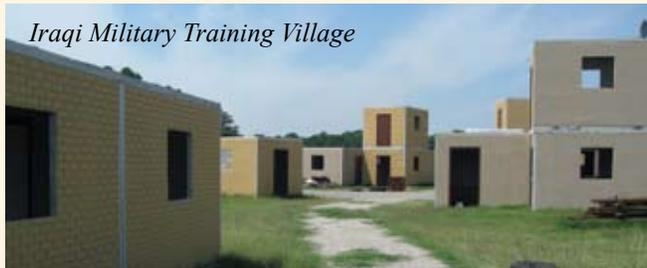


SMC NEWSLINE

Winter/Spring 2009

"Different isn't always better, but better is always different." ~ Unknown

Smith-Midland® Corporation



Iraqi Military Training Village

Five Years of CUP Awards

Smith-Midland's **Fort Story** project received third place in the **National Precast Concrete Association's (NPCA) Creative Use of Precast (CUP) Awards** program for the Above Ground category. This is the fifth consecutive year that SMC has received a CUP award. SMC also received Honorable Mention in the Above Ground Category for the **3120 Fairview Park Drive** project. The CUP Awards Program is an annual competition for members recognizing projects promoting advantages of precast concrete over competing materials. The award was presented at the **Salute to Excellence Award Banquet** in Houston, Texas.



Ashley Smith

Officials at Fort Story wanted to construct a replica of an Iraqi village in order to provide a realistic training environment for logistics troops. SMC produced a total of 35 **Easi-Set** and **Easi-Span buildings** of various sizes, all customized and configured to depict what troops would find in a Southwest Asian village. The buildings were customized with a Broom Finish and a Canyon-Tone Stain to match Iraqi architecture.

Ultimately, a realistic training environment helps

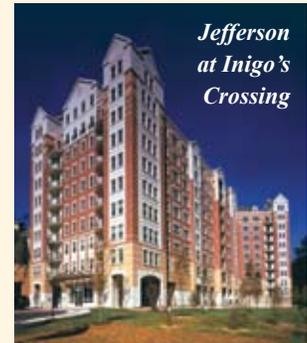


3120 Fairview Park Dr

troops to train the way they will fight; such training saves lives, as it draws on lessons learned in combat. The entire project was completed in the summer of 2008 for more than \$500,000.

Smith-Midland Wins ACI Award

Smith-Midland recently won the **American Concrete Institute's 2009 Concrete Award** in the category of Concrete Buildings/ Special for their **Jefferson at Inigo's Crossing** project.



Jefferson at Inigo's Crossing

The 10-story, 274-unit building, located at 5405 Tuckerman Lane, Rockville, MD, was built with the **SlenderWall Panel System**.

The Concrete Awards Program is an annual competition through the **National Capital Chapter of ACI**. The judging is based primarily on creative, innovative, aesthetic and imaginative use of concrete. Winners were recognized at the Awards Banquet May 12th in Washington, D.C. The award was accepted by **Matthew Smith, VP of Sales & Marketing**.

Jefferson at Inigo's Crossing was clad with 106,000 square feet of SlenderWall panels with architectural precast concrete brick Second Nature finish and an architectural precast limestone finish. The installation began in early 2006 with completion in March 2007.

SMC was honored to be a part of the



construction team along with owner, **JPI Apartment Development**; architect, **Niles Bolton and Associates**; structural engineer, **SK & A Structural Engineers**; and contractor, **JPI Construction, L.P.**

Largest Barrier Contract in Company's History

Smith-Midland was recently awarded the contract to provide 107,000 linear feet of **J-J Hooks Highway Traffic Barrier** for use on the **I-495 Hot Lanes Project** in **Fairfax County, Northern Virginia**. This is the largest barrier order ever received by the company.

The project will construct express toll lanes, to be known as "HOT Lanes," to facilitate traffic movement on the I-495 Beltway. The total cost of the barrier contract, purchased by the **Flour-Lane** joint venture, is more than \$3.1 million.

"The customer chose our J-J Hooks Barrier over other competing barrier because J-J Hooks are easier to install and remove, saving the company time and money," says **Matthew Smith, Vice President of Sales and Marketing**.



M Square II

Smith-Midland is providing the architectural precast panels for the construction of "**M Square II**", Maryland's largest research park located



M Square II Rendering

in **College Park**. The research park will encompass two million square feet and be located next to the **University of Maryland** as well as in close proximity to Washington D.C., easily accessed by adjacent commuter lines.

The \$1.5 million contract features 38,000 square feet (333 pieces) of architectural precast panels. The finish on the panels is a combination of two mixes, buff and cocoa brown. The 124-acre **M Square Research Park** site is owned by the University of Maryland and has been designated as its official research park.

Ashley Smith, President and COO, said "This is a wonderful opportunity to be involved in a project that will ultimately contribute to the long-term growth of the community." The project was awarded in October '08 and production began in February '09. SMC also provided the panels for the M Square I building two years ago.

Commonwealth II

Smith-Midland provided the architectural precast concrete panels for the construction of Phase II of the **Commonwealth Centre**. The Centre is located in the **Westfields International Corporate Center, Fairfax, Virginia**.



Commonwealth II Rendering

The \$1.36 million contract awarded to SMC features 39,000 square feet of architectural precast panels. The panels are 6" thick, steel reinforced, with two brown colors, one medium sandblasted, and one acid washed and white color medium sandblasted.

