

SMC NEWSLINE

SUMMER 2018

SMITH-MIDLAND® CORPORATION

"Every successful individual knows that his or her achievement depends on a community of persons working together." – Paul Ryan

Ashley Smith elected as Smith-Midland Chief Executive Officer



Ashley Smith

The Smith-Midland Corporation Board of Directors and Chairman Rodney Smith elected **Ashley Smith** as Chief Executive Officer, effective May 24, 2018.

Ashley Smith, son of Chairman Rodney Smith, began his full-time career with the Company 33 years ago in the Sales and Marketing Department. He ran the licensing division, **Easi-Set Worldwide**, from 1988-1991. Transferring back to **Smith-Midland** as Vice President of Sales, he rose to become President and COO in 2008. He has been involved with management and oversight of all Company divisions throughout his tenure at Smith-Midland Corporation and has been a Board Director since 1994. He has been active in the **National Precast Concrete Association (NPCA)** and currently serves as the Chairman of the Board of the NPCA.



Rodney Smith

Ashley Smith stated, "Smith-Midland has a 58 year track record of innovation and excellence in the market, and I look forward to continuing and building upon that success. I'm eager to work with our internal team, board of directors, and stakeholders to thrive and grow through the next 50 years."

We are very proud of our FOUR NPCA Master Precaster Graduates



This year SMC had four of our dedicated employees complete the rigorous **NPCA Master Precaster certification program**; **Scott Chambers** and **Rod Smith** from our **Smith-Carolina** plant, and **Alex Burkhart** and **Vaughncarl Gardner** from the home plant in Midland. Offered as part of NPCA's **Precast University**, the certificate program includes precast and prestress-specific training with comprehensive education courses for production, safety, technical, quality control and leadership. The 32 candidates from across the nation who formed this select group completed a series of multi-disciplined courses ending with a graduation ceremony at the 2018 Denver Precast show.

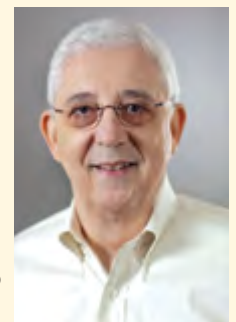
Smith-Midland's Vaughncarl Gardner and Alex Burkhart with Rod Smith and Scott Chambers from Smith-Carolina receiving their well-deserved recognition.



AJ Krick

Smith-Midland CFO passes the baton after a great leg

On December 5, 2017, the Company's Board of Directors elected **Adam J. Krick** as the new Chief Financial Officer of the Company, effective January 1, 2018. Mr. Krick has been with SMC as Accounting Manager since 2014. He is a CPA, with a degree from James Madison University and has served with several well respected accounting firms. He succeeds **William A. Kenter**, who is retiring. Mr. Kenter will continue in a part-time capacity until later in 2018. "Mr. Kenter leaves SMC in a much stronger position after 10 years of exemplary service. His leadership in paving the way for a strong transition will prove consequential for years to come. Thank you Bill!" said **Ashley Smith**, CEO of Smith-Midland.



Bill Kenter

A Precast Mold Builder “EXTRAORDINAIR”



Delmer Blevins, SMC Welding Supervisor, runs the welding shop and oversees his team in their support of all the companies welding needs and the production of items like integral steel frames for our flagship product **SlenderWall** cladding. He originally started with the company over 32 years ago as a fabricating welder and has proven himself to be a valuable asset and wealth of

knowledge. “He is a company historian when it comes to remembering how we have done things over the years,” says **Ashley Smith**, Smith-Midland CEO.

Delmer has built multiple forms from scratch, including a double purpose utility vault mold, the 1660/1680. Originally quoted at over \$125K to purchase just a single mold, Delmar was able to design, do materials requests and fabricate the double for under \$50K. “Delmar has great visualization skills; he can create solutions without the need for detailed drawings. He’s a problem solver,” says **Rodney Smith**, Smith-Midland Chairman.

“Delmer has the leadership to see things that need to be done and sets things in motion for his team and others to improve or correct issues, a true asset,” adds Ashley.



