

SMC NEWSLINE

FALL 2019

SMITH-MIDLAND® CORPORATION

"Take time for all things: great haste makes great waste." – Benjamin Franklin

Lincoln Harbor SlenderWall project is on the rise!



800 Harbor Boulevard

Luxury Residences, Lincoln Harbor, NJ
157,000 sf of insulated **SlenderWall** precast panels

This expansive 586 luxury residential waterfront rental apartment building, designed by architects **Marchetto Higgins Stieve** and owned by developer **Hartz Mountain Industries**, continues to rise across the Hudson from Manhattan's World Trade Center. This project is the largest **SlenderWall** project ever produced and the largest project in **Smith-Midland's** 59 year history.



New North Carolina Plant Opens

The 15,000 square foot enclosed plant sits on a 46 acre yard at 654 Freeway Drive in Reidsville, NC, allowing plenty of room for future expansions. New features include a large capacity 4-yard concrete batch plant and two 20-ton overhead bridge cranes. Initial production has already begun on high-demand products like the market leading **J-J Hooks** precast concrete highway barrier. Emphasis in the first year will be on expanding market share in Sound Wall panel and posts, and our lineup of all-precast **Easi-Set and Easi-Span Buildings**. Expectations are for full capacity production in 2020. "We are really looking forward to having the capacity to handle a burgeoning market area and increasing customer demands long into the future," said **Roderick Smith**, General Manager **Smith-Carolina**.



Experienced player heading up South Carolina facility



Mr. Christopher “Scott” Hicks took the helm of the Smith-Columbia plant as General Manager, bringing with him a wealth of knowledge and expertise in the precast/prestress industry including management positions at **Oldcastle Infrastructure**, **Metromont Corporation** and **Watts Constructors** in Guam. His skill set includes facility management, bids and contract negotiations, project management, scheduling, CAD, and production/management controls. His accreditations include LEED AP, as well as certifications and awards associated with his work on multiple NAVFAC projects. Mr. Hicks has also served the industry through PCI board and committee assignments.

“He has significant leadership, production and technical expertise and I look forward to him successfully navigating Smith-Columbia forward. We have big plans for Smith-Columbia and Scott is going to help us fulfill our corporate vision for the plant,” said **Ashley Smith**, CEO of **Smith-Midland**.

As a native South Carolinian and an alum of **Clemson University** (B.S. in Construction Science and Management), Scott welcomed the opportunity to relocate from CA back to his home turf.

Smith-Columbia & Smith-Midland do quick turnaround on Fort Benning project

Smith-Columbia was contracted to manufacture a 37 **Easi-Set Building** order by Atlanta based contractor **Reams Enterprises**. The contract for **U.S. Army Fort Benning** included: (7) 26’x22’ multi-user men’s and women’s plumbed latrines; (13) 80’x20’ classrooms; (13) single unit 12’x10’ ammo buildings; (3) double unit 24’x10’ ammo buildings; and (1) 14’x8’ grenade bunker. Fort Benning supports more than 120,000 active-duty military, family members, and support personnel, including the headquarters of the **U.S. Army Rangers**. Over 350 panels were manufactured in both the Smith-Columbia and **Smith-Midland** plants in a short 90 days over the summer.



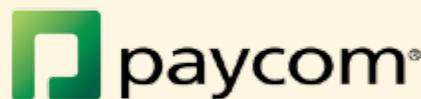
Associate Wellness is a Top Priority

SMC’s **Annual Health Fair** was a success again this year! One morning in September the large conference room was converted into an associate friendly “walk-in medical clinic”. From flu and tetanus vaccinations, to cancer screenings, BMI results, and cholesterol, foot and blood pressure testing, the Health

Fair covered many medical topics. SMC recently partnered with **Fauquier Health** as part of their “WorkPoint Wellness” program and the Health Fair was the first joint effort. Over 80 associates participated! Associates learned a lot about their own health and also about local health care resources that are available to them. The event was not just about shots and test results though; some fun was had too! There were many raffles and four of the grand prize raffle winners received free therapeutic massages from the **Fauquier Health Wellness Center**.

Human Resources looks forward to providing more health fairs in the future and thanks all of the associates that participated in the most recent event.

Earlier this year, the **Paycom online Human Resources and Payroll system** was implemented. Now employees can access their payroll and benefits information online, 24-7, and potential employees can apply online.



Smith-Carolina’s Master Precaster



Michael VanHoose, Smith-Carolina QC Manager, receiving his NPCA Master Precaster Certification.



Ingenuity, longevity, skill and kindness, the legacy Delmer Blevins left at Smith-Midland

As the old catchphrase goes, “Delmer has left the building”. Mr. Delmer Blevins ruled our Welding Shop as the Supervisor for many years, and he recently decided to switch gears, retiring after 32 years. Delmer oversaw a talented team of welders and fabricators that supported all of the company’s welding needs, including production items.

