

Pik wRiter

Autumn 2018

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KENT ENGLE TAKING A TANK TRUCK FOR A FINISHED PRODUCT PHOTO



Department Updates

A RECENTLY COMPLETED WATER TRUCK BODY

Time for Reflection

Autumn, already? We're in the last quarter of 2018. Where has this year gone? Are you looking at the 2018 goals you set 9 months ago and wondering how you will accomplish them over the next 3 months? They didn't seem impossible when you established them, but they may look like mountains now. Many of us have set goals to prioritize what is most important: spend more time with family, invest in our relationships, help others, save money, exercise more, eat healthy, read the Bible and pray daily, grow in our faith, stay positive, give our best, work smarter, get adequate rest and the list goes on. We may have failed miserably with some goals and excelled with others. Do you focus on the successes, and throw in the towel and forget the goals you did not meet? Or do you revamp them, start over and create new goals? We don't have to wait until January 1 to reassess, regroup and reestablish new goals. Randall Stratton has joined the front office team that links people in need to the people or information to meet their needs! In addition to working in marketing, Randall will be doing accounts payable and front desk responsibilities. Welcome Randall!

There has been a flurry of activity in the front office with hiring efforts. We are still looking for production employees! Applications are available in the bin next to the time clock, at the front desk or online. Debra processed 54 whole goods invoices in the third quarter.

Pik Rite's Christmas party is scheduled for Monday December 3rd. Mark your calendars for this event. More information will be coming your way.

As we move through this final quarter of the year, I encourage you to look forward and establish new short-term and long-term goals. Every day is a new opportunity to attain your goals.

Janice Shively • Office Manager

A Quarter For The Books

The 3rd Quarter has traditionally been a slower period for new orders... but, I think the sales team missed that memo because that is not what we experienced this year. Newsflash! – July, August and September was busiest 3rd Quarter (for new orders) that Pik Rite has ever experienced. Only the 4th Quarter of 2011 produced more orders. Hey – that gives us something to shoot for.

We've just come through the busy outdoor ag show season that included our involvement with Empire Farm Days, Ag Progress Days, Farm Science Review and more. In two of the shows, we provided spreading demonstrations that featured the versatility of the Compost Beaters – In one show, they were used to spread bio-solids and then in the other, they were used to spread some really nasty sh... sheep pack! (Honest, I really think it was sheep pack).

During the quarter, it was refreshing to see some spreader orders outside of Pennsylvania, including orders to Utah, Wyoming, Montana, Ohio, New York and Vermont... and stock dump orders, stock tank orders and large retailed tank orders are filling the production schedule filled deep into next year.

Not to be outdone, Parts was going about their business and really generated a nice quarter (or is that robust)?

We welcomed a new member to the Marketing & Advertising Team – Randall Stratton. Randall will be wearing numerous hats for Pik Rite that will range from video editing to website maintenance and everything in between. Finally, we have been blessed with Kent Engle for being able to train Randall before his big move to Canada. Kent – you will be missed. Thank you for your energy, passion, enthusiasm, creativity, friendship and your joyful outlook on life... and don't forget your snow shovel – eh!

Seth Ziegler • Sales Manager



TWIN RED DUMP BODIES SOLD TO DIAZ PALLET & STONE

Riding The Wave

We welcome back team member and friend Devin Weaver. Although Devin is only with the engineering team part-time, we are excited to have him back and contributing in the department. As you may read in other articles of this newsletter, we are busy, and that's a good thing. Our challenge now (and always) is to stay ahead of production while delivering complete and accurate information. After we get that sales order, it is engineering's responsibility to get the show started off right so the result is a quality piece of Pik Rite equipment. With this upturn in orders, we should all "ride the wave" as long as we can. #Quality, #Teamwork

Doug Thomas • Engineering Manager

Parts Sales Booming

It was a great summer for parts sales. We came close to equaling our biggest month ever in July and followed it up with another great month in August. As the growers continue to face wet conditions in the field, we are able to keep them running with new parts. The season is quickly drawing to a close and I would expect parts sales to decline over the next six weeks before picking up again in mid to late November.

Jeff Ansell • Parts Manager



2018 TOMATO HARVEST

Harvest Winding Down

As the summer comes to an end and the corn and beans start turning brown, many people think of harvest season. However, Pik-Rite's harvest season is winding down. In just a few short weeks the tomatoes will have been picked, killed by frost, or turned under because of rot. We have made a change this year by dedicating one Service Technician as a harvester specialist. His number one priority is providing field support to our harvester owners. While all service personnel assist, a dedicated technician allows us to prioritize harvester support without interrupting the work flow of all our other product lines in Service. As a service team, we remain dedicated to making sure the end user of our product has not only a good buying experience, but also a good support experience – across all product lines.

Travis Hill • Service Manager



DEMO AT 2018 FARM SCIENCE REVIEW

Challenges of Growth

It's hard to believe we're already in the last quarter of the year! We've been blessed with lots of work this year and I'm so proud of what we've been able to accomplish so far. Growth always has its challenges and it certainly hasn't been an easy year but I'm often reminded that the challenges of being busy are far better than not having enough work. We've added a number of new employees to the paint and assembly departments and it's always exciting to see them gain confidence and pride in what they do as they learn more.

