



 **DAVID H. MARTIN  
EXCAVATING, INC.**

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**EMPLOYEE PHOTO CONTEST**



 **DHM  
EXCAVATING**

**QUARTERLY NEWSLETTER**

**JOB SPOTLIGHT  
SHEETZ**

**VOLUME 7 / JANUARY 2024**

For more than 70 years, it has been the mission of Sheetz, Inc. to "meet the needs of customers on the go." The family run business has been doing just that and doing it very well.

DHM has completed many projects with Sheetz, Inc., with the most recent being in Greencastle, PA. The project was going to be complex. It was located at a very busy intersection, with a tight timeline; but DHM Superintendent Paul Coldsmith was ready for the challenge. The store was going to be built where a much smaller Sheetz store had formerly been. In addition to demolishing the former store, there were four buildings and a street that would be removed to make room for the new store. Along with the demolition work, DHM would do all the site, utility, paving, and highway work. DHM's environmental division would install pavers, sod, and landscaping.

Before the sun was up on February 6, 2023, a Volvo 300 trackhoe with a hydraulic grapple, a CAT 963 track loader, and several triaxle dump trucks descended on 215 W Baltimore Street and demo began. Approximately 700 triaxle loads of rock, dirt and debris were hauled from the site.

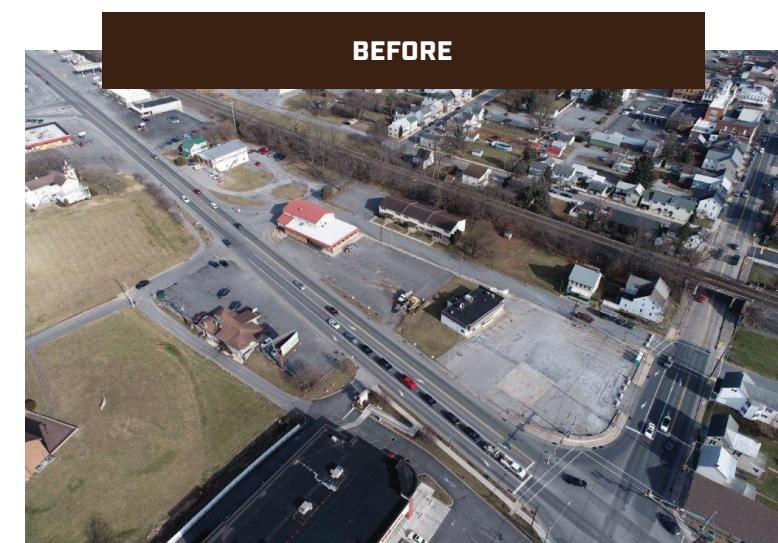
When asked what a particular highlight of the project was, Paul responded, "As the building was being constructed, the main sewer line needed to be relocated over top of where the old sewer line was, without shutting it down." Paul added, "We had a great team from DHM working on this project, including the Borough of Greencastle and the state inspectors. Daniel and the people from Sheetz are always great to work with."

Daniel Aungst, Project Manager for Sheetz, said, "Sheetz and DHM have a good working relationship that goes back many years. We have done multiple projects with Paul; they move along smoothly, and he gets the job completed on time. On this particular job, we received the Highway Occupancy Permit late in this project. Sheetz Construction Manager Dan Glass, along with Paul Coldsmith, Tony Smetzer, and many others from DHM pulled together, worked together, and got this project completed and opened on time."

Speaking of working hard together, this project started on February 6, 2023, and the new Greencastle Sheetz welcomed their first customers on July 27, 2023.



**PAUL COLDSMITH  
SUPERINTENDENT**



Being given the opportunity to present a fresh "viewpoint" of the establishment we call our employment home, I wanted to share a perspective of DHM Excavating that hasn't been seen firsthand by many: the perspective of the dispatcher. Allow me just a few minutes to show you what the average day looks like for me and those that have "sat in the seat" before me.

My alarm wakes me up somewhat begrudgingly at 3:30am in the morning! Not being a natural morning person, but having acclimated myself over the past few years, I stumble only slightly through the standard morning rituals before checking my phone for messages and responding to ones that may have come in after I went to bed the previous day. (FYI, unless something has gone horribly wrong, I'm usually hitting the hay at 7:30pm each night). Once the teeth are brushed and the boots are on, I'm out the door and on the way to work in my little gray Honda Civic. I think through "pinch points" of the day that need solved and the "pieces of the puzzle" that need to be adjusted as I drive my way down 997 towards the Shop.

