



Smith Management Group

“A business, engineering & IT consulting firm.”

Lexington, Kentucky

Louisville, Kentucky

Nashville, Tennessee

Phone: (859)231-8936 Fax: (859)231-8997

Email: scotts@smithmanage.com

www.smithmanage.com

STRENGTHS & CAPABILITIES

MANAGEMENT CONSULTING

**STRATEGIC EHS CONSULTING - MERGERS, ACQUISITIONS,
DIVESTITURES, PROPERTY TRANSFERS, DUE DILIGENCE**

ISO 14000 - ENVIRONMENTAL MANAGEMENT SYSTEMS

MANUFACTURING PROCESS SUPPORT AND DEVELOPMENT

SAFETY, HEALTH, INDUSTRIAL HYGIENE AND ERGONOMICS

ENVIRONMENTAL PERMITTING, MANAGEMENT AND SERVICES

AIR SERVICES (STRATEGIC PLANNING, ENGINEERING, PERMITTING)

GEOTECHNICAL AND ENVIRONMENTAL ENGINEERING

INFORMATION TECHNOLOGY AND SOLUTIONS DEVELOPMENT

GIS - GEOGRAPHIC INFORMATION SYSTEMS

AUTHORIZED AXIUM DEALER AND CONSULTANT



Smith Management Group

Lexington, Kentucky

Louisville, Kentucky

Nashville, Tennessee

www.smithmanage.com

Smith Management Group

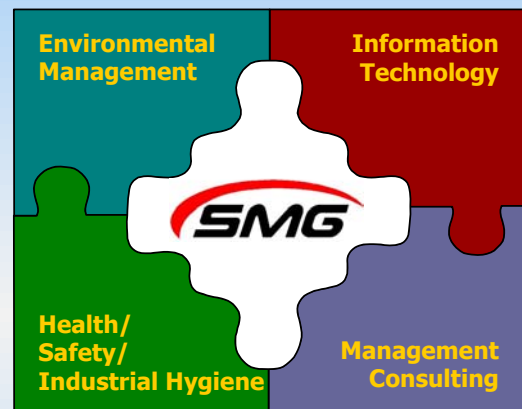


THE COMPANY

Founded in 1989, **Smith Management Group (SMG)** is in the business of helping companies improve their immediate and long term health and stability by offering services in four key strategic areas:

Environmental Management
Health & Safety / Industrial Hygiene
Management Consulting
Information Technology

SMG serves clients on a national and international basis, regularly completing projects throughout the United States, Canada, Mexico, and Central America. Our goal is to provide the highest quality, proactive services in a timely and cost-effective manner.



Smith Management Group is structured and staffed to perform efficiently and effectively for private business and industry. Flexibility in organizational structure and services offered, as well as clarity in communications and reporting, enables us to customize a project/solution team to meet and exceed our client's needs.

SMG's growth strategy involves three critical aspects:

- Developing **Partnerships** with our clients;
- **Responsiveness** to our client's current and ongoing needs;
- Pursuing **Continuous Improvement** in our work & services.

Smith Management Group focuses on providing high-quality service to our clients throughout their organizations, from corporate officers and directors to operations management and line employees.

Our approach to doing business allows us to maintain the efficiency and responsiveness of a small company, while making available to our clients, the experience and capabilities of professionals at the leading edge of their fields.

Smith Management Group works diligently with our clients through strategic management and creative, sound problem solving. *Our primary focus on the front end of a project is “listening” to learn what our client’s critical business issues are. Then we assemble an appropriate cross-disciplined team from our diverse staff to recommend a strategy based on your specific needs and criteria.*

SMG’s senior staff consists of specialists who have served in corporate management, as well as in senior positions as state or federal regulators (*each with over 10 years of experience in their respective fields*). For example, our staff includes a former Vice President for EH&S for a Fortune 1000 company, the former EH&S Manager for a Fortune 500 electronics manufacturer and the former Senior Environmental Officer of a major coal/minerals conglomerate. Numbered among our staff are also the former Director of a major metropolitan Air Pollution Control District, the former Senior Coordinator for the Kentucky Division of Waste Management, Incinerator Evaluation Group, a former Senior Engineering Coordinator of the Kentucky Division of Water and Air Quality, and a Certified Industrial Hygienist who has served as an OSHA Compliance Officer for two industrial states.

