

SMC NEWSLINE

SUMMER 2017

SMITH-MIDLAND® CORPORATION

"Start by doing what is necessary; then do what is possible; and suddenly you are doing the impossible." – St. Francis of Assisi

Concrete Safety Systems handling their largest project ever

35,000 LF of J-J Hooks Barrier (painted safety white) was recently installed for a \$105 Million I-81 Corridor Widening Project. Working together, the West Virginia Department of Transportation and the Maryland State Highway Administration will widen 5 miles of I-81 between US 11 in West Virginia and MD 63/MD 68 in Williamsport, MD, and reconstruct the four bridges within the project limits, including spans across the Potomac River. Triton Construction of St. Albans, West Virginia contracted with Concrete Safety Systems to deliver and install the rental safety barrier for the project, ensuring the safety of both workers and motorists over the course of the multi-year construction schedule.



CONCRETE SAFETY SYSTEMS™

J-J HOOKS® CONCRETE BARRIER RENTAL

Smith-Carolina plant acquires 40 acres for future growth



The purchase of a 40 acre industrial lot in Rockingham County, NC near the Smith-Carolina plant current plant was recently completed. The new lot is located adjacent to Route 29 in Reidsville. "There have been increasing demands from our customers. Our currently facility is bursting at the seams," said Rod Smith, plant manager. "We are really looking forward to very quickly adding needed storage facilities then eventually expanded manufacturing capacity to handle our burgeoning North Carolina market long into the future."



Stone patterned sound wall panel from Winston-Salem Beltway project

SCO shines bright in first 16 months

Since opening in the spring of 2016, the Smith-Columbia team in South Carolina has come out charging. As of the end of July they have already manufactured over 60 miles of J-J Hooks highway safety barrier. In addition to a backlog of multiple jobs, the plant is currently working on production of their first two major sound wall projects. Engaged by Dragados, a major international contractor, Smith-Columbia will produce 252,000 sf of sound wall panels (1,964 pieces) and 784 precast posts averaging 32' high, for the North Carolina DOT Northern Beltway project in Winston-Salem. The second project is for Blythe Construction, the NCDOT I-85 widening in Rowan and Cabarrus Counties. This 8-mile stretch northeast of Charlotte will include 262,000 sf of sound wall panels (2,700 pieces) and 32,000 lf of precast (926) posts. Congratulations to plant manager Bobby Rochester and his impressive team!

Our Quality Control Team, achieving milestones

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Lab Certifications - Incorporating certified testing capabilities into our operations enables us to insure continuity and quality of production. The efficiency of taking this process in-house allows us to pass the benefits on to our customers. Smith-Midland is now accredited by the Construction Materials Engineering Council to meet AASTHO (American Association of State Highway and Transportation Officials) standards. In addition, individual SMC QC personnel have earned five new certifications.

Digital Tablet integration - To safeguard the quality that has made us the supplier of choice for so many, we have also incorporated shop-floor process control tablets. This new technology reduces the rework and delays that can hamper traditional paper-based systems. It's an effort that helps us improve cost-savings and schedules for our customers.

Continuous Improvements - In June, the QC Department achieved its goal of 22 straight working days (one month) of each team member completing a daily continuous improvement project. By reinventing or upgrading multiple processes and reorganizing workspaces, they were able to eliminate waste (time, space and material), ultimately increasing value for our customers.