I arrive at work by 4:30am and begin prepping things for the 40 to 50 people that will be coming up to the dispatch window in the morning. This includes acquiring truck keys, printing delivery tickets, communicating with superintendents, and adjusting the schedule to accommodate any changes that may have occurred since the schedule was published the day prior. Shortly after everything has

been organized our talented truck drivers will start coming in to receive details on the who, what, when, where, and why's of the day.

Preparations for the following day can begin once everyone has the details and supplies they need. At its most basic level, this includes a review of the current day's schedule and making several dozen notes regarding the changes that need to be made for the following day. Working through these notes ends up being the bulk of the day. When people ask about my job, I find it is also this part of the day they are most interested in. How to sum it up? Perhaps like this: it is a day-long effort of planning, communication, and coordination with DHM employees. Practically speaking, it might mean making 100-200 phone calls and text messages on any given day.

Of course, this is not to mention that there are still changes for the current day that are also happening in real-time. The construction profession requires the coordination of many people and (as anyone in the industry would be quick to inform you) unforeseen changes occur daily. However, adjustments to the current days' plan are taken in stride and many times are worked out in the field before they even make it to my ear. This is thanks to a highly experienced management team in Grant Benedict and our superintendents.

Having worked through the job needs of the following day I make sure that the schedule is published by 3:30pm and take care of any other items that need addressed. I then hop back in the little gray rocket to drive home to good ol' Scotland Road, but the day rarely ends here. Typically, there are several more calls that need to be made in order to button things up for the next day. Once this is done, it's time to kick off the boots and spend time with my wife and daughter (and Baby Martin #2 here in a few months!).

#### FINAL THOUGHTS

Given this rare opportunity to speak to the entire staff at DHM I thought now would also be a good time to offer my phone number and email address if you do not already have it. My cell number is **(717) 504-3876**. My email is [hmartin@dhmexc.com](mailto:hmartin@dhmexc.com). Reading back through what my day looks like, I fear I may have given the impression that you would be bothering me by calling me during the day. This is far from the truth. I am built to be available for you. If I fail to respond, I am likely on another phone call or in a meeting. Please leave me a message and I will get back to you as soon as I can. Thank you for reading – see you in the new year!



**HUNTER MARTIN**  
DISPATCHER

It's the most wonderful time of the year again! Not just the joy of the holiday season, we're talking about winter weather driving season.



**RICH PHILLIP**  
FLEET MANAGER

Every year, we continue to see the impact that cold weather, snow covered roads, black ice, snow squalls, and complete white outs bring to the region. As we continue to transition into the winter weather driving season, we have a few tips to keep yourself safe, along with your equipment.

#### Now is the time to build your cold weather kit which should include:

- A change of warm clothes
- A pair of dry socks
- Blanket
- Hand Warmers (heated, one time use packs)
- Gloves
- Beanie/Winter Hat

Keeping these items with you will always ensure in the event of a vehicle breakdown or other situation, you have what you need to be prepared for the colder temperatures.

#### For your equipment, here are a few tips to ensure you keep your vehicle/truck running in top condition during the winter season:

- As you pull out, check for frozen brakes. If frozen, often backing up will release the brake.
- Replace weak battery/batteries. We've noticed an uptick in battery replacements due to the cold weather.
- Fuel your CMV every day and top off the tank! As the hot fuel is returned to the tank and it meets the cold tank, it creates condensation. This creates water in your fuel. Topping your tank off will keep the condensation to a minimum.
- Check your windshield wipers and windshield washer fluid. Make sure the wipers are designed to be used in below freezing temperatures and that you have plenty of washer fluid.

Most importantly, in adverse weather conditions –increase your following distance and SLOW DOWN!



**KELLY KRAMER**  
SAFETY DIRECTOR

During new employee safety orientation, the first message I share comes from our President, Kirk Martin. The message is that safety is our highest priority, and our goal is to help provide a safe place to work so that they can go home to their families at the end of each day.