Delmer Blevins

Second Smith-Midland Associate chosen for elite NPCA Leadership Academy

We are proud of **Pattie McGinnis**, Smith-Midland’s shipping coordinator for her recent graduation from the **National Precast Association Leadership Academy**.



A yearlong training process, Leadership NPCA selects just 12 precast professionals from across North American to participate in multiple sessions designed to sharpen their management training, industry association experience and networking abilities, creating future leaders in our industry. This year another of our associates, **Alan Pritchard**, QC manager made the elite cut. Congratulations Alan! “This honor says a lot about the quality and dedication of our associates,” remarked **Mark Loscudo**, SMC VP of Operations.



Alan Pritchard

Pattie McGinnis



Ashley Smith serves as Chairman of NPCA

Following in the tradition of his father **Rodney** who served in 1980, **Ashley Smith**, CEO of **Smith-Midland** has been appointed the **National Precast Concrete Association’s** Chairman of the Board for 2018.

“Ashley’s long history of leadership, coupled with his precast experience, makes him an ideal person for this role” said **NPCA President Ty Gable**. “Ashley and the Board will be instrumental in guiding the future direction of the association to ensure it best serves all members and the precast industry.”

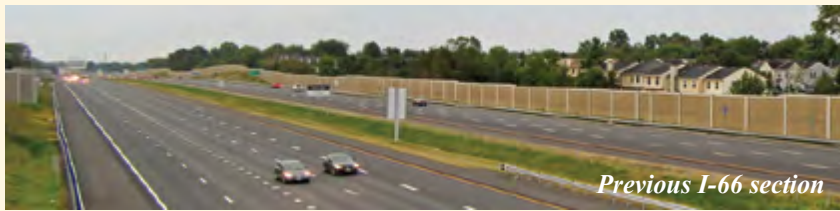
NPCA serves precast company members across the US and Canada through research, certification, marketing, educational resources, and collaboration.



Going to great lengths

Smith-Midland manufactures the longest pre-stressed concrete sound wall column in the company’s history for **Shirley Contracting’s** I-95 Route 630 project. 67.5 feet!

Largest contract in company's history signed for sound wall project



FAM Construction, LLC (a Ferrovial Agroman US and Allan Myers joint venture) has awarded **Smith-Midland** the contract to supply 900,000 square feet of SoftSound noise absorptive precast concrete sound wall panels for the **I-66 Outside the Beltway Express Lanes project** in Northern Virginia. The 22.5 mile long I-66 project will provide two express lanes alongside three regular lanes from I-495 to Route 29 in Gainesville along with other amenities and space reserved for future transit options. The Midland, Virginia plant will begin production in mid-2018, with final project completion scheduled for 2022.

“This is the single largest contract in our Company’s 58 year history” said **Matthew Smith**, Smith-Midland’s VP of Sales and Marketing, “Our customers continue to respond in a positive manner to the quality of our products and the excellent service that we provide.”

“We are proud to see our work contribute to a project that will benefit Virginians for decades to come,” added **Ashley Smith**, Smith-Midland’s CEO.



I-66 express lane configuration

SMC also wins the largest barrier project in its history

FAM Construction, LLC (a Ferrovial Agroman US and Allan Myers joint venture) has contracted Smith-Midland to supply up to 245,000 LF of **J-J Hooks** precast concrete safety barrier for the **I-66 Outside the Beltway Express Lanes project in Northern Virginia**. The 22.5 mile long I-66 project will provide two express lanes alongside three regular lanes from I-495 to Route 29 in **Gainesville, VA**.

Smith-Midland delivered the first 40,000 LF of barrier in early 2018 with crews installing over ½ mile of barrier per shift. Final delivery of the order is expected to be completed by the third quarter of 2018.

Smithsonian Zoo project wins second award

The **Associated General Contractors Association** (AGC) has awarded **Smith-Midland** a Design-Build Subcontractor Award for its manufacturing of the **Smithsonian’s National Zoological Park Retaining Wall in Washington, DC**. The 850



foot long x 30 foot high simulated stone retaining wall was built to replace existing structures along an extensive drop off on the entrance road above parking lot C. General Contractor **Hensel Phelps** worked with Smith-Midland to design the precast concrete panels, and to complete the welding and wall erection. The project previously received the **Washington Building Congress** Craftsmanship award.

