INNOVATION DELIVERED SINCE 1960
How Your Results are Driven by our History and Values.

An organization built through decades of dedication to a lasting ideal and sense of pride.

Since the very beginning, Smith-Midland has dedicated itself to satisfying the needs of our customers. Precast concrete production is more than just simple manufacturing. To achieve a result that will stand the test of time requires skilled craftsmanship and attention to technical details. Whether you are interested in one of our award-winning proprietary precast products or need a customized item for a specific project, Smith-Midland will deliver.

You profit from our commitment.

Your satisfaction is the cornerstone of our defining principles and success. We kick off every day with departmental and leadership meetings focused on current schedules, initiatives, and hurdles that impact our processes now and in the future.

Safety

We take safety very seriously. Without it, work suffers and our employees, working partners, and the public are all put at risk. By adhering to strict safety policies and guidelines, we ensure that all employees go home safely to their families every day, and we keep the costs of doing business manageable.

Innovation

Developing market-leading products and services puts us on the map and will continue to be our focus in the future.

“Lean” is a production philosophy that considers the expenditure of resources in any aspect other than the direct creation of value for the customer to be wasteful, and thus a target for elimination from the process. This focus creates an environment that delivers products and services that are safe, high quality, cost effective, and on schedule.

Quality Control

Our quality assurance department sets closely followed standards. Every batch of concrete is tested and recorded throughout the day. Ongoing product and process teams continually look at every aspect of our production to insure the continued quality of the end product and process improvement.

Service

Every employee reaches higher to ensure your continued business.

Creating high-quality precast concrete products requires high levels of quality control and craftsmanship. Attention to detail and timing are critical in achieving the perfect finished products.

It all started with a desire to create a better product.

The Smith-Midland Corporation was started by my father in 1960 as the Smith Cattleguard Company. The goal: to fill the need of his rural neighbors for a better cattleguard. From the beginning we provided innovative, high-quality precast concrete products backed by superior service. Although the name has changed and we have increased our products ten-fold, we have never deviated from innovation, quality, and service. That’s what we mean by “Excellence in Precast Concrete,” and we welcome the opportunity to share it with you.

Ashley Smith, President/COO

Rodney Smith, Chairman/CEO

Article covering the 50th anniversary of the company, featuring Rodney Smith and his four sons: Jeremy, Matthew, Roderick, and Ashley Smith.

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The first precast plant is still growing after 55+ years of production. Smith-Midland in Midland, Virginia, is our flagship plant and was first brought online in its current location in 1970. With over 50,000 square feet of roofed production and 26 acres of finishing and storage yards, the 200+ employees continue to produce innovative precast products and services with the highest standards of quality control and safety.

Our second plant extended our reach down the Eastern Seaboard. Smith-Carolina in Reidsville, North Carolina is our sister plant. Opened in 1979 to expand our production and geographic capabilities, the plant was originally designed to produce high-quality precast concrete products for the local farm and highway markets. Since then, we have added Easi-Set precast concrete buildings, architectural precast panels, steam tunnels, sound walls, and many other utility and custom precast products. With planned plant improvements, site and capacity expansions, Smith-Carolina continues to grow as a profitable asset in the Smith-Midland organization.

Our latest acquisition in South Carolina. On August 25, 2016, the Smith-Midland Corporation announced the opening of a precast concrete manufacturing facility located in Columbia, South Carolina, known as Smith-Columbia. Rodney Smith, Chairman and CEO stated, “The acquisition of 39 acres of land and approximately 40,000 square feet of production and office space is in a central location to service multiple metro areas including Atlanta and 10 regional military bases. With this addition, our geographical sales area now includes the entire eastern coast, from New York City to the southern Georgia border, making Smith-Midland a major east coast precast company.”

With a mission to increase the bottom-line profitability of precasters around the globe, Easi-Set was formed in 1978. The company focuses on developing and licensing high-margin, innovative products. Easi-Set continues to invest heavily in product development, allowing precasters to concentrate on growing their businesses. Today, Easi-Set is the precast industry’s largest licensor, with 6 product lines and 70+ licenses held by over 50 successful producers.

