

Volume 9, Issue 1

Pik wRiter

Winter 2019



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The logo for Pikrite, featuring the word "pikrite" in a white, serif font with a horizontal line under the "i". The text is set against a dark red, rounded rectangular background that has a white, curved shape on the right side, resembling a stylized "P" or a checkmark.



Department Updates

RECENTLY COMPLETED DUMP BODY

It's about the Journey

To rephrase Ralph Waldo Emerson – “it’s not the destination, rather the journey”. This is true in so many areas of life: Your relationships, getting through tough times, your parenting... and even in Sales. It’s been quite the journey here at Pik Rite (emphasis added). We’ve reviewed where we were, are processing where we are, and are preparing for where we are going. It’s been fun learning from our customers, understanding the market conditions, and realizing our own strengths and weaknesses. As a result of our coordinated efforts, we have been able to accomplish more than if we were just “shooting for the stars”. Nearly every product line and financial indicator outperformed their projections and goals. So, from Handel’s *Messiah* – “Hallelujah!” (that’s supposed to sound like angels or a choir singing).

The 4th Quarter had so many meaningful events outside of the workplace such as harvest season, hunting, Thanksgiving and Christmas. It’s already a “feel good” time of year so the sales results in the 4th Quarter just helped to cap off a very special year at Pik Rite.

We all know that the Gas/Oil activity ebbs and flows. Well in 2018, vacuum tanks for that industry were certainly flowing. The orders were plentiful and they are spilling over to give us a healthy start to 2019... but not to be lost in all the Gas/Oil/Water Truck talk – please know that we also had our highest year ever for Septic orders (you probably didn’t see that one coming did you?). Dump orders have continued to climb (best year again), we’re seeing leaf unit orders, VORTX had a great year and most segments of the Parts Department were busy – especially tank parts.

So, moving into 2019, what stars are we going to shoot for? Well, you’ll have to stay tuned for that... but please remember this much, there is always a Star that is within your reach... and that’s the Bethlehem Star.

Seth Ziegler • Sales Manager

Growth

2018 has ended. For Production it was a year of a lot of training, of restructuring of the production leadership, to increased production across the entire plant. It’s amazing to see what we’ve accomplished as a team, and Pik Rite as a whole. 2019 is already shaping up to be a busy year. With dumps and a very busy tank schedule, to harvesters that come around at the beginning of each new year.

Production continues to learn, train, and grow to meet the needs. As 2019 starts, production will also be seeing new equipment to help in this growth in several areas. For fab, there’s a new 3-ton crane coming to help handle the plate work for the tables, and rolling wraps. For welding, we’ve already seen three new welders, but are installing two additional fixed station welders for the aluminum tank line, along with a new set of rollers to build these aluminum tanks. We hope to have this up and running early in January. Also, we are installing another 5-ton crane in welding to handle the growth of dumps, tanks, and trailers. In paint, we’ve added a small blast machine to do small parts, and will be switching the painters over to fresh air supplies respirators. Lastly, we are installing a jib crane in Vortx assembly, to help facilitate their work.

As I write this, the word growth sticks out to me. 2018 was a year of growth. Growth has offered us all the stability of working at a great place. It offers us the opportunity to expand with new equipment and products. What opportunities will you take to grow this year?

Jon Noaker • Fabrication & Welding Manager

Short and Sweet

2018 was our best parts sales year ever... Nice!

Jeff Ansell • Parts Manager

Keeping Perspective

Happy New Year? Considering we just wrapped up a banner year, how are you feeling about going into the New Year? Are you anxious or relaxed, excited or uneasy, eager or cautious, encouraged or nervous, energized or exhausted, confident or uncertain? Perhaps we will experience all of these emotions as we go through 2019. How we manage emotion is vital. Are we able to remain positive and encourage those around us? Or do we become negative and discourage those around us?

In the last quarter of 2018 we invoiced 68 whole goods. Your front office team has been engaged in bringing new people to the team, processing payroll, accounts receivable and accounts payable, securing purchases and doing what is needed to keep things moving in production.

