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**NEW WEBSITE
LAUNCHED**



Products – Services – Capabilities – what better way to show all we do than on our new website? Launched earlier this year, the company celebrated the event as the website went live, complete with a new company logo.

As the world leader in detention products and services, our new logo embodies our global perspective, both philosophically and geographically. The website provides technical information about our two unique brands, Southern Steel and Folger Adam, while taking you on a tour of our manufacturing, construction and electronics capabilities.

If you haven't had a chance to look at our new website, it takes only seconds and it will be continually evolving to provide more information to support our customers. So, check us out at:

www.SouthernFolger.com

PRESIDENT'S PERSPECTIVE *by Don Halloran*

Recently one of our employees, Juan Silva, retired after 34 years with Southern Folger. This celebrated event caused us all to reflect, not only on the overall changes since 1974 - we had some fun looking at plant photos from the 70's which included a welder wearing extreme bell-bottoms - but also on the evolution of Southern Folger as a company. This included:

- **Ownership** - A change in ownership in the mid 80's from a family-owned business to a private corporation, with majority ownership by Phelps-Tointon, Inc., providing construction resources and expertise.
- **Paper to Paperless** - While we haven't gone completely paperless, our advertising media has evolved from a 1970's orange-hued Southern Steel paper piece to our present Southern Folger website, that reaches the world at the speed of a mouse click.
- **Manufacturing Process** - A progression in our manufacturing processes and plant layout as we embrace Lean Manufacturing to improve lead times, reduce work in process and encourage employee involvement.
- **Products and Services** - By expanding our operating segments, we have grown our products and services through the Security Electronics Division, Construction Management Division and Technical Service Division.
- **Materials Price Increases** - Not only has gasoline increased from 30 cents a gallon in the 1970's, raw materials and shipping costs have risen dramatically; many raw materials costs having doubled or even tripled.
- **Folger Adam Acquisition** - The 2005 acquisition of Folger Adam, which has expanded our product line and greatly increased our installed base of product.
- **Company Name Change** - A name change from Southern Steel Company to Southern Folger Detention Equipment Company, complemented by our new logo launched earlier this year, embodies our company's global reach in products and services.



There is one important constant amid the changes since our beginning in 1897: the hard work and dedication of our employees. Like Juan Silva, who worked in our Jail Shop for over 34 years, our employees are dedicated to building quality products that provide life safety for our customers. Without our employees, there wouldn't be a Southern Folger. That has not changed, and I feel honored to be part of such a great organization.

**NOMINATIONS FOR THE 2009
SOUTHERN FOLGER AWARD OF
EXCELLENCE IN DETENTION**

The following facilities have been nominated for Southern Folger's 2009 Award of Excellence. The end user is our most important customer, and as we visit hundreds of correctional facilities around the country each year, we keep our eyes open for above and beyond excellence in operations, personnel, maintenance and security. We congratulate these facilities. Look for our first newsletter of 2009 which will announce the recipient from the following nominations:

- Ouachita River Unit, Malvern, AR
- Washington State Penitentiary, Walla Walla, WA
- Joseph Harp Correctional Center, Lexington, OK

CONSTRUCTION MANAGEMENT PROJECT PROFILE



A \$62.6 million, 582-bed expansion of the Larry D. Smith Correctional Facility in Banning, California, is underway to ease overcrowding. A Southern Folger construction crew is now onsite to install the detention package, but prior to construction, Patrick Koliba, Project Superintendent, Rick Gonzales, Project Manager and Philip Ricks, Director of Construction Management, led a mini-construction project inside Southern Folger's plant to build a 2 cell mockup utilizing Habersham Metal's maximum security panelized metal cell system and Southern Steel pneumatic locks and locking devices. The mockup is a fully-functioning unit, of actual cell size and complete with furnishings. A walk-through by the owners and General Contractor, Bernards Bros. Inc. was very successful. Lt. Dan Ybarra, Riverside County Sheriff's Department, remarked that viewing the mockup was a distinct advantage as it "actually gave us something to look at and then discuss key items, as opposed to the abstract." This two-year project was designed by DMJM Architects.