At DHM, our safety committee plays a major role in this critical goal and help to protect our greatest asset...our employees. If you are at all familiar with the construction industry, then you know how difficult it can be to provide a "safe" place to work. **What does the safety committee do?**

Our committee is entirely voluntary and is made up of a representative from each major division within our company. Representatives bring their experience along with any hazards identified or concerns that they have seen or that anyone from their division has brought to them. Additionally, they are asked to help with our safety efforts by doing any or all the following:

1. Meet for approximately 1 hour the 2nd Tuesday of each month. Having a set date helps with consistency. If a member is going to be absent, they are asked to get a replacement from our group of alternates.
2. We use a written agenda that is sent out prior to the meeting and followed during the meeting to help keep us on track so items are not missed.
3. Minutes are recorded and previous minutes/action items are reviewed for accuracy and more importantly to make certain that things are accomplished. The group discusses the best way to accomplish any identified action items. These action items come either from random safety concerns that get brought up, or from the reports that each division representative brings up. Some months multiple concerns will come up for a division, other months they may have

nothing to report, but the idea is that they check with their group or that employees bring concerns to them, and they bring them before the committee to discuss, develop an action plan, and execute it, or coordinate the execution, until the concern is taken care of.

4. A review of the past month's vehicle, equipment, property damage or work-related injury incidents is conducted and any comments/questions, trends, lessons learned and/or suggestions are discussed.
5. New business items are brought up. These are usually trends, concerns, or items that the safety group has seen or wants communicated to the field or addressed.
6. To get more committee involvement, one of the members will conduct a brief safety talk about a topic of their choice and another will review their shop findings from the safety audit that they performed that month. Our members have done a great job with this, and it provides a different perspective for each person who is involved. Any action items are addressed and followed up on prior to next month's meeting.

I have been involved with many safety committees during my time as a safety professional and most of them are put in place by companies because states offer a discount on their workers compensation insurance premium. Normally, since we are a Pennsylvania company, a discount would be possible, but since we are self-insured, that discount does not exist. Our discount comes when the committee works together with all our employees and at the end of the day everyone goes home safely to our families to do the things we enjoy doing.

**Row 1:** Jake Rife, Rick Fisher, Tyler Kutz, Austin Bear, Robbie Snively **Row 2:** Bob Mattesky, Wyatt Shorb, Gary Sensemig, Josh Erwin, Scott Hanley, Kelly Kramer, BarbaraSue Hershey  
**Row 3:** Dave Houck



"Field mechanics are a rare breed. We face all types of weather while diagnosing and repairing in conditions most people would say 'no way'. We keep the DHM fleet moving forward when breakdowns try to stop it. We are behind the scenes keeping the big iron moving."

**BILL HARRIS**  
FIELD TECHNICIAN FOREMAN

DHM has four Mobile Mechanics and a Field Technician Foreman who may repair anything from a lawn mower to a dozer. "A typical workday is never the same, which is one of the greatest things about being a mobile mechanic," says Marcus Childers. There are many challenges to fixing equipment in the field. Doug Statler said the biggest challenge is, "The weather. Rain, snow, cold, heat, mud, and dirt can make it difficult. Sometimes just being able to get to the machine can be a challenge."

What equipment comes back to DHM for repairs? Field Technician Foreman, Bill Harris says, "Catastrophic engine failure can't be brought to the shop. The engine needs to run on larger equipment to move it onto a trailer, smaller equipment can be pushed/pulled onto a lowboy to come back to the shop. The only time equipment usually comes to the shop is if repairs will take several days, it is not cost effective to keep driving back to the same machine every day for a week."

Bill commented on how mechanical work has changed over the years. "Just about everything was mechanically operated with very little wiring. Now everything is computer-controlled, some with six or seven computers that all talk to each other. Fuel pressures increased exponentially from 4,000 PSI to 25,000 PSI. Equipment now has emissions that were previously nonexistent." Dan Rasy adds, "There are more electronics on machines, you go from a two-belt driven fan to six electric fans on a machine."

Why work in the rain, heat, and snow when you could be working inside? Dan's response was, "Having to use your brain to fix the machine with just your truck, no shop full of tools or a helper. That is a good feeling." C.J. Childers and Doug agreed that "getting the job done in a timely manner to keep the equipment running for the company is a good feeling."

