manager

1987 – 1990

Johnson Controls, Inc., Cranston, RI – District Sales  
Manager

## **JAMES W. HARRIS**

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**Education:** LW Fox Technical School – Architectural Drafting  
San Antonio College – 2 year Engineering/Architectural Technology

**Experience:**

2004-Present Vice President Estimating, Southern Folger Detention Equipment Company - Responsible for administration of bidding furnished and installed projects, furnish only projects, design/build opportunities, vendor negotiations and general contractor negotiations.

Communication with general contractors, owners, architects, subcontractors and designers to review bid documents for scope of work required at bid day.

Obtain subcontractor pricing, takeoffs and final pricing of projects.

Support project manager with subcontract negotiations and cost control setups of project requirements

Bidding of furnished only projects to Southern Folger authorized detention equipment contractors (25+)

1993 - 2004 Chief Estimator and Customer Service Manager

1981 - 1993 Senior Estimator, Southern Steel Company - Takeoffs, pricing and scope letters for furnished and installed.

1984 - 1985 Hensel Phelps Construction Company - construction cost estimating and review and implementing general contractor procedures with the Estimating Department of Southern Steel Company (a Division of Hensel Phelps Construction Company).

1979 - 1981 Estimating Department - Takeoffs and scope review of furnish and install projects with Chief Estimator

1976 - 1978 Engineering Department, Southern Steel Company - Prepared shop and field drawings, layouts and material requirements. Also review of jail shop scope of work required for projects.

James W. Harris (continued)

**Projects Estimated**

Harrison County Detention Facility, Gulfport, MS  
Contract Value: \$4,800,000

West Valley Detention Facility and Dormitory Package, Rancho  
Cucamonga, CA  
Contract Value: \$8,330,000

Fairfax County Adult Detention Center, Fairfax, Virginia  
Contract Value: \$6,675,000

Johnson County Adult Detention Center, Kansas  
Contract Value: \$5,800,000

Larry D. Smith Correctional Facility, Banning, California  
Contract Value: \$9,304,000

CDCR Health Care Facility, Stockton, California  
Contract Value: \$7,800,000

**Design Build Projects:**

2,000 Bed North Carolina Department of Corrections  
Contract Value: \$10,000,000

State of Virginia  
Contract Value: \$6,000,000

**Retrofit Construction Projects:**

Ione, California  
Contract Value: \$2,900,000

State of Illinois  
Contract Value: \$3,000,000

Moultrie Courthouse, Washington, DC  
Contract Value: \$3,800,000

TDCJ Ferguson Unit, Midway, Texas  
Contract Value: \$1,800,000

Central Detention Facility, Washington, DC  
Contract Value: \$6,000,000

## **PHILIP W. RICKS**

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### **Education**

Bachelor of Science, University of Louisiana - Monroe  
Construction Management

### **Experience**

Nine years experience in Detention Facility Construction. Projects include both private and government facilities. Experience in personnel/project management, estimating, design and inspection.

2007 - Present

Director Construction Management, Southern Folger Detention Equipment Company, San Antonio, Texas

Pre-Construction Services – Communication with contractors, owners, and designers to assist in conceptual, schematic, and final estimates, design development and construction schedules, and value engineering.

Construction – Recruitment, training, and supervision of jobsite office and field staff. Estimate and schedule, project buy-out and subcontract negotiation, cost control and job cost reporting, quality control, and safety.

2003 – 2007

Project Manager, Southern Folger Detention Equipment Company, San Antonio, Texas

Directly responsible for the on-time and on-budget completion of projects and on-site management of field employees. Other responsibilities included estimating engineering/construction man-hours on a per project basis, client interface, manpower loading, scheduling, material acquisitions, budget, vendor and subcontractor management.

1999 – 2003

Project Engineer, Southern Folger Detention Equipment Company, San Antonio, Texas

Worked with project manager to provide clients with on-time on-budget projects with quality installation and workmanship. Directly responsible for supervision of field employees, coordinate and direct subcontractors and vendors, assisting Project manager, and Quality Control Inspections of Installations.



Philip W. Ricks (continued)

## Projects

CSP Delano II, CA  
Contract Value: \$14,100,000

SCI Fayette, Labelle, PA  
Contract Value: \$6,740,000

Bertie County Correctional Facility, Windsor, NC  
Contract Value: \$5,800,000


Greene County Correctional Facility, Maury, NC  
Contract Value: \$5,800,000

Cumberland County Detention Center, Fayetteville, NC  
Contract Value: \$5,260,000

Pocahontas State Correctional Center, VA  
Contract Value: \$5,400,000

Green Rock State Correctional Center, VA  
Contract Value: \$5,400,000

TDCJ Clements High Security Unit, Amarillo, TX  
Contract Value: \$5,000,000



## **JOSEPH C. TATE**

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**Education:** Priority Management Course – 1990  
AWS Certified up to ½” Plate  
MIG Welding, Vertical and Horizontal

**Experience:**

2004 – Present Director of Detention and Electronics Engineering  
Southern Folger Detention Equipment Company, San Antonio, Texas  
Responsible for all detention and electronics engineering and quality assurance. Plans and directs all aspects of engineering activities. Ensures all engineering projects, initiatives, and processes are in conformance with the established policies and objectives.

