

February 2016

## SOUTHERN FOLGER LAUNCHES NEW BUSINESS

### SOUTHCROSS CUSTOM FABRICATION EXTENDS SOUTHERN FOLGER INFLUENCE



San Antonio, Texas...Southern Folger, the nation's leading detention equipment company headquartered in San Antonio, Texas, announces the formation of Southcross Custom Fabrication (SCF), a dedicated venture focused on providing metal fabrication and process development in extended industry settings.

Capitalizing on a lengthy history of comparable services under the Southern Folger umbrella, SCF will utilize the extensive capabilities, technical staff and equipment in place at the current 100,000 square foot facility. Plans will focus on broadening its efforts on behalf of direct and outsourced clients, including OEMs, oil and gas entities, agricultural interests, and any business requiring relevant full-service design, engineering and manufacturing solutions.

Citing cost-efficient, turnkey production and timely response, President Don Halloran explained, "The opportunity for us to better serve our increasingly diversified client base with key manufacturing-

related efforts prompted our decision to formally designate this aspect of our activities as a separate but integrated business." Mike Barr, business development, and David Horstmeyer, director of operations, will also head up SCF activities that include plans to identify and serve additional opportunities regionally as well as nationally. New marketing efforts for SCF include the launch of its interactive website at <http://southcrosscustomfab.com>.

Halloran continued, "We've provided these quality manufacturing and metal processing services to multiple customers over the years. SCF represents our strategic and systematic move into other appropriate environments with a demonstrated need for virtually any kind of metal fabrication, steel processing, machining, welding, and laser cutting. We can do it all, with reduced production costs, for standard or unconventional parts, because we already have the advanced technology and trained staff right here. It's also a means of diversifying the Southern Folger

market in the future and strengthening our base."

SCF specializes in: complete machining capabilities; certified welding, design and engineering services; multiple-industry experience in all government safety and other areas of compliance; custom finishing; all-metal laser-cutting; and more. Product-line inquiries should be addressed to Mike Barr at [mbarr@southcrosscustomfab.com](mailto:mbarr@southcrosscustomfab.com); 210.531.4154 direct extension. For additional company information, see <http://southcrosscustomfab.com>.

### ***Southern Folger's Mission Statement***

Southern Folger Detention Equipment Company's mission is to set the standards for quality solutions through the products and services we provide to our customer. We are committed to continuous improvement, safety and the development of our employees.

# Market Trends

By Michael Thornton, Western Regional Manager  
[mthornton@southernfolger.com](mailto:mthornton@southernfolger.com); cell: (210) 846-5573



Michael Thornton has been an employee with the Phelps-Tointon Company for 39 years. In 1976, Michael was an employee with a subsidiary company later named Armor Safe Technologies (AST). He started as a shop helper and worked various manufacturing positions – welder, floor supervisor and Plant Foreman. In the late 1990's with the restructuring of the company under Southern Steel, Michael became the Office and Customer Service Manager responsible for ATM and Commercial Safe customers throughout the U.S, Japan and Brazil. In the mid-2000s, he began working in the detention equipment side of the now Southern Folger Detention Equipment Company as a District Manager and in 2011 was promoted to his current position as Western Regional Manager.

As the Western Regional Manager, Michael has traveled across the western United States meeting with customers to listen to and assist them with resolving their life safety concerns by providing factory installed retro-fit and upgrade solutions to their detention equipment and security electronics.

## Current trends in the market:

- County facilities which housed medium level inmates are seeing the need to upgrade the security level of their facilities due to the higher level of inmates they are now housing.
- Aging facilities continue to age and maintenance departments struggle to maintain the worn and obsolete equipment.
- Budget restraints continue to be an issue with many facilities.
- Facilities are beginning to see that the Southern Folger retro lock is a low cost solution to replacing their Adtec and obsolete Southern and Folger locks without major modifications to their doors and frames.

# New Products

## Key Cabinets

Key Cabinets are now manufactured at our San Antonio, TX location. Our detention grade modular design can be surface or recessed mounted at fitted with a Southern Folger Deadlock, model 1010 or 10.



## Pistol Lockers

Pistol Lockers are available in combinations of three compartments (up to a total of 12 compartments) in a single unit. Doors swing on continuous hinges and each has a separate keyed cam lock.



