

Brothers Ashley and Matthew Smith inside Smith-Midland's Midland, Virginia manufacturing facility where the company produces concrete products for projects along the eastern seaboard.



Smith-Midland
Midland, Virginia

Rock solid.

Smith-Midland's Ashley Smith (far left) and Matthew Smith (far right) with Summit Community Bank's Trisha Hwang and Patricia Owens



A family company continues the entrepreneurial spirit of a farmer whose good idea caught on quick.

In 1960, Smith-Midland founder and farmer David G. Smith created a unique cattleguard crossing using precast concrete; it was an instant innovation. He could have never imagined his small enterprise, which started in a tiny farm outbuilding, would today be one of North America's leading manufacturers of precast concrete products.

"My grandfather was an innovator out of necessity," points out Ashley Smith, Smith-Midland President. "With my dad, Rodney, serving as the company salesman (his gutsy tactic to install the product for free and have the customer send a check if it worked), it didn't take long for our products to catch on around the country." That first precast product – the Smith-Cattleguard® – launched the small company onto the national market and demand was instant!

Today, Smith-Midland markets products worldwide from its sprawling 20-acre site in Midland, Virginia, and is supported by a manufacturing facility – Smith-Carolina – in Reidsville, North Carolina.

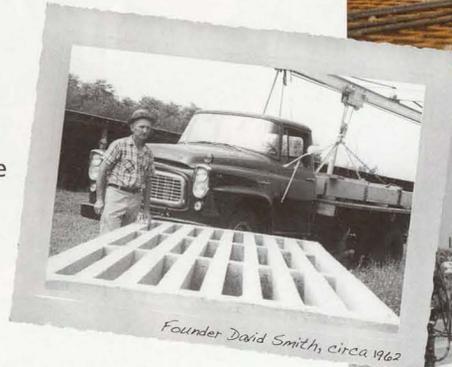
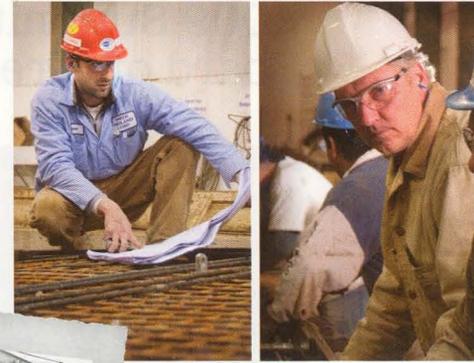
The company serves a global client list that includes federal and state government agencies (The White House, Central Intelligence Agency, U.S. Air Force, U.S. Navy, U.S. Army, U.S. Marine Corps, Israeli Embassy), utility companies (AT&T, Dominion Virginia Power) and over 50 of America's top-tier construction and contracting companies.

“Our products are at high-security events, such as presidential inaugurations and world-leader summits, as well as the traffic barriers across hundreds of thousands of miles of interstate.”

Matthew Smith | VP Sales & Marketing

Smith-Midland was also an innovator in the concept and introduction of licensing agreements to the industry. "When we first started licensing in the United States, it was a new concept and not that popular," says Rodney Smith, Chairman. "With determination and patience – and a lot of handshakes – we slowly gained the trust and credibility needed to successfully license the manufacturing process of our precast product to other companies. That was a real turning point." Today, Smith-Midland markets a wide line of licensed products through its subsidiary company, EASI-SET Worldwide, including Slenderwall® architectural building panels, Easi-Set® transportable buildings, and Sierra Wall® soundwalls. Smith-Midland's most popular – and recognizable – licensed product is the J-J Hooks® safety barrier, now produced in over 30 states and six countries and the most widely-sold proprietary barrier in the world. "It's likely that wherever you are in the country, you've passed by one of Smith-Midland's products," Matthew points out.

"Summit enjoys a good relationship with Smith-Midland," says Patricia Owens, Senior Vice President & Regional Manager of Summit Community Bank. "Serving such a unique and diversified client is exciting. Our goal is to be an asset to their continued growth."



Smith-Midland Corporation

Founded: **1960**
 Employees: **165**
 Annual Sales: **\$24.0** million