Phase II of the Commonwealth Centre includes 80,000 square feet of office space as well as 105,000 square feet of retail and two hotels totaling 210,000 square feet. The building is designed to meet the requirements of a LEED™ certification program.

Ashley Smith, President and COO, said "We are pleased to be working with **Suffolk Construction** on this project."

The project was awarded in June 2008 and production began in December 2008. Erection is scheduled for completion in June 2009.

Building Committee

The **Building Committee** was formed to organize, improve, and upgrade the office buildings at Smith-Midland. Committee members include **Casey Brooks, Estelle McClinton, Jeremy Smith, Marlene Dunphy, Susan Uhrich, and Patricia McGinnis.**

The Committee has identified and prioritized projects and submitted a budget. "Green" practices were reviewed and assessed. A line of office furniture has been selected for standardization. The Engineering stairwell has been painted. The bathrooms and copy room have been remodeled. Ongoing projects include the replacement of conference room furniture, window treatments, flooring, and sales department walls. The kitchen area will also be remodeled.



Bathroom Remodel

MILDEP

Smith-Midland will be providing the architectural precast panels for the **Military Department (MILDEP) Investigative Agencies headquarters** to be located at the Marine Corps Base in **Quantico.**

The architectural precast contract, the largest in the company's history, is valued at \$4.3 million with 135,000 sq ft of concrete panels. The panels are 7" thick, steel reinforced, and can handle blast loading.

MILDEP is being built as an ongoing reorganization of the infrastructure as part of the BRAC (Base Relocation and Closure) Act. The project involves the construction of a multi-story, state-of-the-art facility for five military investigative agencies.

The project was awarded in July 2008 and production began in March 2009. The facility is to be fully operational by 2011.



MILDEP Rendering



Kaizen Meeting

Continuous Improvement

Smith-Midland is becoming a better, bigger, stronger and more profitable company. A lean approach is being implemented to the manufacturing process and the office administration. We are looking to our associates to take the initiative to address and correct problems we encounter during manufacturing and administration.

According to **Chris Kemp, Director of Continuous Improvement**, the company is undergoing what can best be described as a "lean" transformation. "The transformation will focus on the three main factors that managers fear most: poor quality, increase in production costs, and an increase in lead time. It will be a shift from the traditional manufacturing and office systems to a model that emulates the Toyota Production System."

The system will place an emphasis on identifying process standards. This means that SMC will build our products and services the same way every time. Once standards are established, pressure through auditing and inspections will be applied to expose waste within the process. Once the waste is identified, it will be assigned as a project for correction and elimination. A problem becomes a project with a scheduled resolution. Once the project is complete, it becomes a new standard and the process starts all over.

To be successful in this approach, SMC turned to the **Lord Fairfax Community College's (LFCC) customized training program** to help empower associates to become "partners in success." **LFCC's Office of Workforce Solutions and Continuous Education** is providing associates with customized training to improve problem-solving skills.

Blood Drive

Nearly thirty associates participated in a blood drive when the **Red Cross** Blood bus visited company headquarters.

Ashley Smith, President and COO, said “Smith-Midland wants to support the community and is always looking for



Dionne Clarke gives blood

new opportunities to help. March was Red Cross Month so it seemed like the perfect time to have the Red Cross Blood bus make a stop. The senior staff welcomed the opportunity and associates were more than happy to participate.” The company provided associates participating in the blood drive with refreshments.

Special thanks to **Dionne Clarke** for championing and organizing the event!

Tuition Reimbursement

Smith-Midland recognizes that both the Company and its associates benefit when a person has the opportunity to achieve their maximum potential. By providing a program for educational reimbursement, it is the intent of the Company to encourage interested associates to pursue academic, vocational and non-vocational interests. After the completion of the 90-day “try out” period, all full-time associates are eligible for participation

in the program. Courses must be approved in advance (forms may be obtained in HR). Upon successful completion of the course (Grade C or better) SMC will pay the actual cost of tuition up to \$215.00/semester credit hour as well as the actual cost for books, gas and parking.



Lose the SALT – But not the Flavor

Cutting back on the salt in your diet helps to control blood pressure. Many people consume more salt than their bodies need - on average, at least 12 times as much, according to the American Heart Association. You can shake the salt habit without feeling deprived. Here’s how:

- Limit processed foods, which are usually high in sodium. Eat more fruits, vegetables and other low-sodium foods instead.
- Drain and rinse canned vegetables before preparing them. They’ll keep a little of their salty flavor, but you’ll rinse away about a third of the sodium, according to the USDA.
- Try packaged foods labeled as low sodium.
- Season food with salt-free seasonings, such as lemon juice, vinegar, and herbs instead of salt.
- Prepare plain brown or white rice with herbs or olive oil instead of prepackaged rice mixes.
- Eat “lightly salted” or “no-salt-added” snacks.



Add these tips gradually to get used to a lower-salt life. You’ll eat healthier without sacrificing taste.

Hiring Video

We are creating a pre-hire video to show prospective associates what it is like to become a member of the Smith-Midland team. It will be presented to candidates prior to the interview process to ensure that they are interested in making a career with us. The video will show the nature of our manufacturing environment and will allow individuals to make a more informed decision about joining our team before they ever step into our plants.

This video will be made by **Virginia Living Television** who will also make a program about our company that will air in its **Orange and Culpeper** markets. We will let everyone know when the program is scheduled to air. We are excited about what you do for our company and we want everyone in our community to know.