



Founded in 1969, JLG is a leading manufacturer of aerial lift equipment. With locations across the globe, David H. Martin Excavating is grateful to have partnered with JLG on several projects.

JLG acquired the Shippensburg, Pennsylvania location in 1999. DHM's current project for JLG was to turn a 25-acre field into a machine storage and shipping site for their lift equipment. If you are wondering how many pieces of equipment can fit on a 25-acre lot, it's approximately 900.

In April 2023, DHM Superintendent Donnie Smith had a lengthy and difficult scope of work to accomplish. It included: clear and grub, strip topsoil, bio-retention and E & S measure, blasting, cut to fill (70,000 cubic yards of earthwork), 1,150 LF of sanitary pipe, 900 LF of storm pipe, 1,400 LF of water pipe, site lighting, stone equipment storage lot, install entrance, pave access road and parking lot, and landscape and hydroseed.

Karl Petrie, JLG Facilities Manager, states "JLG Industries has a solid working relationship with DHM that has spanned decades. This is the first major project working with Donnie Smith as the superintendent. Donnie has demonstrated very capably his ability to manage the multiple facets of a project and perform his duties with professionalism and in an expert manner." Donnie adds, "We started this job without final plans so there were many changes and then changes to changes with field design which made it very difficult." Chuckling, Karl says, "Donnie's enthusiasm for working with JLG is so elevated that he found excuses to extend his time working on the project! The reality is that we kept adding scopes of work for him to manage and DHM to perform.... and they did a good job!"

Donnie credits "The earth work team of Justin Schaffer, Bill DeMoss, Tommy Offutt, Zach Eyer, Glenn Rau, Rob Patterson, and Bryan Brown brought their expertise in moving the ground in a timely and efficient manner. The drilling and blasting crew of Gerry Mohler, Blaine Phebus, Lee Lowery, Dwayne Helman, and many laborers that stemmed hole after hole for the shot did a fantastic job. Utility Foreman Doug Everts brought in his crew and had to jump from sewer to water to storm then back again. Additionally, they finish graded and placed amended soils in the ponds. The E & S guys did their job, and the grass looks great. I cannot say enough about the DHM employees." Donnie adds, "There were also subcontractors on this project that helped make the job progress. Russell and the crew from Palmer Construction were fantastic. Kevin and the guys from Fulton Electric kept up with the ever-changing scope of work. Robert with Craig Paving and Nelson at Alpha

Space Control brought in their teams to pave and paint lines to top off the project."

While Donnie admits, "This job was a challenge, but seeing the 25-acre farm field transform into what it is now, is very satisfying. I think the front three ponds look really cool from drone pictures. We caught several things on the plans that just were not going to look good finished. We were able to discuss them and make the changes. Overall, I think the entire project turned out great." Karl adds, "We would welcome the opportunity to include David H. Martin Excavating in bidding on future projects, as they have demonstrated with past projects and with this one, that the end result will be excellence."



**DONNIE SMITH**  
SUPERINTENDENT



Photo by Gary Sensenig, Lead Surveyor

"Wow, how times flies! I can't believe I have been here for a year already. Let me share a little about the view from the other side of the front desk." – Marsha Myers, Front Desk Assistant

When you call DHM, you most likely will hear my voice. Whether you want to speak to someone or maybe you need a quote for topsoil, slate, or stone, I'll assist you in getting connected to the right person. It has been a pleasure speaking with you and I now know some of you on a first name basis since we have so many repeat customers. I get the chance to interact with DHM's customers daily as they walk in requesting to pick up topsoil and after just a few minutes, they are loaded and on their way. Typically, I am the person to escort you to the appropriate office or conference room if you are a meeting attendee or a salesperson stopping by to connect with one of our departments. While you are waiting, I often hear how amazing the building is for an "excavating company". People are enlightened by what they see scrolling on the screen in the reception area with snippets of our crews on site projects.

Part of my day is spent sorting and distributing paperwork to the appropriate employees for processing. You will find me walking to the mailbox with the morning mail to send it out and then return a couple hours later to retrieve the mail upon arrival. Then comes the sorting and delivery of stacks of mail throughout the office. This gives me the opportunity to connect with many coworkers and build relationships. So thankful for each employee who works in the office and out in the field to provide quality service which in turn brings repeat customers or referrals from happy customers to their friends and neighbors. Someone shared

with me prior to my employment here that I would be just a number at DHM; however, it is quite the contrary. It is more a feeling of family and a sense of teamwork in this office and out in the field.

