

The George & Lynch Internal Newsletter! News & notes from the company.

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Thank you for taking a minute to read about all things George & Lynch! In this issue you'll find:

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The next newsletter will be sent September 30th. Please send any ideas and announcements to jconnell@geolyn.com by September 15th! Thank you!



“George & Lynch will always be the preferred company that provides high-value added services to safely build, operate and maintain infrastructure that supports the continued quality of life in our communities.”

Chris' Corner

I hope everyone reading this enjoyed the last issue of the revived newsletter as much as I did. I encourage all to notify our editor, Jen Connell, of important events in your personal lives that you would like to share. The family atmosphere here as opposed to other companies is important to us.

We continue to churn out work – both winning it and building it. Since our last writing, we’ve been successful in bidding a couple of DelDOT Pave & Rehabs, a couple of bridges in Maryland, and a multi-project utility and pump station service contract with Sussex County. We’ve also negotiated several milling jobs, numerous private paving contracts, and assorted sitework projects. We’ve broken ground on a signature project for our resume, the new Bayhealth Medical Center in Milford. And last, but not least, we will start our contract renewal at Sandtown, aka Central Solid Waste Management Center in July. We are the only contractor to have operated the facility in its 30+ year history.

That last tidbit of information is really important for us. It’s not about that singular project, but the many customers that return to us time and again. Last year I boasted we had over 100 customers, perhaps more than ever before, certainly since we’ve been keeping count. We have a chance to do it again this year due to our anchor clients, repeat business, and a few new customers too.

All those customers and jobs are a lot to keep track of (and construct of course!) administratively. We might make a few mistakes, but are striving to continually improve. Please bear with us if we need to fix something that affects you.

Another writer in this issue talks about quality so I’ll take the sometimes unpopular subject of budget. The majority of our work comes by way of being the LOWEST price. That has been true for almost 10 years and I expect it will be for some time. That means we have to be efficient in everything we do. We can’t afford to do things twice. Most of all, we cannot tolerate equipment, property, or utility damage. I recently rear-ended someone. It was rainy, I didn’t give myself enough room to stop, and I was distracted. Luckily, no one was hurt, there was no damage, and it turns out no insurance claim. I self-reported to the police as is our policy in case there is some future claim on our insurance (happens almost every other time). I could have argued “no harm, no foul”, but opted to act consistently with policy and used a couple vacation days. It got my attention and I hope I have yours.

Let’s take the time to efficiently do things right the first time. Be safe and enjoy the summer!

From The Desk of
Len Brooks

George & Lynch ribbon cutting

George & Lynch, Inc. was proud to attend the ribbon cutting ceremony for the DeIDOT Bridgeville Maintenance Facility. DeIDOT Secretary Cohan, along with the local representative and senator spoke and commented how well the facility turned out.

Thank you to **Derek Jones, Ed Kenney** and **ALL** of the G&L crews that worked on this project. Another **JOB WELL DONE!**



From The Desk of
Kevin Jones

The Hot Mix

“Spring is a time of renewal and thoughts of the outdoors” was how I started the last newsletter. Little did I know that it would rain every day after. So here we are, going head first into summer with a backlog of hot mix and milling work like never before, made more challenging from a month of rainy days. We can all agree that more work is a good thing, but for those of us that have been down this path before, we know that long days and nights with some weekends lay ahead of us.

We have finished the Ocean City Maryland 528 project for the Maryland State Highway Administration and along the way, the crews and managers received atta-boys from the Ocean City Press, the Town Officials, and the State District Administrators alike. **Stephanie Jackson, Earl Ward, Brian Gsell, Don Eastburn, Brian Schaffer, JD Gray**, and a

host of people, too many to mention, deserve a thanks from the company for turning a potential challenge into a work of art. All of the men and women that built the project should feel a sense of pride for the work completed.

In addition to the work in OC, we have completed a major project on RT 9 in Kent County for the State of Delaware. The milling on this project was as smooth of a ride as any can remember in recent years. The road's previous condition was so bad that about forty percent of the surface area had to be repaired prior to milling. **Brian Schaffer and Donnie Eastburn** should be congratulated on this jewel of a profile milling job. **Glen McNatt's** crew performed the preparation while the **Smith boy's crews (Timmy and Steve)** performed the actual paving.