2002 – 2004 Owner, Joe Tate Custom Building and Remodeling,  
Cibolo, Texas

1993 – 2002 Engineering Manager, Southern Steel Company, San Antonio, Texas  
Supervisor staff of 18 engineers and draftsman.  
Responsible for plans and directs all aspects of engineering activities. Ensures all engineering projects, initiatives, and processes are in conformance with the established policies and objectives.

1989 - 1993 Production and Shop Manager, Steel Door Industries, Inc. of America, San Antonio, Texas  
Supervise staff of 40, including shipping and manufacturing personnel. Design and build special manufacturing equipment, and revise manufacturing techniques to improve efficiency. Review engineering designs and details, and coordinate all work released to manufacturing. Advise estimating department regarding man hour requirements for standard and custom hollow metal products. Prepare budget for manufacturing operation. Recruit, hire, train, and evaluate all manufacturing personnel. Perform time and motion studies to improve efficiency. Detailed communication with architects and engineers regarding solutions to installation problems and product applications.

Joseph C. Tate (continued)

1979 - 1989

Production Manager, Texas Door Products, San Antonio, Texas

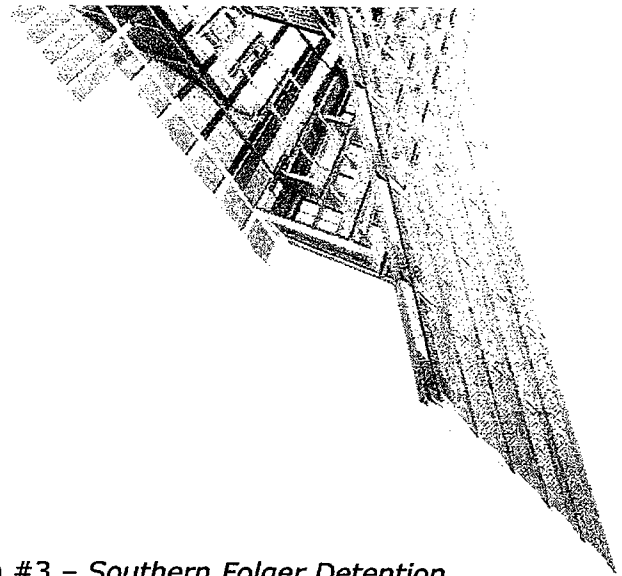
Began as lead break press man and promoted to production manager in 1981. Opened custom hollow metal shop for employer. Supervised equipment and personnel in acquisition and merging of Universal Door in 1984. Reorganized shop layout to maximize efficiency in 1985. As Production Manager supervised staff of 75 and managed a budget of approximately \$350,000 per month. Assisted in preparing annual budgets. Designed and built bullet resistant frames such as the ones installed in the John H. Wood Courthouse in San Antonio, Texas. In 1987, obtained and researched all fire ratings by Southwest Research Institute and obtained approval on the largest area ever of exposed glass to a 45 minute fire rating. Supervised both detention and commercial hollow metal manufacturing, as well as the installation crews.

**Industry Affiliations:**

Current Voting Member F33 ASTM Committee  
Member of DEMA (Detention Equipment Manufacturers Association)

## Letters of Reference





August 25, 2009

To Whom It May Concern:

Re: Larry D. Smith Correctional Facility Expansion #3 – *Southern Folger Detention Equipment Company*

Dear Sir/Madam:

This is to commend our subcontractor, Southern Folger Detention Equipment Company, for a job well done at the above noted project. We recently contracted with Southern Folger at the above noted project for the procurement and installation of steel cell wall panels. Southern Folger completed the installation of the Habersham steel wall panel cells including solid grouting of panels at the Larry D. Smith Correctional Facility project in Banning, CA. These panels were installed correctly and flawlessly with an outstanding adherence to quality and workmanship. Bernards highly recommends Southern Folger to install steel cell wall panels for any project for they will no doubt provide an excellent product and service much like they have done for us on our project.

Should you have any questions, please do hesitate to contact me.

Sincerely,

*Ryan Hernandez*

Ryan Hernandez,  
Project Manager



County of Milwaukee

# Office of the Sheriff

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David A. Clarke Jr.  
Sheriff

April 15, 2011

To Whom it May Concern:

Southern Folger Detention Equipment Company, partnering with Renovo Software, Inc., demonstrated a high level of professionalism and timely service through the entire installation of the video visiting system at County Correctional Facility South. Southern Folger provided personal, on-site expertise during the installation of the hardware components. They were very responsive to our needs. They, along with Renovo software representatives, provided extraordinary service to test, implement and train on the software component of the system.