Our experts sport certifications and professional licenses and designations ranging from professional engineer to certified industrial hygienist, from professional geologist to attorney or certified safety professional. The firm is deeply committed to ongoing professional development, as evidenced by routine additions to the list of advanced professional degrees, certifications and professional designations our staff has earned.

Because of the experience of our staff and our consistent work approach and product, **SMG** has developed excellent relationships within the regulatory, corporate and legal communities throughout North America, earning our credibility with decision makers.

Because *WE KNOW* working for industry involves significant assets and the commitment of corporate resources, our services are always provided in the strictest confidence, with a high level of professionalism and within extremely tight time frames. This is the level of commitment that **Smith Management Group** strives for on the behalf of all our clients and will pledge to achieve in working with **YOU**.



MANAGEMENT CONSULTING

Our job is to make your job easier, help you improve your bottom line and make your organization more successful. **SMG** can identify liabilities and costs that can be controlled, help you make good decisions about people, technology, regulatory requirements and getting your product to market. We use our experience in environmental design and compliance, management systems, health and safety, ergonomics, information technology and cost containment to help you improve your company.

How can **Smith Management Group** help you manage your company's EHS business issues? We carefully listen to your business needs and objectives so that critical to quality issues can be addressed.

- ' **Mergers, Acquisitions, Divestitures**
- ' **Management Systems Cost Analysis**
- ' **Business Management Systems:
Design & Implementation**
- ' **New Construction Permitting Services**
- ' **Business Geographics / Solutions**
- ' **Technology Consulting**
- ' **EHS Executive Search**
- ' **Strategic Environmental, Health
and Safety Management**
- ' **Regulatory Interface**
- ' **Market Analysis**
- ' **Quality Systems (Assessment, Design,
Implementation & Management)**



EHS STRATEGIC PLANNING

Relocating, growing, or expanding a business can be a complicated process. What can **Smith Management Group** do to help you speed up an acquisition, divestiture, the regulatory process, community acceptance, or a design for process improvements to help eliminate wastes?

SMG works hard to listen to your critical business needs and also to understand your criteria for successful project completion. What can **SMG** successfully do to help your company improve its bottom line?

- ' **Siting - Facility Placement**
- ' **Environmental Management System Design & Implementation**
- ' **EHS Compliance Reviews and Auditing**
- ' **Pollution Prevention**
- ' **New Construction Permitting Services**
- ' **Environmental Impact Studies (EIS)**
- ' **Process Improvements/Emissions and Waste Reduction**
- ' **ISO 14000 Implementation / Evaluation**
- ' **Brownfields Redevelopment**
- ' **Acquisition Liability Evaluation**
- ' **Clean Air Act - Strategic Planning**
- ' **Cost Assessment and Management**
- ' **Employee Training**

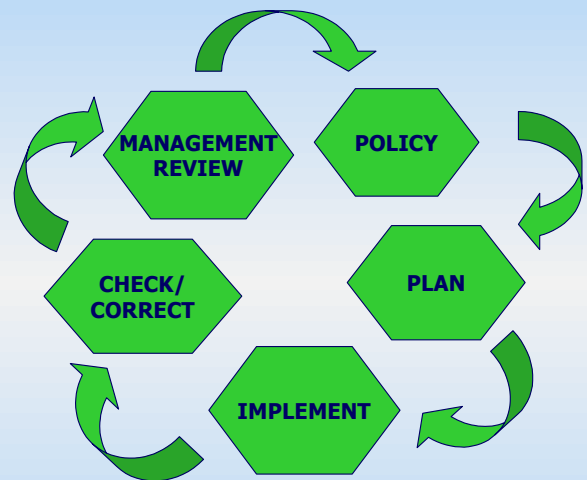


ISO 14001 CAPABILITIES

Today, conformance with the ISO 14001 standard is being required in many industry segments, particularly the automotive sector. A commitment to ISO 14001 is proof that an organization uses an internationally recognized quality-based system for environmental management.