“Life is 10% what happens to you and 90% how you react to it.” – Charles R. Swindoll.

Make it a Happy New Year!

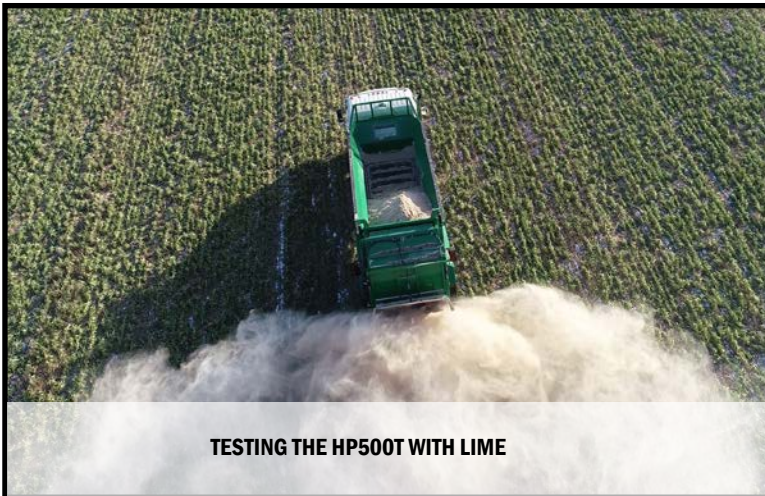
Janice Shively • Office Manager

Taking on Challenges

We are excited to introduce flat face hydraulic fittings to our spreader lineup in the first quarter of 2019. Flat face fittings, or O-Ring Face Seal fittings as they are often called, rely on an o-ring compression to seal the connection rather than the crushing of threads and the use of tape or pipe dope. Using these fittings should increase speed in assembly and greatly reduce the rework due to leaking connections.

Aside from updating our spreaders in various ways, we face a full order sheet in 2019. We have a great engineering team that is rising to the challenge to stay on top of the production schedule. Thank you guys! I'm sure I can speak for our team when I say; it's not just engineering that makes things go well, it's *everyone at Pik Rite*. Take pride in what you do, no matter what it is, and do it to the best of your ability. Together we can do great things.

Doug Thomas • Engineering Manager



TESTING THE HP500T WITH LIME



PIK RITE'S FIRST EVER PUSH-OFF TRAILER



MELON HARVESTER RECENTLY FEATURED IN A NEWS STORY



6300- GALLON STAINLESS TRAILER FOR TCB RENTALS

Research & Development

“You guys aren’t afraid to try new ideas!” That was the comment made to me by a customer looking over the new push-off trailer sitting in front of the Service Bay. Throughout the year, your Service Department gets its hands dirty in a number of Pik Rite projects that involve trial and error. While we can’t take credit for the design, we did help complete the push-off trailer and work some of the bugs out of it. We recently installed belting over the web chain in a HP500

for a customer who wanted to try spreading lime. As far as I know, that is a first for Pik Rite. Here in the service department, we also frequently see how a Pik Rite product failed or underperformed and we work with Engineering to improve it. While we no longer have an official R&D department, Service is often tasked with the new ideas that need to be tweaked or designed on the fly. This is just one of the ways Service plays a part in the team here at Pik Rite.

Travis Hill • Service Manager



Priorities

-Elvin Stoltzfus

Happy New Year! As we face another year what determines a happy New Year? Is it family, relationships, happy customers, happy co-workers, good health, or enough money to pay bills? All these things certainly contribute to a happy year. All these things can also be taken from us. As we have the opportunity to experience another year let's treasure the daily gifts and opportunities we have. We are blessed! Happy New Year!

For where your treasure is, there your heart will be also.

Matthew 6:21

Live Intentionally

-Randy Beiler

We did it! The year 2018 was record breaking in many ways, and 2019 has the opportunity to do the same. With the new year comes new opportunity and I would challenge you to ask yourself: What kind of person do I want to be? What kind of place do I want to work at? What steps am I taking to make that happen? At Pik Rite we aim to be passionate about our work, and respectful to all we encounter. It's what makes us a great team that always strives to make things better. In 2019 I look forward to participating in the tradition of building great products, making many improvements, and giving people the opportunity to grow along the way. Thank you and Happy New Year!

