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2018 DETENTION EQUIPMENT CONTRACTORS REPORT



This report is published by Correctional News, the information source for the correctional industry. Address correspondence to: cn@emlenmedia.com • 1241 Andersen Drive, Suite N, San Rafael, CA 94901 • Phone: 415-460-6185 • Fax: 415-460-6288

The below listing is merely a sampling of the many Detention Equipment Contractors found around the U.S. and includes each company's location, website, area of coverage and a small info-byte. As always, Correctional News is eager to hear from our readership, so if there are areas of the DEC industry you'd like to see covered in the future please contact Managing Editor Zach Chouteau (zach@emlenmedia) to share your thoughts.

Company	City, State	Website	Geographic Area Covered	Fast Fact
Anchortex Corporation	West Berlin, N.J.	www.anchortex.com	U.S.	Longtime provider of security gear, apparel and much more
C.A. Owens & Associates	Freeport, Fla.	www.caowensinc.com	U.S.	Providing services that include design, supply and maintenance
CML Security	Erie, Colo.	www.cmlsecurity.us	U.S./International	A focus on security electronics and detention equipment
Cornerstone Detention Group	Madison, Ala.	www.cornerstonedetention.com	North America	An industry leader in detention products and services
Florida Detention Systems Inc.	Melrose, Fla.	www.floridadetention.com	Eastern Half of the U.S.	Products and services include fences, gates, security
Jailcraft Inc.	Owings Mills, Md.	www.jailcraftinc.com	Mid-Atlantic	Showcasing locks, sliding doors, controls and more
Jails Correctional Products Inc.	Minster, Ohio	www.fabcor.com	Continental U.S.	Maker of detention products that include beds, doors, mortises
Kenco Wire & Iron Products	Keansburg, N.J.	www.kencowire.com	U.S.	Expertise includes window guards, jail and prison equipment
Maximum Security Products Corp.	Waterford, N.Y.	www.maximumsecuritycorp.com	U.S./International	Doors and heavy duty hinges to electronic controls
Montgomery Technology Systems LLC	Greenville, Ala.	www.montgomerytechsystems.com	U.S.	Security electronics and detention control systems
Noah Detention Construction	Niceville, Fla.	www.noahdetention.com	Southeast & Midwestern U.S.	Design/manage/procure detention equipment/security electronics
Pauly Jail	Noblesville, Ind.	www.paulyjail.com	U.S. Midwest/South	Nation's oldest correctional facilities equipment contractor
R&S Corporation	Baton Rouge, La.	www.randscorp.com	U.S./South	Provider of correctional products, maintenance and more
Secure Control Systems	San Antonio, Texas	www.securecontrolsystems.com	South and Southwest	Detention hardware, security electronics and other offerings
Securtec Inc.	Baton Rouge, La.	www.securtecinc.com	U.S./South	Provider and installer of furnishings, security, hardware and more
Southern Folger	San Antonio, Texas	www.southernfolger.com	U.S./International	Security electronics, furnishings and other products/services
Stronghold Industries Inc.	Racine, Wis.	www.strongholdind.com	Midwest	Specializing in DEC projects as well as curtain wall/glass work
Sweeper Metal Fabricators Corp.	Drumright, Okla.	www.sweepermetal.com	U.S./International	Maker and installer of detention doors, cells, furniture, etc.
Taylor, Cotton and Ridley Inc.	Gainesville, Fla.	www.taylorcottonridley.com	U.S.	Offerings include installation of steel doors, frames, wood doors
Unique Security Inc.	Montgomery, Ala.	www.uniquesecurityinc.com	Eastern Half of the U.S./International	Security upgrades, preventive maintenance, integration systems
United Prison Equipment	Green Lane, Pa.	www.unitedprison.com	U.S.	A full line of detention furniture and accessories
Universal Security Products Inc.	San Ramon, Calif.	www.universalsecurity.com	U.S./International	Products/services include metal roofing and laminated flooring
US Security Systems Inc.	Montgomery, Ala.	www.ussecuritysystems.com	North America	Security systems specialist covering U.S., Canada and Mexico
Valley Security Company	Elgin, Ill.	www.valleysecurityco.com	Midwest	High security hardware, electronics, materials and furnishings
W. Lewis Frame n Door Inc.	Willow Grove, Pa.	www.lewisdoor.com	U.S.	Focus includes prison doors, hardware, detention locks

