

# SMC NEWSLINE

WINTER 2011-2012

SMITH-MIDLAND® CORPORATION

*"To listen well is as powerful a means of communication and influence as to talk well." - John Marshall*

## The largest Slenderwall job in Smith-Midland's long history



SMC is pleased to report it is supplying its **Slenderwall architectural precast panel system** as the exterior cladding for a project called "The Alexander." The Alexander is located on

the Hudson River in Edgewater, New Jersey. Many of you are directly involved with this project which is for a nine-story apartment building designed to replicate the architecture of New York City's 1940-1950's era Park Avenue.

The project awarded to SMC is valued at more than \$4 million dollars and features 1,024 LEED friendly exterior panels which will be a combination of **Slenderwall** and traditional architectural precast panels totaling approximately 99,579 square feet. The panels are being produced with a buff color with an acid etched finish. They also contain such



historical details such as cornices, reveals and bull noses.

Production of the **Slenderwall** panels started in September 2011 and delivery is scheduled to begin in August 2012.

## SMC awarded GSA Schedule for precast concrete buildings

### Smith-Midland Corporation

announced on November 1, 2011 that the U.S. General Services Administration's Federal Acquisition Service awarded SMC a Multiple Award Schedule contract under Schedule 56, which addresses precast concrete **Easi-Set, Easi-Span** and **restroom buildings**.



With this new GSA schedule, government customers will have direct access to SMC's precast concrete buildings which are pre-engineered, virtually maintenance free, secure and can be installed within hours instead of weeks that traditional constructed buildings would take. "SMC's presence on the GSA schedule will allow more government agencies to take advantage of our precast concrete buildings," said **Matthew Smith, SMC's Vice President of Sales and Marketing**. "SMC has a long history of providing federal agencies with the highest quality precast concrete buildings backed with superior service."



## New panel delivery trailers

In November, **Smith-Midland** took delivery of two new precast concrete panel delivery trailers. Custom designed to our specifications by the Cheetah Chassis Corporation in PA, these super-sized A-frame type trailers will allow us to deliver panels up to 32' in length and 13' - 6" in height. As our customers demand ever larger panels these trailers will allow us to respond to their needs while providing us with additional hauling capacity to support concurrent shipping to several large projects.

# SMC hosts 37th Annual Easi-Set Building Producers Seminar

**E**asi-Set Worldwide recently held their 27th Easi-Set Building Producers Seminar with **Smith-Midland** serving as the Host Company. Producer Owners, Sales Staff and Engineers came to Historical Fredericksburg, VA from all corners of North America from October 27-29, 2011 to gather for this annual seminar. This year's seminar included an expanded Awards ceremony as well as some great sessions covering everything from sales and marketing information to **Easi-Span** installation procedures. Also discussed, were technical updates and the always popular Licensee success stories.

**Smith-Midland** treated everyone to a great lunch and plant tour on Friday, which was widely hailed as the "best ever" by the attendees. Thank you to everyone at SMC who made the



tour a success. Much hard work was done planning, cleaning up, cooking, and being tour guides.



## The first permitted installation of Beach Prisms™ in Virginia

The evening of September 1, 2006 was one that left an indelible impression on the minds of Bob and Chris White. That day Tropical Storm Ernesto roared up the Chesapeake and nearly cut their bay front property located at 270 Ingram Bay in Heathsville, Virginia in half. "I can't believe how powerful the water was," said Mr. White, "Our home office was knocked off its foundation, the pool was full of mud and debris, and the water had risen over our tennis court and was threatening the house." Subsequent storms have continued to wreak havoc and do additional damage.

The Whites have tried several solutions to solve their problems: bulkheads; stone revetments and five wooden groins. None of these options did much to quell the ongoing erosion. Over four years ago the Whites came across a promising solution after many hours of searching the internet; **Beach Prisms**. Mr. White was drawn to the shape of its parabolic curve, a structure he was familiar with from his years of working with blast technology and hydrodynamics. He knew the design would have a good chance of deflecting the destructive forces of wave action.

Several years of working through the permitting process

led the White's and **Smith-Midland** to a final approval meeting in front of the Virginia Marine Resources Commission (VMRC), on the morning of August 23, 2011 in Newport News. John Klein, a consulting coastal engineer working with SMC, presented statistical data to the VMRC representing 20 years of **Beach Prism** installations and testing. The board voted 11-0 in favor of the permit.

The installation at the Whites began early in the morning of Saturday, October 1st. Tractor trailers traveling from the SMC plant transferred the **Beach Prisms** in five loads to a waiting barge. Omega Protein in Reedville, VA provided free use of their dock facilities. The full installation consisted of 22 pieces of **Beach Prism** (4'x4'x10') with 6 inch spacing for a total of approximately 230 feet of protection. Each piece of **Beach Prism** was placed parallel to the beach in approximately 1 foot of water at low tide. Installation was completed by Sunday afternoon the 2nd. The Whites hope that this will finally give them some relief from storm damage and either slow the rate of erosion, stop erosion or reverse the erosion by replenishing sand in front of and behind the Prisms.