"The only limit to our realization of tomorrow will be our doubts of today."

Franklin Roosevelt

Opportunity Knocks

-Kevin Baker

Creative risk taking is essential to success in any goal where the stakes are high. We are in a good position for raising the bar in our industries with innovation. The path may not always be clear, but we will make one if we have to. Knowing that we are doing all of our jobs with purpose is something to be proud of. This last year has helped to prepare us for the next hurdles of business. Opportunity won't wait around for the unprepared.

Be wise in the way you act toward outsiders; make the most of every opportunity.

Colossians 4:5

Employee News

Employees of the Week

- AARON BENNER • JAN 1
- AARON REITENBACH • JAN 3
- CHRISTIAN KURTZ • JAN 23
- CODY HEIDLER • JAN 28
- GABOR CZIVISZ • JAN 30
- IKE MARTIN • FEB 4
- ISAAC BITTNER • FEB 4
- JAMES FETTEROLF • FEB 4
- JOHN KIEFFER • FEB 6
- MATT WILLOW • FEB 10
- NICK KOCH • FEB 14
- SHANE SHAFFER • FEB 15
- WILL PARKER • FEB 25
- • FEB 27
- • MAR 3
- • MAR 4
- • MAR 5
- • MAR 21
- • MAR 22
- • MAR 28

Employee Birthdays

- CALEB HEIDLER
- LEE BAILEY
- JON NOAKER
- TY KLING
- STAN WEAVER
- JEREMY BUCK
- LANCE HULSE
- TRAVIS SNOOK
- MATT WILLOW
- BEN HEIMBACH
- TYLER PEACHEY
- ADAM HOCKENBROCK
- SETH ZEIGLER
- CODY HEIDLER
- KEVIN BAKER
- TRAVIS BINGAMAN
- AARON ALLRED
- JAMIE PEACHEY
- JIM DORMAN
- RON RENNER

- MAR 1
- MAR 3
- FEB 3
- MAR 29
- JAN 1
- MAR 30
- MAR 29
- JAN 17
- FEB 8
- FEB 28
- FEB 21
- MAR 24
- MAR 31
- FEB 23
- JAN 5
- FEB 22
- FEB 24
- JAN 10
- MAR 20
- FEB 27
- MAR 19

Employment Anniversaries

- SAM BEILER 28 YEARS
- SERGEY PERMYASHKIN 22 YEARS
- DOUG THOMAS 22 YEARS
- JASON SAUERS 18 YEARS
- IKE MARTIN 16 YEARS
- NICK MARTIN 10 YEARS
- ANTHONY EBERHART 9 YEARS
- KEVIN BAKER 8 YEARS
- TRAVIS SNOOK 8 YEARS
- LEE BAILEY 7 YEARS
- ADAM HOCKENBROCK 7 YEARS
- JAMES FETTEROLF 6 YEARS
- DEB ENGLE 5 YEARS
- MIKE MALOYED 4 YEARS
- ROD BINGAMAN 4 YEARS
- DAKOTA ETTINGER 3 YEARS
- BRENDA KLINGMAN 3 YEARS
- TRAVIS HILL 3 YEARS
- ZAC VANHOUTE 3 YEARS
- BEN WEBBER 2 YEARS
- ISAAC BITTNER 1 YEAR

“NEVER LOSE SIGHT OF THE FACT THAT THE MOST IMPORTANT YARDSTICK OF YOUR SUCCESS WILL BE HOW YOU TREAT OTHER PEOPLE - YOUR FAMILY, FRIENDS, AND COWORKERS, AND EVEN STRANGERS YOU MEET ALONG THE WAY. “

-BARBARA BUSH



MR. & MRS. BEN WEBBER

Ben & Jess Webber were married on October 12, 2018. Congratulations!