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Industry Insights On Detention Equipment Trends

By Zach Chouteau

Correctional News recently checked in with a trio of experienced reps in the area of detention equipment contracting to pick their brains on what's new in the industry—and what's new in their respective companies. Here's our roundtable Q&A with Cathy McHugh, marketing director, PROTECH, based in Reno, Nev.; Marc Smith, president, United Prison Equipment, headquartered in Green Lane, Pa.; and J.J. Ramsey, vice president of business development for CML, based out of Erie, Colo.

Q: *What are some of the top trends in today's detention equipment?*

McHugh: Integration among many manufacturers' products is critical for integrators and customers looking for a reliable and cost-effective security solution. Many types of equipment exist today, and the ability to integrate among all is very important.

On the CCTV side, the continued analog to IP evolution exists. In intrusion detection equipment (physical security), new trends — and one PROTECH is leading in — are systems that can be operated by solar power (for remote locations) and wireless capability.



Video analytics (also available from PROTECH) also continues to be a trend that integrators and end users are looking at as a solution for the security and tracking of people, property and assets.

In corrections specifically, we are seeing a lot of facilities that are seeking new approaches as they upgrade or replace existing perimeter security equipment. A lot of the physical security systems in corrections are aging and experiencing too many false alarms. Customers are looking for the next generation or newer technologies that can deliver exceptional performance at a reasonable cost and yet can work in conjunction with existing infrastructure

so there is no loss of investment. This means systems that are easy to install and maintain but also provide extremely high levels of performance.

Smith: Currently we are seeing a large push to get equipment up and running and modernized after a long period of budget cuts. Previously facilities were not receiving the funding necessary to keep the environment safe for correctional officers. With the current administration it appears funding has become available, allowing existing facilities to perform projects which not only upgrade and maintain their current environment but also allow for improvements. This is allowing for safer and more secure facilities.

Ramsey: The Detention Equipment industry isn't experiencing rapid innovation in physical products but is rather moving toward ways to increase efficiency in production and implementation of systems. There is a trend to do as much off-site from the jobsite as possible. That may include: providing a modular solution for cells, componentizing prior to product arriving on the jobsite or installing security hardware or security glazing off-site.

The other trend is Detention Equipment Contractors outsourcing the installation, not self-performing the work. This is something CML Security adamantly will not do. We self-perform all our detention equipment work. The number one risk factor on a project is controlling on-site labor. Historically, Detention Equipment Contractors that have opted for not self-performing their work have run into significant issues, some even losing their business. CML Security prides itself on having the best on-site staff, they are a major reason why CML is the leading Detention Equipment Contractor in our industry.

“The Detention Equipment industry isn't experiencing rapid innovation in physical products but is rather moving toward ways to increase efficiency in production and implementation of systems.”
— J.J. Ramsey, CML

Q: *Have you worked on any projects recently that reflect some of these trends, or that highlight new equipment your company produces?*

McHugh: We are doing a lot of work in the utilities, government and corrections spaces; and, yes, remote sub stations love the idea of perimeter protection that is rapidly deployed and solar powered, requiring no trenching or infrastructure.

Because our systems offer excellent integration to what is now in place (for example in a VMS/head end), users do not need to worry about deploying the latest technologies and having them not work with others. At PROTECH, we do that.

In corrections, facilities have multiple layers of security so one technology or approach is not enough; multiple technologies need to exist so that in the event of one technology not performing to perfection, the next layer does and so on. For example, not just fence detection but fence detection in conjunction with cameras and infrared break-beam technology in conjunction with analytics and tracking.

Smith: United Prison Equipment has been improving facilities all along the



Smith

East Coast. We are currently finding that officer safety and security are becoming an important issue at correctional facilities.

We have been supplying our retrofit cuff ports in various facilities. This is allowing inmates to be cuffed and

secured prior to removal from the cell. The importance of inmate control is something which was left out of the original design at many facilities.

In addition, we have been revisiting many facilities which were originally designed to be softer, utilizing wood doors and less sturdy furnishings. We are replacing their current equipment with true detention-grade materials. This has been an important improvement at these facilities. Once a correctional officer has put someone behind a security door we want to make sure the inmate stays there until the correctional officer opens the door again. Ideally, after the inmate is already cuffed and under control.