You will also find me behind the scenes ordering office and janitorial supplies to ensure that our employees have the supplies they need. I also perform daily administrative tasks to support the accounting, dispatch, and safety departments.

A few comments I have heard along the way this past year are "your crew was very friendly and helpful", "your crew did a wonderful job, so I told my neighbor", "your driver was so friendly and helpful so I told my neighbors, so you will be getting more calls", "the last time I ordered slate, your driver did a good job, can I have him deliver again?", and from another trucking company picking up topsoil "are you hiring, seems like a nice place to work".

I enjoy the variety that this position brings. Whether I am greeting those who call in or walk through the door, assisting with topsoil sales, or helping in one of the departments, I try to keep things running as smooth as possible to best represent DHM. If our paths have not yet crossed, stop by sometime and say "hello."



If you have been in the shop at DHM, you may have seen "new faces", or you may have seen "old faces" showing up in new places.

A familiar face around the shop for 20 years is that of Shop Manager, Marty Rachilla. Marty's main responsibility is to keep all DHM equipment up and running in the most cost-effective, safest way possible. Marty supervises 16 employees and credits the people he works with in helping to achieve the shop's goals. Per Marty, "The people here are a great group that strive to be their best every day." Marty has a wide range of duties from seeing that the grounds are maintained, keeping all equipment serviced and inspected, prioritizing breakdowns, and the daily processing of work orders and timecards; just to name a few. When Marty was asked what he liked most about his job, he said, "All the different aspects that I get to do daily, e.g., figuring out solutions to equipment problems and working with all the good people that we have at DHM." Marty finished with adding, "I'm proud to work with a company that has great values and for management that is willing to listen to you and work with you to accomplish all tasks."

The duties of Equipment Manager have recently been taken over by Rick Bloom. Rick's new duties will be to spec and quote new equipment, budgeting, hiring and orienting CDL drivers, monitor fuel cost and consumptions, maintain Samsara fleet equipment, equipment evaluation for replacement based on criteria, and maintain tags and registrations for fleet vehicles. Rick will utilize the skills from his prior position as Parts and Inventory Manager. Rick looks forward to, "having the opportunity to be able to work on a different assignment daily and the ability to support the company in a larger capacity." Rick appreciates "The family atmosphere and ability to grow within DHM."

Branden Rowe's prior field experience as an equipment operator has helped him adjust to his new position as Parts and Inventory Manager. Branden states, "Working in the field prior to this position and running several pieces of equipment, I learned how the piece runs which in return helps me to understand what the mechanics are looking for when a piece is down. By working on a utility crew, I know the supplies and tools that they use, why they are needed, and what needs to be kept in stock." Branden is looking forward to learning the operations inside the shop. A goal for Branden is "Being able to help people do their jobs better and more efficiently."

With 20 years of CDL driver experience under his belt, Dale Barr will take over the duties of training DHM employees to obtain their Class A or Class B commercial driver's license. Dale will also instruct them on the safety regulations of FMCSA and how to follow them. Dale says he is "Looking forward to working closer with co-workers and new hires. It will be rewarding to see employees obtain their CDL license." As a 12-year employee of DHM, Dale values the "potential growth opportunities here and the family values."

As DHM's business grows, so does the number of employees and the pieces of equipment we have in our fleet. We know the team working in the DHM shop will continue to excel at keeping us up and running.



RICK BLOOM, DALE BARR, MARTY RACHILLA, BRANDEN ROWE


**KELLY KRAMER**  
SAFETY DIRECTOR

Did you know that national "Don't Fry Day" was on May 24th?

If you didn't, you are not alone. It is a nationwide program from the National Council on Skin Cancer Prevention. The reason for this campaign is because approximately 90 percent of non-melanoma skin cancers are caused by ultraviolet (UV) radiation from the sun. According to the Skin Cancer Foundation, there are an estimated 3.6 million cases of basal cell carcinoma (BCC) cases diagnosed in the U.S. each year! That coupled with many of us spending lots of time in the sun this time of year, is a great time to review the hazards of the sun and protective measures we should consider.

We all know how bad sunburn can hurt, that cancer is never funny, and not too many people want to look older than their age. Sun damage causes all these things. Plus, some people are much more susceptible to the harmful effects of the sun's radiation, such as those with pale skin, people with red or light hair, and if you have already been treated for or have a family history of skin cancer. So, what can we do?

- As with most hazards, it is best to control hazards by avoiding them. In this case, limiting your time in the sun, especially between 10 a.m. and 2 p.m. when the U.V. rays are the most intense, is best.
- Cover your skin. Keep yourself looking young. Things like long sleeve shirts, pants, sunglasses, and hats with a brim are all helpful.