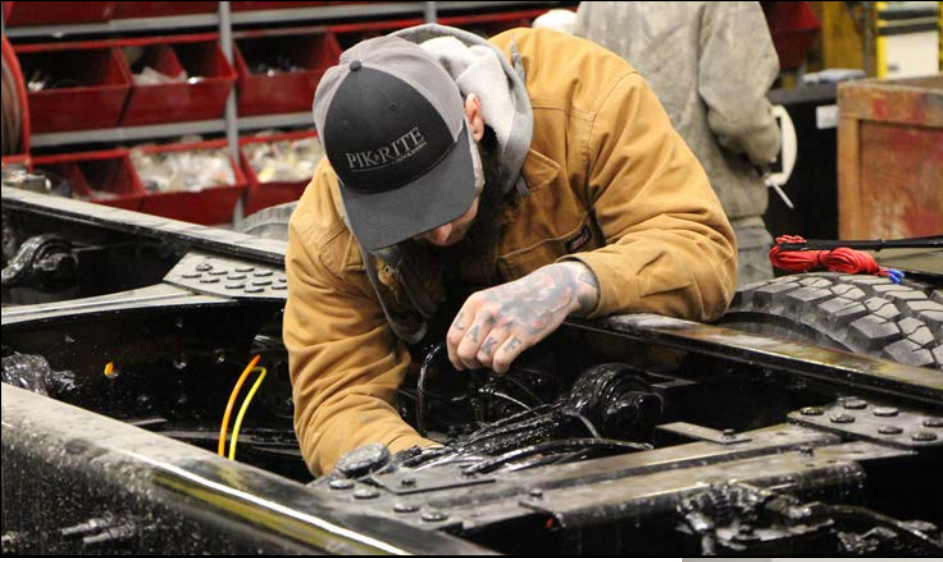
TYREL KLING & KARISSA BROWN

Congratulations to Tyrel Kling and Karissa Brown on their October 27, 2018 engagement. The happy couple plan to wed on September 12, 2020.



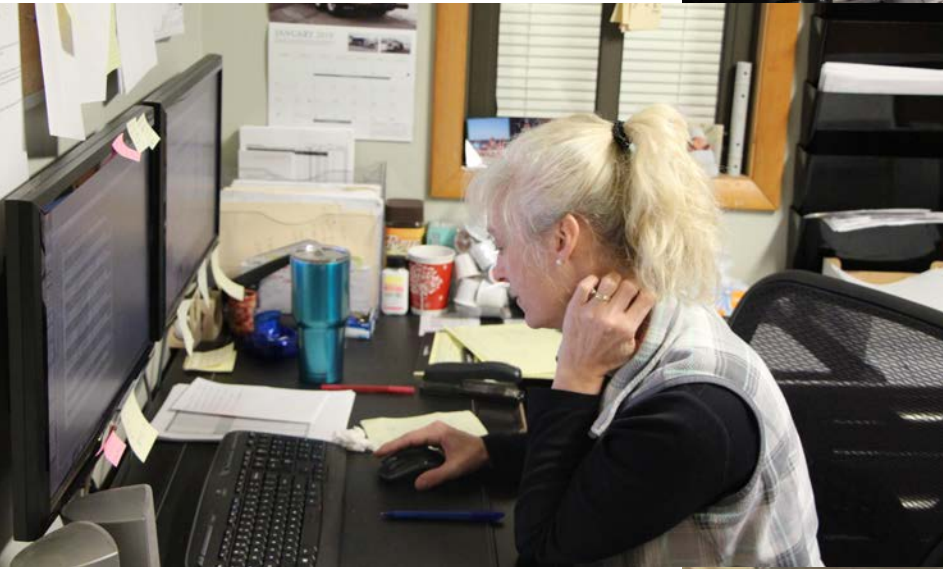
SILAS KEKOA

Silas Kekoa was born December 23, 2018 at 4:07. He weighed 7lbs, 1 oz, 19 ½ inches long. Proud Grammy is Brenda Klingman.



Built

to Work



the Way

You Work!

