

SMC NEWSLINE

Spring / Summer 2007 "Ah, summer - what power you have to make us suffer and like it." - Russel Baker SMITH-MIDLAND® Corp.

SMC Wins CUP Award

Smith-Midland® garnered a judges' award in the National Precast Concrete Association's Creative Use of Precast (CUP) awards program for Beach Prisms™.

The CUP awards program is an annual competition for NPCA Members, recognizing projects promoting cost-saving and innovative advantages of precast concrete over competing materials. Winners were announced at the Salute to Excellence Awards Dinner during the Manufactured Concrete Products Expo and Annual Convention on February, 24 in Orlando, Florida.

"Our experience has proven that Beach Prisms™ either slow the rate of shore erosion, stop erosion or reverse erosion by replenishing sand in front of and behind the Prisms," says Ashley Smith, Smith-Midland's® vice president for sales and marketing.



Installation on Wallop's Island

Beach Prisms™ Chosen for Two Locations

Two shoreline erosion control projects currently underway in Maryland and Virginia will feature Smith-Midland® Corporation's award-winning product, Beach Prisms™.

The first project, near Ocean City, MD, will provide a mainland community protection in two erosion-prone areas from the damaging effects of boaters who don't adhere to speed limits. Such practices can accelerate shoreline erosion, according to Jay McKenna, Beach Prisms™ regional sales manager. This project, which includes 40 prisms, will result in the formation of an artificial reef, which will immediately provide a sanctuary for small marine life, will slow or stop erosion and contribute to the overall improvement of water quality. Funding for this project is being provided by the Assateague Coastal Trust. The progress of the installation will be featured on the organization's web site, www.ActForBays.org.

The second project, located in the Northern Neck of Virginia north of Kilmarnock, will help a private property owner protect his property from the effects of erosion. The wave action from Hurricane Ernesto and a subsequent Noreaster filled the homeowner's pool with sand. The installation of 40 prisms will reduce the energy of incoming waves and protect the shoreline.



Beach Prisms™ installation in Stevensville, MD



BEACH PRISMS™
Shoreline Protection

SMC Awarded Merkle Contract

The component of the contract awarded to Smith-Midland® Corp. is valued at more than \$1.3 million and features 386 traditional, heavy architectural precast panels with 36,377 sq ft of panel area. The 120,000 sq ft office building, to be located in the Columbia Gateway Park, will be five stories tall and will house the corporate headquarters for Merkle, a database marketing agency.

“At the front and back corners of the building, they have designed a setback where the windows and precast return back into the face of the building, creating deep shadow boxes,” said Ashley Smith, Smith-Midland®’s vice president for sales and marketing. “The second unique design feature is two larger setbacks, featuring precast panels that have a contrasting color to the precast on the balance of the building.”

Because the company relies heavily on data and communications, the design incorporates a precast screen wall to protect vital mechanical and electrical services. Adjacent to the screened area, the company has planned a protected, tree-shaded outdoor gathering area featuring precast concrete benches and bars.

The precast concrete panels being used in the project, are a light gray color with a medium acid wash finish and dark gray accents. Panel installation is scheduled to begin at the end of October and be completed in early December.

Congrats on a job well done!

On behalf of The Town of Onancock, an Engineer from Sydnor Hydro, Inc. sent a letter of appreciation for a recently delivered Model 1220 Easi-Set® building. Among other accolades he said, “The building looks great, and all of the penetrations hit right on the money.” Associates involved with this project were: Wayne L. Smith, Carol Kirchmeier, Steve Ott, Sergey Samoilenka, Cesar Montiel, Julio Martinez, Cliff Kuss, Marvin Perez, Dike Holmes, Andrew Washington and Mark Kuhn. Thanks again everyone!



An artist's rendering of the Merkle corporate headquarters



Brick Face J-J Hooks® Barrier

Post to Feature J-J Hooks®

Smith-Midland® provided 2,184 linear feet of barrier to a government installation. The barrier is being used to guard, separate and direct traffic at the main entrance. Due to the high-profile location, near historic brick buildings, some from the Civil War period, the 182 pieces of barrier feature a brick-imprinted façade stained a brick-red color. Installation occurred the weeks of June 25th and July 9th. The contract awarded is worth more than \$100,000.00.



