

Rodney Smith Selected 1980 Small Businessman In State

Rodney I. Smith, president of Smith Cattleguard at Midland, has been selected "Small Business Person of the Year" for Virginia.

Smith was selected by Region III Richmond Advisory Council of the US Small Business Administration (SBA). He was given an award by Council chairman B. B. Taylor Jr. in ceremonies April 17 in Virginia Beach. The ceremonies were attended also by US Sen. Harry Flood Byrd Jr. (I-Winchester) and by Norfolk Delegate Robert E. Washington.

Smith was selected "because of his outstanding accomplishments in business and many contributions to his community," said SBA district director R. P. Kuttenkuler. "He exemplifies the imagination, initiative, independence and integrity by which the American Small Business Person makes a vital contribution to the nation, the economy and the free enterprise system."

The Warrenton-Fauquier Chamber of Commerce plans to honor Smith at a luncheon meeting May 8 at Fauquier Springs Country Club.

Smith Cattleguard, a successful precast concrete manufacturing firm, was founded in 1961 on a farm near Midland by David G. Smith, father of Rodney Smith. The company's first product, an all-concrete cattleguard, has become the largest selling cattleguard in the United States. It is manufactured in six Smith



SMITH CATTLEGUARD president Rodney I. Smith has been chosen Virginia's Top Small Businessman of the Year. Founded in 1961, the company has grown from a one-man operation to a firm with a 57-member staff.

plants and is sold in at least 37 states.

Rodney Smith, who soon became the fledgling company's moving force, put together a top management team that regularly brings new and innovative products to the market place. Because of his success in developing new pre-cast concrete products, he was elected President of the 600-member National Precast Concrete Association for 1980.

1966, a patented underground precast conduit in 1973, a prototype precast single family dwelling in 1975, a patented design for concrete highway safety barriers in 1977, a precast concrete utility building (patent pending) in 1978 and a precast fireplace in 1979.

The precast concrete highway safety barrier developed in 1977 by Smith Cattleguard has proven to be the most effective barrier ever developed. The design has been approved for use in six states, Canada and Belgium. Plans are to extend its use to all 50 states and to 20 countries. (The barrier is used on Interstate 66 which passes through northern Fauquier County.)

Since its beginnings in 1961, Smith Cattleguard has grown from a company of one (David G. Smith) to a firm having an administrative, production and marketing staff of 57 persons. The firm operates from a new 4000-square-foot office building with a large, modern concrete batching facility at Midland.

"Although Smith Cattleguard Company currently is defined as a small business, the firm is well on its way to becoming one of the nation's successful big businesses," Kuttenkuler said.

Rodney Smith is married to the former Hazel Dettweiler. They have four sons.

Smith Cattleguard products have become "the accepted standard for the precast industry," said Kuttenkuler.

Among the innovative products developed at Smith Cattleguard, are the precast concrete cattleguard in 1961, an electrically heated automatic stock waterer in 1963, underground utility vaults in 1965, precast concrete transformer pads in