

Volume 9, Issue 3

# Pik wRiter

Summer 2019

Elvin Stoltzfus, Ike Martin, and Clint Morris having fun during the Company Picnic at Knoebels Resort



pikrite

# Leadership



## Leave No Trace Behind

-Elvin Stoltzfus  
President & CEO

Recently while camping at a national park, I noticed a lot of signs - "Leave no trace behind". The idea was that after you leave, it should be left the same as it was before you got there. In our journey of life, we don't have that option. We all have an impact for good or bad! We will all leave this ol' earth at some point. The question is, what kind of trace will we leave behind? Will there be a lot of trash lying around for others to pick up or will it be better than before because we camped here? 📌

*Each of you should use whatever gift you have received to serve others, as faithful stewards of God's grace in its various forms.*

*1 Peter 4:10*

## Keep An Edge

-Randy Beiler  
VP of Operations & Finance

Great teams are made of individuals with a drive to succeed. We have a great team here at Pik Rite and we want to keep it that way. We want people that want to build quality products and want to be efficient at it. We try to hire and reward team members that want to focus on that, but we all need to stay sharp and 'keep an edge'. It reminds me of the phrase I heard from Preston Boop "Work each day like it's a job interview." Let's work as individuals to stay motivated for the sake of the customer and this team. And let's work as good teammates to motivate each other and not let our fellow teammate fall behind or lag behind.

I asked someone this week, if they made a mistake would they rather hear about it from the person who found the mistake or from their boss? Usually the answer would be from the person who found it. As that goes, speak up if you see a fellow employee falter. As kindly as you can. 📌

## We Are on A Mission!

-Kevin Baker  
VP of Engineering, Sales & Service

### Mission:

Everyone at Pik Rite is given the opportunity to grow personally while engaging in an atmosphere of unity, respect and integrity. Our team work attitude creates a positive experience for our customers through favorable relationship, advanced innovation and easy to use, first class products. 📌

*"Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up."*

*Galatians 6:9*





# Department News

## QUALITY CONTROL CHECK-UP

Travis Snook • Quality Control

These are questions I ask myself regularly:

**What is quality?**

When I think of quality, the first thing that comes to my mind is doing the best you can to put out the best work you can do. It does not take any longer to put out great work than it does to do subpar work. If that means double or triple checking drawings, then do so. If we need to go get a level to make sure it's level, then get it. If you need to cut a wrench apart to make sure a bolt gets tightened properly, then do it. That is just a short go on what I think makes quality.

**The next question is – How can we produce it?**

It starts with “I CARE!” That is followed by wanting to get others who may not know all the “in’s and out’s” of the job to be relied on through TRAINING. Without proper training, we can’t continue to make quality. Another thing I try to filter out is the

“good enough” because if you are asking if it’s “good enough” 80% of the time, it’s not. Yes, there are some occasions that “good enough” will be OK, but they should be few and far between.

When a piece of equipment comes down through the shop and gets to the end, I look at it and say to myself “Is this worth the 68k that someone is going to pay for it?”

**QUESTED** – to try to do the best you can do.

**UNDERSTANDING** – knowing what one’s job is and how to do it.

**AMBITIOUS** – able to stay motivated to finish the task at hand.

**LOYAL** – supportive of other coworkers lending a helping hand.

**INTELLIGENT** – Collect and apply knowledge provided.

**TOLERANT** – able to cope with things when they do not go right.

**YOU – THE MOST IMPORTANT PART OF QUALITY!**

Just something to think about. Thanks! 📌

# Sales Going Strong!

Seth Ziegler • Sales Manager

What an “interesting” 2nd Quarter. I chose the word interesting because, by definition, it is an adjective that means engaging or exciting and holding the attention or curiosity... and that is an accurate description of the past 3 months. Typically, in Sales – performance and success tend to be connected to results (Sales). However, the recent results shifted a bit and that sure made things exciting and certainly kept everyone’s attention. The sales activity witnessed a slight shift: from – orders -> to – preparing for orders. The team has worked diligently to listen to their customers, to identify needs/wants and then to provide a Pik Rite solution... And it’s working. As a result, quoting across the board has remained strong and is on the increase. It almost seems as though we are on offense and just advanced into the Red Zone (shameless plug for Football – can’t wait).