Ramsey: We finished Kern County, Calif., in 2017, a very large project for us that we utilized some of the above trends. We are currently working on two large projects, Metro-Davidson, Tenn., and Maricopa ITR, Ariz., that CML is implementing off-site production to save time and save dollars.

Q: *How do you think the detention equipment market has evolved over the past decade or so, and what has spurred that change?*

McHugh: The perimeter security and intrusion detection market is not as fastpaced as, for example, the camera world where new models and software change very quickly. Physical security does not move at break-neck speed; however, development of newer technologies is on the rise, and companies are looking for newer and better-performing systems that are easy to install and maintain and do not require highly trained or specialized people to implement. This is the best balance of highly effective security but not at sticker shock pricing.

Smith: During the last decade, many facilities were designed with an approach that didn't always take in to account the importance of correctional officer safety. Like anything else, the world of detention equipment is a pendulum. It swings between the importance

of security and safety and the need to provide an environment in which rehabilitation can occur. Although the last decade saw many improvements in how inmates are housed, it has been at the expense of the facility's main priority, which should be safety and security.

Ramsey: There is no short answer to this, as there has been a lot of different perspectives depending on who you speak with. What CML has witnessed is a major consolidation of the detention equipment market. On a medium to large project, there is a possibility that there is only one team that can produce a quality, on-time product for an owner.



Ramsey

Owners, architects, and construction managers are left with very limited options on who can bid those scopes of work. Smaller projects have more options to choose from, which should result in more competition. As the companies that provide on the smaller jobs continue to grow, that will help the market stabilize. Competition is healthy as it is what drives innovation and efficiency, resulting in the best end products and value, however artificially manufacturing competition doesn't provide the same benefit as true competition and will only hurt the

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owner's end quality/schedule/price.

Over time, our market will even out if major Detention Equipment Contractors (DEC) don't fall victim to the pitfalls that have plagued our industry in the past. There is a movement towards bidding out the detention equipment scope of work on a design assist, best value basis. This allows the owner, architect and construction manager to work with the DEC and their manufacturers and streamline the design, reduce the overall cost of DEC scope and increase the

which all equipment talks to each other in a seamless environment.

Smith: The future for detention equipment contracting looks promising. Hopefully we will be able to achieve the balance of providing a safe and secure environment while also providing an environment in which rehabilitation can occur.

We seem to be heading in a direction where the housing of inmates is moving back to the forefront of numerous government agencies. This is allowing for

of the way that CML approaches the future. We have started to team on large projects to ensure that our workforce isn't being spread too thinly across too many projects.

We have also implemented training and mentoring programs within CML to generate opportunities to cultivate great project managers, superintendents, and other operational staff. This investment in our personnel is significant as it allows our existing staff to grow with us. We also have limited the number of projects that

“Hopefully we will be able to achieve the balance of providing a safe and secure environment while also providing an environment in which rehabilitation can occur.”

— **Marc Smith, United Prison Equipment**

quality of the products and installation of those products.

Q: *What do you think the near future holds for the state of detention equipment contracting?*

McHugh: We believe the future of physical security, like in the camera/IP world, will continue to see manufacturers merging and acquiring. The market is still somewhat fragmented with too many players, and the move to one-stop shops will continue to evolve. That is, regardless of your perimeter, environment, budget and existing infrastructure, customers are looking for one point of contact to address all or most of their needs — reducing the number of providers of systems and technologies and moving to solutions in

the funding required to provide not only maintenance and improvement of existing facilities, but also construction of new facilities.

Ramsey: In the short term, there are many large projects that will need to be bid or have just gotten started. This is a positive, as there is plenty of work that needs to be done. However, it will continue to put stress on the capabilities of all detention equipment contractors and will need to be managed. Speaking for CML specifically, we have had to plan thoughtfully the projects we pursue and our strategy to balance our projects so that we can continue to operationally perform. Remaining consistent in quality and strengthening the knowledge base of our workforce is a major component

we pursue, choosing to focus and target projects that are significant to us. And finally, a major component of our success, which is also an outlook that could be applied to the entire industry, is our collaborative spirit, working hand in hand with our key partners, specifically our surety company, bank and accountants. This approach gives CML direction for the future and provides a strong foundation for the present. ■

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Photo Credit (l/r): Mikki Piper

Exercise and sports facilities at Mule Creek State Prison in Lone, Calif., have helped inmates remain active and healthy.



