



Southern Folger

Detention Equipment Company Founded 1897

A COASTAL DETENTION HOLDINGS LLC COMPANY

Detention Equipment Contractor Certification Program

Total Quality Management Philosophy

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CONTRACTOR CERTIFICATION PROGRAM

The Contractor Certification Program at Southern Folger has been established to guarantee that only top-tier professionals install its high-security detention products. To become a certified DEC (Detention Equipment Contractor), the following requirements must be met:

- A minimum of 10 years' experience in successfully completing detention projects.
- Financial stability demonstrated through audited financial statements.
- Adequate bonding capacity.
- Documented experience of DEC personnel in detention product installation.
- Successful completion of Southern Folger's comprehensive product training in two areas: field operations and project management.

This program is designed to ensure successful installations and maintain the quality of Southern Folger's products and services.

HOW DOES A CONTRACTOR BECOME CERTIFIED?

The two-step program is open to all detention equipment contractors:

Step 1: PREQUALIFICATION - Prequalification - Submit a prequalification package to Southern Folger Detention Equipment Company, AIA A305 form and an audited financial statement during the annual invitation period. The financial statement will be kept confidential and only be viewed by the President of Southern Folger Detention Equipment Company.

Step 2: Upon approval of the prequalification process, the contracting company will submit the names of their proposed Qualifying Managers for two contracting disciplines: 1) Field Operations and 2) Project Management

These two Qualifying Managers will be responsible for using approved materials, training company employees, and conducting self-inspections of completed work.

HOW LONG IS THE CERTIFICATION VALID?

The certification for both company and individual Qualifying Managers remains valid unless revoked because of product installation, lack of training a Qualifying Manager within the appropriate time period, or financial issues. A Certificate of Verification of Qualifying Managers must be submitted upon annual request from Southern Folger.



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WHAT IF A QUALIFYING MANAGER LEAVES THE COMPANY?

The Qualifying Manager Certification stays with the company if a Qualifying Manager leaves – it is not transferable. The detention equipment contractor will have one-year period to train a replacement Qualifying Manager.

WHAT IF I USE AN INDEPENDENT SUBCONTRACTOR TO INSTALL DETENTION EQUIPMENT?

If your company uses an independent installer, they must be recommended to Southern Folger and attend Field Operations training to become a Certified Installer. These subcontractors will not be allowed to purchase equipment from Southern Folger but will install Southern Folger product under the administration of a Certified Detention Equipment Contractor.

WHAT IF MY COMPANY DOES NOT QUALIFY IN STEP 1?

If your company does not pass the prequalification process, you will be eligible to resubmit the following year with an updated AIA A305 form.

TRAINING OVERVIEW

In order to be a certified Southern Folger Detention Equipment Contractor, qualifying managers in both the project management and the field operations areas must attend the training programs.

- 1) The training program for qualifying project managers is an intensive 5-day program which will feature both classroom and hands-on product training and project management coordination techniques.
- 2) The training program for the qualifying field operations managers is a 10-day program which will include extensive, in-depth, hands-on product installation training in mock field conditions.

All students will be fully tested throughout the training process and will receive a certificate upon successful completion.

There will be training sessions scheduled for both management groups. More information will be available upon notification of successful completion of the prequalification stage.

CERTIFICATION PROGRAM COSTS

Separate training classes will be held for qualifying managers in the two disciplines: project management and field operations.

- (1) Project Management Qualifying Manager Training - \$4000 per session (Call to confirm pricing)
- (2) Field Operations Qualifying Manager Training - \$7000 for two-week sessions: \$3500 per class (Call to confirm pricing)



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Cost of the mandatory certification training sessions includes all training materials and lunch on training days. It does not include travel costs, transportation to and from the plant in San Antonio, Texas, lodging or meals other than described above.

CHANGE OF COMPANY NAME AND/OR OWNERSHIP

If a Certified Detention Contractor's company changes name and/or ownership, to remain a Certified DEC:

1. Notify Southern Folger of the change.
2. Submit a signed and notarized AIA A305 form with current information and all attachments.
3. Submit a narrative explaining the change in ownership and key personnel.
4. Submit a signed certification that current Qualifying Managers are employed.



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