TECHNICAL TRAINING CLASS SCHEDULE FOR 2009

For facility personnel, architects and designers that want to know more about our equipment, quarterly training classes, which specialize in either Southern Steel or Folger Adam brand products, are conducted at our plant in San Antonio, Texas. Taught by Southern Folger personnel, many years of experience are shared with students. It also provides a great networking opportunity to discuss and problem solve with others in the industry. For more information, call 210 531-2701 or email kforrest@southernfolger.com.

Southern Steel Training

January 20-23, 2009
April 21-24, 2009
July 21-24, 2009
October 20-23, 2009

Folger Adam Training

January 27-30, 2009
April 28 – May 1, 2009
July 28-31, 2009
October 27-30, 2009

PRODUCT NEWS

Introducing IP-Based Video Visitation/Arraignment Technology

The VizVox suite of video visitation products – built on the principles of simplicity and versatility – is a smart choice for institutions seeking improved efficiency, increased security and decreased expense. With innovative, remote visitation/collaboration over IP (internet protocol), this system features:

- Browser-based visitor registration and scheduling
- Browser-based monitoring of visits – local or remote – live or pre-recorded
- Offsite visitation stations eliminate visitor traffic in facilities
- Unlimited digital visitation recording; storage and retrieval
- JMS interface capability for electronic background/warrant checks
- Secure, encrypted attorney-client communication over IP
- Electronic signature and sharing of court documents
- Cross Jurisdictional boundaries for arraignments with IP communication eliminating the need to transport prisoners to remote court location

Call us today for more information on VizVox Video Visitation or email onesource@southernfolger.com

Drop-in replacements for discontinued Southern Steel lock models will be available in 2009 for Southern Steel 10110, 10195 and 10200 locks. Replace current locks without additional door prep for product continuity and lower installation costs. Look for more details in the next newsletter or call your Regional Manager today at 210 533-1231.



10110



10195 / 10200

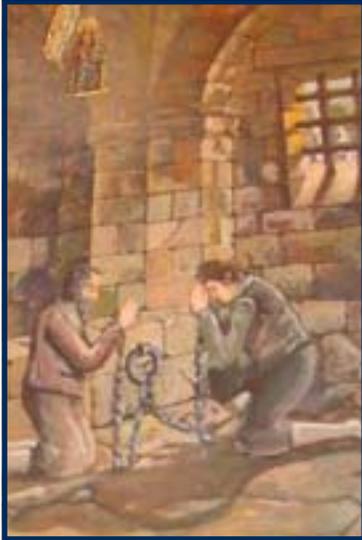
NEED A FOLGER ADAM ELECTRIC STRIKE?

Folger Adam Electric Door Controls, a division of Hanchett Entry Systems, Inc., and an ASSA ABLOY Group company, handle all sales and replacement parts for Folger Adam Electric Strikes. Please call 1-800-260-9001 or go to www.folgeradamedc.com for more information.

JONCADELLA SANCTUARY

Manimport, S.L., located in Barcelona, Spain, is one of Southern Folger's international distributors. Anna Vendrelle, owner, has submitted this article on the Joncadella Sanctuary in the Catalonian region of Spain. This shrine is located near Lledoners Prison, which houses 750 inmates and opened for service by The Ministry of Justice of the Government of Catalonia in 2008. This was Manimport's first detention project using Southern Steel equipment.

The Shrine of Our Lady of Joncadella, in the municipality of San Juan de Vilatorrada, Spain, dates back to the eleventh century. According to tradition, a statue of the Virgin Mary was found, after being hidden in a small cave covered with rushes during medieval times for safekeeping from invaders. The name Joncadella is derived from the Latin "juncus" or rush, a marsh grass.



