

SMC NEWSLINE

Summer/Fall 2008 "Those who look only to the past or present are certain to miss the future." - JFK Smith-Midland® Corporation

Promotions at Smith-Midland

Ashley B. Smith

has been promoted to **President/COO** of SMC taking over the position that his father, **Rodney I. Smith** held since 1965.

Rodney will remain **CEO and Chairman of the Board** for all Smith-

Delaware companies. **Ashley** has served as **Vice President of Sales and Marketing** of the Company since 1990 and **Director** since 1994.

Ashley is active in the local community where he is a founding member of the citizen's committee to open **Fauquier County Branch Library**, a member of the citizens' committee to raise funds to provide lights for the **Liberty High School Football** field and as a soccer coach. He also awards a scholarship yearly to a student at his alma mater, **Bridgewater College**.



Ashley Smith



Matthew Smith

Matthew I. Smith has been promoted to the position of **Vice President, Sales and Marketing**. He will be responsible for directing and overseeing all sales and marketing activities. He spent

three years as the **Sales Manager** at **Smith-Carolina** and nine years as the **Utility Products Sales Manager** at SMC.

Matthew is active in the local community serving as chairman of the **Fauquier County Transportation Committee**, **Vice President of the Southern Fauquier Business Owners Association** and is an active member at the **Midland Church of the Brethren**. He earned his degree in Business Administration from **Bridgewater College** where he now serves as the **National Chair of the Bridgewater Fund Committee**.



Dedication to Dike

This newsletter is dedicated to the memory of **Spencer Dwight "Dike" Holmes** who passed away in July. He worked for SMC for 24 years on the precast building crew and lived in Midland over 36 years.



Dike Holmes

Dike's pastimes included fishing, hunting and shooting. He was engaged to **Chris Bell**, SMC Payroll Administrator, had two relatives working at SMC, **JR Holmes**, and **Charles "Schooley" Frazier** and is survived by one daughter, **Tracey**, and two grandchildren. **Dike** had many friends because of his warm and generous personality and winning smile. Proof of this was the long line of his fellow employees standing along Rte 28 in front of SMC to give a final farewell to **Dike** as his funeral procession passed by. **Dike**, you will be greatly missed by all.



Inauguration Barrier

SMC provided three miles (17,000 linear ft) of barriers to line the parade route at the Inauguration for the 44th U.S. President.

One hundred sixty tractor trailer loads of barrier were delivered to the parade route and erected overnight. **SMC** had six crews working to install the barriers. The barriers were picked up on Inauguration night after the festivities ended.

A special agent commented, "I hope your bosses know what a fantastic job you all did for us in a very short period of time. We were fortunate to work with such a great group of guys. Thanks for your efforts!"

Annual SMC Family Picnic: A Storm of Excitement!

On October 18th, 140 **Smith-Midland** associates and their families gathered together at **C.M. Crockett Park** to participate in this annual event. The 35th celebration of the Annual Picnic opened onto a beautifully crisp autumn morning, six weeks later than the usually scheduled early September timeframe. As a result of the effects of Hurricane Ike's trajectory, torrential rains and high winds caused a rescheduling of the original September 6 date; the first rescheduling in the event's 35 year history!

While most attendees busied themselves with volleyball, potato sack races, piñata 'bashing', playing on the moon bounce, consuming Baskin-Robbins ice cream, throwing horseshoes, and strolls through the park to view the emerging fall foliage, a few brave souls ventured out on the boats and battled the light chop of the waters. However, the most prominent 'activity' of the day was the small gatherings of associates catching up to trade stories of mutual interest, update one another on family news, and share the simple enjoyment of each others' company... the true benefit of a close-knit work community.

A moment of silence was observed to commemorate the memory of **Dike Holmes**. Framed photos of Dike were presented to his daughter **Tracey** and **Chris Bell**, who was surrounded by family.

Over \$4,200 along with certificates were presented to associates who had perfect attendance this past year by **Ashley Smith**, the new president of SMC. Congratulations!

Many thanks go out to those who helped with our setup, cleanup and support throughout the day: **Francisco Ramirez** and Team, **Robert 'Hawk' Hawkins**, **J.R. Holmes**, **Nathan Loflin**, **Ashley Smith**, **Jeremy Smith**, and **Rick Groves**. The success of our event was truly a group effort, and many more lent a hand "here and there" throughout the day. Way to Go, Team!

And lest we not forget, where would our picnic be without the inestimable talents of our "Grill Guys Extraordinaire?" "Hats Off!" to **Rudis Martinez**, **Gilberto Sanchez**, **Robert 'Hawk' Hawkins**, **J.R. Holmes**, and **Estelle McClinton** for a fantastic job on the grills. We're all indebted to you for your top-notch culinary talents... and Rudis' 'special sauce'. ¡Absolutamente Excelente!



1st Annual Cooking Contest Winners:

Side Dish: Mark Kuhn (New York-Style German Potatoes ~ an 'old family recipe'),

Ethnic Dish: Jerry Hermanson, compliments of his wife Diane (Hamentaschen ~ Cookies traditionally served at Purim)

Horseshoes Tournament Winners:

1st: Quinton Noakes & Mike Tucker,

2nd: Andrew Washington and José Cañas (Tarzan),

3rd: Mark Kuhn and Kenny McCarthy

Pics (top to bottom): Hawk & Sanchez grilling, Francisco Martinez on Slide, Mark Kuhn, Horseshoe Audience

Mixer/Batch Plant Upgrade

The company has initiated a major upgrade program of its batch plants and concrete mixer systems. While initially focusing on our main grey concrete plant, the upgrade will eventually expand and encompass our Architectural plant and Softsound plant.

