

# Pik wRiter

Summer 2018

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**PICTURED:**  
Jamie Peachey prepares to deliver two new vacuum pumps.



# Department Updates

**PICTURED:**  
This recently completed 3100 cucumber harvester is the largest of the Pik Rite harvester models.

## Mid-Point of the Year

We are at the mid-point of the year already! This is a time when some of us evaluate successes along with those things that have not been so successful in our personal and professional lives. Are we on the right path, or do we need to implement changes in order to move forward?

The first half of our year at Pik Rite has been busy, very busy. Like production employees, the front office staff is diligently working to complete the tasks before us and anticipate the next move.

Subsequent to more than 70 pre-screens and interviews, we hired 15 new employees in the second quarter of the year. We are grateful for the increase in sales, and so appreciative of our employees working hard to keep production moving.

We recently hosted three different tours. Shcrack Farms brought 16 people through the facility on April 6th. On April 12th a group of 17 from Triangle Tech and on April 19th a group of 28 from Leadership Susquehanna Valley toured Pik Rite.

Thank you to Candy Davis and Molly Stoltzfus for planning and organizing the company picnic that was held at Knoebels on Sunday, May 27th. It was a dreary day, but a good time was had by those in attendance.

As we enter the third quarter of 2018, your front office staff continues to be the link between customers, vendors, and current and potential employees to the people and information they need from those throughout Pik Rite.

Janice Shively • Office Manager

## Getting it done

Is it me or do most people feel that the older they get, the faster time flies? Life inside and outside of work sure has gotten busier... and I'm pretty sure that the good Lord is not going to re-create an 8 day week or a 30 hour day... so we already have all the time there is. We'll just have to prioritize, be more efficient, work harder and maybe, just maybe, eliminate some of the things that distract us so we can get "it" all done.

From a Sales perspective, there is always a lot to get done which sure makes the time fly... and during the 2nd quarter, the orders kept flying in. Tank orders were quite healthy – the quantity of sales and the volume of revenue associated with the sales have been impressive. Spreader orders in the 2nd quarter exceeded the orders for the same period last year and dump truck bodies are now a fixture in the production schedule. An interesting note and a testament to the confidence that our customers have in our products: 72% of the tank orders in 2018 (and there have been a lot) were from repeat customers/Dealers.

In other news, our digital outreach continues to generate traffic. Our requests for quotes via our website have increased. Prospects are landing on our page(s) and when they arrive, they can now click on a new feature listed as the "Marketplace". This addition allows potential customers to see the various products that are completed and in stock through our Dealer network.

Now, as we head into the 3rd quarter, there will be significant attention given to the ag products. Harvester parts sales will be on the increase and we will be preparing for several important ag shows that will highlight our spreaders. So, it sure seems that things are going to stay busy with lots on the "to do" list. Seriously, maybe we really should start praying for longer days and longer weeks. After all, if the Lord can multiply a few loaves and fish to feed the multitudes, he can certainly add a few minutes to our days to help us get "it" all done.

Seth Ziegler • Sales Manager

# Exciting Times

Exciting and diverse times are happening as we enter the 3rd quarter of the year. We're having our best year ever for dump body orders since we started in 2015, already exceeding our combined total from all three years prior. We have a wide variety of trailers we're currently working on. They range from portable toilet trailers, to small custom tank trailers, to large semi-trailers. Chassis mounted vacuum tanks aren't taking the back seat either as we're working on many aluminum, steel and stainless steel units. Some of these tanks are equipped with hoists and full open doors. The engineering department supplies design and support to virtually every aspect of the production process. Aside from the whole goods orders we work on, our service department is also busy and often requires engineering assistance. The schedule is full and we embrace a busy second half of the year.

Doug Thomas • Engineering Manager

# Bring the Heat

It's heating up outside and so are the parts orders! Some of our dealers have slowly started ramping up for the start of tomato harvest season. The next couple of months will be very busy for the parts department as we work to fill orders and distribute inbound freight. I'd say we are going to "bring the heat" this year but I don't want it any hotter than it already is!

Jeff Ansell • Parts Manager

# Service Opportunities

The latest news in Service is that we are still growing. Matt Stahl joined the service team a couple weeks ago and we now have four full time technicians not counting myself. In one or two weeks we will be sending two of those technicians in two different directions to start up harvesters - neither of which will be in the USA. Currently, we are converting a 290 tomato harvester to pick bell peppers. When we are done, it will head to the west-coast. After that, we will be refurbishing two used tanks currently on our back lot, then mounting those tanks to a couple of brand new gliders. Everywhere we turn, things seem to be picking up. Along with all the new products our current economy is demanding, the need for service has also increased and remains an opportunity for Pik Rite.