Healthy Approaches to Decreasing Recidivism

Physical Fitness Plays a Role In Inmate Rehabilitation

By Lucas Riphagen

The corrections industry faces many challenges, but one of the most prevalent is recidivism. How do correctional officials reduce the number of inmates who reoffend following their release?

Several years ago, the approach to curbing recidivism was to make life in prison so minimal and restrictive that incarcerated individuals thought twice about coming back. Now, the industry is shifting in focus towards rehabilitation.

Some of today's industry trends include the increasing availability of family contact through video visitation, increased educational opportunities through tablets and devices, furniture designs that create a more "home-like" environment, and fitness equipment to help combat feelings of anger and depression.

California-based TriActive USA hopes to contribute to the reduction of recidivism through physical and mental education. TriActive USA manufactures outdoor and indoor fitness equipment designed and constructed to be tamper-resistant with no removable parts. The company has served more than 200 correctional facilities nationwide, and currently offers 18 pieces of equipment with a focus on fitness, not strength. All equipment is designed for use against one's own body weight; there are no

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adjustable weight features such as cables or hydraulics for increased resistance.

Understanding how harsh a correctional environment can be, TriActive USA aims to produce equipment that is extremely durable and reliable. TriActive USA Fitness Equipment is constructed using 11-gauge steel which is then powder coated using a 5-coat process that allows surfaces to stand up extremely well to vandalism and the harshest weather conditions. In order to ensure the highest quality, TriActive USA Fitness Equipment is 100 percent made in the U.S.

The equipment is shipped fully assembled using tamper-resistant hardware, which is concealed by no-break, polyethylene plastic caps. The concealed, prison-grade assembly hardware adds an additional level of safety and comfort to front line staff, as the careful design prevents inmates from removing parts to make improvised weapons.

The therapeutic qualities that TriActive USA fitness equipment offers fosters personal and physical development and could potentially reduce the occurrence of future illicit behavior, which could reduce operating costs as well. It has been found that implementing fitness programs is cheaper for a facility than paying for items that have been broken or vandalized as a result of prison misconduct, which inmates are less likely to partake in when fitness opportunities are offered. Also, without fitness equipment, it is more likely that an inmate will suffer from health issues that will require medical treatment. As fewer inmates require medical attention, more money returned to correctional budgets.

TriActive USA's most popular unit is the fully welded pull up and dip station, but the cardiovascular units such as the elliptical cross trainer, air strider and exercise bike have become increasingly popular as facilities attempt to combat the health concerns associated with incarceration. For some, life in a correctional facility is highly stressful, with many inmates suffering from mental health conditions as well as physical health conditions. Exercise and recreation can help individuals to cope with stress, depression, negative thoughts, frustration and more.

Exercise can also help alleviate feelings of anger and channel negative energy into something more positive, which can be especially valuable in correctional settings where many inmates also suffer from drug abuse and addiction. According

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to "Correctional Recreation on Death Row," an article by DJ Williams, Gordon Walker, and William Streat, "regular physical activity has been shown to reduce psychosocial stress, reduce rates of depression, and can even be a helpful part of treatment for individuals struggling with substance abuse."

There was a time where an inmates' mental and physical health was not a priority. Today, however, it's worth noting that exercise equipment can serve as an incentive for behavior management in correctional facilities. In a study by Wagner, McBride and Crouse, the researchers found that a group of inmates that participated in physical training "indicated significantly lower levels of aggression variables, increased morale, and were careful not to break any prison rules so as not to lose access to fitness equipment."

Allowing inmates access to fitness equipment on a regular basis may very well reduce the frequency of misconduct, which would arguably improve the prison setting not only for the inmates but for operations staff as well. Inmates can be reluctant to do anything that might upset staff or result in the loss of such amenities. In addition, inmates often don't want to upset other inmates and, therefore, tend to appreciate what is given to them.

Lucas Riphagen serves as VP for TriActive USA.