

# CorrectionalNEWS

design+construction+operations

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A photograph of a detention facility fence, showing multiple layers of metal mesh fencing against a clear blue sky. The fence is in the foreground, and the background is a solid blue color.

# 2019 DETENTION EQUIPMENT CONTRACTORS REPORT

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

The below listing is a mere sampling of the numerous Detention Equipment Contractors (DECs) found around the U.S. and includes each company's location, website, area of coverage and a brief insight on its background. If there are areas of the DEC industry you'd like to see covered in the future, or you have related news of your own to share, 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, conrols 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	Specialziing 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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# Trends and Transformations

## Two Industry Experts Share Their DEC Insights

By CN Staff

Correctional News reached out recently to a pair of expert Davids—Tidwell of Cornerstone and Peterson of Viking Products—for their takeaway on recent trends, ongoing transformations and the forecast for the future of the detention equipment industry.

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

**DT:** As it relates to the marketplace, we are continuing to encounter a growth in new construction as well as retrofit construction opportunities. This has been on the rise since 2016. We are also seeing a greater share of projects being over-budget. The combination of a hyper-active market, limited resources, consolidation, and material/ labor cost increases, the budgets for the projects aren't in line to adapt to the demand in the construction market.

**DP:** There is a big movement towards inmate safety and anti-suicide in today's market. Every product that we manufacture is focused on anti-ligature

and overall safety for the inmate as well as the correctional officers. Another trend we are seeing are more finished products being delivered to the job site. With rising labor costs and a strong economy it is a big savings to do more labor in factory than on a jobsite where cost per hour can be double or triple.

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

**DT:** Yes, we continue to have a very active bid schedule on both the new construction and retrofit opportunities. We are able to accommodate for this influx of work by utilizing the resources from the (8) different offices that we have around the country. We will continue to see this and we plan to expand our footprint around country and open additional offices to service our client's needs.

We experienced (6) projects that we bid last month that we proposed on and each of these projects were over the budget. This will continue to be issue.

**DP:** Most of our current projects

in California are adopting our new lockable folding shower seat as a standard because it decreases the risk of hanging in a less supervised area. Another product that is catching on has been our anti-ligature ladder. Many of our products are shipped with a powder coated finish to save money on painting at the jobsite. These powder coated products can be bolted to a wall with no onsite finishing required.

**CN:** *What is your company's current main focus in the corrections industry and do you have any recent news to share?*

**DT:** Cornerstone Detention Products, Inc. does not want to be the biggest, we want to be the "Best". Our focus is to deliver on quality and to execute on our commitments to our clients. To further our client centric focus, we acquired a 300,000-square-foot manufacturing plant that is currently under-going renovation and once complete, will be transformed into a high-tech state of the art facility that will utilize robotic equipment to further expand upon our current manufacturing capabilities.

**DP:** Currently, we are adding new equipment and expanding our manufacturing plant to keep up with the increase in demand and streamlined project schedules. The consolidation of detention equipment manufacturers over the past few years has made us put an emphasis on being able to produce more, while maintaining the same quality and lead times our customers demand.

“As it relates to the marketplace, we are continuing to encounter a growth in new construction as well as retrofit construction opportunities.”  
—David Tidwell, Cornerstone

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

**DT:** Over the past decade the Detention Equipment marketplace and the Detention Equipment Contractor's supply chain of materials (Security Hollow Metal, Detention Furniture and Security Locks and Hardware) has seen a multitude of changes that have impacted where the Detention Equipment marketplace is today. The number of Detention Equipment Contractors has drastically been reduced through consolidation and involuntarily existing the corrections marketplace. The consolidation and reduction of the Detention Equipment Contractor's was a direct result of the economic downturn. Cornerstone acquired long rival Norment Security Group. With this acquisition came Norment (DEC), ECS (Security Electronics Integrator), Trentech (Security Electronics Integrator and Airteq (Security Lock and Hardware Company). We have also acquired EOISI (Security Electronics Integrator), Slate Security Hollow Metal Company, CM Security Windows and Com-tec (Security Electronics Integrator).

