



In 1751, Carlisle Pennsylvania was founded. John Armstrong, Sr. named the settlement after a sister town, Carlisle, in Cumberland, England. Mr. Armstrong was a surveyor for the Penn family and mapped out the new settlement. 272 years later, a new community is being laid out on a portion of that land. DHM is proud to be part of the project, The Smith Farm.

The Smith Farm will be a community that houses 250 apartment units, 84 luxury townhomes, an assisted living facility, 50 workforce housing units, and a healthcare facility. This community will be within a few minutes of historic downtown Carlisle.

On November 7, 2022, DHM Superintendent Derek Lietman, along with a strong crew, tackled the scope of work.

- Clear and grub existing trees for bio ponds and Loop Road
- Installation of two bio ponds
- Installation of sanitary sewer, storm sewer, water, and gas utilities
- Mass grading of the new proposed Loop Road
- Curbing and paving of Loop Road
- Road widening of S. Spring Garden Street located in the front of the property
- Replacement of the Water Main in S. Spring Garden Street
- Landscaping along the proposed Loop Road

Before they could start to check off the "to do list" a large amount of rock needed to be drilled and blasted. Derek gives credit to DHM's blasting division for "doing a great job at making it more manageable." Now what to do with that manageable rock? Derek knew the road called for #4 stone that is dusted and not a very common practice. Derek, who came to DHM with extensive quarry experience, designed a plan to utilize our jaw crusher and pair it with a screener to create the stone needed. The plan was presented to Kirk Martin, President, and Grant Benedict, V.P. of Operations. The idea was accepted, and a new screener arrived at the jobsite. Derek added, "With the recent purchase of a screener, we have been able to produce almost every stone product for the job that would normally need to be purchased from a quarry."

When DHM Surveyor, Nick Malone, was asked about his thoughts on surveying the land that John Armstrong himself once surveyed and then settled in 1751 and walking where President George Washington may have walked, he had this to say, "From the mid-1700s to 2023, technological advances have altered the profession of surveying for the better. Although these changes have occurred, the principles of the job remain the same. It is an honor to work for DHM on this project, where excellence and integrity also persist, even as time passes on."



DEREK LIETMAN
SUPERINTENDENT



THE SMITH FARM





LANCE NORTON

V.P. OF ESTIMATING

There can be several reasons why, but traditionally it is a result of the owner of the property choosing a contractor based on a competitive estimate selected by the owner from multiple proposals received from competing contractors. But what is involved in bidding a job?

There are several search engine programs that update information daily on projects that are being posted for bid. We also receive bid invitations from general contractors that work on projects locally when they have jobs they are bidding. Developers that know us or see our vehicles in the local area will reach out to us directly to bid on a project. Lastly, there are times we can pick up leads from the local news or newspapers. DHM is always looking for projects that include site work, erosion & sediment control, site utilities, general hauling, drilling & blasting, landscape and/or hardscape work.

In most cases, a client will get several bids from competing construction companies, and in turn, each company will present their projected estimate for costs involved and possibly the projected duration. Some contractors have estimators on staff, while others may use a third party. Here at DHM, we have our own team that consists of four estimators, a purchasing agent, and a chief estimator. We bid projects that range from thousands to millions of dollars. Regardless of the project size there are always fundamentals that need to be applied to make sure that it is a successful bid. If those fundamentals are followed and we are fortunate enough to be awarded a project, the execution will flow accordingly and in turn the project will be a profitable one.

Much like conducting science experiments in high school, every project has its constants and variables that make all projects similar yet different. As an estimator, it is crucial that those items are identified, and costs are applied accordingly. When working on a bid, it is imperative that all the documents are carefully read. New ideas and designs in the construction industry are ever changing and being implemented. Seeing and understanding what is on the plans is crucial to a successful bid and project. When bidding a project, it is always important to go to the site to verify the existing landscape, site features, topography, and dig test holes to determine topsoil depths. The information that is gathered on site is then applied to the bid so that the excavation costs are accurate. After the bids are

submitted, the owner/client will hire the company that they believe is best suited for their job and budget.

As with everything in life, there are unforeseeable reasons for exceeding the original estimates, such as inclement weather and soil conditions below ground that were not representative of the area. Since the estimate is a critical piece of the criteria used to hire a contractor, it must be as accurate as possible. If the estimate isn't accurate, it could be harmful to the contractor or the client's bottom line depending on how the contract between the two parties was structured. Again, this is another reason why obtaining an accurate estimate is so crucial to any company's bottom line and why estimating plays an important role in the construction industry. Ultimately, if the client gets the end product they desire, and we have completed the work in a timely manner while staying within their budget, then the project becomes a success for everyone involved. This hopefully lends itself to working on future projects with this client.

