

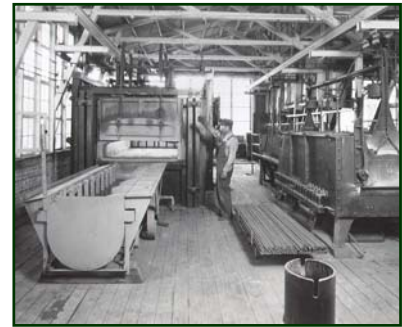
**Southern Folger Detention
Equipment Company**

Corporate Resume



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.



	<i>CENTURIES OF INNOVATION AND EXCELLENCE</i>
1897	Southern Steel Company founded by David F. Youngblood in San Antonio, Texas. Metal fabrication includes 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
- Low Workman's comp modifier of .67
- 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, Intellution, FactoryLink); Database Programming (SQL Server, MS Access, FoxPro); IO Diver 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; Intercoms; CCTV Control; Access Control; Duress/Personal Alarm Control and Monitoring; Perimeter Control and Monitoring

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. Our team of Solution Designers, Project Managers, Project Engineers, and Field Technicians can design, engineer and implement a custom solution for your facility. 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. The Detention Engineering team consists of four mechanical engineers and twelve draftspeople who are responsible for customized product design and production drawings for detention locks and locking devices. They utilize both AutoCAD Mechanical 2009, specifically designed for manufacturing applications, and SolidWorks, a 3D mechanical software for product design and development. The Research and Development Lab is staffed with a full time mechanical engineer and lab technician for product testing to industry standards, such as ASTM and UL, as well as continuous product improvement and new product development.

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 preventative 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 covering 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.

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 250 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. Under the direction of Joe Chavez, Director of Operations, 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.” We are the first manufacturer in the nation to complete a Lean, Clean and Energy Review, 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.

Project References



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



Green Rock Correctional Center
Chatham, VA
Owner: Virginia Department of Corrections
Completion Date: August 2007
Contract Value: \$5.4 million





Harrison County Jail, Gulfport, MS
Owner: Harrison County, MS
Completion Date: February 2009
Contract Value: \$4.2 million

MAJOR COMPLETED PROJECTS					
PROJECT	OWNER	ARCHITECT	GENERAL CONTRACTOR	CONTRACT AMOUNT	OCC. DATE
CSP Delano II, BP #3 Delano, CA Largest prison project in California	Paul Keiley, Plant Manager 661-721-6379	KMD 222 Vallejo St. San Francisco CA 94111 415-398-5191	McCarthy Building Co. 2241 Douglas Blvd., # 200 Roseville, CA 95661 Ken Welch 916-786-3833	\$13,300,000	10/2004
Snohomish County Campus Redevelopment Everett, WA	Snohomish County 3000 Rockefeller Ave. Everett WA 98201 Shawn Wright 425-388-3528	NBBJ Architects 111 S. Jackson St. Seattle, WA 98104 206-223-5555 Steve Bettge	M. A. Mortenson P.O. Box 710 Minneapolis, MN 55440 763-522-2100 Dave Flynn	\$7,134,858	9/2005
Deer Ridge Correctional Institution Madras, OR	Oregon DOC 3920 Ashwood Dr Madras, OR 97741 503-378-2100 Sgt Russell Artz	DLR Group 421 SW 6th Ave Ste 1212 Portland, OR 97204 503-274-2675 Bill Buursma	Hoffman Construction 805 SW Broadway, Ste 2100 Portland, OR 97205 503-221-8811 Gerry Hein	\$10,235,000	12/2007
Johnson County Airport Adult Detention Center, New Century, KS	Johnson County, KS 111 Cherry St Ste. 1100 Olathe, KS 66061 913-915-9712 John Glessner	Latta Technical Service 1101 E Plano Parkway Ste H Plano, TX 75074 972-633-8850 Alan Latta	Turner Construction Company 2345 Grand Blvd #1000 Kansas City, KS 64108 816-283-0555 David Dudzik	\$5,355,701	7/2009
Larry D. Smith Correctional Facility Banning, CA	County of Riverside 1627 S Hargrave Banning, CA 92220 951-922-7337 Nicole Wambold	AECOM (DMJM) 999 Town & Country Road, 4th Fl Orange, CA 92868 714-567-2400 Mike Retford	Bernards Builders 618 San Fernando Rd San Fernando, CA 94341 818-898-1521 Jerry Higgins	\$9,304,000	6/2010

**Key Personnel/
Resumes**

Southern Folger Management Team

<p>Donald G. Halloran President</p>	<p>20 years experience in manufacturing marketing, sales and management.</p>	
<p>James W. Harris VP Estimating</p>	<p>30 years experience in detention construction estimating.</p>	
<p>Joe Chavez Director Operations</p>	<p>Over 15 years experience in manufacturing, specializing in Lean Manufacturing processes.</p>	
<p>James W. Brown Director of Sales and Marketing</p>	<p>18 years specialized experience in the detention industry.</p>	
<p>Philip Ricks Director of Construction Management Division</p>	<p>9 years experience in detention facility construction.</p>	
<p>Margaret Schaufele Materials Director</p>	<p>16 years in purchasing and materials management.</p>	
<p>Kevin Skipper Director of International Sales and Marketing</p>	<p>30 years experience in construction industry sales and marketing, including 18 years experience in international markets and the detention industry.</p>	

<p>Joe Tate Director Detention Application Engineering</p>	<p>25 years experience in management of manufacturing and engineering.</p>	
<p>Latatsha White Human Resources Manager</p>	<p>10 years experience in Human Resources Management.</p>	

Southern Folger Key Personnel

<p>Eugene F. Daugherty Research and Development</p>	<p>Over 35 years experience in engineering and research and development of Southern Steel detention hardware</p>
<p>Donald Wolz Product Development Specialist</p>	<p>Over 45 years experience with Folger Adam product development, engineering, research and manufacture.</p>

DONALD G. HALLORAN

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 \$30 to \$60 million annual 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

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)

**Southern Steel Projects Estimated/Negotiated: Overall Construction Yearly Value
Average \$10,000,000 to \$15,000,000**

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

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

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



PHILIP W. RICKS

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.