Caleb Johnston, Vaughncarl Gardner, Eduardo Rolan, Alan Pritchard



Report out discussing progress in front of the metric board



Barrier team meeting



Fully loaded double molds; report out in background

Lean Manufacturing – The Model Cell

They are the **Águilas Verdes (Green Eagles)**, a team of Smith-Midland associates lead by **Cesar Montiel** and **Raul Franco**, producing a core company product, **J-J Hooks** highway safety barrier. A “model cell” is an improvement technique of the Lean Manufacturing philosophy. Its focus is to establish an “island of perfection,” within the plant by defining a manufacturing process between a specific starting and stopping point that team members can track, quantify, and work together to improve. As an issue is identified, it is recorded and closer examination of causes and solutions are discussed, decisions made, actions taken, and then reexamined. The first step is to apply the basic lean principal of “5S”, a systematic process which engages the team in the acts of sorting, straightening, shining, standardizing and sustaining a highly organized and clean workspace. The ongoing success is achieved by using two techniques; “the daily huddle”, and “visual management”. Every production day, team members gather in front of a metric board containing a vast array of visual statistical data to audit the current status of their efforts. In just the first year since beginning barriers defects have been reduced on average from 68% to 14% and Man hours per barrier have dropped by 15%. Congratulations to those team members who have worked on this cell: **Will Guevara, David Rodriguez, Javier Mares, Miguel Humana, Carlos Canãs, Eduardo Portillo, Renato Mejia, Jorge Machado and Chase Canter.**



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Hitting on all cylinders with SlenderWall

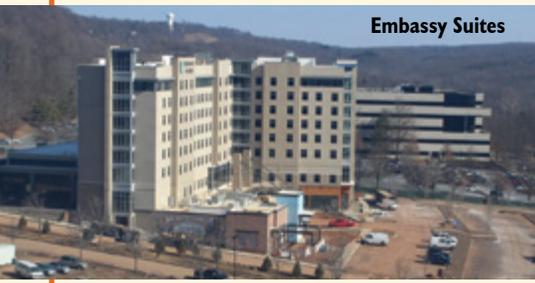


Towne Centre

Near completion:

The Towne Center of Cliffside Park, NJ

A massive \$140 million, 13-story luxury apartment building that includes 277 units and features a unique blend of retail and office space, underground parking, a 190-space municipal parking lot, and nearly 800 SlenderWall architectural precast panels. Smith-Midland's engineering department worked closely with the developer, Towne Center Renewal Company, to create the design for the exterior cladding.



Embassy Suites

Embassy Suites, Berkeley Heights, NJ

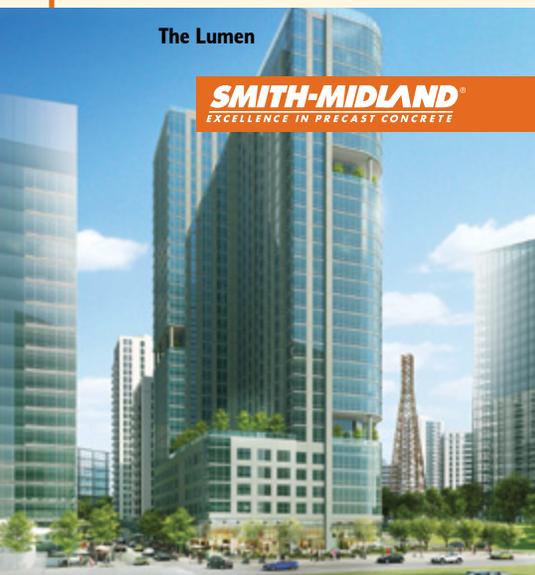
This Embassy Suites is being constructed with 396 smooth acid-wash finished panels, for a total of 52,671 square feet. The 187,000-square-foot development is located within the Connell Corporate Park and will result in a \$39.5 million, eight-story, 176-room hotel.



Nine on the Hudson

Nine on the Hudson, Port Imperial, NJ

K. Hovnanian Enterprises 278-unit project on the Hudson River overlooking mid-town Manhattan will include 42,000 square feet (466 panels) of SlenderWall. The 14-story luxury condominium is part of the 2-mile-long Port Imperial redevelopment. Project architect Marchetto Higgins Stieve.



The Lumen

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Starting Production:

The Lumen, Tysons Corner, VA

On the corner of Route 123 and Route 7, the "original" Tysons Corner, VA, Lennar Multifamily Communities is developing the new Tysons Central complex. "The Lumen", designed by the architecture firm Davis, Carter, Scott, will be the first in the six building development. The 346-ft, 32-story building, approximately 865-ft above sea level, will be the tallest by elevation in the Tysons area, with expansive views of Washington, DC and the Blue Ridge Mountains. Hoar Construction of Vienna, VA, engaged Smith-Midland to manufacture and install 57,666 sq. ft. (452 panels) of SlenderWall and provide a turn-key service, including final joint insulation and caulking.