Smith Management Group participated in the ISO 14000 Technical Advisory Group that developed the ISO 14001 International Standard. **SMG** provides consulting and information management services to assist your facility in designing, implementing and maintaining successful Environmental Management Systems. Our services include,

- " Training Top Management and Employees at all levels
- " Performing Baseline Reviews or Gap Analysis of Existing Systems
- " Developing Implementation Plans
- " Identifying Legal Requirements and Determining Facility Compliance
- " Correcting Environmental Noncompliance
- " Assisting in the development and documentation of the EMS
- " Preparing Emergency Management and Response Plans and Training Facility Responders
- " Performing on-site Internal Auditor Training
- " Conducting Internal Audits and Providing Corrective Action Documentation
- " Provide Information Technology Tools to Ensure Continuous Improvement
- " Assist in the Selection of a Registrar



Smith Management Group



ENVIRONMENTAL MANAGEMENT

No matter what your industry is, **Smith Management Group** has expertise that can help. Routinely, **SMG** provides assistance in the following manufacturing and industrial segments among others: automotive, secondary smelting, die casting, metal fabrication, food, lighting, power/energy, printing, aerospace. **SMG** can manage your:

- ' **Environmental Noise**
- ' **Title V Air Permitting**
- ' **RCRA Part A and B Permits**
- ' **Remediation Design/Management/Oversight**
- ' **Wastewater Pre-Treatment**
- ' **Tank Management (AST's and UST's)**
- ' **Asbestos Hazard Assessment, Abatement
Operating and Maintenance Plans**
- ' **U.S. Army Corps of Engineers Permitting**
- ' **Stormwater and Spill Prevention Plans**
- ' **NPDES Permit and Compliance Programs**
- ' **Groundwater Investigations and Remediation**
- ' **Hazardous Waste Management**
- ' **Lagoon Closure and Management**
- ' **Odor Control**
- ' **Training (DOT, HAZWOPER, ISO 14000, RCRA,
SPCC)**
- ' **Landfill Permitting, Design, Construction
Monitoring, Closure**



MANUFACTURING PROCESS SUPPORT AND DEVELOPMENT

Smith Management Group realizes that environmental testing, monitoring, and reporting needs stem from manufacturing processes. **SMG** assists our clients with support in the production process arena. Our goal is to identify the root cause of your manufacturing or environmental issues and then work with you to develop solutions to improve the process, reducing or eliminating your production and environmental problems. **SMG** offers a wide range of Industrial/ Process Engineering services to assist industry with a variety of different needs.

' **Project Management**

- Scope Definition
- Project Planning
- Project Review
- Cost Estimating
- Project Management Coordination

' **Quality Management**

- SOP Development
- Quality Systems Development
- Quality Audits
- Non-Conformance Procedures & Training

' **Safety & Health Support**

- Development of Job Safety Procedures
- Job Safety Analysis
- Safety Audits and Safety Training

' **Risk Management**

- Audits
- Business Continuity Development and Review
- Emergency Procedures Development
- Training

' **Accounting/ Costing Support**

- Bill of Material Development
- Material Usage Calculations
- Production Routing Development
- Capital Appropriation Request Development
- Data Collection.