The company specializes in renting fully approved, nine product lines: J-J Hooks Barrier® for highway construction projects and special event security. With the fastest setting times available, nine locations, and full service 24-hour delivery, pickup, and installation, no one beats our service.

The addition in 2014 of a second state-of-the-art 3-cubic-yard capacity mixer allowed for the development of separate architectural and structural product plants, providing optimal productivity and cost efficiency.

Full-service advertising and public relations firm. Started in 1980 to handle the production and media buying of advertising for the SlenderWall and Easi-Set Building co-op funds, Midland Advertising + Design has established itself as an in-house agency that economically services the needs of the entire Smith-Midland family of companies. Easi-Set product licenses, and a select group of outside clientele and non-profits. Midland Advertising + Design continues to grow in expertise, offering a full range of services, from product branding to integrated web services, video/photography, trade shows, printing, and more.
Over the last five decades, the Smith-Midland Corporation has continued reaching for new milestones in innovation, product improvements, and organizational structure to best serve the needs of our growing customer base and the constantly evolving marketplace.

1960
David Smith founds the Smith-Cattleguard Company on the family farm. Son, Rodney Smith, joins company.

1965
First underground precast concrete utility vault developed for the power company. Utility product line expands.

1970
Smith-Cattleguard outgrows its first facility on the family farm and moves into a new 10,000 sq. ft. plant at the current location.

1977
Concrete Safety Systems company formed to oversee the national co-op advertising programs created for the network of Easi-Set Worldwide’s licensed producers.

1978
Easi-Set all-precast concrete buildings developed. Easi-Set Worldwide formed to expand Smith-Midland developed products across the globe.

1979
Smith-Cattleguard plant opened in Reidsville, North Carolina to meet growing product production demands. Roderick Smith would become General Manager in 2015.

1980
Midland Advertising + Design formed to oversee the national co-op advertising programs created for the network of Easi-Set Worldwide’s licensed producers.

1981
First sound wall system, “Sierra Wall,” introduced to transportation product line.

1982
Midland Security System forms to oversee the national co-op advertising programs created for the network of Easi-Set Worldwide’s licensed producers.

1983
Concrete Safety Systems introduces safety barrier for the first time at an international inauguration ceremony in Washington, DC.

1984
Smith-Midland Corp. goes public; becomes the holding company for five divisions. Rodney Smith is named Chairman.

1989
Easi-Set licensed producers surpass the 1,000,000 sq. ft. milestone in SoftSound absorptive sound wall production.

1990
SMC develops and patents the JJ Hooks highway safety barrier connection system. Easi-Set licenses the product worldwide.

1992
Easi-Set licensed producers surpass the 1,000,000 sq. ft. milestone in SoftSound absorptive sound wall production.

1995
Smith-Midland Corp. develops and patents the J-J Hooks highway safety barrier system. Easi-Set licenses the product worldwide.

2007
Failproof precast/steel-stud building panels developed and licensed. First project installed; Health Insurance Plan building in North Brunswick, N.J.

2009
Ashley Smith chosen as President and COO of the Smith-Midland Corporation, the third generation of leadership.

2012
Next generation J-J Hooks MASH level 3 bolt-down, pin-down barrier developed, crash tested, and installed on first bridge project.

2013
The technology school J-J Hooks Inc project inREFERENCES: Smith Midland Corporation

2016
Smith-Columbia opened in Hopkins, South Carolina – allowing Smith-Midland to reach customers across the mid-Atlantic and southeastern markets.
Precast was chosen for use across all facets of this project, from support beams and platform panels to architectural cladding for the integrated bridge towers.

Contractor: W.M. Schlosser Company
Owner: Maryland Dept. of Transportation

MARC Halethorpe Station
Baltimore, MD
Precast was chosen for use across all facets of this project, from support beams and platform panels to architectural cladding for the integrated bridge towers.

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Versatility. Engineer our products into any shape or pattern; replicate classical or modern details; and achieve complex industrial requirements. Available in a wide range of colors and finishes, precast concrete products from Smith-Midland and its family of Easi-Set Product Licensed Producers give architects, engineers, and owners virtually limitless options. By using factory-controlled, perfectly precisioned products, manufacturers and end users get a reliable and consistent result that meets exact specifications and expectations for quality craftsmanship.