While other crews were performing work on the big projects along with the various incidental projects, **Robert "Robot" McNatt and Adam Legg's** crew have been working with the RT 26 gang trying to finish that project. Both of these crews and others have had the not so envious responsibility of milling and paving on a project that has off hours and daily challenges. All I can say is that I am personally grateful for all these people and for the quality project they are committed to deliver to the owner.

Plant News

The plant's suppliers have not kicked the stone shortage curse completely, but so far it has been better than 2015. The month of rain has allowed the trains and the quarries to keep up with us. In the month of April, the River plants produced over 58,000 tons, an all-time high for the ten years we have been in business. Tri-County has been just as busy supplying mix to Adel, Mumford & Miller, and our own crews. **Steve Green and Mike Handy** head up these operations and have all three plants running on all 8 cylinders.

Final Thoughts

The quality of work that we perform is a hallmark of George & Lynch, Inc. It was that culture that lured me to come here to work. To re-build the hot mix asphalt effort that the generations of G&L employees built before us. It was not an option if we did this work half way. It had to be as good as or better than what was expected from 1923 to 1995. I'm proud that our employees have embraced that goal and have delivered. I want to take time to thank **George Cahall, Anthony Taddeo, Jeff Pardee, and Bryan Cain** for the work they have performed on our **Quality Control Team**. They have kept us in a superior position in both Delaware and Maryland in regards to compaction and ride specifications. **Dan Kercher, Oscar Hoover, and Bill LeDane** make up the other half of this equation at the plants and both teams continue to work together as professionals in the industry.

Safety is always first and I really should not end on a safety related subject but I want to mention a few things. Sending an employee home in the same condition they arrive to work is important to us all. I typed this blurb over a few days during which a motorist under the influence of drugs ran off the road and struck and killed a construction worker. The worker, a family man putting his tools of the trade away on a closed shoulder and the driver, not paying attention pinned him between both vehicles. What's my point? It's simple, we are live targets on most of our job sites and not all drivers should be behind the wheel. Please keep your head in the game and be careful, we need you, but your family needs and loves you more.

Safety - Ken Heinsch

It is the summer season and we are very busy. During this time of year, we see overtime as the daylight hours are with us longer and the climate is favorable for construction activities. Schedules push us and our duty is to give our customers a quality and timely product.

We cannot, however, push our safety to the side burner as we perform our duties. I know most of you have heard this

before, but this is the time of year we need to be vigilant of heat related illnesses. Heat related illness can sneak up on you very quickly. Please remember to stay hydrated, drinking fluids is one of the best ways to reduce the chance of a heat related illness. Please take the time to read the signs that you may be experiencing heat issues.

Heat Exhaustion

- Heavy sweating, thirst, fatigue, or heat cramps
- Headache, dizziness, nausea or vomiting
- May develop into heatstroke

If you experience these symptoms, get out of the heat and lie down in a cool place in the shade or in the air conditioning, if available. Cool down with a water spray or place cool, wet cloths/rags on your forehead and body. Drink a sports drink. Remember during the day to drink water in addition to sports drinks so that your aren't adding excessive amounts of salt and sugars into your body.

Heat Stroke

- Throbbing headache
- Dizziness or lightheadedness
- Lack of sweating, despite the heat
- Red, hot, and dry skin
- Muscle weakness or cramps
- Nausea and vomiting
- Rapid heartbeat which may be either weak or strong
- Rapid, shallow breathing
- Behavioral changes such as disorientation, confusion, or staggering
- Seizures
- Unconsciousness

Heat stroke is a very serious condition! If you suspect someone is suffering from heat stroke call for medical assistance, then cool the person as rapidly as possible. Wet them down. Apply ice to the body. Move to shade or air conditioning. Fan air over the person. Immerse in water if possible. If medical attention is slow to respond, call the local emergency room for further instructions until help arrives. Delay can be **fatal**.

Watch out for each other! And remember, safety is common sense and paying attention to what is happening around you. Our surroundings change by the minute as progress is being made. There can be a new danger around every corner.