The supply chain for the Detention Equipment Contractor's has constricted and consolidated. There are only two security hollow metal manufactures, three security lock/hardware manufactures, three detention furniture manufactures and two security glass manufactures.

“We need to continue to innovate and bring new ideas to the table in order to keep moving our industry in the right direction.”

—David Peterson, Viking Products

**DP:** The biggest evolution in our market has been the consolidation across the manufacturers and DEC's. There are half as many manufacturers and big DEC's today than there were 5 years ago. The demand for best quality and value over the cheapest option has helped bring us to where we are today. We need to continue to innovate and bring new ideas to the table in order to keep moving our industry in the right direction.

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

**DT:** We will continue to see a robust market and a couple of additional acquisitions in the marketplace. With our new manufacturing plant coming on-line,

we will certainly be able to vastly increase our capacity and reduce lead times.

**DP:** I believe the future is bright for DEC's because more and more owners are choosing quality over low bid. This is especially important because jobs are becoming more complex and require a higher standard of delivery. DEC's have also had to evolve to handle projects the size of Utah State Correctional Facility while still performing on the smaller jobs and maintenance work.

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Cortech President Joe Claffy foresees more use of the normative environment approach to detention equipment, especially furnishings—meaning colorful plastics everywhere.

## Consolidation and Compelling Colors

### Detention Equipment Has Come a Long Way

By Lisa Kopochinski

Two big trends in the detention equipment sector include industry consolidation and a move to colorful modular construction.

Detention equipment has come a long way in the past decade. While equipment for the corrections industry is specifically built to hold up to abuse and designed to be suicide resistant—compared to typical commercial furnishings and fixtures, for example—a big trend has been the consolidation of the industry as a whole.

“It was an installation and

manufacturing base built for the prison boom of the 1980s and 90s that needed correction,” said Keith Thoene, president, CML Security LLC, a security electronics integrator, detention equipment installer, and service and preventative maintenance provider, located in Broomfield, Colo.

CML Security provides and installs security-grade detention equipment such as security hollow metal doors, frames, windows, hardware, furniture, glazing, ceilings, mesh, wall panels, and specialized detention items.

“While some of this correction was planned and handled well, other exits

were sudden and painful for all people and entities involved.”

Thoene said the most significant change his company has noticed is the attrition of experienced detention equipment designers, a trend that seems to be industry wide, both in the design community and detention equipment contractors and vendors.

“If you add up who retired in the past five years, and who will be retiring in the next five, it represents a significant portion of the qualified professionals in our industry. An architectural friend of ours recently stated that he could count

# detention equipment trends

Photo Credit: Cortech Correctional Technologies



*The new generation of furnishings perform as good as steel structurally, but look better and are safer.*

on two hands the number of design professionals that left in our entire industry, who solely focus on the design of detention equipment. Even if he is only close in his assessment, the entirety of our industry needs are flowing through a quickly shrinking number of hands.”

A great deal is involved in the design and construction of detention equipment. Thoene says there are so many intricacies that need to be considered when working as a design assist partner with architects and owners.

“The devil is in the details. It is a very time-consuming process. Every opening and detail needs to be reviewed for code compliance, security concerns, functionality, cost and, finally, integration with the security electronics design. Like all steps of designing a correctional facility, it needs to be treated with respect and the work needs to be supervised by qualified personnel.”

One project that CML Security supplied detention equipment for was the 420-bed addition to the Weld Country Jail in Greeley, Colo.

“There was an interesting design and procurement process,” Thoene recalled. “Weld County has a very progressive

building and grounds department that listened to CML’s concerns, recognized where construction material costs were trending, and then took steps to protect their budgets.”

He said the client pushed for design collaboration that resulted in an early procurement and release of the majority of the detention equipment. This resulted in a \$1.46 million savings over the following 18 months as the construction industry capacity restrictions and tariff fears took hold.