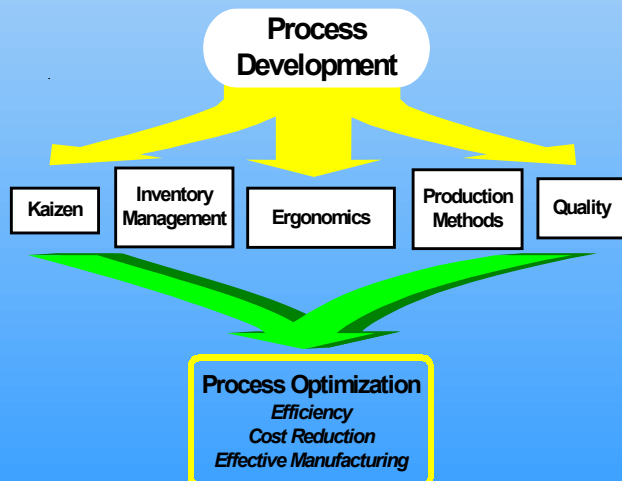
' **General Business**

- Support of manufacturing and operations
- Enterprise Resource Planning (ERP) support

' **Process Development**

- Process Mapping, Definition, Documentation
- Data Collection
- Process Improvement
- Line Balancing
- Production Standard Development or Auditing
- Implementations of Production Methodologies (Just-in-time, Kanban, Minimum Production Quantity, Cellular Manufacturing, Work-In-Process Reduction, Non-Value Added Analysis)

SMG realizes that process issues vary greatly and that your specific needs may not be addressed in this brief overview. Please do not assume that if a service is not listed here, we can not help you. Let us analyze the situation and describe how we would assist you in resolving your production issue.



INDUSTRIAL HYGIENE, SAFETY & HEALTH

Smith Management Group offers a full range of professional industrial hygiene, safety, health and ergonomic services. Our goal is to work with employers to improve or resolve their situation through proactive assistance, with emphasis on reducing liabilities and costs.

Our industrial hygiene and safety professionals carry the highest certifications and registrations and have earned the respect of business managers, governmental officials, and attorneys.

- ' **Health & Safety Compliance Auditing**
- ' **Ergonomics**
- ' **Employee Exposure Monitoring**
- ' **Industrial Hygiene**
- ' **Indoor Air Quality Assessments**
- ' **Noise Control Services**
- ' **Toxicological Hazard Analysis**
- ' **Hearing Conservation**
- ' **Machine Guarding Surveys and Design**
- ' **Health & Safety Program Development**
- ' **Asbestos Hazard Assessment, Abatement**
- ' **OSHA Compliance**
- ' **Epidemiological Studies**
- ' **Litigation Support / Expert Testimony**
- ' **Worker's Compensation Assessments**
- ' **Employee Training**
- ' **Environmental Noise Studies**



Smith Management Group



Smith Management Group possesses exceptional depth and consulting ability in all six elements of the proposed OSHA Ergonomics standard.

Our primary orientation in ergonomics is in the area of industrial engineering, emphasizing the concepts of job redesign and method improvement. The goal of **SMG** is to eliminate stressors which cause Cumulative Trauma Disorders (CTD's) or musculoskeletal injuries resulting in enormous cost savings to clients.

- ' **Ergonomics Management**
- ' **Industrial Engineering**
- ' **Program Development**
- ' **Job Hazard Analysis and Controls**
- ' **MSD Management (Medical)**
- ' **Work Station Design / Redesign**
- ' **Time and Motion Studies**
- ' **Management Training**
- ' **Hazard Information and Reporting**
- ' **Adaptation of Material Handling Equipment**
- ' **Program Analysis and Evaluation**
- ' **Ergonomics Management Systems**
- ' **Process and Facility Evaluation**
- ' **Design of Conveying Equipment**
- ' **Employee Training**
- ' **Office Ergonomics**



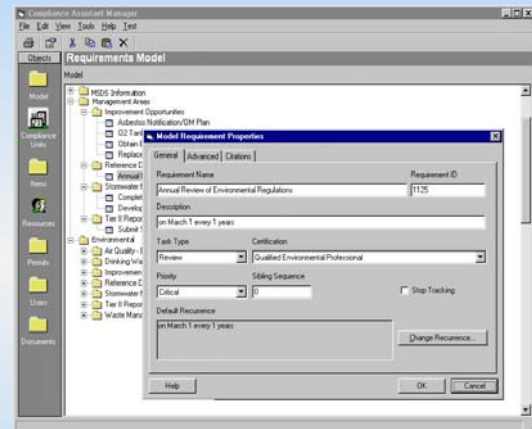
INFORMATION TECHNOLOGY

Smith Management Group's Information Technology Division is in the business of providing corporate and facility level managers customized software applications to manage and improve everyday business, environmental, safety & health compliance tasks.

