

DECEMBER 2019

OPERATIONS • MARKET DEVELOPMENT • PRACTICE

Concrete®

CONCRETEPRODUCTS.COM

PRODUCTS

- Embodied carbon reckoning, p. 4
- Low-Carbon Concrete code, p. 20
- Fly ash usage trends, p. 24
- Smith-Carolina expansion, p. 29
- ASTM nano silica standard, p. 30
- Vermont's Camp Precast, p. 40
- Customer valuation metrics, p. 47

2020 MARKET OUTLOOK



Smith-Midland completes Carolina satellite overhaul



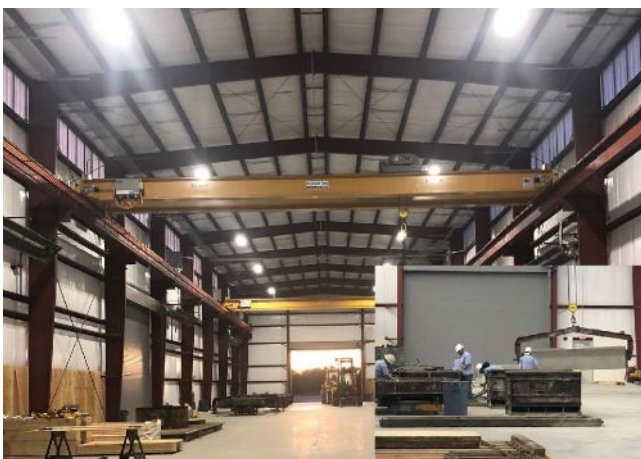
Smith-Midland Corp. launched its Carolina namesake upon a 1979 arrival in Reidsville. The upgraded operation has been oriented to J-J Hooks, highway sound wall and Easi-Set product shipments, plus a host of custom precast structures.

Smith-Carolina timed an open house for its new \$3 million operation in Reidsville, N.C., with National Precast Concrete Association-sponsored Precast Days activities across North America. The early-November event spotlighted a 15,000-sq.-ft. plant enclosure located on a 46-acre plot geared to future expansion.

"We are looking forward to having the capacity to handle a burgeoning market area and increasing demands of our customers long into the future," says General Manager Rod Smith.

Key features of the new facility include a 4-yd., mixer-equipped batch plant and production bay with two 20-ton overhead bridge cranes. Initial casting has begun on high volume products like the J-J Hooks highway barrier. Smith-Carolina will steer first year production toward expanding sound wall panel and post market share, plus all-precast Easi-Set and Easi-Span Building offerings. Expectations for 2020 include the addition of 10 new hires and ramp up to full capacity utilization.

"Opening the new facility builds perfectly on our 60 years of company history," notes Ashley Smith, chief executive officer of Smith-Midland Corp. in Midland, Va.



30

YEARS IN AMERICA

OVER 55 WORLDWIDE

For 30 years, we have been supplying America with superior concrete solutions for custom mixing and batching plants.

We deliver dependability.



**ADVANCED
CONCRETE
TECHNOLOGIES**

WE ADD PROFITABILITY TO THE MIX

American division of Wiggert & Co. GmbH



603.431.5661 • www.concretebiz.com