



# IN THE NEWS

## VIRGINIA BEACH TOWN CENTER TO FEATURE SLENDERWALL®

MIDLAND, VA – Smith-Midland Corp., the manufacturer of the SLENDERWALL® architectural precast concrete panel system, announces its involvement in the construction of The Westin Hotel & Residences, at the Virginia Beach Town Center.

The SLENDERWALL® component of the contract awarded to Smith-Midland Corp. is valued at more than \$3 million and features 420 exterior panels with 84,300 square feet of panel area.

The more than \$80 million tower will be the tallest building in the state of Virginia at 525 feet. The 903,000 square-foot project will be a major anchor of the Virginia Beach Town Center, which is being developed and constructed by Armada Hoffer Co. The 38-story mixed-use building will feature 41,000 square feet of retail space on the first floor, five parking levels, a 236-room Westin hotel with 25,000 square feet of conference space, and the Westin Virginia Beach Residences, upscale condominiums encompassing the building's top 21 floors.

"The owner chose SLENDERWALL® because he wanted a maintenance free exterior for such a tall building," said Ashley Smith, Smith-Midland Corp. vice president for sales and marketing. "This is especially important so close to the coast, where the salt-water environment and the potential for high winds are key considerations."

The SLENDERWALL® architectural precast concrete panels being used in the project are a buff color with a smooth acid wash finish and dark brown accents. Concrete work began on the project in April 2006. Panel installation is scheduled to be completed in the first quarter of 2007.

SLENDERWALL® combines time-proven components to create a permanent, light weight wall system for both new construction and recladding projects. Architectural precast concrete, insulated Nelson® anchors and heavy-gauge stainless or galvanized



Artist's rendering of the Virginia Beach Town Center Luxury Hotel and Condominiums, a 38-story multi-use project which features the SLENDERWALL® Architectural Precast Concrete Panel System.

steel studs create a single, efficient exterior wall system with unlimited design freedom. Due to the exclusive "lift-and-release" panel landing system of SLENDERWALL®, installation time and costs can be reduced by 50%.

Only SLENDERWALL® offers the latest DURAFLEXTM 360° technology. This technology is the only 2" wall connection system that meets AAMA 501.4-2000, the Interstory Differential Movement vertical and horizontal displacement test. DURAFLEXTM allows isolation from the exterior precast concrete skin and the structural stresses associated with wind loading, steel frame movement, expansion & contraction and seismic shock.

Smith-Midland Corporation is a publicly traded company (OTC BB: SMID, SMIWC; Boston Stock Exchange: SMM, SMM/W). Smith-Midland develops, manufactures and sells a broad array of precast concrete products for use primarily in the construction, transportation and utilities industries. Smith-Midland has three manufacturing facilities located in Midland, VA, Reidsville, NC and Columbia, SC. Easi-SetTM Industries, a



Slenderwall® Cut-Away

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## Personal Style Fosters Growth in U.S. Siding Market Set to Surpass \$11 Billion

NEW YORK, NY - Making a personal statement with the color, texture, and material used on a home's exterior is creating a positive growth trend in the U.S. market for siding, which is expected increase in value to well beyond \$11 billion in 2010. Strong growth in the construction and remodeling industries increased demand for everything from vinyl and sheet metal siding to precast concrete architectural wall panels, helping the 2005 supply grow by 7% over 2004, according to Siding in the U.S., a new report from market research firm SBI. Imports soared to new heights over the last several years due to the booming housing sector and rising operational and raw material costs domestically. At the same time, major players in the U.S. market increased their manufacturing facilities and acquired other companies to keep up with escalating calls for an increasingly diverse array of materials to fit the personalization demands of today's nesting consumers.

Indeed, new color options and technologies, such as UV-resistant and fade-resistant colors, are allowing consumers to add a personal touch to their homes. The use of alternative siding options -- such as zinc, manufactured stone, and fiber cement -- grew by 29% from 2001

to 2005 as consumers sought to add beauty, longevity, and individuality to their dwellings.

"Most sectors within the industry are in a very positive growth trend helped in part by an increased awareness of the newer siding materials and features that both consumers and builders can access online," notes Tatjana Meerman, Managing Editor of SBI. "While slowing construction will certainly hinder growth, home improvements and maintenance will help maintain the market growth momentum over the next several years."

Containing comprehensive data on U.S. shipments, imports and exports, end-use markets, purchaser demographics, and the competitive environment on an extensive variety of siding materials, Siding in the U.S. identifies key issues and trends affecting the marketplace, and profiles major marketers along with manufacturer and retailer strategies. This report is available from SBI by visiting: <http://www.sbireports.com/Siding-1281508>. It is also available at [MarketResearch.com](http://MarketResearch.com).

Source: SBI News Release

## ~QUOTE OF THE MONTH~

*"Don't be afraid to give your best to what seemingly are small jobs. Every time you conquer one it makes you that much stronger. If you do the little jobs well, the big ones will tend to take care of themselves."*

*- Dale Carnegie*

## Virginia Beach Town Center to feature SLENDERWALL®

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wholly owned subsidiary of Smith-Midland Corporation, licenses the production of Smith-Midland developed products around the world. For more information please call (540) 439-3266 or visit <http://www.smith-midland.com>. For additional information about the SLENDERWALL® Architectural Precast Concrete Panel System, visit <http://www.slenderwall.com>.

## Award-Winning Landmark on Burlington Waterfront

### 2006 Concrete Architectural Award for Discovery Landing

MISSISSAUGA, ON - As part of a significant effort to revitalize its waterfront, the City of Burlington unveiled "Discovery Landing" last summer. The multi-purpose glass and concrete facility is flanked by a striking all-season water feature overlooking Lake Ontario. Maple Reinders Constructors Ltd. was the prime contractor for this project and is part of a team that was recently honoured with an Architectural Merit Award presented by the Ready Mixed Concrete Association of Ontario.

The Ontario Concrete Awards pay tribute to the most excellent and innovative cast-in-place and precast concrete projects in the province. A total of 1,932 m(3) of concrete was required to complete the Discovery Landing project, which features massive retaining walls, and a concrete reflecting pond/skating rink. The award banquet was held at the recent Construct Canada Trade show in Toronto.

Source: CNW Group News Release