## 1080AM

For swinging cell, corridor, storage room and high security doors where slamlocking is not required. Deadlocks in both locked and unlocked position



## Lo Jack Key Track

Protect your keys from loss, theft and shipping errors. Insure your next shipment with a cost effective, worry-free key delivery.



# Business Unit Review

## Security Electronics

From concept to completion, Southern Folger Security Electronics Division takes pride in designing, manufacturing, installing and servicing security systems to meet today's – and tomorrow's – needs. Construction projects in the detention industry are very specialized and demanding. They require a significant dedication of time, a commitment of financial and human resources, and a high level of attention to detail. We offer a full, complementary array of technologies from basic and flexible relay logic, to fully integrated human interface touch screen control systems, for facilities large or small.

We work closely with architects, engineers and owners to determine the specific requirements and provide system options and value engineered designs for optimum flexibility, always considering the fast paced operation of a detention facility. The programmers and applications developers work with both hardware and software to integrate the various systems into a single, optimized control center based on facility specification, design, and conditions. They provide solutions for flexibility of operation and can input new technologies into existing systems. The result is an intuitive, operational control system for ease of use by the correctional officers.

Southern Folger manufactures, assembles and tests all engineered systems to keep installation time to a minimum. 100% of the production of our systems is completed in our factory and all systems undergo a rigorous multi-phased testing process that ensures proper system operation once installed. Owners are invited to the factory to participate in the final testing to ensure all expectations are met.

Factory-trained specialists perform and supervise all on-site installations. After the sale, a fulltime staff of service technicians are available to answer questions during and after the warranty period and provide service as needed. Our goal is complete customer satisfaction before, during and after the sale.



**Southern Folger's Technical Services team** has an extensive knowledge of the highly specialized detention environment and the equipment needed to keep it safe and secure. Our team of certified professionals are **available 24 x 7 x 365** to support your service requirements. Our factory technicians are the experts in troubleshooting, service and repair of detention equipment. Southern Folger's preventative maintenance program can be customized to work with any brand of product, at any size facility and any size budget. Our customers include facilities of every security level, from the Federal Bureau of Prisons to the local municipal court. Give us a call at **1-800-477-5537** for more information.



# Southern Folger

*When time counts...you can count on Southern Folger as  
THE ONE SOURCE for all your detention equipment service needs.*

# What's Happening at Southern Folger

## Upcoming Training Schedule

February 16-19, 2016	Southern Steel Technical Training School
February 23-26, 2016	Folger Adam Technical Training School
March 21-25, 2016	Southern Steel DEC Training
March 28-April 1, 2016	Folger Adam DEC Training
May 10-13, 2016	Southern Steel Technical Training School
May 17-20, 2016	Folger Adam Technical Training School
September 12-16, 2016	Southern Steel DEC Training
September 19-23, 2016	Folger Adam DEC Training
October 18-21, 2016	Southern Steel Technical Training School
October 25-28, 2016	Folger Adam Technical Training School

## Recent Visitors to Southern Folger

*Photo: Burke and Lezah Pinnell, granddaughter of Folger Adam Founding Father of Folger Adam Company.*



## Southern Folger Promotional Items

Description	External Price	Image
<b><u>POLO SHIRT</u></b> Southern Folger Long-Sleeved	\$45.00	
<b><u>POLO SHIRT</u></b> Southern Folger Short-Sleeved	\$40.00	
<b><u>T-SHIRT</u></b> Southern Folger Training School	\$35.00	
<b><u>LAPEL PIN</u></b> Southern Steel	\$8.00	
<b><u>LAPEL PIN</u></b> Folger Adam	\$8.00	
<b><u>MUG</u></b> Southern Folger - 16 oz	\$7.50	
<b><u>CAP</u></b> Southern Folger	\$15.00	
<b><u>PRESENTATION KEY</u></b> Southern Steel Folger Adam	\$30.00	

If you are interested in purchasing an item for yourself please contact Nancy Baca at ext. 260. Payment will be made through payroll deduction.

If you are purchasing an item for a business expense please provide cost account we should charge.

4634 S. Presa Street, San Antonio, TX 78223

[www.southernfolger.com](http://www.southernfolger.com)

Email orders to: [orders@southernfolger.com](mailto:orders@southernfolger.com)

Technical Services: 1-800-477-5537