Smith Management Group combines our understanding of information technology, information systems, and business management with the specifics of your industry and your operation to develop an Information Technology Strategic Plan. The plan focuses on 6 month, 12 month, 3 year and 5 year time frames and defines a strategy to grow and mature your information system along with your business.

Other Selected Information Technology Offerings

- C Classroom and/or Hands-On Training
- C Intranet/Extranet Design, Development & Hosting
- C Web Site Design, Development & Hosting
- Database Design & Administration
- C Helpdesk, Technical Support, User Support
- C IT Project Management
- C Internet/e-Business Strategy Development
- C Customer Relationship Management (CRM)
- C ERP Planning & Implementation



Especially For The EHS Risk Manager

- Network Design and Installation
- C Customized Software Training & Support
- C Systems Maintenance Visits
- C Hardware/Software Needs Evaluation
- C New Software Implementation & Training
- C Information Technology Strategic Planning
- C Environmental Management Systems

You will come across Information Technology/Information Systems needs that may not be specifically addressed in this brief overview. Please do not assume that if it is not listed here, we do not offer that service. Let us describe how we have helped clients with those needs in the past.

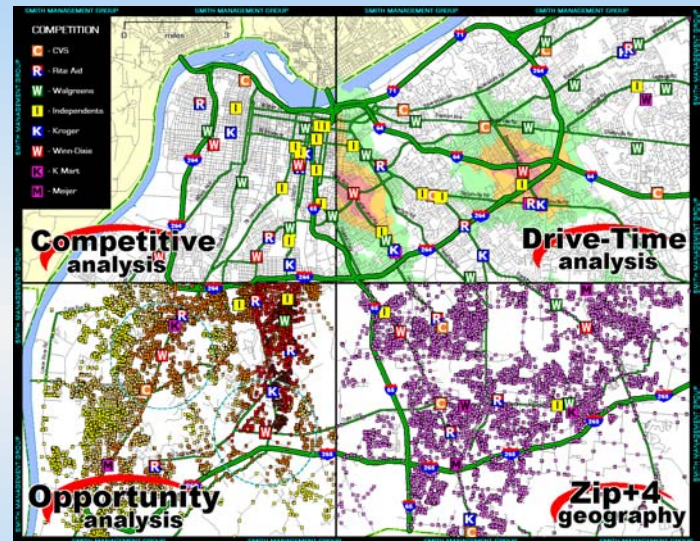
GIS - GEOGRAPHIC INFORMATION SYSTEMS

The quality, speed and accuracy of the information one has defines the difference between making a good decision versus making **THE BEST** decision.

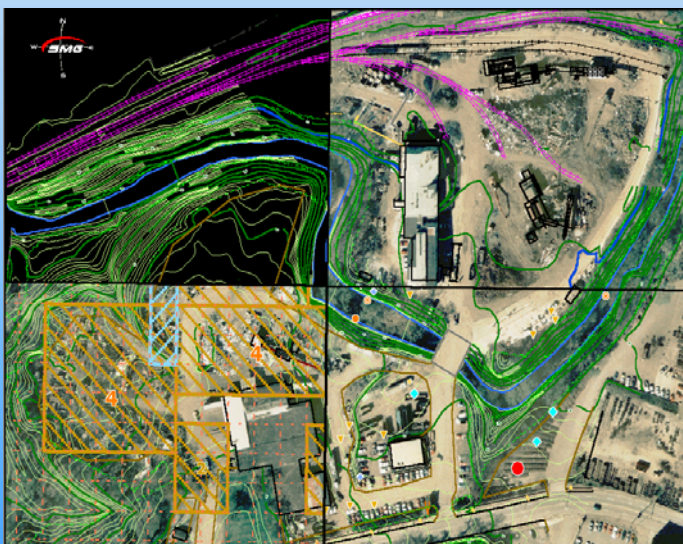
SMG offers a wide range of strategic market development and mapping services. We would be happy to answer any questions about the services listed below and/or any ideas your company might have regarding the custom application of data mapping for market development.