South Beach

South Beach at Long Branch, NJ

In Long Branch, NJ two luxury towers containing 47 residences will rise side-by-side on oceanfront property. The 5-star multi-family development is the brainchild of Mimi & Edwin Feliciano, owners of FEM South Beach Urban Renewal. 451 gleaming, white acid-etched, SlenderWall panels (28,578 sf), panel erection and caulking services will be provided by Smith-Midland.



NPCA Leadership Academy

Let's congratulate Pattie McGinnis on her selection to the "2017 Leadership NPCA". Pre-cast professionals across the U.S. competed for 12 coveted spots. Leadership NPCA is designed to sharpen participants' skills by providing management training, industry association experience and networking opportunities. Among the key takeaways are an understanding of NPCA operations, knowledge of industry issues and a sense of industry pride.

Pattie's training launched with a half-day intensive session in March at The Precast Show in Cleveland, and continues over 12 months with multiple conference calls, (2) two-day boot camps in Santa Fe and Fort Lauderdale, group meetings at the fall conference in Atlanta, and then culminate with final meetings and graduation at next year's Precast Show in Denver.

"So far we have done different exercises in communication with others, understanding differences in individual work styles, practicing presentations to groups, and quality listening." says Pattie, "My goal is to contribute in a positive way to SMC's continued growth and reputation with integrity."

Free Support Services for our Associates



INOVA Employee Assistance Program (EAP): The Inova EAP offers a variety of support services via a 24/7 confidential support line **1.800.346.0110** or on-line at **inova.org/eap**. Services are available to all employees and their family members. Here are some examples of support that is available.

- 1. Confidential Counseling** - Professional counselors can provide short-term services offering guidance, support and referrals for work, personal and family issues.
- 2. Legal Services** - Free 30-minute consultation and a 25% discount on retained in-network legal services. Access to wills, and other legal documents.
- 3. Financial Services** - 60 minutes of no charge consultation regarding a variety of financial advice and financial planning.
- 4. Work Life Referral Services** - Help to find services such as child and elder care, education and financial aid, health and wellness, pet services, and more.

Flu Shot and Health Fair: Every fall **Smith-Midland** offers our employees access to a free flu shot, as well as a no-cost health screening and evaluation.



Marketplace Chaplains: Whenever you need a hand for completely confidential support, the Marketplace Chaplains are available for you. Through their weekly visits, scheduled off-site consultations, their **toll-free number (800-775-7657)**, and their **MyChap app**, the Marketplace Chaplains offer all SMC employees and their families 24/7 support, guidance and friendship both locally and internationally. Chat with Chaplains **Allen, Narcissa** and **Teresa** whenever you see them around.

Contact **Human Resources** for more details.

23 miles of J-J Hooks safety barrier to be supplied for Major Virginia highway project



J-J Hooks Barrier. “J-J Hooks were developed by us in 1990, and have proven through years of in-field performance, and constant product improvements to be a cost-effective and reliable solution for our contractor clients,” said **Ashley Smith**, President of **Smith-Midland**. “Providing safety for motorists and workers on a project of this caliber is something we are very proud of.” Over the course of the two and a half year project **Smith-Midland** will also be providing resetting services, redeploing the barrier as the project progresses.

The Lane Construction Corporation has awarded **Smith-Midland** a contract to supply over 124,000 LF of **J-J Hooks** precast concrete safety barrier for the **I-395 Express Lane** **VDOT project** in Northern Virginia. The \$336-million I-395 design-build project will extend the Express Lanes along an eight mile section of I-395 in **Fairfax and Arlington Counties**. Beginning in the fall of 2017 and running until project completion in the spring of 2020, **Smith-Midland** will manufacture, deliver and set both free-standing and bolt-down versions of their

Virginia proving to be a prime market for SoftSound Absorptive Noise Wall



Smith-Midland continues to earn more business because of our reputation for high quality sound wall backed with great service. **Kudos to our estimating, engineering, production, yard and shipping teams** for making this happen.

In the past 18 months **Smith-Midland** has completed over half a million square feet of **SoftSound** absorptive noise wall panels on road construction projects from **Tidewater to Northern Virginia**. With more projects in their backlog,



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