“Delmer has great visualization skills; he can create solutions without the need for detailed drawings. He’s a problem solver,” says **Rodney Smith**, Chairman. *Ernesto Ambrosio* “Delmer has the leadership to see things that need to be done and sets things in motion for his team and others to improve or correct issues, a true asset,” says **Ashley Smith**, CEO.

Ernesto Ambrosio, a long-term Smith-Midland Associate and Welding Shop Supervisor, will use his skills, experience and lessons learned from Delmer to guide the department’s bright future. Delmer will be missed by us all. We wish him well on this next chapter of his life.



Job Relations Training

Congratulations to the Inaugural Class of **Training Within Industry’s (TWI) Job Relations** course!

TWI has assisted corporations, large and small, since 1940 to develop sustainable improvements and create real organizational change. TWI’s Job Relations course is focused on employee relations and strengthening teamwork. As of 10/24/2019 SMC is pleased to announce that (pictured left to right) **Joseph D. Shields, Justin A. Taylor, James E. Anderson, Vernon E. Gardner, and Dennis R. Ripley** have successfully completed the course. “The Job Relations course enriches a leader’s ability to maintain associate cooperation, motivation and retention. The course is powerful, and can directly influence a person’s leadership style for the better. The plan is to have each leader within the organization successfully complete the course. I am extremely proud our Inaugural Class!”, said **Leslie Borta** (Instructor), Director of HR and EHS.



Award Winner!



SMC’s architectural precast project, **The Vita** luxury apartment tower, in the heart of Tyson’s Corner, wins an **AIA DC Design Award**.



Smith-Midland In The News

Local magazine **Warrenton Lifestyle** looks inside the history of this Fauquier County institution and the **Smith family**. Read the whole story on our website in the “News” section under “Articles”.

Smith-Midland in Tennessee

The 40’x70’x14’ **Easi-Span Building** was produced for the Franklin, TN water reclamation facility rehabilitation project by ENR Top 400 contractor **Kiewit**.

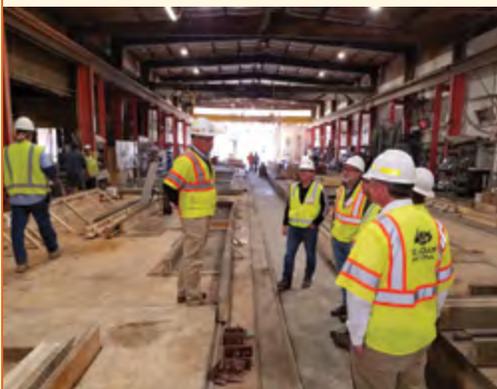




The Lumen Opens

Over 80,000 sf of SlenderWall and architectural panels produced for Lennar Corporation and Architects Davis, Carter, Scott in Tysons Corner, VA.

Smith-Midland and Smith-Carolina host NPCA Precast Days event



Smith-Midland plant tour



Smith-Carolina event at the new plant



On Wednesday, Oct 23rd Smith-Midland's Virginia plant celebrated Precast Days 2019 with the National Precast Concrete Association. The event offered an up-close look at the precast manufacturing process, engineering, and the technology that goes into making precast concrete products. Free food, tours and accredited continuing education sessions were offered. On November 1st in Reidsville, NC, Smith-Carolina combined the Precast Days event with their New Plant Grand Opening Open House event. The opportunity to see the new facility and learn about capabilities and career opportunities were made available to the community and customers alike.

Major Expansion of Barrier Rental Business

CONCRETE SAFETY SYSTEMS™

Since 1976, CSS has provided safety barrier rental for highway construction and security projects, servicing its clients through a network of 7 rental yards. Its "one call does it all" model provides full delivery, installation and pickup service, taking the burden off of client resources. Plans, driven by demand, will increase the rental inventory to more than 250,000 linear feet, increasing the growth opportunities in this profitable business segment. In addition to rental and installation services, CSS has expanded its range of accessories to include attenuators (crash cushions), reflectors, delineators and flashers. **Matthew Smith**, President of CSS, commented, "We have been listening to our customers and are making strides to capture all opportunities available". **Roberto Chavez** returned to CSS this year as General Manager. Roberto came to SMC with an extensive work background and he has been a strong member of the team since 2012. This year Roberto also became accredited as a NPCA Master Precaster.



Roberto Chavez, CSS General Manager and NPCA Master Precaster



SMC launches "Lean" Video channel

Since launching in early 2019, SMC associates have produced over 55 videos covering improvements made in our Lean manufacturing initiative. Search **SmithMidlandLean** on YouTube.com.