



RODNEY I. SMITH

Rodney I. Smith, a native of Fauquier County, Virginia, co-founded Smith-Cattleguard Company with his father in Midland, Virginia in 1960. Capitalizing on the swift success of a line of precast concrete farm products, the company soon expanded its markets with the introduction of underground utility products, highway safety barrier, utility buildings and soundwall. These products were patented and equally successful.

In 1985, to reflect the diversity of products, the company name was changed to Smith-Midland Corporation. In 1995 the company was listed on NASDAQ.

Slenderwall™, Smith-Midland's latest innovation, is a lightweight precast concrete exterior wall panel system that is changing the way that the construction industry designs and builds commercial high-rise buildings.

Mr. Smith's entrepreneurial flair is reflected in several other companies he founded, both related to the precast concrete industry and in other business areas. Concrete Safety Systems was the first company formed for the sole purpose of leasing precast concrete highway safety barrier to contractors and state highway departments throughout the Mideastern U.S. In 1978 he formed Easi-Set Industries, the first full-service licensing company for the precast industry. More than 30 Easi-Set licensees in the U.S., Canadian and European markets, manufacture and sell the proven products that have been established by Smith-Midland Corporation. Midland Advertising, Inc., t/a Ad Ventures, and Mr. Smith also founded Hometown Properties, a real estate company.

In recognition of Mr. Smith's success as a manufacturer whose products have achieved the distinction of becoming the accepted standard for the industry, he was named Virginia's *Small Business Person of the Year*. He is a member of the Precast/Prestressed Concrete Institute (PCI), the American Concrete Institute (ACI) and is a Past-President of the National Precast Concrete Association (NPCA). He serves on the Board of Trustees of Bridgewater College, Bridgewater, VA and is active in several local civic and charitable organizations.



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