

Company History

David G. Smith produced the first Smith-Midland® precast product, the Smith-Cattleguard® in 1960. Over the years, as we met the challenges of the times, we added a full line of farm products, along with J-J Hooks® safety barriers, Utility products, Easi-Set® and Easi-Span buildings, SlenderWall®, Sierra Wall, Beach Prisms™ and other custom designed products.

Our facilities expanded from a small farm outbuilding to a modern complex of office and production buildings on a 20 acre site, with a second manufacturing facility in Reidsville, North Carolina.

Smith-Midland's® production excellence is based on a thorough understanding of precast concrete technology backed by the skills, facilities and experience necessary to produce quality precast products. Our manufacturing plants include steel shops, form fabrication shops, automated concrete batch plants and environmentally controlled casting areas.



In the Community



SMC Sponsored Adopt a Family Program

Smith-Midland® Corporation plays an active role in its local community in Fauquier County. Donations are made to various local non-profit organizations, including the Midland Christian Academy.

Smith-Midland® Corporation encourages their associates to participate in various charitable endeavors, in both time and money. Recent programs include: Holiday Adopt-A-Family program, Walks to raise money for Help the Homeless in Washington DC and March of Dimes. Employees also make an effort to recycle paper in the company provided recycling receptacles.

Individuals who make a difference in the community receive recognition in the quarterly company newsletter, SMC Newslines, accompanied by their picture.

Contact

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Tired of wasting hours
of your life on the road?
Can you imagine yourself
as a part of **our** team?

SMITH-MIDLAND®
EXCELLENCE IN PRECAST CONCRETE



Benefits

Smith-Midland® Corporation offers their associates numerous benefits to create an enjoyable working environment, which include:

- Monthly birthday recognition luncheons
- Annual summer/fall picnic for associates and family members
- Christmas party for associates
- Free flu-shots during flu season
- Free turkeys at Thanksgiving
- Free hams at Christmas
- Profit Sharing Plan
- Health Care Plan
- Dental Plan
- Vision Plan



- English as second language classes
- Incentive program to quit smoking (health benefit cost savings of \$250.00 per quarter up to \$1,000)
- 401K plan with company match
- Free financial planning service in connection with our 401k plan
- Cash awards for employment referrals
- Stock option plans offered to supervisors /management team
- Periodic field trips for associates and family members to visit completed projects
- S.T.E.P. (Savings Through Employee Participation), a formal suggestion program; associates are awarded a percentage of the money that's saved due to their suggestions



J-J Hooks® on Pennsylvania Ave; Washington, DC

- Several associates in leadership roles in local, regional and national associations
- Sponsorship of leadership training programs (cost of the program and the associate's time)
- Leadership/management training
- Numerous industry awards for excellence and quality participation
- Computer training
- Quality Committee
- Safety Committee

Partial Client List

Federal Government Agencies

- The Architect of the Capitol
- Central Intelligence Agency
- U.S. Air Force
- U.S. Army
- U.S. Coast Guard
- U.S. Department of Defense
- U.S. Forest Service
- U.S. Marine Corps
- U.S. Naval Academy
- U.S. Naval Security Station
- U.S. Navy
- The White House

State / Local Government Agencies

- Anne Arundel County, MD
- Baltimore County, MD
- City of Salisbury, MD
- District of Columbia

- Fairfax County, VA
- Montgomery County, MD
- Prince William County, VA
- State of Maryland
- State of Virginia

Utility Companies

- AT&T Communications
- Baltimore Gas & Electric Co.
- Dominion Virginia Power
- Union Light & Power Co.

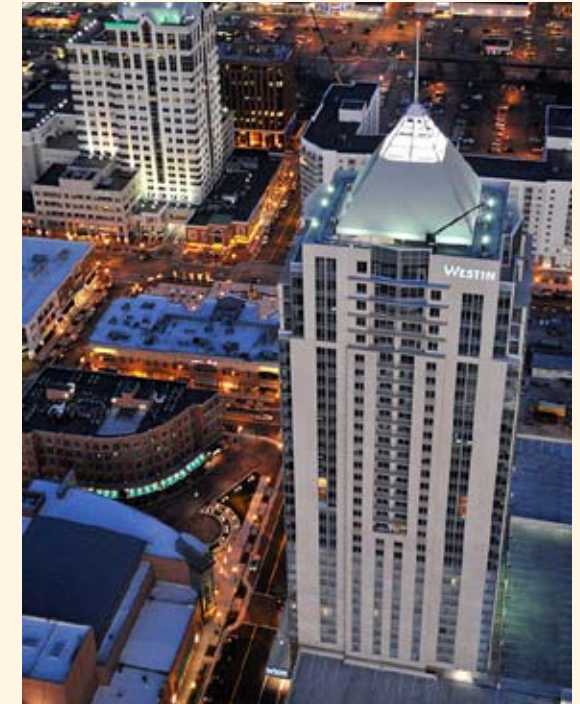
Construction/Contracting Companies

- Bryant Contracting Co.
- Central Armature Works Inc.
- Cherry Hill Construction
- Chesapeake Electric
- Clark Construction Co.
- Bovis Lend Lease
- Corman Construction, Inc.

- CIANBRO
- Dewey Jordan, Inc.
- Donohoe Construction Co., Inc.
- Dorey Electric Co.
- Eastalco Aluminum Co.
- English Construction Co., Inc.
- Flippo Construction Co., Inc.
- G. A. & F. C. Wagman, Inc.
- Glen Construction Co., Inc.
- Hensel Phelps
- Hitt Contracting
- James G. Davis Construction
- The JBG Companies
- K. Hovnanian Companies
- Kiewit Construction Co.
- Lane Construction Corp.
- Lerner Enterprises
- M. C. Dean Electric
- Mona Electric, Inc.
- Morrison Knudsen Co., Inc.
- Opus East
- Paul J. Vignola Electric Co., Inc.
- The Peterson Companies
- Pulte Homes
- Richard F. Kline, Inc.
- Shirley Contracting Co.
- Singleton Electric Co., Inc.
- Tidewater Construction Corp.
- Truland Corp.
- Turner Construction Co.
- William A. Hazel, Inc.
- W. M. Schlosser Co., Inc.
- Whiting-Turner Construction
- Yonkers Contracting Co., Inc.

Misc.

- Israeli Embassy



Tallest Building in Virginia; Virginia Beach