But, not to be lost in all the rhetoric, it’s important to point out that Spreader and Dump orders through June 2019 have outperformed the orders for the same period in 2018 – you probably didn’t see that coming. We are also excited about the expanded duties of Dave Gearhart. He is now the PLM (Product Line Manager) for Spreaders. Hey, it’s just another hat to wear or plate to spin for Dave, but he has the experience, expertise and passion to lead that Product Line. Our web-site traffic remains active, our truck body dealer network has been inquiring about stock orders and we are now full steam ahead for AG Show season.

So, as we turn the corner and head into the 2nd half of the year, everything will be pointing back to the traditional definition of Sales results ... and that’s pretty “interesting”. 🍀



RECENTLY COMPLETED TANK

# Upgrades and Updates

Janice Shively • Office Manager

The front office has undergone a major transformation over the last few months; fresh paint, new flooring, some new furniture, and a new office space. Engineering and sales have also seen face lifts. Ben Webber’s office has moved to the sales department. Seth Ziegler, Sam Beiler and Jon Noaker have new office spaces at the top of the stairs between sales and engineering. Much gratitude to the team from inside of Pik Rite that worked together on these projects. Thank you Pik Rite owners for investing in the company. And a huge thanks to Molly Stoltzfus for her leadership and guidance with the projects. Everything looks great!

Our front office staff did not skip a beat as we worked through the renovation projects. Attitudes remained positive and work flow continued with little interruption. There were a lot of interviews and new hires in the second quarter of the year. At the end of May we crossed the 100 employee threshold for the first time in our history. We are a growing company. And that’s exciting!

We had numerous groups tour Pik Rite recently. In April, 31 Leadership Susquehanna Valley participants visited, and 25 AgChoice Farm Credit Board of Directors and employees visited and toured the facility as part of their meeting. In June we hosted Mr. and Mrs. Fred Kazzi of Paringi Farms in Australia as they visited to see their 2001 190 machine before it ships to their homeland. Five guests from Gerente Nacional de Vendas in Brazil also recently met here with Kevin Baker to discuss cucumber harvesters.

Knoebels was the site of our 2019 company picnic on May 19th. Planning a company picnic does not just happen. Thank you Candy and Molly for organizing the picnic! It was a great time!

Open enrollment for health and voluntary benefits is upon us. Please watch your mail boxes and posted memo’s for guidance as we go through the process over the next couple of months.

Have a safe and enjoyable summer! 🍀



RECENT HP 500

# Harvest Season

Jeff Ansell • Parts Manager

Well, summer is here and it’s getting hot outside. That means we are very close to harvest season and a very busy time of the year. In fact, one of our customers in South Carolina will be starting his harvest the week of July 4th. Be on the lookout for rush orders needing to be completed very quickly! 🍀



# Employee News

## Employee Birthdays

### July

- 1 AARON REITENBACH
- 16 CHRISTIAN KURTZ
- 16 RYAN WERT
- 21 LOGAN STOLTZFUS
- 22 NORBERT PRONKOSKI
- 26 NATHAN SHULTZ
- 28 ISAAC BITTNER

### August

- 4 JOSHUA ADAMS
- 4 BRANDON KRATZER
- 9 LEVI MELLOTT
- 10 CANDY DAVIS
- 20 TAYLOR MORGAN
- 24 BRENDA KLINGMAN
- 25 JACOB YODER
- 26 LARRY STEWART

### September

- 5 JANICE SHIVELY
- 7 MIKE MALOYED
- 15 CODY BOOP
- 16 JEFF ANSELL
- 26 LOGAN SPRENKLE
- 27 DOUG THOMAS



KARSON MICHAEL HEIDLER

Congratulations to Pik Rite Employee Caleb Heidler and Rebecca Heidler on the birth of their son. He was born April 21 at 4:13AM!

