

# SMC NEWSLINE

Spring 2011

Smith-Midland® Corporation

*"The person who gets the farthest is generally the one who is willing to do and dare." - Dale Carnegie*

## Smith Midland Corporation has Second Record-Breaking Year

Despite the slowly recovering economy last year, **Smith-Midland Corporation** achieved record-breaking financial results in 2010, topping the company's 2009 earnings. **Rodney Smith**, Chairman of the Board and CEO said, "Sales and earnings for 2010 exceeded expectations and even surpassed our record-breaking year in 2009."

Smith Midland reported 11.6% profit in 2010, exceeding 2009's 9% profit. Along with record financial performance in 2010, Smith-Midland also distributed a one time, year-end payout check and profit-sharing checks to associates last year. "The

continued success of our company hinges on the dedication and initiative of our associates," said **Ashley Smith**, SMC President and COO. "As part of our implementation of lean manufacturing throughout the company, all associates are focused on continuous improvement projects, which help control costs."

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--*Ashley Smith, SMC  
President and COO*

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Looking forward for 2011, Rodney said, "Although Smith-Midland has been awarded several large architectural projects over the past few months, all of which will be produced this year, the Company's overall performance will depend on the construction

industry's continued improvement, and how successful we are in bidding and acquiring new contracts."

## VA Tech Basketball Facility Project Receives Prestigious Awards

**Smith-Midland's** creative work on the Hahn Hurst Basketball Practice Center at **Virginia Tech** in Blacksburg, Va. was recognized by both the **National Precast Concrete Association (NPCA)** and the **Precast/Prestressed Concrete Institute (PCI)**. Smith-Midland delivered 538 precast concrete panels to complete the \$20 million facility, which is home to the **Virginia Tech Hokies** men's and women's basketball programs. The facility was completed in January 2009. SMC's client in this project was the **Whiting-Turner Contracting Company**.

The **NPCA** awarded SMC with a 2011 Creative Use of Precast (CUP) Award, which recognizes projects that highlight the innovative and cost-saving advantages of precast concrete.

The **PCI** named SMC a winner in the 2010 design awards program in the category of best stadiums, arenas and sports facilities. The Virginia Tech project was selected as one of 30 winners out of 140 entries.

"We're very proud of these achievements, and are pleased to be recognized for the extra effort and attention we put into the design and customization of the concrete panels used on this project," SMC President and COO **Ashley Smith** said.



"A unique aspect of this project was the imprinting of logos and basketballs into the concrete panels. Our staff worked diligently to create custom wooden forms that allowed for this unique precast creation."



The highway panels were installed after midnight to avoid causing traffic problems.

## I-66 Highways for Life Project Receives Second Award

Smith-Midland recently received its second major industry award for their involvement with the **Virginia Department of Transportation's Highways for LIFE** project. The **Associated Builders and Contractors (ABC) of Metropolitan Washington** honored SMC with an "Excellence in Construction Award" for their work in supplying the pre-stressed concrete pavement slab panels for 1,000 linear feet of west bound I-66 near Route 50 in Fairfax County. SMC was also recognized by the **American Concrete Institute** for their work on the Highways for Life project.

Administered by the **Federal Highway Administration**, Highways for LIFE is a national program designed to advance longer lasting highway infrastructure using innovation to accomplish fast construction of efficient and safe highways and bridges. The program has three goals: to improve safety during and after construction, to reduce congestion caused by construction and to improve the quality of the highway infrastructure. SMC's client for this project was the **Lane Construction Company**.

## ACI Recognizes SMC for University of Maryland Project



The **National Capital Chapter of the American Concrete Institute (ACI)** recently honored SMC as a winner in their 2011 concrete awards competition. SMC was recognized for their involvement in the construction of the M Square II Office building located within the University of Maryland's 124-acre M Square Research Park in College Park. The client was the **Whiting-Turner Contracting Company**.

Smith-Midland provided 38,000 square feet (333 individual panels) of architectural precast panels for the M Square II building, which were finished with a combination of two architectural concrete mixes: buff-colored precast with a light acid-wash finish, and a cocoa brown-colored mix with a medium acid-wash finish. The color was chosen to match the existing M Square I building, which Smith-Midland provided the panels for two years ago.

**Matthew Smith**, Vice President, Sales & Marketing for SMC, said "This was a wonderful opportunity to be involved in a project that will ultimately contribute to the long-term growth of the College Park community."

## SMC Safety Program Recognized by ABC, Inc.

Smith-Midland has long been involved with the Safety Training and Evaluation Process (STEP) program administered by **Associated Builders and Contractors, Inc.** This program incorporates **Occupational Safety and Health Administration (OSHA)** requirements and is designed to create a three-prong attack on the task of improving safety in our workplace.



Smith-Midland Corporation was awarded the ABC Silver Level for 2010 in recognition of their ongoing efforts in the development of a quality safety program. This award recognizes the company's commitment to safety, our safety statistics, and includes a tough, honest and complete audit of our safety program.

