

SMC NEWSLINE

SUMMER 2014

SMITH-MIDLAND® CORPORATION

"Improvement usually means doing something that we have never done before." - Shigeo Shingo

Smith-Midland wins multiple honors at NPCA Cup Awards

Smith-Midland earned first place honors in the annual **Creative Use of Precast (CUP) Awards** competition and the **Sustainability Awards** competition, both sponsored by the **National Precast Concrete Association (NPCA)**. The awards were presented to the company at The Precast Show 2014 on February 13 in Houston.

Smith-Midland's first place CUP Award was earned for work on **The Alexander**, a nine-story apartment complex in **Edgewater, N.J.** Tasked with replicating the architecture of New York City's Park Avenue circa 1945, the company manufactured precast concrete wall cladding with historical details such as granite finishes, cornices, reveals and bull noses. Each of the panels for the building was manufactured with a buff color and acid etched finish. The project featured 1,024 LEED-friendly exterior panels, combining **Easi-Set® Worldwide** licensed proprietary **SlenderWall®** precast concrete and steel-stud building panels with traditional architectural precast totaling nearly 100,000 square feet. Thanks to the design of the panels, the building facade will remain virtually maintenance free for many years to come.



Brent Dezember, Chairman NPCA (left) and Gilbert Flores, General Partner with Tricon Precast Limited (right) present 1st place CUP award to Smith-Midland President Ashley Smith

take place without the removal of the old fascia. The benefits of **SlenderWall** will also help the project to be certified under **Baltimore City's Green Stars program**, which is equivalent to **LEED Silver** certification.



The Alexander, Edgewater, NJ

The company also earned first place in the project category of NPCA's Sustainability Awards. After decades of wear, the hand-laid brick envelope of the nine-story **Nelson Harvey** facility on the **Johns Hopkins** Medical Campus in **Baltimore** began failing. The architects needed a solution that met two criteria: one, a system lightweight enough to prevent any need for additional superstructure or foundation costs; and two, that the facility would be able to stay operational during the exterior renovation. The **Easi-Set® SlenderWall®** system met both requirements. Its 28 lbs. per square foot specification and unique composite construction allowed for the re-cladding to



Johns Hopkins Harvey-Nelson Building re-cladding project

In addition to the two top prizes, honorable mentions were also garnered in the underground category for the **Borough of Ocean Gate New Jersey Beach Prisms** erosion control project and in the above ground category for the fifteen **Easi-Set Restroom Building Project** for the **Army Corp. of Engineers, Lake Wappapello Lake Recreation Area** in **Missouri**.

Smith-Midland says farewell to two long-term contributors



Curtis Robinson thanks Dave for his friendship and service

Bid a sad farewell to a leader, mentor, warrior and friend. A true “son of SMC”, **David Holtz** retired in March 2014 after ushering **SMC’s Quality Control Department** into the “**age of Lean**”. Through tireless efforts, and cunning diplomacy he was able to help SMC reach a high level of excellence in Quality. David was a nimble and effective leader, always willing to lead by example. While at SMC he initiated standard work, implemented 5S and helped re-write the Quality System Manual. David was also an extremely adept and effective coach, most revered by his beloved technicians and those of us fortunate enough to work with him. Ever the optimist, David’s ability to stay cool under pressure and creative problem-solving methods were the stuff of legend - and heralded both far and near. David’s in-depth precast savvy also helped SMC turn out some of the most awe-inspiring projects in its history, with projects that included stadiums, bunkers, museums, zoos, office buildings, hospitals and more. David will be missed by us all!

Jimmy Dean retired!! Well almost. Jimmy started working at SMC in 1985 as **VP of Operations**. He left us for almost six years and returned in 2000 to head up engineering and project management, then added scheduling to his duties. Jimmy again served as VP of Operations in 2012. His extensive experience in the precast industry and drive to meet our customers schedules have been valuable to our continued success over the years. Even after his “retirement”, Jimmy continues to work part time in project management, scheduling, and special projects. We appreciate Jimmy’s loyalty to SMC and everyone that works here. Hopefully Jimmy can also spend time golfing, following Virginia Tech sports, and relaxing with his wife, Pat.