Mark Yoder • Assembly Manager



LEGENDARY BLUE SEPTIC TRUCK FOR COUNTRY SIDE SEPTIC



Blessings

-Elvin Stoltzfus

A young man who was struggling financially was preparing for his first day at work. As he was packing his lunch he realized he didn't have much food. All he had was a little peanut butter and jelly and some stale bread. He wanted to make a good first impression but that's all he had. When he sat down with the others at lunch time they laid out a beautiful spread of roast beef, mashed potatoes, veggies and carrot cake! They offered to have him add his meal to theirs and share everything. His response, NO WAY! After a lot of coaxing the young man agreed and enjoyed a wonderful meal!

In comparison, that's what God is offering us. Are we settling for peanut butter and jelly sandwich with stale bread when He is offering us roast beef, mashed potatoes & veggies along with carrot cake?!

The Growth Equation

-Randy Beiler

"It's a good problem to have" has become the slogan and most overused phrase of 2018. And certainly it's true we would rather struggle to figure out how we are going to get the work done than worry about not having enough work.

Growth brings opportunities. When the order book is full and expanding it provides huge opportunities for growth. We need more people, leaders, equipment, and improved processes. This opens up the opportunity for you and everyone here to propel them and the team forward in a new and improved direction.

Philippians 4:19

And my God shall supply all your need according to His riches in glory by Christ Jesus.

Quality Counts!

-Kevin Baker

We have all been working hard and seeing the fruits for our labor. There is a sense of passion and focus that is amazing! While we are blessed with an abundance of work lets not forget that focusing on quality is still very critical, the attention to your individual detail makes the process flow smooth. If we are all doing our best we won't have time to worry about failure!

Employee News

Employees of the Week

Pik Rite congratulates the following employees for their hard work and character qualities that earned them "Employee of the Week" during the last quarter.

- IKE MARTIN
- AARON REITENBACH
- CALEB HEIDLER
- CINNAMON DIGAN
- COREY EBERHART
- DAKOTA ETTINGER
- DAN ZEIGLER
- JOHN KIEFFER
- KEVIN BAKER
- MATT WILLOW
- ROD BINGAMAN
- SUZANNE HENDERSHOT
- WILL PARKER

Long Standing Employment

The following employees will celebrate anniversary milestones this quarter.

- OCT 13, 1991 CHARLES GEARHART, JR. 27 YEARS
- DEC 28, 1998 JANICE SHIVELY 20 YEARS
- DEC 6, 2010 LARRY STEWART 8 YEARS
- OCT 31, 2011 CANDY DAVIS 7 YEARS
- NOV 14, 2011 JEFF ANSELL 7 YEARS
- DEC 16, 2013 COREY EBERHART 5 YEARS
- DEC 18, 2013 TRAVIS BINGAMAN 5 YEARS
- OCT 13, 2014 NICK KOCH 4 YEARS
- NOV 23, 2014 CHRISTIAN KURTZ 4 YEARS



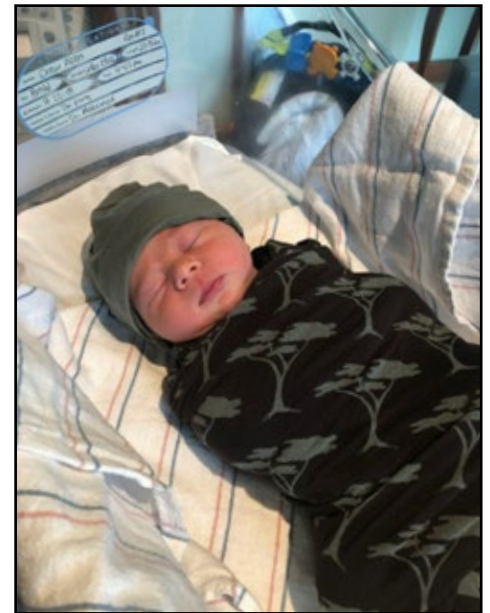
ADAM GRANT BEILER

Adam Grant was welcomed by Randy and Michelle Beiler on August 26, 2018, at 6am. He weighed in at 8 pounds 5 ounces and was 20 inches long.



LOGAN DANIEL ALDERSON

Logan Daniel was born to Derrick Alderson and Amanda Carlson on September 14, 2018. He weighed 7 pounds 1 ounce and was 19 inches long.



CREW ALLEN GOSS

Derek Goss and Courtney Matrey welcomed Crew Allen on September 22, 2018. He weighed in at 6 pounds 15 ounces and was 20.5 inches long.



Congratulations to John Kieffer and Mallory Perchinski on their marriage on August 18, 2018.

"THERE IS NO DOUBT THAT IT IS AROUND THE FAMILY AND THE HOME THAT ALL THE GREATEST VIRTUES, THE MOST DOMINANT VIRTUES OF HUMANS, ARE CREATED, STRENGTHENED AND MAINTAINED."

-WINSTON CHURCHILL



RYAN WERT AND TAYLOR MORGAN INSPECT A CHASSIS AT THE NTEA TRUCK PRODUCT CONFERENCE IN NOVI, MI.