# Project Updates



**Office of the Chief of the Army Reserves (OCAR)**  
**Ft. Belvoir, VA:** architectural precast - 33,202 sf  
 100% complete; **Client:** Hensel-Phelps Construction Co.



**National Business Park (NBP) 410 - Annapolis Junction, MD:** architectural precast - 19,000 sf  
 100% complete; **Client:** Hitt Contracting Corp.



**U.S. Army Legal Services Agency & Army Audit Agency (USALSA)**  
**Ft. Belvoir, VA:**  
 Slenderwall  
 33,400 sf  
 100% complete  
**Client:** Suffolk Construction



**NBP 430 - Annapolis Junction, MD**  
 architectural precast  
 18,931 sf  
 90% complete  
**Client:** Hitt Contracting Corp.



**Intercounty Connector: Contract B (ICC-B)**  
**Montgomery County, MD:**  
 Soundwall  
 762,186 sf  
 90% complete  
**Client:** Kiewit Construction

**Clarendon Memorial Hospital - Manning SC:**  
 SlenderWall  
 18,411 sf  
 100% complete  
**Client:** GMK Associates



## Steel Shop Expansion

Smith-Midland recently completed a major expansion of its steel fabrication shop. The new 60' x 120' steel building was built next to the existing facility, increasing the amount of covered area by five times. Along with concrete flooring, and a 60-foot span overhead bridge crane, we are now able to perform all steel fabrication and assembly out of inclement weather conditions and in an efficient manner.

The entire rebar steel storage rack is now housed in the new steel shop, and loading rebar from trucks to the rack is being performed with the bridge crane, eliminating the need to tie up the yard's mobile crane.

Large and heavy cages are assembled in the new steel shop, and then moved with the overhead crane to an area where they can be picked up by the forklift.



## SMC Departments Implement Lean Manufacturing Projects

**W**ork continues at SMC on the lean manufacturing movement, with current efforts focusing on the Steel Shop. After many changes to the area to eliminate waste and improve productivity, work stations are being established. These stations will help ensure that all materials needed to complete a job are on hand, allowing a finished product to leave the work station. This creates a production flow, which is a fundamental aspect of lean manufacturing.

Thanks to the involvement of numerous associates, tremendous improvements are also being seen in the Carpentry Shop. Thank you goes out to Quality Control (QC) staff members who have really helped mentor this cleanup process with Carpentry. QC staff have taken the initiative to use what they learned about applying continuous improvement methods in their area, and trained the Carpentry Shop associates to implement these practices. There is still work to be done, but the improvements are significant.

The efforts of QC are a great example of one department pitching in to help another get started with lean manufacturing principles. **Chris Kemp**, Director of Continuous Improvement(CI), explained that the CI Department supported the efforts of Carpentry and QC, “and we are available to assist other SMC departments as they undertake lean projects.” All associates have the opportunity to make a significant difference in their department, and it all begins with your desire to make things better.



### Lean Lingo

**Non-Value Added:** Any activity that adds cost without directly transforming a product or service to meet a customer's need.

#### JIT (Just In Time) Manufacturing:

Producing only what the customer needs at the time it is needed, and in the quantity needed.

**KAIZEN:** Derived from a combination of two Japanese words: Kai (change) and Zen (good). Kaizen is usually defined as “continuous improvement.” The process of Kaizen is a time-sensitive, rapid-deployment methodology that employs a focused, team-based approach to problem resolution.

## Welcome New Associates



**Rosi Artis** joined SMC in August as Accounting Manager. She has previously worked as the Accounting & Finance Manager for ADW Industries, a steel fabrication plant in Michigan. Rosi holds a bachelor's degree in accounting from Northwood University, as well as an associate degree in business administration from Delta College. Both schools are in Michigan.

**Sharon Wehrle** joined SMC in January as Office Manager. She is a licensed realtor and title agent in the State of Virginia, and previously worked in the real estate/settlement industry for numerous years where she served as a Settlement/Office Manager for Title Associates of VA and as an Office Manager/Executive Assistant to the Principal Broker of Salman Home Realty in Gainesville.



**Steve Demas** re-joined SMC in February as Senior Projects Manager. He previously worked for SMC as a Projects Manager in the late 1980s, and has more than 22 years experience in the industry. Steve has a bachelor's degree in architecture from Hampton University. He most recently served as VP of Project

Management and Estimating at Mid-Atlantic Precast in King George, Va. Steve has also worked in similar positions with Tindall Corporations, The Shockey Precast Group, and Rotondo Precast.

**Connie Taylor** joined SMC in March as Payroll/Accounts Payable Administrator in the Accounting Department. She most recently worked as a Senior Staff Accountant for Stric-Lan Companies in Louisiana. Connie holds an associate degree in accounting technology from Louisiana Technical College.