Wear sunscreen. Use an SPF value of 15 or higher that offers "broad spectrum" protection against both types of ultraviolet rays (UVA & UVB). Keep in mind that an infant's skin is super sensitive and make certain you choose protection that is rated for that age. Some recommendations for sunscreen to be effective include:

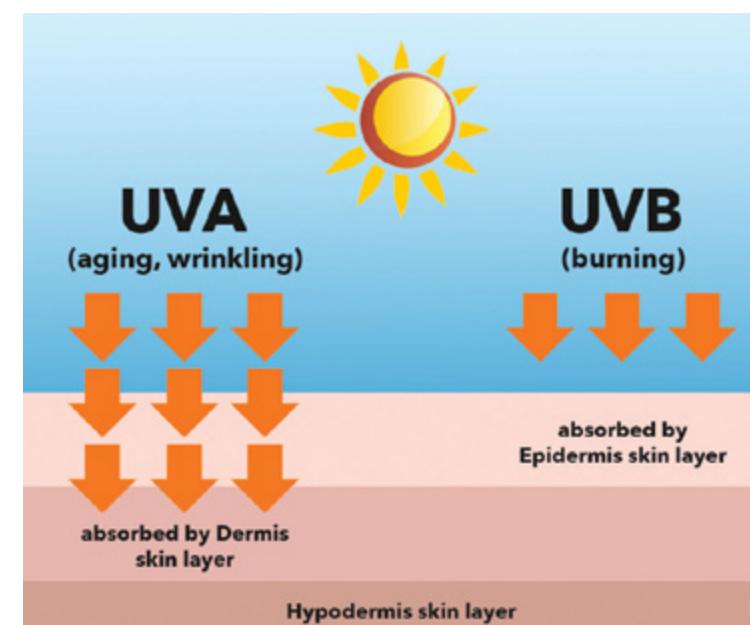
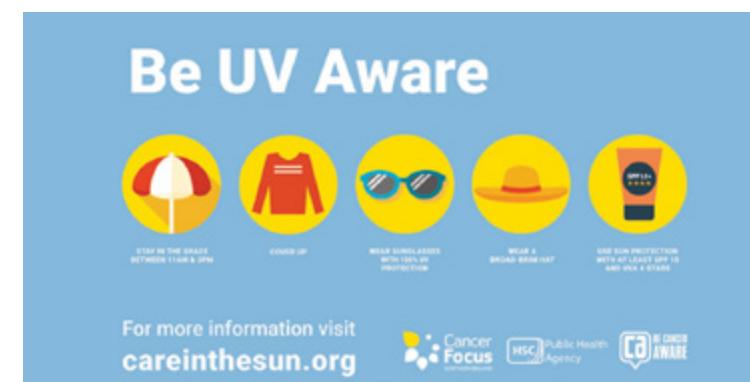
- Don't worry about over applying. Place on ALL uncovered skin, especially nose, ears, neck, feet and for some, the top of your head! We have all seen what happens when you miss a spot somewhere on your body.
- Re-Apply. About every two hours, maybe even more if swimming or sweating.
- Remember no sunscreen completely blocks UV radiation or is completely waterproof.

Don't forget your eyes! UV radiation reflecting off the sand, water or even snow increases radiation exposure and increases your risk of developing eye problems. Wear sunglasses that have a UV400 rating or 100% UV protection on the label. Just because the lenses are dark does

not mean that they have UV protection. Lighter colored tint glasses like green, amber, or gray with these ratings offer better protection than plain old dark sunglasses.

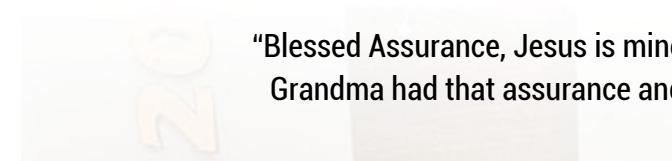
Lastly, don't forget to hydrate. Your body needs water to fuel your systems effectively, especially when the sun is out and it is hot. Your skin is one of those systems. You should drink 3-4 cups of water per hour if the heat index is 90 degrees or higher to maintain proper hydration.

Hopefully, we will have many sunny days this year and you will have an awesome summer!



"Blessed Assurance, Jesus is mine...the song comes to mind when thinking about Grandma. Grandma had that assurance and lived it out. We are so grateful for her heritage of faith."