*“The greatest legacy one can pass on to one’s children and grandchildren is not money or other material things accumulated in one’s life, but rather a legacy of character and faith.”*

*Billy Graham*

## Employees of the Week

- ADAM HOCKENBROCK
- BEN HARTLEY
- BRANDON KRATZER
- BRENDA KLINGMAN
- CINNAMON DIGAN
- CLINT MORRIS
- DAN ZEIGLER
- DAVID BOHANNON
- DEB ENGLE
- DEVIN WEAVER
- IKE MARTIN
- ISAAC BITTNER
- JAMES FETTEROLF
- JORDAN GIBSON
- JOSH ADAMS
- MADDIE WOLTZ
- MATT HUMMEL
- MATT WILLOW
- NATHAN SCHULTZ
- SAM BEILER
- SUZANNE HENDERSHOT
- TIM LIGHTNER

## Employment Anniversaries

- AUG 12 JON NOAKER 17 YEARS
- JUL 14 DAN ZEIGLER 16 YEARS
- SEPT 19 MARK YODER 14 YEARS
- SEPT 4 JASON NOLT 12 YEARS
- AUG 23 ROD KOCH 9 YEARS
- AUG 30 AARON REITENBACH 9 YEARS
- SEPT 26 RON RENNER 9 YEARS
- SEPT 6 STAN WEAVER 8 YEARS
- JUL 7 JAMIE PEACHEY 5 YEARS
- JUL 14 DERRICK ALDERSON 5 YEARS
- JUL 12 SETH ZEIGLER 3 YEARS
- AUG 28 DEREK GOSS 2 YEARS
- AUG 20 RANDALL STRATTON 1 YEAR
- AUG 30 DEVIN WEAVER 1 YEAR
- SEPT 10 CALEB GERWITZ 1 YEAR
- SEPT 15 ELIJAH EMENS 1 YEAR
- SEPT 20 NATHAN SHULTZ 1 YEAR
- SEPT 30 RAFAEL RIVERA 1 YEAR

# Harvester Support

Travis Hill • Service Manager

The end of the second quarter and start of the third is typically when your Service department adds harvester support to its already busy schedule. Any new machines that ship to the mid-west states and parts of Canada are supported by the competent service members of McDonnall Harvester & Parts Inc. However, in the rest of the world, (including places that speak little or no English) every new harvester gets a start-up at the customer's facility with a Pik-Rite service technician on site. If the machine is shipped over-seas, that technician may also assist

with un-packing the harvester from the shipping container and then help reassemble the machine. This year a service technician will be starting up a refurbished model 190 in Australia and a brand new model 240 in South Carolina. They speak English in both places – it just sounds different than here. Also at this time of year, we perform preseason maintenance and offer field support on numerous vegetable harvesters already in service. This is yet another way the Pik-Rite Service Department contributes to the team. 📌



ENGINEERING TEAM L TO R: TAYLOR MORGAN, TYREL KLING, RYAN WERT, KEVIN BAKER, DEVIN WEAVER, DOUG THOMAS

## Striving for the Best

Doug Thomas • Engineering Manager

The engineering department reacts...to the ever-changing production schedule. As trucks show up at Pik Rite, we need to get the bill-of-material and drawings done quickly, even if the order is scheduled for a much later date. Chassis delivery often dictates the production schedule; our policy is typically to not start building an order before the truck arrives.

Number 2; Ben Webber sold our second push-off trailer to the same customer in California. Additional R&D work will be done to the first unit before we redesign the second one. The customer is very happy but

he believes we can make it better...so that's what we intend to do.

This summer we took on an intern in the engineering department. Chelsea Bush is a Mifflinburg graduate and currently a student at "The" Penn State University. She is heading into her senior year and is taking Materials Science and Engineering. Chelsea has been working with a new program we have called SolidWorks Composer. This program takes our drawing assemblies and puts them in a format to create some really nice parts books. She is doing an outstanding job with our manuals! 📌

*"America was not built on fear. America was built on courage, on imagination, and an unbeatable determination to do the job at hand."*

*-Harry S Truman*



SALESMAN BEN WEBBER PREPARES TO FACE THE ELEMENTS