J-J Hooks® leaving Smith-Midland®

760 Tractor Loads

A record 760 tractor trailer loads of concrete products moved off of the Smith-Midland® yard during January. Demand for the company's varied products has been high. This is evident in the company's participation in numerous ongoing, high-profile projects: Virginia Beach Town Center, tallest building in Virginia; highway barrier and sound wall for the I-95/I-695 interchange; and security barrier for the World Trade Center Transportation Hub.

SCC Celebrates 10 yrs of Louis Marusik, the Addition of Beach Prisms™ and a New Web Site

Louis Marusik, general manager of Smith-Carolina®, celebrates his 10th anniversary with the company on July 1st. Prior to SCC, Louis spent about 5 years with Smith-Midland®. Louis says, "North Carolina and Smith-Carolina® have been a good fit for me, and the owners. All we've been doing for these past 10 years is trying our best to service the needs of our customers."

Smith-Carolina® is testing the North Carolina coastline area to see if Beach Prisms™ can be used as a solution to some of the erosion problems experienced by various property owners.



Jay McKenna and Louis Marusik at Beach Prisms™ site

In other news, Smith-Carolina® has recently launched a new web site, found at www.SmithCarolina.biz. It offers extensive product information. The new web site incorporates its overall design from www.SmithMidland.com, the web site of Smith-Carolina's® sister company.



A Report From the Safety Committee

SMC recently received notice that our "Experience Modifier" decreased from .96 to .90. In the industry, an Experience Modifier less than one indicates better than average losses. This means we will be paying 7% less in premiums. Paying out less increases SMC's profitability which, in turn, increases your chances of receiving a bonus



Safety Committee

check at the end of the year. Even more importantly, injuries have decreased. Housekeeping is key to having a good safety program. More attention to workplace cleanliness is encouraged.

Referral Bonus

We believe SMC associates are our best resource for hiring new associates. You may know qualified individuals who can fill open positions. We encourage you to recommend people for employment, and we will pay you \$1,000. The recommended person may be eligible for a \$500 sign-up bonus. The following associates have taken advantage of the program: Ricardo Chavez (referred 2), Luis Mario Servellon (referred 1), Alfredo Xiac (referred 2) and Bill Weeks (referred 1). The referral bonuses are paid in 4 payments after 1, 3, 6 and 12 months of employment. The process is easy. Be sure the candidate you refer writes your name in the appropriate section of the application before the interview. Then stop by Human Resources to fill out an "Employment Referral" form!

Andrew Becomes a Foster Parent

After Andrew Washington and his wife raised their 3 children, 2 of Andrew's sister's children, and grandchildren, they decided the house was lonely. They became foster parents. Extensive training and licensing through Child Services was required. The only downside is having to say goodbye. They currently have a 7-year old boy on whom they lavish love and attention. They take him bowling, swimming, drag racing and to amusement parks. He is a quiet boy who plays well alone, but enjoys the company of the Washington's 7-year old granddaughter.



Andrew Washington

Do You Smoke?



SMC has a smoking cessation program that is well worth looking into.

An associate who quits smoking receives \$1,000.00 for doing so! In addition, your health insurance premiums are reduced. Take advantage of this great benefit.

Attention SMC Associates!

It's never too early to mark your calendar for the Annual SMC Picnic at Crockett Park in Midland. This year the picnic will be held on Saturday, October 6th, rain or shine! Please bring your families and enjoy the food, children's activities, horseshoes, paddle boats and much more.



Swinging at the piñata, SMC Picnic 2006

Kudos to Lois!

As if we didn't know how wonderful our receptionist, Lois, is ... now we have a client telling us! Mr. Dave Griffith, Mid-Atlantic Construction Group, called Rodney Smith and said, not once, but four times, "if not for your receptionist, I would have taken my business elsewhere." Thanks for saving the day, Lois! You rock!!



Lois Cecil