Paving crew in Ocean City



Job 160064 Superstructure over Kings Creek, Rt 13 Pincess Ann MD. Picture is of Larry Zuchelli and his crew forming the bridge deck for Phase 2 of the Concrete Pour.

Need to re-stock your G & L gear for the season? **Contact Jenn Connell. Here's what we have in stock:**

Pocket T-Shirt, Forest Green (S-XL)...\$8.00

Pocket T-Shirt, Forest Green (XXL)... \$9.50

Pocket T-Shirt, Forest Green (3XL)...\$10.00



Company Store



Pocket T-Shirt, Safety Green (S,L,XL)... \$6.00

Pocket T-Shirt, Safety Green (XXL)... \$7.50

Pullover Hooded Sweatshirt (L & limited
XL)...\$15.00

Pullover Hooded Sweatshirt (limited 4X & 5XL)
\$15.00

George & Lynch Hats... \$9.00

Clearance Items

Green travel chair with carry bag...\$10.00

G&L Soft Cooler... \$10.00

G&L Travel Blanket... \$10.00

G&L Aluminum Travel Mug... \$10.00



Gives Back

George & Lynch is a proud member of the Central Delaware Chamber of Commerce. A benefit of this membership is that they provide discounts to local businesses in the area. Most of the discounts are between 10%-20%. The discounts are for restaurants, retail shops, travel, hotels, health, fitness, medical, cosmetics, beauty, child care, cleaning services and entertainment, just to name a few. For a complete list please visit their website at www.cdcc.net click on the upper right hand corner CDCC Membership, Club Card Discounts. If

you are interested in any of these discounts please email me at: jconnell@geolyn.com or call the front desk at 302-736-3031 to request your free CDCC discount card.

**Congratulations to
Dr. Kenneth & Elizabeth Hoadley
They were married on May 21
at the Lewes Ferry Terminal
Liz is the daughter of Chris & Carole Baker**



— HAPPY — *Birthday!*

<u>July</u>		<u>August</u>		<u>September</u>	
Glenn A. McNatt	2nd	Floyd Turner	1st	Roy Linwood Kenney	3rd
Jason K. Walls	2nd	Michael H. Miller	1st	Gunner Gsell	5th
Nelson Satterfield, Sr.	2nd	William E. Evans Jr	1st	Bryant C. Cain	7th
Rudolph Spinka JR	3rd	Brandon M. Betts	2nd	Barry Dye	9th
L Q Cobbs, JR	5th	Alfonso M. Cintron	4th	James F. Johnson Jr	12th
John J McAtee	7th	Duane Yerkes	6th	Douglas W. Green	13th
Brandon S. Dolly	8th	Eric J. Walls	6th	Michael Beebe	13th
Jackie M. Johnson	11th	Kelsey C. Carpenter	7th	Terry Metz	13th
Thomas A. Thompson	11th	Carl Johnson	11th	Artenious T. Sample	14th
Anthony C. Taddeo	16th	John E. Bradley	11th	Charles H. Bradford	14th
Angelo C. Burris	18th	Willard T. Reeder	11th	Jayson Brown	15th
Christopher D. Watkowski	19th	Leonard Brooks	12th	Christopher M. Walton	18th

Eladio I Garcia	19th	Charles R. Marcum	13th	Donald W. Eastburn	18th
Logan T. Davis	22nd	John P Traylor	13th	Phillip L. Morris	21st
Jeffrey S. Deveau	23rd	John R. Patrick	15th	Charles B. Moore 3rd	22nd
Gregory S. Deptula	25th	Richard D. Haass	17th	Wilbert Deputy Jr	22nd
Stephanie JS Preece	26th	Robert E Simpson	18th	Todd M. Miller	25th
Jennifer Connell	28th	Russell Reed	19th	George De La Cruz	26th
Larry Zuchelli	30th	Dennis J Dinger	20th	Prentice D. Strand	27th
Bryan J. Smith	31st	Cheryl F O'Neill	26th	Thomas S. Mitchell	27th
Dean H. Davis	31st	William A. Knipple	29th	Chelsea R. Heinsch	28th
Harold S. Woodlin	31st	Randolph C. Selph	30th		



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