

SMC NEWSLINE

SUMMER 2013

SMITH-MIDLAND® CORPORATION

"Excellence is not a skill. It is an attitude." - Ralph Marston

Massive Fort Belvoir Exchange/PX Building is complete

Smith-Midland is pleased to announce the completion of the new Exchange/PX at Fort Belvoir, a United States Army Post, located in Fort Belvoir, VA.

The new building is owned by the Army Air Force Exchange Services, (AAFES), and is a facility consisting of approximately 250,000 square feet. The building was designed by MWW Architecture and built by Walbridge Aldinger Construction.



The Exchange/PX was a design/build project, which Smith-Midland supplied approximately 80,133 square feet of Architectural Thin Brick Precast Panels consisting of thin brick from Taylor Clay Products and simulated gray stonework. The completion of the new Exchange/PX was the third major



building completed by Smith-Midland on the Fort Belvoir Post in the past two years.

A new Commissary building designed to match the Exchanged building is currently in the planning stages for construction in 2015.



Hard work on GSA pays off

Through the determination of George Sharikas, Sales Manager, and Terry Utterback, Sales Associate, SMC received its largest General Services Administration sale to date.

SMC's objective is to utilize the GSA Contract to advertise and increase sales for Easi-Set and Easi-Span Buildings.

Under the GSA Contract, George and Terry sold a combination of twenty-three 12' x 20' and 12' x 16' Easi-Set precast concrete buildings, which were delivered to Crane, IN and Andrews Air Force Base, MD.

Smith-Midland wins AGC subcontractor award



General contractors and subcontractors of the American General Contractors Association gathered at The Fillmore Silver Spring to celebrate the winners of AGC's 2nd Annual Subcontractor Appreciation Awards. AGC Board Members nominated and voted for those subcontractors they felt were most deserving of a show of appreciation for their contributions to the DC Metropolitan Area projects.

1st Place Concrete Precast – Smith-Midland Corp.

Smith-Midland wins top award at the 28th Annual Easi-Set Building Producers Seminar

Easi-Set Building Producers from across the country gathered at the **Sawmill Creek Resort** in Huron, Ohio for three days of learning, sharing, and a bit of fun. At the Annual Awards dinner, **Smith-Midland** garnered the top sales award for most buildings sold during the previous year. Their grand total comprised an amazing eighty-eight **Easi-Set** and **Easi-Span buildings**. This win marks three years in a row and six years out of the last seven that SMC has won thanks to a great **Smith-Midland Building Team**.



Loudoun County awards SMC our largest ever restroom/concession stand order

SMC was awarded a project by the **Loudoun County Parks and Recreation** for up to 13 **Easi-Set** restrooms and concession stands. **Byrne's Ridge Park** is the largest order to date that we have sold for a restroom or concession building.



“Our plan is to increase this segment of our business,” said **Matthew Smith, SMC’s Vice President of Sales and Marketing**. “Our efforts on this project will springboard us to the next level of making this a bigger part of our business.”



Johns Hopkins depends on Smith-Midland for renovation

SMC is pleased to supply its **Slenderwall®** architectural precast concrete panel system as the exterior cladding for the renovation of the 9-story **Nelson Harvey inpatient facility** on the **Johns Hopkins Medicine Baltimore Campus**.

After decades of wear, the hand-laid brick envelope of the facility began failing. The architectural firms **Wilmot Sanz** and **Ayers Saint Gross** needed a solution that met two criteria: one, that it was lightweight enough to prevent any need for additional superstructure or foundation costs; and two, that the facility would be able to stay operational during the exterior renovation. **Slenderwall®** met both requirements. Valued at approximately \$1.9 million dollars, this project will have 158 **Slenderwall®** panels (27,164 sq. ft.) designed with a factory-applied Endicott brick facing, keeping in continuity with the campus and the original 1970’s exterior. **Johns Hopkins** also chose to include factory-applied closed-cell foam insulation and **Smith-Midland’s** proprietary **H2Out advanced sealant system** with leak detection. The addition of these options will provide not only savings in time and on-site trades, but insurance against future air and water infiltrations.

In March 2013, SMC began delivery to the contractor, **Whiting-Turner**. Completion of production is set for June 2013. The short schedule showcases the benefits of **Slenderwall®** in reduced times and costs for production, shipping and installation, as well as decreasing the need for some on-site trades.

SlenderWall and SMC chosen for luxury residential project

The **Cliffside Park Towne Center** is a **Slenderwall®** panels project in **Cliffside Park, NJ**, valued at \$105 million dollars. This project is a 13-story, 105,000 sq. ft., an approximate 280-unit luxury residential building with 49,400 square feet of retail and office space. **James Demetrakis** is the owner and **Virgona + Virgona** is the architect.



