



CELEBRATING  
55 YEARS

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## **2021 Ones to Watch: Dan Smith, Owner, D.H. Smith & Sons**

May 28, 2021 - Spotlights

Which project, deal, or transaction was the “game-changer” in the advancement of your career? The “game-changer” in my career was the purchase of our current site, a 15 acre parcel on Plain St. (Rte. 139) in Marshfield. We purchased the land in February 2019, and it is ultimately what led to the relocation of our headquarters from Pembroke to Marshfield. Prior to purchase, we had rented the space, and had used the location for the manufacturing of our mulch. One of my mentors, Dean Copeland, who owned the land, told me that he was getting ready to retire and offered to sell to us. We did it, and haven’t looked back!

How do you keep your team motivated despite conflicts and obstacles? I lead by example. Every business has its good days and the not-so-good ones. When the going gets tough, I make sure that I am the first one here and the last one to leave. I am a positive person by nature and it shows in my dealings with others. I really enjoy when people around me are happy. Our team is “in the thick of things” together all the time, and it’s always better to attack problems with a smile.

Who or what inspires you? Peter Elliott was one of my sources of inspiration. He worked on site at the location that we eventually bought; he was the site work contractor and wood recycler for Rockland Sand and Gravel, and he was a hard worker! My Dad, Dan Smith Sr., is also a source of inspiration. He worked in a different career but I learned a lot about work ethics from him. And today, he is part of our company and drives one of our trucks! My team inspires me to keep everything going, as does my wife Jennifer and my children.

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