Virginia’s tallest building
38-story Westin Hotel, Virginia Beach Town Center
Virginia Beach, VA
Comprising 84,248 square feet of SlenderWall Building architectural precast and steel-stud building panels.

Architect: BBGM
Owner: Armada Hoffler

“SlenderWall was the right solution for us.”
Lou Haddad, CEO & President, Armada Hoffler

Over 600,000 sq. ft. of custom-finished proprietary sound absorptive SoftSound noise wall panels.

Contractor: Keiwit, Wagman, Carman
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A Material with Proven Performance.

Strength & Durability. Precast concrete’s reputation reaches back to the days of the Roman Empire, which built structures that still exist today. By ensuring a consistent, correct, and durable product — and by constantly improving that product — Smith-Midland and Easi-Set producers deliver precast concrete pieces that are resistant to adversities and deterioration, and are built to last for decades to come.

National Zoo Retaining Wall, Washington, DC
850 foot long wall built using modular precast concrete panels formed and hand-stained to mimic the look of natural cut stone.

Owner: Smithsonian Institution
Contractor: Hensel Phelps Construction

The Vita Tower, Tysons, VA
97,000 square feet of traditional architectural precast panels.

Architect: Shalom Baranes Associates
Owner: Macerich/Kettler
Contractor: Donohoe Construction

JFK Airport Jamaica Bay, NY
Two highly secured all-precast cargo communications buildings.

Owner: NY Port Authority
Contractor: EJ Electric

You have a better looking wall using this method.”
Kim Slusher, Hensel Phelps Construction

They are going to take care of what I need.”
Josh Betty, Sunrise Safety Systems
Delivering Real Returns on Every Project.

Value & Speed. If you are an owner, engineer, architect, contractor, or producer who wants to leverage the value of precast concrete, look no further. By tapping into local natural, recycled resources, we make precast affordable, sustainable, and profitable. Designed for maximum efficiency and manufactured in a plant, our processes are immune to weather-related issues and arrive on-site ready to install. Profitability increases, and you no longer have to worry about short project timelines, on-site trades, long-term storage, and/or waste disposal.

The Jefferson at Inigo’s Crossing Rockville, MD
106,000 square feet of SlenderWall panels with the Second Nature simulated brick finish
Architect: Niles Bolton & Associates
Owner/Contractor: JPI Apartment Development & JPI Construction

“We were honored to win an ACI award for this project.”
Matthew Smith, Smith-Midland

Utility Project Dulles Toll Road, VA

East-Okan Building for secured government workshop, VA

420 National Business Park Complex Annapolis, Junction, MD
What Can We Do Together?

It all begins with you. We started this journey over half a century ago by satisfying a very specific need of our farm neighbors. Our first customers worked with us to develop not only a product that fit their needs, but also a streamlined way of conducting business that’s committed to ideals and service. What we learned way back then continues today.

The Next 50 Years...

Smith-Midland was built on a foundation of the most ancient of engineered building materials, concrete. Continuously improved by modern technologies, it continues to prove its effectiveness, versatility, and durability for the long haul. The same may be said for us. Smith-Midland has proven its place in the market through continued diversity and a commitment to excellence. Our continuous improvement is achieved through product innovation, new manufacturing processes, and technological advancements geared specifically to benefit you, our client.

This is only the beginning of our journey. All that comes next will be built upon the lessons learned from the successes and failures of our previous five decades. The next fifty years will see advances even more amazing than the last fifty. With your partnership, we will reap the rewards of a bright future, together.
SAFETY BARRIER RENTAL

**CONCRETE SAFETY SYSTEMS™**

**J-J HOOKS® CONCRETE BARRIER RENTAL**

CSS-Rental.com • 540-439-8966

GLOBAL PRODUCT LICENSING

EasiSet.com • 540-439-8911

MARKETING SERVICES

MidlandAdvertising.com • 540-439-8056

Product literature and additional company information are available online or by calling 540-439-3266.