

SMC NEWSLINE

Summer '09 - Winter '10 "The most successful people are those who are good at Plan B." - James Yorke Smith-Midland® Corporation

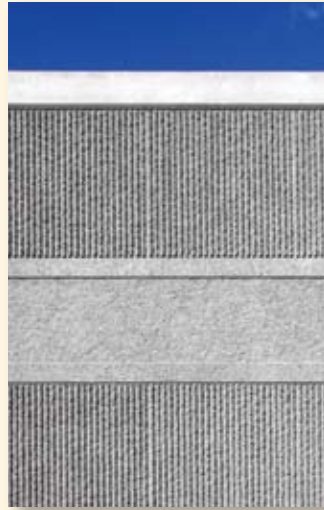
Smith-Midland's Largest Contract in History Uses New Softsound Product

SMC has been awarded a contract for the construction of precast concrete Soundwall along a new highway in Montgomery County, Maryland east of MD 97 to west of US 29 (the Inter-county Connector). The MD 200 Constructors project is worth more than \$7.8 million making it the largest contract in SMC's 49 year history.

The project includes 607,000 sq. ft. of noise barrier panels on the new Inter-county Connector highway between Rockville and Silver Spring, Maryland. The highway will help reduce traffic on the I-495 Beltway in the D.C. area. The project began in July of this year with completion expected in January of 2011.

The Soundwall panels will be made with SMC's newly developed **Softsound** material, a light-weight sound absorptive concrete with multiple finishes, including random cut stone and fractured granite. By combining special aggregates with cement as a binder in a specific and exacting process, **SoftSound** creates a material that surpasses any other combination of durability, acoustics, thermal, strength and moldability.

According to **Matthew Smith**, VP, Sales and Marketing, "**SoftSound** is our latest technological development, keeping SMC/**Easi-Set** on the leading edge with new products and applications. We are ready to share this new technology with other precasters worldwide through **Easi-Set Industries**, our licensing subsidiary."



Softsound Sample Panel



Softsound Installation

Smith-Midland Wins ABC Excellence Award

SMC was recently awarded the 2009 **Annual Metropolitan Washington Excellence in Construction Award for Specialty Concrete** (under \$10 million) for their work on the 3120 Fairview Park Drive office building in Falls Church, Va. The **Metro Washington and Virginia Chapters of Associated Builders and Contractors (ABC)** awards recognize the very best construction teams in the region.

SMC was chosen to fabricate and install architectural precast concrete panels for the construction of the 8-story office building. The contract was worth \$1.3 million.

The 185,000 square foot office building was clad with 27,840 square feet of architectural precast colored panels with a smooth acid washed finish and a medium sandblast finish. SMC began installation in March of 2008 with completion 50 days later.



3120 Fairview Park Dr, Falls Church, VA

I-66 Highways for LIFE Project

Smith-Midland was recently awarded the contract to supply the Precast/Prestressed Concrete Pavement Slab panels for the **VDOT Highways for LIFE** Project on Interstate 66 in Fairfax County, Virginia. The value of the contract, which is a **Lane Construction Corp.** project, is valued at \$1 million.

SMC is supplying 52,020 sq. ft. of precast/prestressed concrete slabs (306 pieces) with a light broom finish to support the VDOT pavement-rehabilitation project. The prestressed slabs will be post-tensioned together at the site after they are placed on the sub-grade. The project began in August of 2009.



I-66 Panel Production



I-66 Panel Installation

The **Highways for LIFE** program is designed to build highways faster, safer, with better quality, at less cost, and less work zone congestion. They are also designed to make the projects last longer and be less costly to maintain. “Using new building methods

and materials can improve travel, save money and make our roads safer,” said **Federal Highway Administrator, J. Richard Capka**.

The highway industry is very thrilled about the precast panel experiment. SMC hosted visitors from the **Virginia and U.S. Departments of Transportation** to view the production methods of the new highway panels.

SMC is very excited about this ground breaking project and proud of the associates who are working on it. As a show of appreciation, SMC



DOT Plant Visit

printed I-66 t-shirts for the associates on the project. Associates were also invited to visit the installation site one night.

The company has also created a production and installation video of this project that has been posted on **YouTube.com** and the company’s website, with the intention of educating people about the new process.



Luis, Cesar & Mario receive T-shirts

Wastewater Treatment Plant Upgrade

SMC has been awarded the contract to provide control buildings at the **Wilderness Wastewater Plant** in Orange County, VA to meet enhanced nutrient removal requirements. The facility is a 2 million gallon per day plant. The contract awarded is worth \$342,000.

The project will include eight new precast concrete buildings for multiple uses featuring the **Easi-Brick** finish. The **Easi-Set buildings** include three 12’ x 20’ (two electrical buildings and one pump station) and two 12’ x 16’ (housing tanks and equipment). The **Easi-Span buildings** include one 14’ x 30’ (a thickener building) and two 30’ x 40’ (one housing a return sludge pump and an administration building; the other housing the office, work stations, training room, utility room, and restrooms).

The buildings are scheduled to be delivered during the first half of 2010. The project is scheduled to be completed in the first quarter of 2011.



Easi-Set buildings at WWTP



Easi-Span building at WWTP

First Aid/CPR Classes

According to OSHA, 6,000 people die from workplace injuries every year, and nearly 12 injuries occur in a workplace every minute.