Geographic Business Planning

- / Product Market Analysis/ Location Analysis
- / Infrastructure Planning and Management
- / Identifying Competitive Presence
- / Customer Analysis and Profiling
- / Trade Area Definition and Development
- / Drive-Time Analysis
- / Franchise Sales Valuation and Management
- / Market Area Planning
- / Asset Development and Consolidation
- / Demographic Reports and Mapping
- / Custom Mapping Solutions
- / Cluster / Segmentation Analysis
- / Trade Area Analysis
- / Data Management and Warehousing
- / Locate Established / Potential Customers
- / G.I.S. System Design Implementation
- / G.I.S. Training
- / Market Penetration Analysis



Geographic Information Systems



- / G.I.S. Systems Needs Assessment
- / G.I.S. Systems Design, Implementation
- / Emergency Response Planning
- / Utilities Mapping
- / Municipalities Planning / Mapping
- / Land-use Planning
- / Zoning / Tax Assessment Planning
- / Facility Mapping (air, water, waste)
- / Chemical Storage Mapping
- / Visual Safety Mapping
- / Data Mapping & Management
- / Groundwater Contamination Mapping
- / G.I.S. Applications Training

AIR SERVICE TEAM

The **Smith Management Group Air Service Team** is a group of environmental engineering professionals with over 60 years of air pollution experience.

All of the **SMG Air Service Team** members have wide ranging contacts with industry and regulators at all levels. As a result, we stay in the forefront of the rapidly changing air pollution regulatory field. This allows us to help clients anticipate the impacts of new regulations, decide on the most effective and efficient means of compliance and avoid potential pitfalls.

- ' **Strategic Planning and Regulatory Interface**
- ' **Title V Permitting**
- ' **Maximum Achievable Control Technology Standards (MACT)**
- ' **Compliance Tracking Systems**
- ' **Risk Management Planning (112(r), RMP)**
- ' **Indoor Air Quality**
- ' **National Emission Standards for Hazardous Air Pollutants (NESHAP)**
- ' **State or Local operating permits including Federally Enforceable State Operating Permits)**
- ' **Computer Simulation Modeling**
- ' **New Source Permitting**
- ' **Customized Software Development**
- ' **Continuous Emission and Parametric Monitoring**
- ' **Employee Training**
- ' **Employee Exposure Assessments**
- ' **New Source Performance Standards (NSPS)**



GEOTECHNICAL ENGINEERING

Design and construction of cost-effective and functional structures require a thorough understanding of the local soil, rock and groundwater conditions and how these conditions impact the design and construction of foundations. **SMG's** licensed professionals have been providing geotechnical engineering and geologic services for more than 15 years throughout most of the United States. We fully understand our client's need for expedient and reliable information to achieve their business goals. Our professionals can also help define the construction and long-term performance risks associated with subsurface conditions and work closely with the project team to reduce the potential for costly change orders.

To assist with design and construction cost estimating needs, **Smith Management Group** offers the following geotechnical engineering and geological services.



- ' **Subsurface Exploration**
- ' **Foundation Analysis, Design Recommendations**
- ' **Soil Laboratory Testing**
- ' **Soil Stabilization and Ground Improvement Recommendations**
- ' **Slope Stability Analysis and Recommendations**
- ' **Retaining Wall Design**
- ' **Pavement Design Recommendations**
- ' **Instrumentation / Monitoring**
- ' **Recommendations for Underpinning Existing Structures**
- ' **Dam Evaluations / Inspections**



' **Vibration Monitoring and Analysis**



- ' **Surface and Subsurface Drainage Recommendations**
- ' **Shoring Design Recommendations**