

David H. Martin Excavating, Inc. –

NO JOB TOO BIG OR TOO SMALL!



David H. Martin Excavating, Inc. has worked on multi-million dollar projects along the busy I-81 corridor of Pennsylvania, Maryland and West Virginia; but after 40 years in business, the firm still connects with the farmers and homeowners who were its first customers.

“My grandfather started this business in 1968,” says Kirk Martin, vice-president and co-owner. “He started out with just a backhoe and a single-axle dump truck and worked out of his home for many years.” Despite the fact that the firm’s 230 employees wouldn’t fit in his home today, David Martin would easily recognize the company he founded. All three owners are on the job, and the same philosophy drives all their business dealings.

“Our slogan is, ‘No job too big or too small,’” Kirk Martin says. “We’ll do anything from excavating your little shed outside your house to the big industrial warehouse or the Wal-Marts and super centers with a Target or a Kohl’s. We try to service everybody.”

Nearly every piece of the company’s equipment is Caterpillar®, provided and serviced by Cleveland Brothers.

“Cleveland Brothers has always supplied whatever we need,” Martin says. “They’ve been

good to work with. The equipment always serves us well. Cleveland Brothers has been a part of our growth.”

David H. Martin Excavating, Inc. is based in Chambersburg, Pennsylvania, an area that continues to grow because of its location along I-81, near Route 30 and the Pennsylvania Turnpike, which is close to the Baltimore-Washington metropolitan area.

“We grew with Franklin, Washington, Adams and Fulton Counties,” Martin says. “It’s a good location for warehousing and trucking. People can get here easily. We have a lot of work in front of us. We’re not doing as much residential infrastructure because that market has slowed down, but as far as commercial and industrial, we are bidding out a lot of work.” Still, the company stays close to the region’s farming community.

“That came from Grandpa,” Martin says. “He was a farmer before he started the company. A big part of our work is with farmers. We do a lot of work for their land and their farms. The big thing now is duck barns and chicken houses. We’ve tried to cater as well to our farmers as to our commercial clients because that’s our grassroots.”

In this 40th anniversary year, Martin credits

his grandfather with instilling good work ethics and a strong faith in God, along with a strong group of talented employees, with the company’s longevity and reputation.

“This is the best group of employees we’ve ever had,” Martin says. “They’re solid individuals. Our superintendents are phenomenal. They all started as equipment operators and are able to train others because of their experience in the field, and we think that’s important. We’re a family business, and we try to think of the whole group here as our family.”

He added that “we want to be known as the company that will get the project done on time and under budget.” Cleveland Brothers has played a big part in meeting that goal. Most critically, Martin says, the salespeople are responsible and build solid relationships. Plus, the company’s Caterpillar equipment inspires confidence among its range of agricultural, commercial and residential clients.

“It’s solid equipment, and our customers know that,” Martin notes. “When we pull in with our Cat® equipment, they know it’s going to be dependable, and we’re going to get the job done.”