

JAY R. SMITH MFG. CO.

80

YEARS OF COMMITMENT  
1926 - 2006

# Jay R. Smith. Mfg. Co.

## Celebrates 80 Years of Commitment

Under the third generation of Smith family management, the Jay R. Smith Mfg. Co. has been developing innovative-engineered plumbing and drainage products for decades. This year marks 80 years of successful business for Jay R. Smith Mfg. Co. This longevity is the direct result of the company's commitment to its employees, representatives, customers and vendors.

### It all began in New York City...

In the 1920s, Jay L. Smith, a New York salesman for the National Lead Company, saw a growing need for brass and bronze specialties. Arranging to have his products manufactured by other foundries, Mr. Smith began his fledgling corporation in his basement on Manhattan's 94<sup>th</sup> Street in 1926. It was established on a solid foundation of fair dealing and customer service.

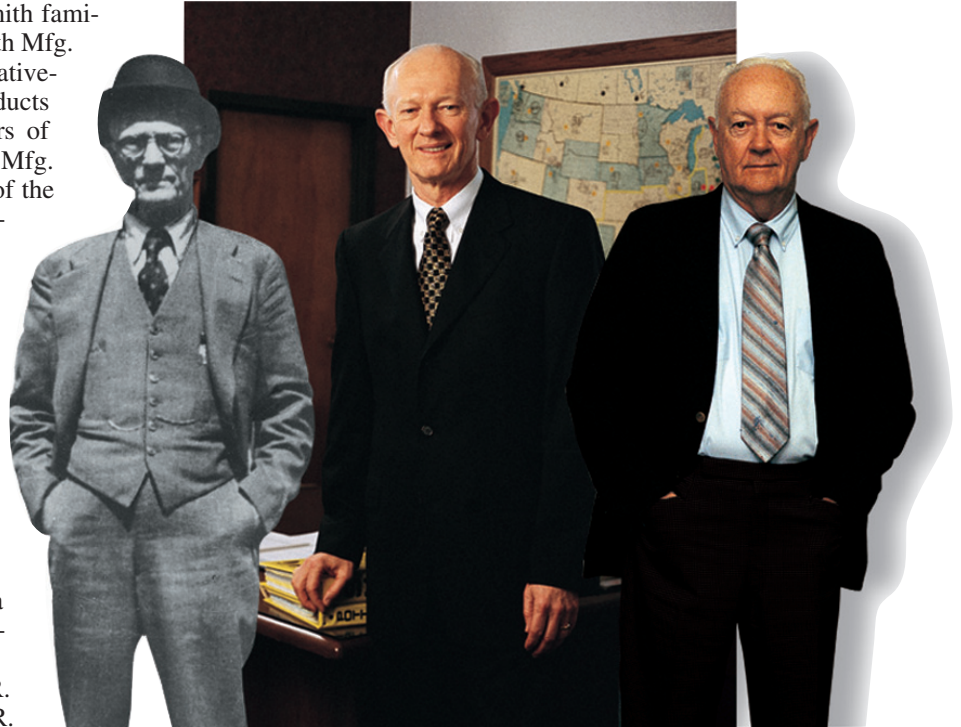
Smith called his new business Jay R. Smith Mfg. Co. after his son Jay R. Smith. By the 1930s, the brass business was growing rapidly enough to justify the services of a full-time employee. That first employee was Smith's 19-year-old son, Jay R. Smith, who gave up his twin careers at the time – semi-pro baseball and professional musician – to join his father in the brass fittings business.

In the 1930s, an expansion into marine products precipitated a move to Newark, N.J. During a time of national economic distress, the value and commitment to customer satisfaction resulted in further expansion and continued success. In 1942, with the war effort only months old, management shifted to Jay R. Smith, following the death of his father at the age of 77. Growth after World War II resulted in a much-needed move and expansion to a new facility in Union, N.J., and later to Piscataway, N.J.

Sixteen years later, in 1978, Jay R. Smith retired and the company moved to its present location in Montgomery, Ala. The plant is located on a 33-acre site in Gunter Industrial Park. The facility contains more than 250,000 square feet of office, manufacturing and warehouse capacity.

Today, Jay R. Smith Mfg. Co. is headed and owned by the president Jay L. Smith, grandson and namesake of the company's founder.