The New Tysons Corner Center

Donohoe Construction has awarded **SMC** with the architectural precast cladding portion of the new 30 story, 429,000 square foot Tysons Corner Center Residential Tower project. The tower, designed by **Architect Salmon Baranes**, is the latest addition to the **Tysons Corner** complex owned by **Macerich/Kettler**. The building will feature a roof top pool, retail spaces and a pedestrian bridge connecting it with the Washington Metro transit station. **SMC** will produce and deliver 1,356 two-toned gray and buff medium acid-washed architectural precast panels through the summer and early fall of 2013.

Smith-Midland and Concrete Safety Systems partner up on four major national events

SMC and **CSS** recently provided security barrier for the **NATO Summit** in Chicago, IL; the **DNC (Democratic National Convention)** in Tampa, FL; the **RNC (Republican National Convention)** in Charlotte, NC; and the 2013 **Presidential Inauguration**.

SMC was contracted by **Showcall, Inc.** because of our experience and expertise in concrete barrier security projects.

Teams of 7-15 people were dispatched to Chicago, Tampa, and Charlotte to manage projects whereby we rented barrier from local sources. Thirty-two **SMC/CSS** associates provided the supervision and labor to install over 19,000 ft. and 177 truckloads of **J-J Hooks** barrier.

This is **SMC's** 9th consecutive inauguration in which we supplied security barrier.



Single Stream Recycling Program

SMC has implemented a "**Single Stream Recycling Program**" plant wide. For years rebar and mesh had been recycled at **SMC** and a decision was made to implement a company-wide recycling awareness program. Trash containers were marked with specific signs identifying recyclable and non-recyclable materials. We now have several containers plant wide specifically marked for collection of clean wood waste, recycling, or the non-recyclable materials.

Sustainability efforts in our precast concrete facility improve each day as we are now recycling our all of our wood waste. Clean wood waste recycling has had a considerable impact on improving resource efficiency, reducing waste and trimming operational costs. Previously, our clean wood waste was transported to the local landfill as construction and demolition debris.

These practices are saving approximately \$30,000 per year, and raising recycling awareness at **SMC** by recycling regular trash instead of having it hauled to the landfill.





NPCA members learn about “LEAN” concepts from Smith-Midland team members

Both **Steve Ott** and **Chris Kemp** made presentations at the “**The Precast Show**” in Indianapolis in January.

Steve’s presentation, “**Using Lean Principles to streamline your Engineering department**”, informed precast owners and engineering managers on how to eliminate waste and improve the delivery and quality of drawings. Feedback from attendees said “Great presentation with lots of interaction.”



Chris’ presentation, also about using “LEAN” to

improve precasters’ businesses, was a part of the NPCA “**Precast University**” development program. Chris shared LEAN ideas with 40 people who work at precast concrete businesses and were taking the **Production and Quality School (PQS) II**, an advanced precast concrete training class.

Attendees taking Chris’ class commented that the class “provoked you to think about processes at your plant you could improve upon” and “recruit energetic speakers like Chris Kemp”.

Thanks to Chris and Steve for taking their time to help our fellow NPCA precasters to improve their operations.

NPCA Precast University opportunities for Employees.

Give your career a boost. You can learn more about precast concrete and position yourself and Smith-Midland for continued success. The NPCA (National Precast Concrete Association) developed the “**Master Precaster**” and “**Master Prestresser**” certificate programs to include precast and prestress specific training along with education courses in production, safety, technical, quality control and leadership.

The courses are offered at “**The Precast Show**” throughout the year across the country, or online. If you are ready to take yourself to the next level, let us know. **Smith-Midland** will pay for the classes, travel, meals, and lodging. Are you ready to get started? Visit www.precast.org/education/precastuniversity or talk to **Ashley, Wes** or **Estelle** for further information.

Smith-Midland Annual Picnic



SAVE THE DATE! - AUGUST 3RD

The **SMC Annual Picnic** is coming up! Mark your calendars and invite your family. The picnic will be held at **C.M. Crockett Park** on Saturday, August 3, 2013 from 11:00 AM - 4:00 PM. There will be volleyball, horseshoes, paddle boats, children’s games and a whole lot more!

Welcome New Associates

Cody Banks - Rigger/Yard

Lisa Boetta - AP/Payroll Administrator

Sequoia Britton - Building Installation Supervisor

Ricardo Chaves - Welder

Daryl Cohen - Structural Plant Associate

Michael Dodd - Project Coordinator, Engineering

Scott Fiore - Easi-Set Restroom Sales Associate

Dale Flowers - Purchasing Manager

Reyes Guizar - Finishing Crew

Curtis Kearns - Shipping Manager

Karen La Torre - Sales & Marketing Assistant

Joshua Malone - Electrician/Plumber

Arthur Miles - President, Easi-Set Worldwide

Joshua Myers - Architectural Plant Associate

Firas Nyaz - Building Coordinator

Guadalupe Ramos - Architectural Plant Associate

Heather Wright - Project Drafter