“We are proud of this project,” said Smith-Midland’s Vice President, **Matthew Smith**. “It exemplifies our ability to innovate. We worked out the logistics with the contracting team, and delivered a quality product for our customer.”



Yard Crew Recognition



Welding Shop Celebration

Celebrating Safety Milestones

In February everyone came together for a luncheon to celebrate and renew our continued commitment to safety as a number one priority. Here are some of the recent milestones:

The Yard Crew – one year of no recordable accidents

Welding Shop – 2,070 days with no recordables in December

Architectural Shop – 800 days accident free in March

Company-wide luncheon – Celebrating one year without a recordable accident and the Safety Committee’s 1st anniversary.



Company wide luncheon

Smith-Midland: 2-Time OTCQX Top 50 List

Once again SMC was ranked by OTC Markets Group as one of the Top 50 performing companies on their premier OTCQX equities exchange, one of only nine companies on last year's list to repeat this achievement.

Currently the OTC Markets Group trades over 10,000 securities on a daily basis. Of these, only 399 securities are listed within the OTCQX group, the very Top Tier of the OTC market.

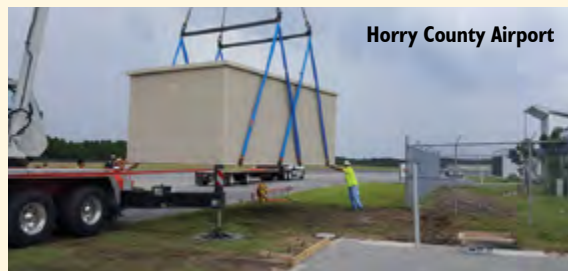


Guilford County

Recently Completed Projects

Guilford County Western Urban Loop sound wall – Greensboro, NC

Smith-Carolina & Smith-Columbia - Vecellio & Grogan contracted just over 50,000sf of precast stone patterned sound wall panels from Smith-Carolina. Smith-Columbia provided precast columns for one section of the project.



Horry County Airport

Horry County Airport FAA equipment building – Conway, NC

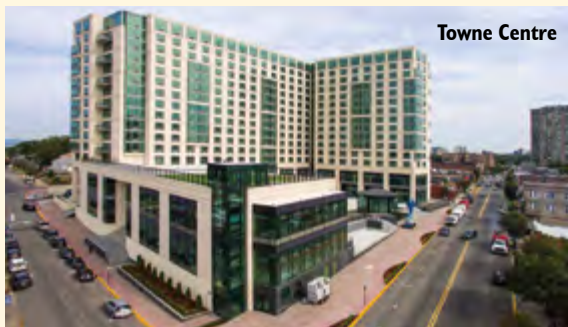
Smith-Columbia's first Easi-Set all-precast building was created for this Myrtle Beach regional airport to house vital FAA equipment on the tarmac. Horry County Airport Authority officials required a building that was budget conscious, resistant to windstorms, and met tight deadline requirements.



MetroRail

MetroRail Silver Line Parapets – Dulles Airport, VA

Smith-Midland manufactured over 6 miles of rail bed parapet panels for Phase 2 construction of Washington Metropolitan Area Transit Authority MetroRail Silver Line project. The project is being managed by Capital Rail Constructors, a joint venture of Clark Construction Group, and Kiewit Infrastructure South Company, in conjunction with Shirley Contracting.



Towne Centre

The Towne Centre – Cliffside Park, NJ

Smith-Midland - A massive \$140 million, 13-story luxury apartment building that includes 277 rental units, retail and office space. Nearly 800 SlenderWall detailed architectural precast panels were engineered, manufactured and installed by Smith-Midland in collaboration with developer Towne Centre Renewal Company and architects Virgona & Virgona.



Latitude

Latitude Apartments – Arlington, VA

Smith-Midland - Latitude is a 12-story, mixed-use, luxury apartment building designed by Davis Carter Scott and built by CBG Building Company for Greystar Apartment Communities using 70,000+ square feet of acid-wash finished architectural precast panels. The project earned LEED® Gold certification and a Hermes Creative Award.

