

# SMC NEWSLINE

Fall 06/ Winter 07

"Before God we are all equally wise - and equally foolish." ~ Albert Einstein

SMITH-MIDLAND Corporation

## **SLENDERWALL® Chosen for Tallest Building in Virginia Project**



*Westin Luxury Hotel & Residences Rendering,  
Virginia Beach, VA*

*SLENDERWALL®* is chosen in the construction of The Westin Hotel & Residences at the Virginia Beach Town Center. The contract awarded to SMC is valued at more than \$3 million and features 420 exterior panels with 84,300 square feet of panel area. The more than \$80 million tower will be the tallest building in the state of Virginia at 525 feet. The 903,000 square-foot project will be a major anchor of the Virginia Beach Town Center, which is being developed and constructed by Armada Hoffer Co. The 38-story mixed-use building will feature 41,000 square feet of retail space on the first floor, five parking levels, a 236-room Westin hotel with 25,000 square feet of conference space and the Westin Virginia Beach Residences, upscale condominiums encompassing the building's top 21 floors.

"The owner chose *SLENDERWALL®* because he wanted a maintenance free exterior for such a tall building," said Ashley Smith, VP of Sales and Marketing. "This is especially important so close to the coast where the salt-water environment and the potential for high winds are key considerations." Production began on the project in April 2006. Panel installation is scheduled to be completed in February 2007, with completion of the building scheduled for early 2007.

## **SMC Signs Largest J-J Hooks Contract in History of the Company**

Smith-Midland is involved in a major Maryland Transportation Authority project at the I-95/I-695 interchange near Baltimore. SMC will provide 35,000 linear feet of J-J Hooks® barrier, a contract worth over \$1 million. The project will construct express toll lanes to be known as "hot lanes," to facilitate traffic movement at the I-95/I-695 interchange. The total cost of the project, which is a Wagman/Corman/McLean joint venture, is estimated to be more than \$200 million. Production of the barrier has begun at SMC's plant and installation will begin in January 2007. SMC will produce 3,000 linear feet of barrier per week and deliver up to 4,000 linear feet per day. SMC has produced highway barrier for Wagman Construction for use in previous projects.





*Casey Turner, Sue Uhrich & Carl Carter*

## **SMC Supports Warrenton Jaycees Toys for Children**

SMC adopted a family of two children and one parent. **Casey Turner, Carl Carter** and **Susan Uhrich** organized the Company's holiday event. Employees donated many presents which included toys for the children and household items for the family. The presents were delivered to the Jaycee's temporary gift drop-off location in Bealeton on Dec 12th. SMC is grateful to be able to participate in such a worthwhile project.

## **Beach Prisms™ Reintroduced**

Beach Prisms™, a shoreline protection product, were reintroduced last summer through an advertising campaign in Chesapeake Bay Magazine and at the U.S. Sailboat Show, Oct 5-9, 2006 and the U.S. Powerboat Show, Oct 12-15, 2006 in Annapolis, MD. SMC cast a special Beach Prism™ (half the typical weight of 10,000 lbs.) due to weight restrictions. Along with photographic panels of Beach Prisms™ installations in the Chesapeake Bay Region, the half sized Beach Prism™ demonstrated the quality of the product.

Visitors to our booth mentioned seeing the advertisements in the Chesapeake Bay Magazine and were interested to see a Beach Prism™ up close. We learned that a significant number of home owners had suffered waterfront damage during Hurricane Isabel in 2003, Tropical Storm Ernesto in early Sept 2006 or the Oct 2006 northeaster and led to a sizeable interest from homeowners. Our half-sized Beach Prism™ will again be on display at the Washington Boat Show at the D.C. Convention Center, Feb 15-19, 2007.

## **SMC Hosts ESI Building Producers Seminar**

*... Virginia Hospitality Demonstrated in All Her Glory*

When the location was chosen for the 2006 Easi-Set Building Producers Seminar at the Dulles-North Embassy Suites Hotel in October, Smith-Midland made wonderful plans as the Host for the event. Not only was the Plant Tour and Facility Visit a shining success, but a newly-manufactured Easi-Set pitched-roof building was on display for the 27 licensee attendants to examine first-hand.

All the hard work had to be capped off with something that epitomized an Only in Virginia experience. SMC chose the Fall International Gold Cup Steeplechase Races at Great Meadow. And it captured Virginia hospitality in all her glory... perfect Virginia countryside setting, entertaining event, beautiful weather, fantastic food, great people, stimulating conversations ... a perfect ending to an excellent Seminar.



*Gold Cup Steeplechase Races, Great Meadow*

## **SMC Wins Two ESI Building Producer Awards**

Smith-Midland garnered two building producer awards at the Easi-Set Building Producers seminar. SMC won its awards for posting the highest sales volume of Easi-Set® buildings and the greatest number of the company's Easi-Span® buildings sold. By the end of 2006, Smith-Midland is projected to have sold nearly 30 Easi-Span® buildings and will approach \$2,000,000 in total building sales.