On April 15th and 24th, 13 SMC associates identified as First Responders, attended an all day training session for First Aid and CPR held at the **Warrenton Police Training Center**.

Participants received extensive training in first aid topics such as: injuries to soft tissue, muscles, bones, and joints; injury prevention; breathing emergencies, CPR, and conscious/unconscious choking for both adults and children. Associates were able

to test their training using life like mannequins, as well as practicing on each other. The attendees were: **Eduardo Roldan, Delmer Blevins, Andrew Jackson, Estelle McClinton, Ashley Smith, Roberto Ramirez, Paul Benevento, Mark Kuhn, Patricia McGinnis, Chris Reese, Willie Riley, Sergey Samoilenka, and Debbie Stanley.**



Andrew, Debbie, & Delmer during class



Eduardo practices on Roberto

Holiday Cheer at Smith-Midland

At SMC there were busy little elves preparing for the Christmas Luncheon, it was wonderful fun as we raffled off an I-Pod Touch with a Sony Speaker, paid days off of work, and gift cards totaling \$400. Christmas is a time for deep reflection on the blessings we've been given, and a time to share.

This year, at SMC, we too have decided to extend our blessings onto those less fortunate. Instead of adopting one family as Smith-Midland has done in the past - we've adopted 4 families! Think of what a gift it is for us to have the ability to share such joy with so many.



Lean Lingo

Continuous Improvement: commitment to create a better product, work environment, and business everyday

5 S: standard process to achieve a safe, organized, and efficient work area; used to develop a system for cleaning and improving areas; The 5 S's are:

- **Sort:** remove all items not immediately needed to perform work functions
- **Set in order:** give every item left a place, and make it easy to identify when something is out of place
- **Sweep Clean:** inspect repeatedly to identify problems
- **Standardize:** develop processes to ensure items are not missed in the normal routine of cleaning and organizing and revisit frequently
- **Sustain:** motivate to continually maintain the system



Kaizen: combination of Kai (change) and Zen (good); usually defined as "continuous improvement"; the process is a time-sensitive, rapid-deployment methodology that employs a focused, team-based approach to problem resolution

Smith-Midland Library

SMC is proud to announce the creation of our new company library. The library includes a variety of books from the classics to industry standards & specifications. The current location for the library will be the Main Conference Room. If you are interested in visiting the library, please see Lois in the main office.

The books in the library are available to all associates. A list of all books and CDs in our library can be found at www.libraryville.com/smithmidland. Feel free to borrow a book and enjoy a good read.



Jeremy Smith



Perfect Attendance Awards

On Oct. 1st, the Perfect Attendance Award winners were honored with cash prizes ranging from \$100 to \$300 based on the number of years served as an associate. A total of \$3,550 was awarded. The winners were as follows:

- Raul Franco
- Jorge Machado
- Rene Ross
- Rudis Martinez
- Paul Benevento
- Juan Lujan
- Eduardo Roldan
- Roger Blackburn
- Willie Riley
- Jose M. Gerezano
- Edgar Romero
- Chuck Creech
- Francisco Ramirez
- Queenester (Queenie) Webster
- Dale Brooks
- Gilberto Sanchez
- Charles (Schooly) Frazier
- Raul E. Romero
- Luis Servellon Moran

\$TEP\$ Award

On June 22nd, **Marlene Dunphy** was presented \$460 for her idea submitted through the **\$TEP\$ program** (Savings Through Exceptional Personal Suggestions). She saved the company \$7,612 annually by converting tag production from a manual process to electronic. Previously, it was taking 24 hours a week for one person to prepare 540 production tags. With the new system, the process was reduced to 8 hours or less, giving the associate back 16 hours. Not only does it save time, but it also increases accuracy.

\$TEP\$ is a suggestion program created in 1989. If you have an idea to improve efficiency, save time, and save money in an area other than your own, please stop by HR.



Marlene Dunphy

New Additions to Smith-Midland

It is with great pleasure that SMC extends the warmest welcome to our newest associates. We hope their transition to the company comes with ease and enjoyment. Please join us in welcoming **Don Palma**, **David Holtz**, and **Andy Ballew**.

Don Palma started as the Maintenance Manager on Aug. 12. Don joins us from Rochester, NY where he was employed by Nordon, Inc. as the Maintenance Mechanic Engineer.

David Holtz began on Aug. 19 as Quality Control Manager. Prior to working for SMC, David was the Quality Control Manager for Old Castle Precast in Lexington, KY.

Andy Ballew joined us on Sep. 28 as the V.P. of Operations. Andy recently served as the Plant Manager for Merillat Industries Inc., a cabinet manufacturer in Culpeper, where he was responsible for all manufacturing, quality, safety, and continuous improvement.



Don Palma



David Holtz



Andy Ballew

Safety Awards

At Smith-Midland we strive to have a safe environment for all. As part of the ongoing drive to maintain safety, Smith-Midland's plant associates were rewarded for a long period free of accidents. They had their names drawn from a hat and were awarded three prizes. The Safety Award Winners for the month of September were **Juan Mendez**: \$50, **Hernan Diaz**: \$50, and **Francisco Cortez**: \$100. Congratulations Winners on a safe month!