DHM Shop Manager, Marty Rachilla said, "The mobile mechanics play an important part in keeping all the equipment up and running with the least amount of down time. Their knowledge of the different equipment, and the repair procedures necessary for each piece of equipment is ongoing. Their travel radius and the constant schedule changes can weigh on their patience as they try to keep a good attitude. They all work together as a team from the shop to the field."

When asked what they like about working at DHM, Marcus said, "They are Christian based. Your hard work doesn't go unnoticed. We are seen as people, not numbers." Marcus's dad, C.J., adds "I like that this company allows us as mechanics to properly maintain the equipment and when something is broke, we are given the ability to fix it correctly and not patch it to keep it going." DHM appreciates the skill, knowledge, and 'get it done' attitude that the mobile mechanics bring to the jobsite.

**CHESTER CHILDERS | MARCUS CHILDERS | MARTY RACHILLA | BILL HARRIS | DAN RASY | DOUG STATLER**

**NEW HIRES**

**Brandon Burton**, Utility Foreman  
**Jeremy Hessong**, Operator, Residential (Rehired)  
**Jason Dib**, Dump Truck Driver

**Tony Beck**, Assistant Superintendent  
**Dustin Burkholder**, Rubber Tire Loader  
**Shannon Blanchard**, Assistant Controller

**ELEVATING THE GRADE**

**Kevin Bowermaster II**, Fuel Truck Driver  
**Blaine Peiffer**, Lowboy Driver

**Blaine Phebus**, PA General Blaster's License

**BIRTH ANNOUNCEMENTS**

**Trent and Brittany Christophel**  
welcomed their fourth child, son, Wrangler

**Andrew and Janae Long**  
welcomed their second child, son, Adrian

**Andrew Peterson and Madison Mills**  
welcomed their first child, son, Colton

**Andrew and Cheyenne Kinch**  
welcomed their second child, son, Barrett

**WEDDINGS**

**Kevin & Brittany Bowermaster II**, October 7

**Spencer & Miranda Ulsh**, October 14

**RETIREMENTS**

**Daryl Crider** 6/12/12 – 9/20/23

**Terry Armstrong** 4/1/13 - 12/29/23

**THE FOLLOWING EMPLOYEES WERE RECENTLY RECOGNIZED  
FOR THEIR YEARS OF SERVICE TO DHM**

Randy Deihl – 40  
Bradly Kuhns – 35  
Jay Hess – 30  
Mike Doney – 20  
Greg Martin – 20  
Zach Eyer – 20  
Rick Fisher – 20

Josh Picard – 20  
Dwayne Helman – 15  
Ken Leaman – 15  
Tony Smetzer – 15  
Jeremy Gehrett – 10  
Terry Armstrong – 10  
Robyn Statler-Hess – 10

Dave Houck – 10  
Glen Shatzer – 10  
Chase Martin – 10  
Joshua Erwin – 10  
Donnie Smith – 10  
Dustin Barr – 10  
Lynn Martin – 5

Darren Seville – 5  
Andrew Kinch – 5  
Kevin Bowermaster – 5  
Justin Haltzman – 5  
Austin Bear – 5  
Adam Gress – 5  
Elvin Robles-Colon – 5

Jeryl Martin's memory was honored by a video that spanned his 50 years of service to DHM

At DHM, our employees work for and alongside some great people, and we wanted to offer the opportunity for them to receive recognition for what they do to help make this such a great company.

Employees can nominate coworkers who are innovative, dedicated, safety conscious, productive, have a strong work ethic, or a positive attitude.

Each month employees are chosen from the nominees. Help us congratulate the employees below as they strive for excellence and integrity in every aspect of their work.

**OCTOBER 2023**


**ANDREW LONG**  
Equipment Operator



**DONNIE SMITH**  
Superintendent



**HAROLD HORST**  
Maintenance Technician



**MARTY RACHILLA**  
Shop Manager

**NOVEMBER 2023**


**BLAINE PHEBUS**  
Equipment Operator



**HUNTER CARBAUGH**  
Miscellaneous Operator



**JON-LUC HAILEY**  
Laborer



**PAULA ROSENBERRY**  
Accounts Receivable



**TERRY MCCARNEY**  
Driver

**DECEMBER 2023**


**GERRY MOHLER**  
Blaster



**REGINA HISSONG**  
HR Assistant



**ROBBIE SNIVELY**  
Seed Foreman



**RICH PHILLIP**  
Fleet Manager