In conclusion, the estimating department is one of the key components to a profitable company. Our estimating department is always working hard to bring profitable work to the company. DHM is a long-standing family-owned company that is highly respected in the local community. This is a result of decades of hard work and determination to always treat the client with respect and fairness.



Front Row: Ken Harbaugh, Purchasing Agent
Lance Norton, V.P. of Estimating

Back Row: Estimators - Chase Martin, Tyler Gelvin,
Dave Houck and Shawn Mowen

Two years ago, we began the process of looking at forward-facing cameras to install in our fleet of CMV trucks to enhance the safety and security of our fleet.

Throughout the process, we sought advice and feedback from the drivers, supervisors, and administrative team. In the end, the overwhelming response was the need for a safety tool like the Samsara forward-facing cameras that would actively protect our driving team.

Since the installation of the Samsara cameras in our trucks, we have learned a lot and have unfortunately seen firsthand how quickly the blame can be placed on a CMV driver. Our camera footage has aided both law enforcement officers and the insurance company with accident investigations. The video clips have been shared with our employees and used as training tools. We have stayed strong with our commitment to ensure that this new piece of technology is here to help – not to harm or offend our drivers.

While any piece of technology is not without its flaws, we want to thank you for being flexible and letting us know if there is an issue, and for being attentive to this device in your vehicle. It can be challenging to adapt to a new piece of hardware while you are dealing with the distractions of the roadway – but our team of drivers have done a fantastic job!

This process would not have been a success if it wasn't for each professional driver we have and their willingness to help. We always want you to know, DHM has your back!



RICH PHILLIP

FLEET MANAGER



Driver veered into our lane



Driver going the wrong way on a one-way street



Gobbler Crossing





KELLY KRAMER
SAFETY DIRECTOR

I happened to notice daffodils starting to bloom while walking our dog this morning. Spring is coming! It is an exciting time. The grass and trees begin to grow green again, flowers bloom, warmer weather, and longer days. It is a great time to be outside and to get some work done. Because of the increase in work, chances for injuries become more common. Before you start, make sure to “Think Spring...Safety” and apply last quarters safety message “Stop-Think-Act”!

Before you knock out that To-Do List, stop, think, and take the following actions:

Dress for Success – Wear appropriate work clothes. Flips flops, shorts and tank tops are super comfortable until you take a stone to the shin from the weed wacker!

- Be sure to wear shoes that cover your feet and protect your body, depending on the task. Flip flops might work for pulling weeds, but not mowing the grass.
- Wear Gloves – Blisters will ruin your weekend and poison ivy will spill into the work week.
- Safety Glasses – They look cool and can protect you from flying debris.
- Wear Sunscreen – It has probably been a while since your skin has seen the sun and the Cancer Society says more than 9,500 people are diagnosed with skin cancer everyday and 2 people die from it every hour in the U.S.
- Apply Bug Spray – I spoke to a safety friend who was in the woods this week and he said that he was covered in ticks. Permethrin (brand name Sawyer) is a great tick repellant when applied to your clothing.

Work Smarter Not Harder - It may have been a while since you have done physical labor for 8 hours straight and used some of the yard equipment, so prepare yourself and work smart.

- Stretch Your Body – Before and after, it will help you not feel so bad tomorrow and may prevent a sprain or strain.
- Think Ergonomically – Yard work requires lots of awkward postures and repetitive motions. Change it up every 15 – 30 minutes and take a break once in a while. It would not hurt to stretch again during some of this time.
- Drink Lots of Water – You should be peeing! That’s right peeing. It is a good way to get a break and a health check. It should almost be clear. If it is dark yellow or brown yellow, you need to drink more water! Most people require 9 (women) -13 (men) cups of water daily and that increases with physical activity.
- Avoid Alcohol – It would be embarrassing if you crashed the mower, possibly even dangerous, so if this is your thing wait until finished before you relax and enjoy a beverage.

Prepare your Tools/Equipment – It has probably been a while since you used most of your equipment so inspect it and make sure to do the following:

- Check Electrical Cords – Look for damaged outer jackets or frayed cords.
- Use Ladders Safely – There were about 164,000 emergency room visits last year from falls from ladders. All ladders should be used within their weight limit, climbed with three points of contact (use tool belt), and set up on a firm surface. Open step ladders fully, level them and stay off the top two steps. Extension ladders should be equally supported and extend at least 3' above the area that you are accessing.