– Crissy Lefever, granddaughter of David H. and Thelma Martin



On November 25, 1947, Thelma Witmer became the wife of David H. Martin. They were farmers in their early life and in 1968 started David H. Martin Excavating. Mrs. Martin worked as secretary and bookkeeper from 1968 to 1988. Kirk Martin said, "Grandma often said she didn't do much, but she worked behind the scenes and kept Grandpa straight."

Kirk and Crissy shared some memories of their grandmother. They both agreed there was no messing around or getting into mischief at Grandma's. Kirk said, "She laid down the rules and if you didn't listen you knew you were going to be in trouble." Crissy adds, "Grandma didn't mince her words, she spoke her mind, but she also liked to be an encourager."

Kirk noted that, "Grandma cared about people. She enjoyed having a conversation with just about anyone. She was a neighbor to many as her and Grandpa lived in Menno Haven for more than 25 years. It was not uncommon to see her having a conversation with a neighbor. She enjoyed walking through the community, even when she was 94 years old."

Both agreed that Grandma was full of spunk and energy which was needed as they raised four children. Their children and spouses blessed the Martins with 12 grandchildren, 22 great grandchildren, and five great-great grandchildren.

Mrs. Martin entered heaven on June 8, 2024. Crissy said, "Grandma was loyal and faithful to her family and God. Many papers were found in her house with Bible verses written on them. One was 'The joy of the Lord is my strength'. God gave Grandma strength, and she demonstrated strength of faith and character."



**NEW HIRES**

**Nick Malone**, Surveyor (Rehired)  
**Dillon Crider**, Pipelayer, Utility  
**Tim Weyand**, Safety Coordinator  
**Ethan Rourke**, Truck Driver  
**Josh Stallman**, Rubber Tire Loader  
**Brian Gearhart**, Truck Driver  
**Samantha Armakovitch**, Truck Driver  
**Hunter Rhoe**, Equipment Operator, Environmental

**Nick Lape**, Skid Loader, Residential  
**Brandon Fitzgerald**, Pipelayer  
**Jacinto Bautista-Perez**, Laborer, Environmental  
**Tyler Bucklew**, Equipment Operator, Site  
**Brayan Saldana Martinez**, Laborer, Utility  
**Corey Childers**, Equipment Operator, Site  
**Mike Hamilton**, Equipment Operator, Site (Rehired)

**ELEVATING THE GRADE**

**Rick Bloom**, Equipment Manager  
**Branden Rowe**, Parts & Inventory Manager  
**Dale Barr**, Truck Driver/DOT Trainer  
**Austin Bear**, Superintendent  
**Robbie Snively**, Superintendent  
**BarbaraSue Hershey**, Accounting Assistant  
**Adam Gress**, Project Manager  
**Brendan Konsevitch**, Project Manager  
**Jon-Luc Hailey**, PA General Blaster's License

**Bob Salisbury**, Lead Person  
**Phil Ficks**, Lead Person  
**Tyler Hess**, Assistant Superintendent  
**Jarrett Morrison**, Assistant Superintendent  
**Tommy Rayhart**, Utility Foreman  
**Hunter Carbaugh**, Vac Truck Operator  
**Andrew Long**, Obtained CDL  
**Wyatt Shorb**, Obtained CDL  
**Jeremy Hessong**, Foreman, Environmental

**BIRTH ANNOUNCEMENTS**

**Jon-Luc and Hillary Hailey**  
welcomed their second child, son, **Jon-Luc**

**RETIREMENTS**

**Cathy Stine**  
9/24/14 - 4/12/24

## CONSTRUCTION CAMP

The Office of Workforce Development at Shippensburg University recently conducted a Construction Camp for high school students. Part of the camp was touring a working jobsite and DHM was honored to host the group and their leaders. DHM was led by Adam Gress, Grant Benedict, Kelly Kramer and Josh Erwin. As the campers made their way around the jobsite, they engaged with the leaders and asked great questions. Congratulations to Shippensburg University on a successful camp and sharing career potential in the construction industry with the teens.



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.

**APRIL 2024**

**BOB ERWIN**

Truck Driver


**BOB TEDRICK**

Equipment Operator


**GEORGE WALLING**

Superintendent


**MASON MOWERS**

Laborer

**MAY 2024**

**BRIAN HERSHY**

Truck Driver


**BRITTON OSMAN**

Equipment Operator


**SHAWN HALTEMAN**

Truck Driver

**JUNE 2024**

**DAVE FISCHER**

Operator


**DICK HOFFMAN**

Utility Foreman


**SCOTT HANLEY**

Site Safety Manager