Ashley Smith presents Jimmy with his service award

SMC repeats Gold Status in ABC Safety Award program



Associated Builders and Contractors, Inc. (ABC) has awarded **Smith-Midland Corporation** with the prestigious **Gold Level of Achievement Safety Training and Evaluation Process (STEP) Award** for the second year in a row. The STEP Award recognizes companies for their meritorious safety performance in a given year. The award winners are determined using safety factor calculations that incorporate data from **Occupational Health and Safety Administration (OSHA)** reports and require companies to have extensive programs covering personnel training, on-the-job performance, documentation and evaluations. Each year, over 2,000 contractors of various sizes participate in the STEP program. The awards are based on 20 key elements of a contractor’s safety program that includes safety policies, employee commitment and training, as well as management commitment and budgeting.

Special luncheon held to celebrate year with no lost time accidents

This spring, all of **Smith-Midland’s** employees were treated to a special BBQ cookout luncheon to celebrate everyone’s outstanding effort in continuing our drive to a perfect safety record. Worker safety is one of the core defining principals of **Smith-Midland’s** approach to good business practices. **Andy East** presented a detailed explanation of our accomplishments and improvements over the last three years. With everyone’s help we were able to achieve a record of only five minor recordable accidents during 2013, resulting in 0 lost work days. Our average safety statistics are approximately half of the recognized **OSHA** averages for our industry. Our continued diligence keeps us in good standing with customers who require above average safety records as a prerequisite for doing business. Big congratulations to everyone. Continue to work smart and be safe!



Andy East relays the details of our safety record.

Recent Smith-Midland Projects



Dulles Connector Road
McLean, VA
SoftSound
Sound Wall

B63 Dulles Sound Wall

Smith-Midland was honored to have been chosen as the precast is supplying for this Dulles Connector Road project, which is positioned between I-495 and I-66 in Fairfax County, VA. SMC is supplying 277,000 square feet of sound wall with SoftSound and 8,800 square feet of Retaining Wall. This project is located on a highly traveled road amid sensitive neighborhoods. The Lane Construction Corporation is the contractor and VDOT is the owner.



Ocean Gate, NJ

Ocean Gate, NJ Beach Prisms

The residents of Ocean Gate, NJ welcomed the installation of 35 Beach Prisms erosion control barriers as a first phase of protection against further damage as received from Superstorm Sandy. The Army Corp. of Engineers permitted the project, and along with other governmental agencies, will monitor the long-term success of the installation with an eye to the use of Beach Prisms as a wide-spread solution. This is the first installation in New Jersey.



Hauppauge



State Police Range

Hauppauge Office Park

Hauppauge Office Park is a 270,000 square foot, class A office complex in Long Island, NY. The building was built by J. Petrocelli Contracting, Inc. This project consists of 20,000 square feet of SlenderWall panels with white concrete and a medium sandblast finish, which was chosen to match other buildings in the immediate area.

State Police Buildings/Range Tower

SMC was awarded this project by Southwood Building Systems to furnish, deliver, and install (2) 20'x24' restroom buildings, (4) 12'x20' buildings that serve as observation towers, and (104) sound baffle panels for the Virginia State Police Shooting Range. The ADA compliant structures are two-sided with two stalls and a sink per side. The observation towers are unique because half of the building is elevated and supported on pedestals, so officers can view candidates' progress while training.

Navy Stadium Phase II

Navy-Marine Corps Memorial Stadium is an outdoor athletic stadium near the campus of the U.S. Naval Academy in Annapolis, Maryland. In 2010 the stadium underwent a major renovation and is now undergoing its second phase. Smith-Midland is pleased to be selected again by Structure Tone, Inc. to supply approximately 6,000 square feet of architectural precast panels.

Fort AP Hill Restrooms

The Army wanted to demo existing structures and replace them with (17) prefabricated restroom buildings. Valued at over \$700,000, American Water Operations and Maintenance, Inc. chose Smith-Midland due to our proven record of high product quality, excellent customer service, and prime geographical location.

Standardized Lean Training Introduced

Smith-Midland Leadership is committed to transforming the company into a lean thinking organization bringing value to our customers by driving out waste at all levels, improving safety and quality, and at the same time making the work easier, better, faster, and cheaper. To ensure everyone has a basic understanding of **Lean Thinking**, nine two-hour training sessions were recently held company wide discussing the **seven deadly wastes**, the importance of **5S**, and **continuous improvement**. The training sessions included class room lectures, videos, and simulations. In the future all new employees will be scheduled to go through the basic Lean training.