## Project Highlights



### USALSA installed in 14 days

In April of this year, **Smith-Midland** completed a **Slenderwall** project for the U.S. Army Legal Service Agency Administrative Offices at Fort Belvoir, Virginia. This project for the U.S. Army Corps of Engineers was designed to accommodate a 4-story U.S. Army Legal Service Agency Administration Building and the U.S. Army Legal Services and Army Audit Agency, as well as a 2-story adjacent Courtroom Building.

The project incorporated 33,388 s.f. of the **Slenderwall® Architectural Precast Wall System**. The facility was designed to be a multi-story command headquarters building and achieved a LEED Silver Certification and hopefully LEED Gold Certification. On another note, this project was our first building designed to meet the Department of Homeland Security and the Department of Defense anti-terrorism force security blast criteria for the construction of all new government buildings. The project was installed in a record 14 days!



### Camp Lejeune Mock Village

Another notable project was our mock Afghan village project for the Military Infantry Immersion Training Village at Camp Lejeune, NC. **SMC** installed 23 prefabricated buildings including a Sheik's home, school, police station, stores, café, gas station, medical clinic, along with residential buildings and offices.

There were two innovative aspects to this project. First, the village was installed inside of an existing warehouse built in the 1940's. This required the use of a special "low overhead" forklift with a custom built lifting beam during installation of the panels inside of the warehouse to allow the equipment to set the panels without interfering with the ceiling and mechanical equipment. In addition, the panels had to be set at an angle onto a custom built trailer so they could fit through an existing garage door.

Secondly, the customer wanted the "mock village" as realistic as possible. The precast concrete building and courtyard walls added to the "real-life" training because they achieved the appearance of adobe "mud huts" by using an earth-toned pigment and a custom formliner.

## Continuous Improvement - Project Updates

**O**ur Continuous Improvement efforts have remained focused on the Steel Shop. These efforts have seen big improvements in the cleanliness, organization and flow of work within the Steel Shop. These improvements have seen results in their ongoing safety performance which has surpassed the Steel Shop's previous safety record. The current safety record is an outstanding turn around.

We also want to recognize others that are driving continuous improvement without waiting for instructions. The Sales Department has made the sales order process more visible. Accounting worked on this process as well following Engineering's lead in visualization of the process. QC continues to be a leader in continuous improvement with further process standardization and visual controls.

**Chris Kemp** shared, "Our efforts have been noticed by people from other companies." We conducted our first



lean tour with Annandale Millwork, and received many positive comments about our motivated workforce and the organization of the plant during the Easi-Set Conference tour. We still have a great deal to work on, but it is good to get some perspective of the efforts which have made things better. Every one of us needs to work to make this the best company it can be. Thank you for your continuing support!

## SMC sponsors flu shot clinic

On October 12, 2011 SMC held its annual flu shot clinic as part of our ongoing wellness program. All company employees were offered onsite, no cost flu vaccinations.

Forty-five participants rolled up their sleeves to join in on the fun! Employees also had the opportunity to take a seat in our President's office, **Ashley Smith**, which he so graciously offered to the flu shot clinic medical staff and participants. Best of health to everyone in the New Year!



## Annual SMC Family Picnic: A Carnival of Fun!

On Saturday, August 13th, **Smith-Midland** associates and their families gathered together at C.M. Crockett Park to participate in this annual event. The 38th celebration of the Annual Family Picnic opened onto a beautifully cool summer day. A slight cloud cover and a few occasional drips did not hold back the fun!



As the morning setup team bustled about, the various vendors arrived to begin their own setup preparations. The children's Moon Bounce, Joust and Bungee, were provided by Inflatable Jump Rentals of Fredericksburg, VA, and Coldstone Creamery of Warrenton, VA, were welcome additions to the annual event.

The food was terrific! Steaks, burgers, chicken, and hot dogs were served hot off the grill. There were also many delicious side dishes to everyone's delight. Contests, prizes, moon bounces, and a clown also entertained the younger attendees. Coldstone sundaes were a huge hit and they kept busy until the final hour serving an assortment of ice creams and toppings to young and old alike.

Many attendees busied themselves with volleyball games, strolls through the park, the children's playground and taking in the views of the lakeside. As always, a favorite activity was the small gatherings of associates catching up to trade stories of mutual interest, update one another on family news, and the simple enjoyment of each other's company. The picnic seemed like a wonderful family reunion; a benefit

of working with such as close-knit company.

Many thanks go out to those who helped with our setup, cleanup and support throughout the day. The success of our event was truly a group effort, and many more lent a hand "here and there" throughout the day.

Our 'Official Photographer', **Jerry Hermanson**, provided a delightful portfolio of photographs from the picnic which can be viewed at \\Smcorp\home\Pictures\Smith-Midland Special Events\SMC Picnic 2011. Thank you, Jerry for taking the time and care to do such a wonderful job!



Safety award winners were also announced and awarded with special safety glasses under the pavilion. **Finishing Crew winners: Buster Johnson; Carlos Martinez Chicas; Jose Mejia Gerezano; Luis Nativi; Steven Kirchman; Carlos Cruz. Maintenance department winners: Joesph Holmes; Kareem Mohammed; Stephen O'Byrne; Oscar Urquilla; Robin Robinson.**

And lest we not forget, where would our picnic be without the inestimable talents of our "Grill Guys Extraordinaire?" "Hats Off!" to **Rudi, JR, and Hawk** for a fantastic job on the grills.

