

SMC NEWSLINE

WINTER 2019

SMITH-MIDLAND® CORPORATION

"I am a member of a team, and I rely on it and sacrifice for it, because the team, not the individual, is the ultimate champion." – Mia Hamm

Smith-Midland lands largest project in company history



Architects **Marchetto Higgins Stieve**, Owner Developer **Hartz Mountain Industries** and General Contractor **Katerra** have chosen **Smith-Midland** to manufacture and install their **SlenderWall** envelope system for the new **800 Harbor Boulevard** project at **Lincoln Harbor** in **Weehawken, NJ**. The expansive 586 luxury residential waterfront rental apartment building will incorporate over 157,000 square feet of white acid-etch finished SlenderWall panels. Lincoln Harbor sits in a spectacular location on 60 acres of prime waterfront land with dramatic, panoramic views of midtown Manhattan with direct ferry and rail service located on premises. This marks the largest SlenderWall project ever produced and the largest project in Smith-Midland's 59 year history.

SMC provides secure permanent barrier for White House perimeter

On the night of November 29th, under the glow of the National Christmas Tree, crews from SMC installed the first of 22 tractor-trailer loads of custom designed security barrier on E-Street in **Washington, DC**. The E-Street barricade, part of a new enhanced perimeter security program, is situated between 15th and 17th street NW. The 175 barriers will provide almost a half-mile line of deterrent dividing the South Lawn of the **White House** from the north edge of The Ellipse Park. **Smith-Midland** was chosen in large part due to over 40 years of experience successfully executing security projects and the ability to quickly design and build custom solutions that meet exacting requirements.



Smith-Midland adds Global Executive to Board

In December **Mr. James Russell Bruner** was elected to the Board of Directors. Mr. Bruner was Chief Executive Officer and President of **Maersk Line, Limited** (MLL) from 2014 to 2017. MLL is an American company, headquartered in Virginia, and part of the global shipping consortium Maersk Group. Mr. Bruner joined Maersk Group in 1989 and has held various leadership positions in both North and South America. Prior to his role as CEO and President of MLL, Mr. Bruner served as CEO and President of Maersk, Inc., and President of Maersk South America, Ltd. He also currently serves as a Director of MLL.

"Mr. Bruner's extensive operational experience, board and committee experience, as well as financial expertise is a great asset for our Board" said **Ashley Smith**, CEO of SMC.

Latitude Mixed-Use Project wins multiple accolades



The Latitude, a mixed-use luxury apartment building in Arlington, VA designed by **Davis Carter Scott** and built by **CBG Building Company** for Greystar Apartment Communities used 70,000+ square feet of acid-wash finished architectural precast panels manufactured by **Smith-Midland**. The project has earned wide acknowledgement of its outstanding quality; **LEED® Gold** certification, a **Hermes Creative Award**, **NAIOP Award of Excellence**, top honors in the Mixed-Use category from **AGC National Capitol Chapter**, and a coveted **Grand Aurora Award for Best Mixed-Use Project 2018**, from the **Southeast Building Conference**.

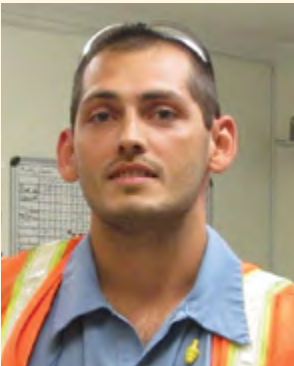
Smith-Midland fills major positions from within



Sergei Samoilenka



Alan Pritchard



Vaughncarl Gardner



Joseph Shields

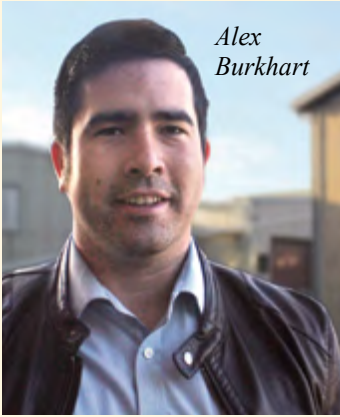
On December 14th Smith-Midland announced the promotion of **Mr. Sergei Samoilenka** to VP of Operations of its flagship manufacturing facility in Midland, Virginia. Mr. Samoilenka has put his decades of precast concrete experience to work for **Smith-Midland Corporation** since 2004. His role prior to becoming VP of Operations was as plant manager of the Midland, VA facility. His guidance and support of the large and diverse workforce has played a major role in the expansive growth of the company.

Mr. Alan Pritchard was promoted to Plant Manager of the Midland facility. Alan came to SMC with an extensive precast background, and he has served outstandingly as SMC's Quality Control Manager since January of 2014. In January Sergei Samoilenka, VP of Operations, made the promotion announcements of **Mr. Vaughncarl Gardner** to Quality Control Manager and **Mr. Joseph Shields** to Team Leader (Batch Plant). Vaughncarl came to SMC in March of 2015, and he worked in Architectural until November of that year when he transferred to the QC Department. He has earned the **NPCA Master Precaster** designation as well as **PCI III certification**. Joe came to SMC with an extensive background, and he has been a member of the Batch Plant team for last seven years and he also worked for the company from 1998 until 2002. SMC is delighted to see continuing career progression within our organization.