Today many areas around the company are rolling out 5S procedures and finding ways to eliminate waste through the use of **Kanbans***, **mapping value streams**, and the development of **Total Productive maintenance systems**.

Continuing Smith-Midland's journey towards operational excellence by applying **Lean principles**, **Bruce Hamilton** with the **Greater Boston Manufacturing Partnership** spent two days working with members of the SMC team on developing **Standardized Work**. Bruce spent time discussing the various types of waste including overproduction, excess transportation and scrap that have a negative impact on quality and the company's bottom line. The participants discussed the importance of continuous improvement, referred to as **Kaizen****, for every person, every day. They also had the opportunity to make observations on the shop floor, conduct time studies, and make suggestions to make work safer, easier, better, and cheaper.



Leading Lean Operations Manager joins the team

To further our commitment to streamlining production and inventory management procedures through Lean manufacturing philosophies, **Smith-Midland Corporation** has recruited **Mark Loscudo** as **VP of Operations**.

“**Smith-Midland** has begun its **LEAN** journey based upon the success of the **Toyota Production System**,” says **Smith-Midland’s President, Ashley Smith**. “The reason for becoming **LEAN** is to benefit our clients by providing the highest quality products and services at the lowest cost and in the shortest time and safest manner.”

Mr. Loscudo is an accomplished Lean operations thinker who has led several Lean transformation efforts. Graduating from **Kent State University** with a B.B.A. in Finance and Economics, Mark went on to finish his education by earning a MBA from the **University of Toledo**. His efforts came full

circle when he taught Lean principals as an adjunct professor at both the **University of Cincinnati** and the **University of Tennessee**.

During a career spanning 25+ years, Mark has served as the **Division and Plant Manager** for Tier 1 automotive supplier **Faurecia Exhaust**. His Lean efforts there resulted in significant reductions in operating costs, improvements in quality and on-time delivery. The past four years were spent transforming the operations of **Steinhauser, Inc.** in Newport, KY. Implementing Lean principles within this printing and packaging systems manufacturer led to significant improvements in productivity, quality, and bottom line results.

“Mark comes to us,” says Ashley, “with experience serving as a Shingo examiner with the **Shingo Institute**, reviewing the efforts of Lean manufacturing organizations across North America. We are excited to put this expertise in recognizing successful practices together with his skill in implementing Lean principals in order to drive our manufacturing and profitability to world class standards.”

SMC Virginia receives NPCA plant certification

Smith-Midland was one of the first **NPCA certified plants** over 25 years ago. SMC switched in 2000 to PCI plant certification which had been recognized by many architects. Recently, the **NPCA plant certification** received accreditation by **ANSI** and has been required by 43 state DOTs nationwide. Because of the 3rd party accreditation by **ANSI**, as well as the similarities in quality of both programs, SMC chose to return to the **NPCA plant certification** program. We expect our customers to be pleased with this change because of **ANSI’s** involvement with **NPCA**.



We aim to please

“**Smith-Midland** did a fantastic job on this project. It was professional, first class, and looks great. Your firm was cooperative, handled the changes with utmost care and responded very quickly as things arose. I hope to do business again soon.”

Best regards, **Richard Knight**
Shaw Construction Corporation



Welcome New Associates

- Alan Pritchard**, QC Manager
- Mark Loscudo**, VP of Operations
- Jose Moctezuma**, Building Assembly Crew
- Nathaniel Oliver**, Concrete Safety Systems Manager
- Byron Johnson**, Architectural Plant
- Toni Lightfoot**, Executive Assistant
- Chris Grogan**, Business Development Manager
- William Haun**, Steel Shop
- Gregory Natvig**, Easi-Set National Sales & Mktg. Mgr.
- Jose Carbajal**, Architectural Form Carpenter

Smith-Midland Annual Picnic

SAVE THE DATE! - AUGUST 23RD

The **SMC Annual Picnic** is coming up! Mark your calendars and invite your family. The picnic will be held at **C.M. Crockett Park** on Saturday, August 23, 2014 from 11:00am - 4:00pm. (Rain date-Sept. 6). There will be volleyball, horseshoes, paddle boats, children’s games and a whole lot more!



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