A list of over 50 project items, big and small, has been identified and is being worked on by a team including **J.R. Holmes, Guy Schuch, Rodney Smith** and **Roderick Smith**, with the assistance of various outside contractors. Among these are:

- New batch plant office building to house centralized controls for all batching facilities.
- New computer controlled batching system to allow fully automated, accurate and reliable batching.
- Significant maintenance work to make all systems functional and reliable.
- Improvements to all material handling systems and their controls.
- General housekeeping and dust control improvements for cleaning the mixer.

The purpose of this project is to improve the general condition of the batch plant systems for accurate, efficient and reliable operation while providing our associates with an enjoyable work environment.



Easi-Set Buildings to Provide Realistic Setting to Train Troops

Smith-Midland is providing additional buildings to a military facility in **Virginia Beach, Virginia**. The new order, consisting of larger buildings, will represent a more realistic setting for training troops.

Officials at the secured military facility were very pleased with the original thirty 10' x 12' Easi-Set buildings delivered in 2008. **Mark Kuhn**, buildings supervisor, met with the client, who was very excited to find out that we make larger buildings. After online bidding, it was awarded to SMC – this success was due to **Mark** and the SMC team for providing the best price and service possible. Kudos!

The order includes one 20' x 20' and two 20' x 40' Easi-Span™ buildings, and two 10' x 12' Easi-Set buildings, all 10' tall. These additional buildings will be configured to represent larger structures that troops might face during combat. Two Easi-Span™ buildings will be installed adjacent to each other to represent a larger building. The other building will be placed in an “L” pattern. These structures will add to the existing training “Village” of the thirty buildings that are in place currently

Virginia Tech Basketball Facility

Smith-Midland is providing the architectural precast concrete panels for the exterior of the **Virginia Tech Basketball Practice Facility in Blacksburg, Virginia**. The \$20 million, 59,000 square foot practice facility will house the men's and women's basketball programs and will include two weight rooms, one for the basketball programs and the other for Olympic sports teams.

The contract for the concrete panels awarded to SMC is valued at \$1.3 million and features 30,125 square feet of architectural precast panels. The panels are 6" thick, steel reinforced, with a buff limestone finish. Basketball imprints will be cast into the panels along with the Virginia Tech Logo.



Fifteen Years at Smith-Carolina

Scott Chambers was recognized for 15 years of dedicated service at **Smith-Carolina**. The entire SCC family honored **Scott** with a luncheon. He has functioned in various capacities and is now production manager.



Scott Chambers

Praise for the Shipping Crew

Congratulations to **Cliff Kuss** and the shipping department for setting a new single day shipping record of 86 truck-loads delivered on Wednesday April 23. They also set a shipping record for a month period when they shipped 648 loads in April.

This accomplishment required extremely tight planning and coordination as several large jobs were being serviced, as well as long hours stretching well into the night. Many thanks to everyone involved in this successful effort.

Christmas Party

On Dec 19, SMC associates came together once again to enjoy each other's company and partake in a holiday celebration. Catering was provided by **Nicole Zeladon** and Co. Music was provided by **Delmer Blevins** and the **Sowego band**. Service awards were given to: 20 yrs (\$200) - **Buster Johnson, Melvin Wagler, Queenester Webster, and Steve Whitmer**; 15 yrs (\$150) - **Rodger Blackburn**; 10 yrs (\$100) - **James Hitt, Edgar Romero, Carlos Martinez, and Gilberto Sanchez**; 5 yrs (\$75) - **William Riley and Luis Mario Servellon**. Door prizes were also given out to the following lucky winners: **James Anderson** \$200, **Will Guevara** \$100, **Ronnie Clifton** \$75, and **Kiko** received a \$50 gift card. This event couldn't have been possible if not for the concerted effort of many.



New Additions to SMC

Chris Kemp has joined SMC as **Director of Continuous Improvement**, a new position at SMC. He will be focusing on process improvement and standardization. His efforts will drive improvements in Safety, Quality, Delivery and Cost.



Chris Kemp

Chris will be working to improve all aspects of the business through the elimination of waste. He brings many years of manufacturing experience. **Chris** has a bachelor's degree in Political Science from Kansas State University. He served eight years in the Marine Corps.



William Kenter

Bill Kenter has joined our company as the **Chief Financial Officer**. Previously he worked for Mt. Vernon Printing Company. Prior to that, **Bill** owned PenGraphix Printing Solutions. **Bill** is a graduate of the University of West Florida and is a CPA. **Bill** served six years as a pilot in the Marine Corps.

Jeff Wholey has joined SMC as **Manager of Business Development**. His focus will be on the sales and marketing of the **SlenderWall** system and Architectural products. He brings more than 24 yrs of sales experience. He holds a degree in Business Administration from Bridgewater College.



Jeff Wholey

New Production Records

On November 1st lunch was provided recognize the setting of three new production records. T-shirts bearing the Inigo's crossing project and SMC logo were also distributed. In the week of Oct 6th, \$576,706 of product was produced. However that record was beaten the week of Oct 20th with a record \$618,361 of production. Even more amazing, the week of Oct 27th, \$639,764 of precast was produced. Congratulations!