Concrete Safety Systems expands facilities into new Midland Storage Yard

The first load of rental highway safety barrier was delivered in the Fall of 2018 to our new **Concrete Safety Systems** storage yard in Southern Fauquier County, Virginia. The 17 acre facility will be used to expedite **J-J Hooks** barrier to road construction sites across VA, WV, DC & MD.



Alex Burkhart

NPCA Leadership Academy selects another Smith-Midland candidate



For the third year in a row a SMC associate has been accepted in the **National Precast Association Leadership Academy**. **Alex Burkhart**, Associate Project Manager at the Virginia plant will participate in the yearlong training process; sharpening management skills, building industry association experience and networking abilities. The program is designed to creating future leaders in our industry. A SMC associate has now been selected in the elite group all 3 years of its existence. Past alumni include **Pattie McGinnis** and **Alan Pritchard**. This year's class will also include **Chris Reese**, Senior Engineer from our sister company, **Easi-Set Worldwide**.

Smith-Columbia receives PCI Plant Certification and GDOT approvals

The Smith-Columbia plant in Hopkins, South Carolina was awarded full B2 & C1 plant certification by the **Precast/Prestressed Concrete Institute (PCI)** on July 18th. "This certification was primarily sought to increase the market share of our pre-stressed sound wall columns," said **Bobby Rochester**, Smith-Columbia's General Manager. "It also allows us to offer a wider range of products for our DOT and architectural customers that require certification, increases our ability to be more efficient in our manufacturing processes and increase the level of our quality. We are excited to be part of PCI and members of the Georgia-Carolinas PCI regional chapter. We look forward to growing our market share and serving the needs of South Carolina and our surrounding states that are currently upgrading their infrastructure."

On January 1st, 2019 Smith-Columbia was officially listed on the **Georgia DOT** Qualified Producers list of approved Prestressed and/or Precast Concrete Plants allowing SCO to manufacture for Georgia highway projects.



New Smith-Carolina Plant nears completion



Plans for our new **Smith-Carolina** precast concrete plant in **Reidsville, NC** are moving forward at a rapid pace. Bridge cranes have been installed and the batch plant is under construction. The steel structure and shell has risen on the 46 acres property in **Rockingham County**. The new 15,000 square-foot facility, located just off Route 29, is on schedule to open this spring.



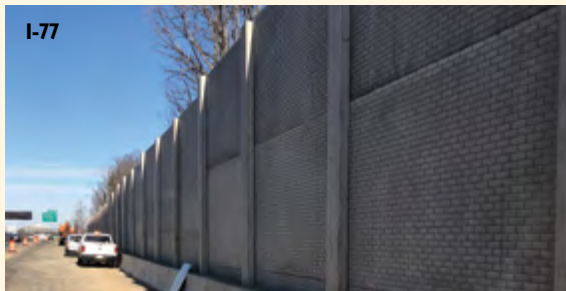
RECORD BREAKING!

Amount of Weekly Production Achieved the week of November 12th, 2018

WAY TO GO!

\$696,252.00

**Now That's
Teamwork!**



I-77

Recently Completed Projects

I-77 Express Lanes – Charlotte, NC

Smith-Columbia - 60,122 square feet of brick patterned precast noise wall panels. Sugar Creek Construction, LLC (a joint venture between Ferrovial Agroman and English Construction) contracted the project.



Nine on the Hudson

Nine on The Hudson – Port Imperial, NJ

Smith-Midland - K. Hovnanian Enterprises, Inc., built this impressive 278-unit luxury 14-story condominium, a major undertaking that includes 42,000 square feet of SlenderWall (466) panels. Part of the 2-mile-long Port Imperial redevelopment project in West New York, N.J. sitting on the Hudson River with a spectacular Manhattan view. Project architect was Marchetto Higgins Stieve.



Embassy Suites

Embassy Suites – Berekley Heights, NJ

Smith-Midland - The eight-story, 176-room hotel used 396 (52,671 square feet) SlenderWall panels with R-21 closed-cell foam insulation and finished in a two-tone light and dark tan colored acid-washed. Architect PFVS Architecture designed the complex for owner Connell Hospitality Contractor. The contractor was Tocci Construction.



I-95

I-95/Route 630 Interchange – Stafford, VA

Smith-Midland - 46,800 square feet (308 pieces) of SoftSound absorptive noise wall panels and accompanying pre-stressed concrete posts for the VDOT I-95/Route 630 Interchange reconstruction and widening project located in Stafford, VA for Shirley Contracting. Several of the pre-stressed posts were the longest in the company history, measuring 67.5 feet.



Route 28

VA Route 28 Widening Project – Prince William County, VA

Concrete Safety Systems - 5,952 LF of J-J Hooks safety barrier delivered and installed for General Excavation of Warrenton, Virginia on the Prince William County/VDOT project.

CONCRETE SAFETY SYSTEMS™