“This was a design assist project with Balfour Beatty and HOK,” said Thoene. “HOK/CML worked hand-in-hand with the county, which resulted in a design that they are extremely happy with. Certain features are being replicated in retrofits to the existing buildings. And, by collaborating on the budget concerns early, the project has moved along without the hiccups so many of our other projects are experiencing.”

Cortech Correctional Technologies, Inc. is a manufacturer of beds, room furniture, property storage, seating and tables for a number of different industries, including corrections.

Based in Willowbrook, Illinois, Cortech President Joe Claffy said there are multiple considerations in the design and manufacturing of this type of detention equipment.

“Generally, detention furnishings need to contribute to a safe and human environment, for both inmates and staff. Simply put, they cannot be broken. They need to be ligature resistant, as well as resistant to lethal weapon fabrication. [They are also need] to embrace the concept of a normative environment and be maintenance free as well as flame retardant tested.”

He said the biggest change he has seen in the last 10 years has been the transition from traditional gray-painted steel furnishings to colorful thermoformed plastic furnishings.

“This new generation of furnishings perform as good as steel structurally, but look better, and are safer. They can contribute to a safe, humane and more cost-effective environment because lethal weapon fabrication is difficult, if not impossible.”

Also, because plastic furnishings have little to no maintenance costs, Claffy said most manufacturers offer extended warranties on these plastic products.

“This is a further confirmation of the durability that can be engineered and designed into plastic detentions furnishings. Logistics has also changed in the last decade. Now, detention equipment and furnishings are shipped and delivered according to the install schedule. The days of shipping the job complete in one significant shipment is long gone.”

This increased use of color in detention equipment is one of the largest trends being seen, said Claffy.

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“Most all new construction and renovations are using a normative environment approach. The merger of mental/behavioral health and corrections is here. The increased awareness of the effects of environment (including colors) and the ability to rehabilitate inmates is real, and it is here.”

Cortech has been involved in literally thousands of installations. Claffy says probably the biggest challenge overall has been to show—through testing and sampling—that plastics, if engineered and molded correctly, prove to be as durable as their steel counterparts.

“We have proven this out of every component used in a cell, dayroom or common areas. But desks, shelves, beds and bunks all have different requirements for load capacity and mounting styles. We have overcome the challenges of these applications with engineering.”

Claffy added that owners and architects are also seeking to produce environments that are more normalized. This translates into more open space, natural sunlight, program space, increased use of fabric flooring and wall coverings, and colorful detention furnishings.

“Colorful furnishings enhance the presence of more natural daylight and contribute to an overall positive feeling environment,” explained Claffy.

“The biggest trend in the industry is to produce facilities that have a better chance to promote rehabilitation and reentry for inmates. Detention furnishings and equipment are part of the solution to this trend.”

### What's Next?

As for what the industry will be seeing in the next three to five years with respect to detention equipment trends, Thoene thinks there will continue to be a push toward modular construction as the construction industry grapples with the lack of trade resources in the upcoming generations.

“Also, it appears that consolidation in the industry has leveled off, and capacity is again on the rise, with most manufacturers making significant financial investments in their production capacities,” he said.

Claffy foresees more use of the normative environment

approach to detention equipment, and especially furnishings—meaning colorful plastics everywhere.

“Architects now trust the durability of plastics and owners do too. So, more detention equipment specifications will see plastic furniture as a basis of design. And, so will furniture, fixtures and equipment (FF&E) schedules. It will be incumbent for detention equipment contractors to learn and understand the difference in steel vs. plastics as it relates to mounting the products. Estimating the labor to mount detention equipment and furnishings is an art—not a science.”

This means that detention equipment contractors will have to test and sample how to install plastic furnishings. In most cases, Claffy said, they will find that installing a plastic cell component is safer and easier than a metal counterpart.

“Generally, detention furnishings need to contribute to a safe and human environment, for both inmates and staff. Simply put, they cannot be broken.”

—Joe Claffy, Cortech