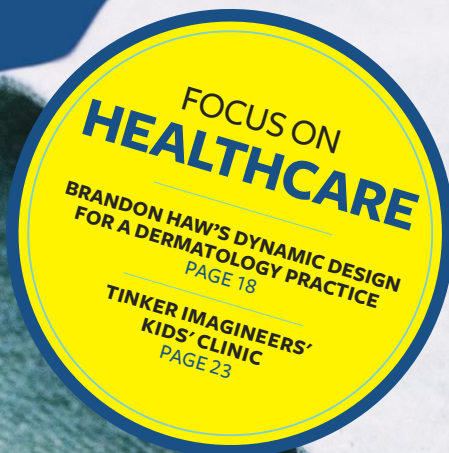


SNAP

ARCHITECTURAL NEWS + PRODUCTS

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CLINICALLY SPEAKING

CELLIANT BY DESIGNTEX

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CARE GIVERS

More than ever, waiting area furnishings are patient-centered

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SOUTHERN LULL

Manufacturing activity is spotty, but improving for Mid-Southern states

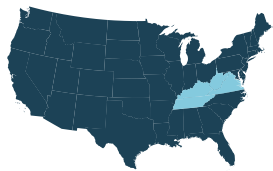
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Pilgrim's Progress

Mid-Southern states are experiencing gradual improvement.

BY J. MICHAEL WELTON



WITH THE EXCEPTION OF West Virginia, manufacturing across the mid-southern United States appears to be growing steadily.

Kentucky's physical location—between a region with many traditional auto producers in Detroit and Ohio and both well-established and newly opened plants farther south—has helped make it an export gateway between those areas. “That’s useful for any company, whether it makes auto and aerospace parts or building supplies,” says Jack Mavurak, spokesman for the **Kentucky Cabinet for Economic Development**. “Additionally, forestry is huge here,” he says.

Meanwhile, in Tennessee, “It’s going well, and we’re just halfway through the year,” says Matt Moore, sales manager for **Precision Ladders**. “We’re at the level of 2011 already.” The Morristown manufacturer began its recovery from the Great Recession in 2013.

In Midland, Virginia, **Smith-Midland**'s sales of exterior panel systems have been steadily rising for five years. “Our product is sought-after because it provides an alternative to steel,” says Chris Grogan, business development manager. A driver of the demand is the company’s ability to prefabricate some components: “That’s an advantage for projects, because it reduces the need for weather-dependent operations on the job site.”

Reports from West Virginia are less encouraging. From 2013 to 2018, the number of manufacturing jobs dropped from 48,346 to 46,467. The forecast isn’t promising either. According to the research division of the **West Virginia Development Office**, the state will lose six percent of its manufacturing jobs over the next 10 years.

One bright spot? Manufacturer **Rockwool** broke ground in Ranson, West Virginia, in June, for its second U.S.-based, stone-wool insulation plant. That means a \$150-million investment and 150 new jobs for the Mountain State.

Kentucky, Tennessee, Virginia + West Virginia



1 **MANUFACTURER:** Powell Valley Millwork
LOCATION: Clay City, KY
PRODUCTS: Mouldings and millwork, residential trim, door and window jambs, plantation shutter components, shiplap and picture frame mouldings.
FOUNDED: 1993 **EMPLOYEES:** 125
PRICE RANGE: \$-\$\$\$
PVMILLWORK.COM



2 **MANUFACTURER:** Powell Glass
LOCATION: Danville, KY
PRODUCTS: Flat-glass free-standing panels, glass sculptures, glass vessels and large bowl forms.
FOUNDED: 1988 **EMPLOYEES:** 2
PRICE RANGE: \$\$-\$\$\$
POWELGLASS.COM



3 **MANUFACTURER:** Lebanon Oak Flooring
LOCATION: Lebanon, KY
PRODUCTS: Tongue-and-groove flooring, strip flooring, plank flooring, stair treads, hand rails, and mouldings.
FOUNDED: 1935 **EMPLOYEES:** 60
PRICE RANGE: \$-\$\$\$
LEBANOANOAK.COM



4 **MANUFACTURER:** Metal Sales Manufacturing
LOCATION: Antioch, TN
PRODUCTS: Light commercial, agricultural, residential and architectural metal roof and wall panels, liner panels, soffit panels, secondary framing, flashings, and accessories.
FOUNDED: 1963
EMPLOYEES: 20+ in Antioch (800+ companywide)
PRICE RANGE: \$-\$\$\$
METALSALES.US.COM

SNAPSHOTS

KENTUCKY

The state has more than **4,500 manufacturing-related facilities.**



250,000+

Kentuckians work in manufacturing.

SOURCE: THE KENTUCKY CABINET FOR ECONOMIC DEVELOPMENT

TENNESSEE

For the past five years, Tennessee has ranked in the top 10 states with the largest percentage increases in manufacturing GDP, recording **\$53.2 billion** in 2016.



Tennessee exports more than **\$30 BILLION**

in manufactured goods annually.

SOURCE: TENNESSEE DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT

VIRGINIA

Forest products are the **THIRD LARGEST** manufacturing industry in Virginia today.

The state's role in the **aerospace manufacturing industry** dates back to 1917, when the nation's first aeronautics laboratory was established in Hampton—now the NASA Langley Research Center.



SOURCE: VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

WEST VIRGINIA

West Virginia's workforce has the nation's **THIRD LOWEST** turnover.

West Virginia has a pro-business tax climate, with **no new corporate taxes** in the last 20 years.



SOURCE: WEST VIRGINIA DEPARTMENT OF COMMERCE



5 **MANUFACTURER:** Precision Ladders

LOCATION: Morristown, TN
PRODUCTS: Heavy-duty fixed vertical aluminum ladders, roof hatches, ship stairs, super simplex disappearing attic stairs, alternating tread stairs, and industrial stairs.
FOUNDED: 1942
EMPLOYEES: 50
PRICE RANGE: \$-\$\$\$
PRECISIONLADDERS.COM



6 **MANUFACTURER:** CertainTeed Gypsum
LOCATION: Proctor, WV
PRODUCTS: Drywall
FOUNDED: Plant opened in 2008 **EMPLOYEES:** 85
PRICE RANGE: \$
CERTAINTED.COM/GYPSUM



7 **MANUFACTURER:** East Coast Metal Systems
LOCATION: Triadelphia, WV
PRODUCTS: Custom ACM/MCM and plate panel systems, custom architectural flashings, trims, and accessories.
FOUNDED: 1990 **EMPLOYEES:** 105
PRICE RANGE: \$\$
ECMSINC.NET

8 **MANUFACTURER:** Smith-Midland
LOCATION: Midland, VA
PRODUCTS: Precast architectural cladding system, traditional architectural precast, precast buildings.
FOUNDED: 1960
EMPLOYEES: 160 in Virginia, 30 in North Carolina and 45 in South Carolina
PRICE RANGE: \$\$
SMITHMIDLAND.COM