Three generations of family ownership, coupled with a nationwide network of committed sales representatives



Smiths – 1926 to the present. Smith company presidents. Photo courtesy of Jay R. Smith Mfg. Co.

and service centers, have enabled Jay R. Smith Mfg. Co. to meet the demanding requirements of wholesalers, engineers, and contractors for 80 years by adhering to its mission:

“To be *the* Company of Choice in the Specification Plumbing and Drainage Industry.”

John Roberts, national sales manager, echoes that sentiment stating, “Jay R. Smith Mfg. Co. has spent 80 years building the best employee base, representative network and product in our industry.”

### Looking back, moving forward

It's evident after speaking with employees at Jay R. Smith, that everyone there has a passion for the company and its dedication to the industry despite the many changes that have occurred over the years in the PHCP marketplace.

Steve Chromey, senior vice president/general manager, remembers when Jay L. Smith interviewed him in 1970. According to Chromey, Jay told him: “Steve when you do good, I'll know about it and when you mess up, I'll know

about that also.” Chromey recalls, “Since I’m still here after 36 years, I guess I didn’t mess up too many times. Being able to work with Jay has instilled in all of us the value of teamwork and the importance of having a family



*Piscataway, N.J. plant, circa 1960. Photo courtesy of Jay R. Smith Mfg. Co.*

atmosphere. Having only had two layoffs in the history of our company is a tribute to the value we place on our employees. Having business relationships with many of our representatives for over 40 to 50 years shows our commitment to our representative network. It is this sense of belonging for our employees and representatives that have helped us grow to be a leader in our industry. We continue to be thankful for business relationships and know that people are our greatest asset.”

Marketing manager Charles White noted, “The manufacturing sector in this country has changed a great deal in eighty years; from a principle employer in the 1920 to jobs being moved out of the country at a record pace today. In 80 years, much as changed at Jay R. Smith Mfg. Co., too, but our underlining principle of being a U.S.-based, family operated company has not changed. What does this mean for our customers? It means that we — the employees of Jay R. Smith Mfg. Co. — work hard every day to see that our customers are treated with care and respect, that orders are shipped on time so that no one is left waiting, and that our products are professional grade.

“Being a privately held company, today, is no small task. We have a deep commitment to manufacturing in the United States and to our employees here in Montgomery, Ala. We strive, each and everyday, to express that same commitment to our customers so they too feel connected to these values as part of the Smith family.”

Jerry McDanal, vice president of engineering, notes his time with the company. “It is with great honor that Jan. 2, 2007 will mark my 28<sup>th</sup> year of employment at Smith. When I first started I figured I would be here approximately five years, but quickly changed my mind and decided to make Smith my career. The very first day and the second ever phone call I received was from Bernie Dolan of Dolan & Traynor in New Jersey. He introduced himself as my worst nightmare, because, in his words, he

would drive me crazy with very demanding questions. He also gave me a nickname because he wanted me to know who was calling. It is true that Bernie called frequently and wanted quick answers and at times ‘drove me crazy.’ However, out of the blue, he would call with no questions but to thank me for my help and putting up with him. The thank-you calls were worth a thousand pats on the back, and each time reconfirmed my respect for him. Bernie was a great businessman and person. That phone call on Jan. 2, 1979, at 11:05 a.m. is one I will never forget and always cherished. I have missed my worst nightmare since he retired and passed away.”

### **The company, inside and out**

Jay R. Smith Mfg. Co. is a leading manufacturer of quality engineered plumbing and drainage products in the non-residential construction industry. Smith products are designed for adaptability, conformance to codes, ease of installation and maximum performance efficiency. The “yellow product,” as it is known in the industry for its distinctive yellowish color, can be found in commercial buildings across the United States and around the world. These products are installed in schools, restaurants, courthouses, stadiums, office buildings, convention centers, airport terminals, hospitals, prisons, and other public and private buildings.

The Smith manufacturing facility performs all manufacturing operations on tons of cast iron, stainless steel, brass, nickel and steel castings. The company ships from



*First permanent facility in Newark, N.J. circa 1933. Photo courtesy of Jay R. Smith Mfg. Co.*

the Montgomery plant to a network of representatives, who warehouse these plumbing and drainage products for sale in their local markets. Products in the Smith line include water closet and lavatory supports, floor and roof drains, sanitary floor sinks, cleanouts and access covers, interceptors, hydrants, trench drains, water hammer arresters, trap primers, and backwater valves.

