

# Southern Folger Unlocks the Tools to Energy Management

**Southern Folger Detention Equipment Company** is a premier manufacturer of detention and security equipment with a history that spans over 100 years. Southern Folger designs and produces patented technology that is used in justice facilities and security applications all over the world.

## Situation

Southern Folger has spent the past several years focusing on developing a lean culture within their manufacturing operations. Through lean practices, they have successfully streamlined their production processes and reduced working inventory. “We have developed a strong culture of continuous improvement,” stated Mr. Joe Chavez, Director of Operations. “We want to expand our improvement efforts beyond lean manufacturing to include energy conservation and pollution prevention.”

## Solution

TMAC conducted a **Lean Clean Energy** review sponsored by CPS Energy, a municipality owned utility. Nationally the first of its kind, this program combines the Environmental Protection Agency’s Green Supplier Network review with the Department of Energy’s Save Energy Now energy assessment.

Carl Allsup and Carson Miller of TMAC led a team of Southern Folger employees in an eight hour session to learn about how energy conservation fits within the framework of lean manufacturing and pollution prevention. Applying this new knowledge, the team identified several potential opportunities. Under TMAC guidance, the team then conducted a two-day in-plant workshop session collecting data to quantify the potential savings. The end result was a report of specific and actionable recommendations with estimated energy savings, implementation costs and payback periods.

“The level of employee involvement is a big part of the success of this program,” remarked John Legros, Director of Safety. “We are seeing a change in behavior at the employee level. Little things like turning off lights and equipment at lunch. It all adds up. It is a change in culture.”



## Results

All those opportunities, little and not so little, really do add up. Identified energy efficiency opportunities included:

- \$85,000 in potential energy savings.
- Reduced annual electric consumption of 159,900 kwh.
- Reduced monthly electric demand of 48 kW.
- Reduced annual natural gas usage of 36,000 CCF.

We are very pleased with the opportunities TMAC has helped us identify,” stated Mr. Chavez. “It has been very valuable to have a fresh perspective. Too often we fail to see the opportunities around us. Now we have the tools and knowledge to continue to seek out these opportunities on our own. We have demonstrated how we can integrate pollution prevention and energy efficiency into our continuous improvement culture.”

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