Travis Hill • Service Manager

PICTURED: RECENTLY COMPLETED DUMP, TRAILER AND TANKS.



# LEADERSHIP



LEADERSHIP AND LEARNING ARE INDISPENSIBLE TO EACH OTHER

John F. Kennedy

## Newsflash

-Elvin Stoltzfus

I am amazed when I watch the news how two different reporters can report on the same story but can portray a completely different picture. Where can I get the information on a story that I can know is truthful and correct? Do I build my beliefs and character around what I want to believe or am I committed to seeking out the true story and using that as my moral foundation. I can talk with 10 people on the same subject and get 10 different opinions on what is correct or true. My approach to life needs to be based on truth, not peoples opinions!

## The Deep End

-Randy Beiler

My daughter is like most kids and enjoys the pool during these hot summer days. She's only a year and a half but she's fairly certain she should be allowed to go down the water slide and jump in the deep end—without any help of course. Here at Pik Rite we are blessed to be busy this year, though sometimes it feels like we plunged right into the deep end of the pool. Despite the pressure I'm encouraged by the number of people I see lending a helping hand and welcoming in the new members of our team. Thank you to you and your family for the sacrifices and dedication you make to this team. The sun is shining; let's make some hay.

*All your words are true; all your righteous laws are eternal.*

*Psalm 119:160*

## Can-do Attitude

-Kevin Baker

The heat is on, in both senses.....Through the challenges that we have to overcome both here and at home we need to remind ourselves that it's one step at a time! Every piece has a place and every movement counts, under pressure we need to maintain our focus. I am encouraged by the can-do attitude that everyone has been displaying!

*"Strength doesn't come from physical capacity, it comes from an indomitable will."*

*Ghandi*

# The Art of Leadership

Christ Wesleyan church recently hosted a conference for area business leaders entitled The Art Of Leadership. Speakers were Anne Beiler, founder of popular food franchise “Auntie Anne’s Pretzels”, Arlie Davis, lead pastor of Christ Wesleyan Church, Dr. Ivy Tamblin, founder and operator of a multi-discipline family practice and Pik Rite president Elvin Stoltzfus. Elvin based his presentation on the 11 culture items of Pik Rite with accompanying illustrations and a very genuine and transparent speaking style. Elvin related how Commitment, Teamwork, Integrity, Attitude, Communication, Consistency, Ownership, Innovation, Education, Promptness and Gratitude will propel a business forward if embraced not only by an organization’s leaders but also the entire team.

There were over 100 area business leaders in attendance at the day long event. This is yet another example of how Pik Rite continues to be an industry leader, not only with a quality product but by setting an example of servant leadership that is followed by other community organizations.



## 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.

- ANTHONY EBERHART
- BEN HEIMBACH
- BRANDON KRATZER
- CALEB HEIDLER
- CHRIS GARDNER
- CODY HEIDLER
- CODY NACE
- COREY EBERHART
- DAN ZIEGLER
- DEREK GOSS
- DERRICK ALDERSON
- IKE MARTIN
- JAMES DORMAN
- JASON NOLT
- JON NOAKER
- JUNIOR GEARHART
- MICHAEL MALOYED
- ROD BINGAMAN
- RON RENNER
- TYLER PEACHEY
- WILL PARKER

## Long Standing Employment

The following employees will celebrate anniversary milestones this quarter.

- |                 |                  |          |
|-----------------|------------------|----------|
| • AUG 12, 2002  | JON NOAKER       | 16 YEARS |
| • JULY 14, 2003 | DAN ZIEGLER      | 15 YEARS |
| • SEP 19, 2005  | MARK YODER       | 13 YEARS |
| • SEP 4, 2007   | JASON NOLT       | 11 YEARS |
| • SEP 26, 2010  | RON RENNER       | 8 YEARS  |
| • AUG 23, 2010  | ROD KOCH         | 8 YEARS  |
| • AUG 30, 2010  | AARON REITENBACH | 8 YEARS  |
| • SEP 6, 2011   | STAN WEAVER      | 7 YEARS  |

# 1st Place Team



LEFT TO RIGHT: MIKE MALOYED, JAMIE PEACHEY, DEREK GOSS & TYLER PEACHEY



The gentlemen that represented us at the Young Life Golf Tournament did very well. They got 1st place and Mike Maloyed had the longest drive!  
Congrats, Mike Maloyed, Derek Goss, Tyler Peachey and Jamie Peachey!

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It was a privilege to have friends of Ike Martin, Noah and Adelaide Quarshies from Ghana, West Africa, visit Pik Rite.



Pik Rite wishes happy and safe Independence Day festivities to you and your families. Special thanks to all who have served to secure our nation's freedom!

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