Jay R. Smith Mfg. Co. is also able to create plumbing and drainage products to meet specific customer requirements. There are referred to as Special Quote products. Along with Smith’s “special quote” products, some of the specialty product lines available from Smith are:

*Continued on page 52*

# Smith Anniversary

Continued from page 51

- the Smith/ACO Trench Drain Series (polymer concrete and fiberglass surface drainage systems);
- the Enviro-Flo® Trench Drain Series (a polypropylene surface drainage system);
- the Ultracapt® Oil/Water Separator (separates oil, grease, and other hydrocarbons from wastewater);
- the Labor Saver® Fixture Support (a one-piece rigid frame fixture support);



A broad selection of Jay R. Smith Mfg. Co. products. Photo courtesy of Jay R. Smith Mfg. Co.

- the Guardian Dual Check Hydrant (provide positive non-freeze protection with an integral vacuum breaker and dual check valve);
- the Flood-Gate Automatic Backwater Valve (closes automatically when backup is detected in sanitary sewer line); and



Grease+Gard Retrofit Skimmer and Grease Recovery Device. Photo courtesy of Jay R. Smith Mfg. Co.

- the Remediator® Grease Treatment System (designed to eradicate suspended fats, oils, and grease at the source).
- Jay R. Smith Mfg. Co. continues to expand its product offerings to meet the needs of today's changing construction demands. In late June, Jay R. Smith Mfg. Co. introduced four new product lines and the expansion of an

existing product line at the company's National Sales Meeting in Las Vegas. These product lines include:

**Full-Bore Siphonic Roof Drains:** These siphonic roof drains promote the principal of full-bore flow within the engineered siphonic roof drainage piping system. These drains use siphon action created by a patented internal baffle to have superior volume and velocity performance compared to traditional roof drainage.

**THE BOSS TEE, Cleanout and Test Tee:** The Boss Tee is designed to work double duty in the sanitary DWV piping system; during construction to hydrostatically test the piping system for leaks then after testing as a standard cleanout tee.

**Grease+Gard™ Retrofit Skimmer and GRD:** The Grease+Gard™ Retrofit Skimmer and GRD use patent pending technology that automatically removes FOG from the interceptor. The system has a belt and heater assembly that is controlled by a timer. Upon a given schedule, the heater warms up the water in the interceptor and the agitator propeller helps to liquefy the FOG to be extracted. The belt assembly picks up the FOG that is skimmed into a trough. From there it flows into a storage reservoir.

**Smith Stainless Drain Series:** The inherent durability of stainless steel makes it an ideal material for floor drains, floor sinks, floor cleanouts and trench drains regardless of the application. Stainless steel with its intrinsic gratifying appearance is perfect for facilities where hygienics, corrosion resistance, and visibility is inherent, as well as, applications dealing with chemicals, detergents, and other destructive effluents.

To support their sales, marketing and engineering efforts, Smith maintains an extensive Web site ([www.jrsmith.com](http://www.jrsmith.com)) to include technical data, submittals, pricing, literature, and numerous other tools and resources.

Additionally, in June 2006, Jay R. Smith Mfg. Co. introduced a number of new sales and marketing tools for the JRS Products line at the company's national sales meeting in Las Vegas. These tools include a wholesaler counter mat and display, and flyer, along with eight new JRS Products.

## Guaranteed commitment and family values

Jay R. Smith Mfg. Co. is proud of its family atmosphere, excellent representative organization, strong safety record, reliable employee base, and customer commitment. With many loyal and long-term employees providing superior service and professional grade products, Smith is passionate about its commitment to the plumbing and drainage industry. It is this commitment that has shown that Jay R. Smith Mfg. Co. is truly 'Customer Driven.'

"In the final analysis, who we are as a company becomes more important than anything we say or do," said White. "We are your family company. We want to give you the best we have in the way of product and service. This is what makes us different. This is why we will always be here to serve you. This is why Jay R. Smith Mfg. Co. is the better way!" ■