*Wayne Smith and Matthew Smith Accept Building Awards*



Casey Turner, Anne Smith, & Estelle McClinton,  
March of Dimes Walk, Culpeper

## SMC Associates Walk for Needy

SMC associates, **Anne Smith, Casey Turner** and **Estelle McClinton** participated in the March of Dimes WalkAmerica 2006 at Yowell Meadow Park in Culpeper, Oct 1. The SMC team raised a total of \$370 for research to help the campaign, whose aim is to reduce premature birth by supporting research and by educating the public and health care providers.

It was Smith's third walk for a charity within two days. "I walked a total of 12 miles that weekend," Anne said. On Saturday Sept. 30, she had participated in a walk at her church benefiting Church World Service which helps feed the hungry around the world. Then Saturday evening she participated in the Leukemia Walk in Manassas because her late ex-husband had died of the disease. Anne said she was glad she decided to participate in the third walk. "I thought my little bit could help find a cure," she said. She later participated in a "Feed the Homeless" walk on Nov 18th.

## Smith-Carolina Expands Production Capability

Smith-Carolina just recently installed a split cement silo, which has tripled the capability of cement storage. The partitioned silo also means Smith-Carolina can now store 3 different types of cement.

Also in the works, Smith-Carolina is in the process of purchasing four plus acres of land adjacent to the property that will double their storage capabilities.



## SMC Launches New Web sites

Smith-Midland has recently launched three new web sites, [www.jjhooks.com](http://www.jjhooks.com), [www.slenderwall.com](http://www.slenderwall.com), and [www.precastbuildings.com](http://www.precastbuildings.com). Originally these product lines were contained within the product pages of the Smith-Midland and Easi-Set web sites. Now the SMC and ESI sites will link into the new web sites from their respective product pages. The purpose of the sites is to allow the individual product lines to generate more interest on the internet and to have one source for more in-depth product information. ESI licensees can link into them from their own sites as well.

The Smith-Midland web site has also been redesigned and was launched in early January. Also in the works, the ESI web site is being redesigned and updated. The objective is to make these sites more user friendly, update information and to brand them in the style of the new web sites.



New SlenderWall  
Web site

New J-J Hooks  
Web site



New Smith  
Midland Web site



New Precast  
Buildings Web site



## The SMC Christmas Party...

... was held on Friday, Dec 22nd in the Maintenance Shop. A good time was had by all! There was live music, great food (thank you Nicole!), and a raffle. The prizes raffled off were a 5CD Changer Boom Box, an MP3 Player and a Digital Camera. In addition to those 3 gifts, we raffled off 12 beautiful Poinsettias.



## Guy Handles Acquisition of Columbia

**Guy Schuch**, VP & Executive Assistant to Chairman of the Board, **Rodney Smith**, is currently handling SMC's acquisition of the South Carolina plant, Columbia Caststone. **Lawrence Crews** and his team, **Rick Groves** of Easi-Set, **Shawn Newgard**, SMC QC Manager and many others pitched in to make this work. Guy spends approximately every other week in Columbia overseeing the management & operations of the plant as well as many different aspects of the acquisition.



*Columbia Caststone Office, Columbia, SC*

## Estelle Elected Board Member of SHRM

On Dec 13th, **Estelle McClinton** along with other HR Professionals from various local company's, was elected Board Member for 2007 serving the Fauquier Chapter. The Society for Human Resource Management (SHRM) serves the needs of the human resource management professional by providing the most essential and comprehensive set of resources available. The Fauquier Chapter meets monthly at Legends in Warrenton to discuss a variety of HR Related Topics.



## New Chief Operating Officer!



**Bill Clayton** has joined SMC as interim COO/President. Bill was President of High Concrete for 30 yrs, recognized as one of the premier, best managed precasters in the US. Bill plans to work with us until our nationwide search for a permanent COO/President is successfully concluded.

## New Position for Smith Midland!

**Michael Stahr** joined SMC on Dec 4th as the new Manager of the Batch Plants. Michael has been the Plant Manager at American Concrete Products where he worked for over 20 yrs, and we feel fortunate having Michael on the SMC team!



| New Associates        |          |                         |
|-----------------------|----------|-------------------------|
| Name                  | Date     | Position / Dept         |
| Mohammad Aslam Adhami | 9/5/06   | Project Coordinator     |
| Shawn Newgard         | 9/11/06  | Quality Control Manager |
| Kevin Culbertson      | 11/1/06  | Project Manager         |
| William R Whitmer     | 11/6/06  | Crane Operator          |
| Christine Tucker      | 11/13/06 | Admin Accounting        |
| Rodney Calloway       | 11/14/06 | Steel Shop              |
| Mark Kuhn             | 11/27/06 | Building Assembly Supv. |
| Keith Knight          | 11/29/06 | Form Carpenter          |
| Ricardo Chavez        | 12/12/06 | Welder                  |
| Pattie McGuines       | 12/11/06 | Shipping Asst           |
| Randy Jones           | 12/11/06 | Maintenance             |
| Juan Lujan            | 12/20/06 | Steel Shop              |
| Gelacio Garcia        | 12/20/06 | Steel Shop              |

## Free Flu Shots for SMC Associates

On Tuesday, Dec 19th, 9 am – 1 pm, a representative from Fauquier Medical Associates in Bealeton provided SMC with Influenza Vaccines. It was a great success with fifty SMC and Temporary associates receiving flu shots free of charge.