It is one of the few major endeavors that we have undertaken that has been delivered, installed and is totally functional as promised, prior to the request for bid deadline.

They manufactured and installed a quality product and stand behind their work. They provided, and continue to provide, excellent customer service.

We are very pleased to partner with Southern Folger and look forward to expanding the system to other locations in the future.

Respectfully,

Nancy Evans, Major  
County Correctional Facility South



# Hockley County

Levelland, Texas

**Larry Sprowls**  
County Judge

802 Houston, Suite 101  
LEVELLAND, TEXAS 79336

February 8, 2011

Southern Folger  
4634 S. Presa Street  
San Antonio, Texas 78223-1000

Dear Mr. Collier:

It has been our pleasure to have worked with you, and all the people associated with Southern Folger. Southern Folger is a company that takes pride in their workmanship and overall attention to detail. Southern Folger has helped bring our aging facility back to a more modern and secure facility. I would highly recommend Southern Folgers, and I look forward to working with you and the company that you represent.

Sincerely,

A handwritten signature in cursive script that reads "Randy Ferguson". The signature is written in black ink and has a long, thin horizontal line extending to the right from the end of the name.

Randy Ferguson  
Maintenance Supervisor  
Hockley County



**CITY OF LOS ANGELES**  
**DEPARTMENT OF GENERAL SERVICES**  
**CONSTRUCTION FORCES DIVISION**

Don,

I just wanted to thank you for the very successful upgrade project at 77<sup>th</sup> street jail in Los Angeles. All aspects of the project were top quality and very professional. From yourself, Jerry the Salesman, David and Marty the Project Managers, Zack the Service Department Manager and all the installers.

The project scope called for a new control system integrated with existing outdated camera and intercom systems. Not once did anybody at Southern Folger leave me hanging out to dry. Southern Folger stood by me in this difficult and politically charged task. Your team owned this project from beginning to end. There were instances where Southern Folger could have tried to look for change orders or put the responsibility on me but did not and chose to make it happen instead. And for all these reasons I would use or recommend Southern Folger to anyone who asks my opinion.

Thank you

Daniel Rodriguez  
Construction Project Coordinator  
City of Los Angeles  
General Services Construction





Philip Ricks  
Director - Construction Management and Technical Services Divisions  
4634 S. Presa Street  
San Antonio, TX 78223

Robert F Herman  
United States General Services Administration  
300 State Street, Springfield MA 01105

RE: New Haven United States Marshalls Cell Front Renovation Project.

Dear Sir,

Last May the United States General Services Administration contracted with Southern Folders to complete a design-build cell front renovation project at the Lee Federal Courthouse in New Haven Connecticut. The project consisted of complete demolition of 11 outdated cell fronts to be replaced with new stainless steel and the removal and replacement of 11 detention doors and installation of the 8800 series control system for all the doors.

This project was planned to be completed under tight time frames while the Court House remain in full operation. The demolition required very intrusive work and the entire project had to be timed in very challenging phases to ensure detention mobility was not impacted.

I am extremely please to report that this project was completed on time and with minimal disruption to the operation of the courthouse. I wanted to express my sincere gratitude to your company for appropriately assigning both Brooks Finchman as the site superintendant and Hank Toothman as the project manager.

Throughout the project we encountered many challenges that could have resulted in delays and or significant disruptions if it were not for the superior oversight of both Brooks and Hank. The project was a complete success from the pre-construction meeting to a recent warranty repair. Your staff is professional and has the sense of urgency that is truly appreciated.

I hope to work with your company in the near future and will look forward to many more successful projects.

Sincerely,



Robert Herman,  
GSA Public Buildings Region 1



March 12, 2012

Mr. Donald Halloran, President  
Southern Folger Detention Equipment Company  
4634 South Presa Street  
San Antonio, TX 78223

Mr. Halloran,

I would like to take the time to offer my appreciation and thanks to the Southern Folger for your team's efforts in successfully completing the D.C. Central Detention Facility cell door project here in Washington D.C.

Working with superintendent, Patrick Koliba, was truly enlightening. Patrick is a team player who gave beyond the scope of the contract and ensured the success of our project. He led his team with great insight and an enhanced ability to work well with other trades. In doing so, he set the tone for our projects great success. A hands on leader, he led by example which enhanced the working experience for all. Patrick is one of the finest and most professional people I have ever had the opportunity to work with.

In Patrick's absence, Foreman Dewayne Harrod, continued in Patrick's path of leadership. His ability to keep the team focused and on path along with his continued hands on working skills and methods further enhanced everyone's working experience.

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Your team as a whole bought this project together eighteen months ahead of the actual projected completion date. Thanks to your team, today, the Central Detention Facility has a state of the art system that safeguards everyone and the agency is proud of.

I sincerely hope that we have the opportunity to work together again soon.

Sincerely,

A handwritten signature in black ink that reads "Orlando L. Harper". The signature is written in a cursive style with a large, prominent initial "O".

Orlando Harper  
Interim Deputy Warden for Operations