The iconography of Our Lady of Joncadella is complemented at the base with two prisoners kneeling in prayer, shown in the photo. These men are said to have been two parish sons from the local villages of Besor and Mollett, who were imprisoned in Algeria. The church was almost burned down in 1936 during the Spanish civil war. Later it was reconstructed and continues to be a place of pilgrimage with requests offered to the patroness saint for such things as plentiful rain and protection against calamities.

GSA NEWS

Cooperative Purchasing Program Allows State and Local Governments To Purchase from GSA Contracts For Schedule 84

Now State and local government entities can purchase security products from contracts awarded under the Federal Government's GSA Schedule 84 – Total Solutions for Law Enforcement, Security and Facility Management Systems effective September 19, 2008. This includes Southern Steel and Folger Adam lock and hardware products, which are available on Southern Folger's GSA Contract GS-07F-0565N. For further information, contact our Customer Service Department at 210 533-1231 or view products at the GSA Advantage website www.gsaadvantage.gov.

"A TRADITION OF SERVICE" AT OLDMAX-PITCHESS DETENTION CENTER



Southern Folger's Technical Service Division recently retrofitted a 50 year old Pauly Jail locking system with a Folger Adam 2B.3 device at Pitchess Detention Center, East Facility. This is currently the oldest working facility in Los Angeles County, built in 1951. In the top photo, our service technician starts work by removing the rivets from the original device installation. Pitchess proudly displays their motto "A Tradition of Service" on their signs and their "OLD MAX" logo displays the Folger Adam paracentric key, as shown in the bottom photo above. We are pleased to be able to support this institution with products and services.



A HEARTFELT THANK YOU!

By working together, Southern Folger employees, family, friends, customers, business associates, vendors and corporate donations totaled over \$10,000 for the American Heart Association. Employees participated in the Start! Heartwalk, held November 8th in Brackenridge Park on a brisk fall morning, to raise money for research and education.



STOCKING DISTRIBUTOR CLOSE-UP: WESTERN DETENTION PRODUCTS

By Darren Mode & Clay Durham

The regulators of Western Detention won't tolerate bad service or counterfeit parts and locks! We've been servicing the detention industry for a long time, and we found sticking with the tried and true genuine Southern Folger detention locks and parts means less time in the saddle rounding up escapees. So, let us help you get it right the first time. With the largest inventory in the country, (no exaggeration) our regulators are ready and waiting for your call. Whatever you need, whether it is whole locks keyed to your specific key codes, parts, or cut keys, we can make it happen for you quick draw style. How is this possible? Because it's in Stock!



Regulators top row from left to right are, Viktor Larkin, who by reputation is the fastest (when it comes to shipping your order). Darren Mode is our chief regulator who won't tolerate bad customer service or customers waiting for their orders. Since he packs the scatter gun, we tend to agree. Clay Durham is our chief scout who is usually on the trail visiting detention facilities and keeping an eye out for counterfeiters. Be sure to send him a telegram, if you would like him to ride your way. Regulators seated left to right are Matthew Knox, our chief sales regulator (He never actually tips that jug, he just likes holding on to it). Joanna Conley is our accounting sharp shooter, and Daniel Jolley is our shop trail boss.

SOUTHERN FOLGER STOCKING DISTRIBUTORS

Craftmaster Hardware

190 Veterans Drive
Northvale, NJ 07647
Phone: 800/221-3212
Fax: 201/768-3883
Web: www.craftmaster.net
Email: info@craftmaster.net

Sentry Security Fasteners

8208 N. University Street
Peoria, IL 61615
Phone: 309/693-2800
Toll Free Phone: 888/693-2646
Fax: 800/693-2872
Email: stevec@sentry4.info

Western Detention Products

3711 E. Deer Park-Milan Rd.
Deer Park, WA 99006
Toll Free Phone: 888/745-0530
Fax: 509/292-2449
Web: www.westerndetention.com
Email: sales@westerndetention.com

**Southern Folger Detention
Equipment Company**
4634 S. Presa Street
San Antonio, Texas 78223

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Solutions
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