Areas of Expertise lie in:

- Team Building & Leadership
- Estimating & Job Costing
- Contract Administration
- Organization & Time Management
- Vendor & Materials Management
- Safety
- Project Planning & Scheduling
- Budget Analysis
- Quality Control Management
- Contract Validation
- Project Close-out
- On-site Supervision

Director Construction Management – Southern Folger, San Antonio, TX 2007 - Present

- 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.

Project Manager – Southern Folger, San Antonio, TX 2003 - 2007

- Directly responsible for the on-time on-budget completion of projects
- Directly responsible for on-site Management of Field Employees on jobs in which I was on-site project manager.
- Other responsibilities include estimating engineering/construction man-hours on a per project basis, client interface, manpower loading, scheduling, material acquisitions, budget, vendor and subcontractor management.

Philip Ricks (continued)

Project Engineer / Superintendent – Southern Folger

1999 – 2003

- Work 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.

Southern Folger DEC Projects as Project Manager, Engineer or Superintendent

Project	Owner	Contract Value
TDCJ Clements High Security Unit, Amarillo, TX	Texas Department of Criminal Justice	\$5 million
Cumberland County Detention Center, Fayetteville, NC	Cumberland county, NC	\$5.26 million
SCI Fayette, Labelle, PA	Pennsylvania Department of General Services	\$6.74 million
CSP Delano II, CA	California Department of Corrections and Rehabilitation	\$14.1 million
Greene County Correctional Facility, Maury NC	North Carolina Department of Corrections	\$5.8 million
Bertie County Correctional Facility, Windsor, NC	North Carolina Department of Corrections	\$5.8 million
Pocahontas State Correctional Center, VA	Virginia Department of Corrections	\$5.4 million
Green Rock Correctional Center, VA	Virginia Department of Corrections	\$5.4 million
Rhode Island Reintegration Center, Cranston, RI	RI Department of Corrections	\$300,000
Harrison County Jail Retrofit and Renovation, Gulfport, MS	Harrison County, MS	\$4.2 million

JOSEPH C. TATE

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

Experience:

2004 – Present Director of Engineering
Southern Folger Detention Equipment Company, San Antonio, Texas
Responsible for all detention engineering, quality assurance, and research and development. 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.



Letters of Reference





County of Milwaukee

Office of the Sheriff

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

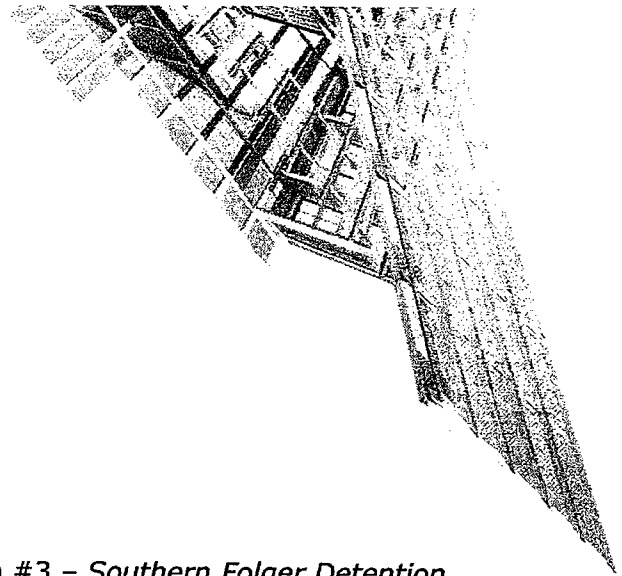
Dear Mr. Collier:

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 black ink that reads "Randy Ferguson". The signature is written in a cursive style and is positioned above the printed name and title.

Randy Ferguson
Maintenance Supervisor
Hockley County



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

11/3/08

Hank Toothman
Southern Folger Detention Equipment Company
4634 South Presa Street
San Antonio, Texas 78223-1000
210-531-4127

Dear Mr. Toothman and Associates,

We have received and viewed the training video that you sent us.

We are extremely impressed! The quality and delivery of the information presented is exceptional, informative and very professional. When we asked for training materials, we had no idea or expectation that we would receive a product this outstanding. Your staff went above and beyond to give us an amazing training tool.

Furthermore, we are so impressed with it, that we will be using it in our Basic Training Classes for new officers and in our Annual Training Classes.

Again, thank you very much for such a wonderful training product and a job well done. It's hard to find the words to adequately express just how impressed and delighted we are to have such an informative and professional training tool.

Please extend to your staff our sincere thanks and appreciation for a job well done.

Sincerely,

Bud Hachmeister

Bud Hachmeister
Physical Plant Supervisor
Ellsworth Correctional Facility

EBH:slf

CC: File copy