When you are all done, you can kick back, relax, and admire all your hard work with a sense of accomplishment.



201,847 miles

...that is 67 trips from New York to California, 49 trips from Chambersburg, PA to the North Pole, and 8 trips around the earth.

201,847 miles is the number of miles driven by Brian Hershey, Don Mooney, and Shawn Halteman in 2022. Brian and Don pull lowboy trailers while Shawn pulls a Landoll trailer. The three have a combined 61 years' experience as CDL drivers and are known as the “Lowboy Brothers.”

When asked what a workday looks like, Shawn replied, “We typically arrive at 5 am, but some days it can be as early as 2:30 am. We do our pre-trip, then see Hunter for a list of moves to be made that day. We figure out the best route to take and then head out. When we are finished, we return to the shop, fuel up, complete a post-trip and the daily paperwork. We are usually finished between 3 and 4 pm.”

The responsibility they have goes beyond driving from point A to point B. Brian said their job is to “pickup, legally chain the equipment and move it to the next job with no incidents.” As a CDL driver for 23 years, Brian was asked how driving has changed over the years. He said, “People (drivers) don't care. We have to be more defensive now and always have to be thinking, ‘What are other people going to do?’”

DHM Dispatcher, Hunter Martin, coordinates what machines are needed where, and who is going to transport it. When asked about the trio he said “Our lowboy drivers are highly skilled employees that I really enjoy working with. They must have a basic understanding of how to run every machine that we use (for loading and unloading). They are

also knowledgeable of the locations for nearly all of our jobsites and are very proactive in reaching out to superintendents and assistant superintendents about where to drop equipment off.” Hunter estimates that 3,200 equipment moves were made in 2022.

When moving over-sized pieces of equipment, a permit may be required to travel through any given state. Hunter said, “Certain parameters for moving need to be followed. This may include the use of one or two escort vehicles, or even police escorts.” Once a plan is made, the responsibility of ordering the permits falls to Dispatch Assistant, Caree McClure. In 2022, DHM submitted and purchased 978 permits. Caree said “21,895 miles were logged as permitted miles. Approximately 74,133,000 pounds of machinery were permitted (this total includes the lowboy truck and tractor weight for each permit).” Hunter added, “The permits are given to the lowboy drivers so that the load can be moved legally.” How do the drivers feel about moving a permitted load? Don says, “I enjoy the challenge of seeing if I can haul it. It is good to try and learn something new every day.”

When asked about being a Lowboy Brother, Don said, “We all get along well. We know where each other are. Several times a day we talk, just checking in. If something happens, I know they would be there for me, and I would be there for them.” DHM appreciates this band of brothers that keeps everyone moving every day!



DON MOONEY

SHAWN HALTEMAN

BRIAN HERSHEY

NEW HIRES

Kyle Culbertson, Mechanic
Hector Guerrero-Tovar, Laborer, Environmental
Eric Reese, Operator
Trenton Christophel, Mechanic

Sean Andrew, Operator, Residential
Mark Nixon, Dump Truck Driver
Samuel Mendoza-Perez, Laborer, Environmental

ELEVATING THE GRADE / PROMOTIONS

Trent Myers, Assistant Superintendent

Scott Hanley, Advanced Safety Certificate & Trainer in OSHA for the Construction Industry

BIRTH ANNOUNCEMENTS

Travis and Angel Minium
welcomed their fourth child, daughter Everlee



DHM EMPLOYEE PICNIC

Mark your calendar for the DHM Summer Picnic. It will be a fun day for the entire family at Rhodes Grove Camp.

Plan to join us on **Saturday, August 12th.**

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.

JANUARY 2023



STEVE MARTIN
Assistant Superintendent



CAREE MCCLURE
Assistant Dispatcher



SAM MUMMERT
Equipment Operator



BORIS VARGAS
Utilities Foreman

FEBRUARY 2023



SERGIO CRUZ
Equipment Operator



JOSH ERWIN
Utilities Foreman



CAINE FARNUM
Mechanic



GREG WENGERT
Surveyor

MARCH 2023



CARL DERR
Lead Person



HUNTER MARTIN
Dispatcher



JEFF MAYS
Assistant Superintendent



TOMMY RAYHART
Lead Person



MELONY SOUDERS
Shop Administrative Assistant