

# **Southern Folger Detention Equipment Contractor Certification**

## *2016 Southern Folger Detention Equipment Contractor Certification Program*

### **PURPOSE OF CERTIFICATION PROGRAM**

Southern Folger's detention products are utilized in high security environments. This certification program is being implemented to ensure successful installation by only the highest quality professionals. Certified DEC's would meet the following criteria:

- Minimum ten years experience in successfully completing detention projects
- Proven financial stability as evidenced by financial statements (audited statements preferred)
- Bonding capacity
- Proven, documented experience of DEC personnel in detention product installation
- Successful completion of intensive Southern Folger Product Training in two disciplines
  - Field operations
  - Project management

### **HOW DOES A CONTRACTOR BECOME CERTIFIED?**

The program, open to all detention equipment contractors, requires each detention contracting company to complete two steps:

Step 1: Prequalification - Submit a prequalification package to Southern Folger Detention Equipment Company. (AIA A305)

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 company Qualifying Managers will be responsible for using approved materials, training company employees, and conducting self-inspections of completed work. A complete list of subcontractors used for installation must also be submitted.

### **WHAT IF A QUALIFYING MANAGER LEAVES THE COMPANY?**

The detention equipment contractor will have a 12-month period to replace a Qualifying Manager.

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

If your company uses an independent installer, the installer's company must have a Qualifying Manager by completing the Field Operations portion of the training. The Project Management portion is not required since the installer will work under the umbrella of the Certified DEC and cannot purchase equipment from Southern Folger.

### **WHAT IF MY COMPANY DOES NOT QUALIFY IN STEP 1?**

If your company does not pass the prequalification process, you may request an invitation prior to September 30th of the following year.

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## ***WHAT DOES THE TRAINING INVOLVE?***

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 3-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 (5 days for Southern Steel and 5 days for Folger Adam) 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.

Complete information is forwarded upon notification of successful completion of the prequalification stage.

## ***WHAT IS THE COST OF THE CERTIFICATION PROGRAM?***

Separate training classes will be held for Qualifying Managers in the two disciplines: Project Management and Field Operations.

- 1) Project Management Qualifying Manager Training - \$3750 per session
- 2) Field Operations Qualifying Manager Training - \$6000 for two week sessions (\$3,000 per class)

The training style is “train-the-trainer” - once training is completed, these Qualifying Managers will then be responsible within their respective companies to ensure further training of company personnel and to perform periodic quality inspections.

Cost of the certification training sessions includes all training materials, breakfast and lunch on training days. It does not include travel costs, transportation to and from the plant in San Antonio, Texas, lodging or dinner.

## ***WHEN IS THE TRAINING FOR 2016?***

Superintendent Training is March 21-25, 2016 – Southern Steel Training.

And

September 19 – 23, 2016 – Folger Adam Training

**For further information, contact:  
James Harris, Vice President Estimating  
210-531-2719 (direct line)  
jharris@southernfolger.com**

# Southern Folger Detention Equipment Contractor Certification

Complete the registration form below and email or fax to:

Southern Folger Detention Equipment Company  
Attention: Training  
Fax 210-533-2211  
Email:  
[Taraiza@southernfolger.com](mailto:Taraiza@southernfolger.com)

An invoice will be issued for payment due upon receipt. Once Southern Folger receives payment your registration will be complete. Payment by credit card can be made by calling Accounts Receivable at 210-531-2707. See Cancellation Policy below.

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\_\_\_\_\_ \$6,000 per person BOTH SESSIONS (Superintendent Training - both Southern Steel **AND** Folger Adam \$3,000 per session)

Total Amount Due \$ \_\_\_\_\_

| <u>Seminar Dates</u> | <u>Name of attendee</u> | <u>Shirt Size</u> |
|----------------------|-------------------------|-------------------|
| _____                | _____                   | _____             |
| _____                | _____                   | _____             |

\_\_\_\_\_  
Contact Name (please print)

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company

\_\_\_\_\_  
Street

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Telephone Fax

\_\_\_\_\_  
Email Address

### Payment/Cancellation Policy

Payment must be made upon receipt of invoice. If payment has not been made, Southern Folger reserves the right to cancel the reservation. Seating is limited. If you have paid in full and need to cancel your reservation you can 1. Sign up for an alternate date; 2. Request your cancellation in writing 30 days prior to class for a full refund; 3. Cancellation requests less than 30 days' notice will result in a 25% cancellation fee. The balance of your refund will be issued within 30 days of proper written notice.

Please note special dietary requirements. Lunch is served daily.

## LOCAL HOTELS

There are no motels/hotels within walking distance of our facility and a rental car or taxi service is required. The downtown area is about 10 minutes from our plant, and there are many hotels to choose from. Mention Southern Folger and receive a discount at La Quinta Inns (or use code SFOLGER if booking online.)

### DOWNTOWN

La Quinta Inn & Suites – Downtown  
100 W Cesar E. Chavez Blvd, San Antonio, TX 78204  
Phone: (210) 212-5400

La Quinta Inn Market Square  
900 Dolorosa St., San Antonio, TX 78207  
Phone: (210) 271-0001

La Quinta Inn & Suites Convention Center  
303 Blum, San Antonio, TX 78205  
Phone: (210) 222-9181

Comfort Suites  
11526 IH 35 North, San Antonio, TX 78233  
Phone: (210) 656-4600  
Use Code: LSFGR to receive discount

### OTHERS WITHIN 5 MILES OF OUR PLANT

La Quinta Inn Alamodome South (formerly American Heritage Inn)  
3180 Goliad Rd, San Antonio, TX 78223  
Phone: (210) 337-7171

Best Western Shetland Inn and Suites  
3602 SE Military Drive, San Antonio, TX, 78223-4027  
Phone: 210-798-5000

Motel 6, San Antonio, Alamodome South  
748 Hot Wells Blvd., San Antonio, TX 78223  
Phone: 210-533-6667  
Use Code: CP582074 to received discount

Visit the San Antonio Convention and Visitors Bureau website for more hotel/motel information:  
[http://www.sanantoniocvb.com/visitors/acc\\_bookroom.asp](http://www.sanantoniocvb.com/visitors/acc_bookroom.asp)

