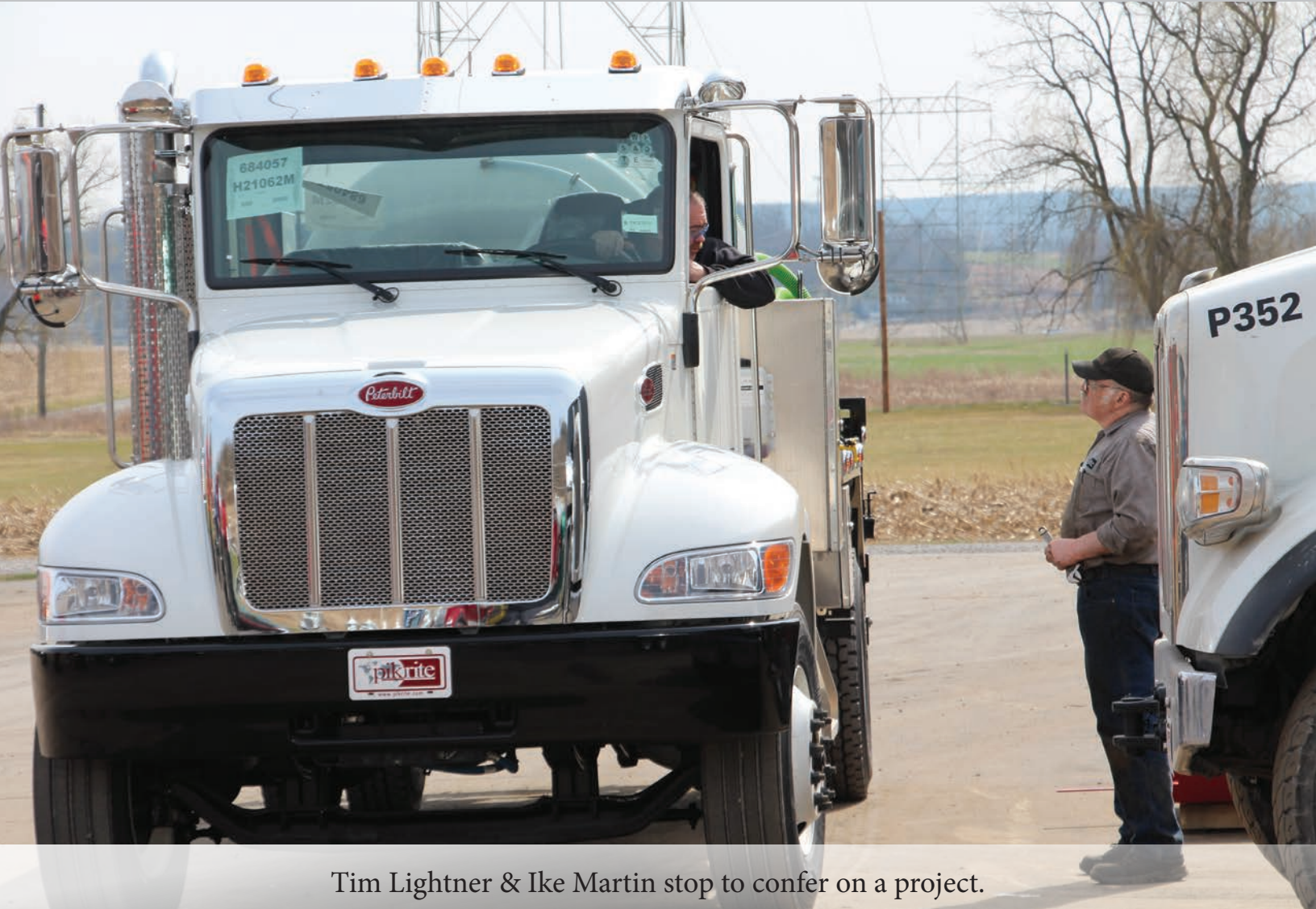


Pik wRiter

Spring 2020



Tim Lightner & Ike Martin stop to confer on a project.



Leadership



Good News!

-Elvin Stoltzfus
President & CEO

The past few weeks I realized more than ever how much I rely on good news to have a positive outlook. When I read something encouraging I feel positive and ready to take on the world. One hour later I can hear some frightening news and my emotions take a negative spin! While it is important to stay abreast of what is going on it's also important to stay balanced in what drives me as a person.

Today, more than ever I realize there are few things that are a guarantee in this world!

But wait. There is good news!

Psalms 46 begins with: "God is our refuge and strength, a very present help in times of trouble. Therefore we will not fear."

I am praying for each team member and family here at Pik Rite.

We are in this journey together. 📌

Let's Do Our Part

-Randy Beiler
VP of Operations & Finance

There are a lot of unknowns and we are doing our best to navigate through all the information and communicate what we know to be true. Like some of you, sometimes I'm really sweating this thing and worried about my family, friends, you, our nation, and everyone that could be affected by this. Some fear is good—it brings about respect for things that can harm us. At Pik Rite we are doing our best to balance being responsible and respecting the health risk and potential fatalities in our community; while making life essential agriculture and sanitation equipment, and not overreacting to the threat.

No matter if you are working or not, at home or here, I thank each of you for what you bring to Pik Rite and I appreciate you sticking with us during this time. Each one of you is a valuable part of this team and Pik Rite is a valuable part of our community. Let's continue to do our part to keep healthy and safe. Yes, we have precautions in place, but please, take responsibility for yourself and keep your hands, tools, and equipment clean; and keep your distance. If we take care of ourselves—we are taking of the people around us. 📌

Positive Outlook

-Kevin Baker
VP of Engineering, Sales & Service

The world is being inundated with news, some of the world is being inundated with a virus. Hopefully we are able to use our wisdom to interpret all of the information. As a whole, operating in such uncertain times we all can do our part to offer up the best we have. Maintain a positive outlook, don't be quick to judge and anger. Feel blessed to know that all of our good works are for a greater goal, and do not let fear sway our agenda. 📌

*"For the Lord gives wisdom;
from his mouth come knowledge and understanding."*

Proverbs 2:6

Department News



In-stock trucks ready to go to work

A LESSON FROM RIP VAN WINKLE

Seth Zeigler - Sales Manager

It was understandable that things had changed quite a bit for Rip Van Winkle after he woke up... but that was after 20 years! But now, if you were taking a long nap and then woke up... well it's just hard to grasp how things have changed in a mere four weeks! We've even added new terms to our daily vocabulary such as: Essential Businesses, Social Distancing, Flattening the Curve and even Stockpiling Toilet Paper. I also think it is quite interesting to consider that something that seems so harmless can be so devastating. After all, the word corona may conjure up an image of a Mexican beverage or the fact that the Latin actually defines corona to mean "crown" or "halo". Well, there is nothing Regal or Angelic about this current version of corona – quite the opposite.

But even in the midst of the crisis, there is much to be thankful for and still much to be done. Pik Rite has been blessed with the classification of being "Essential". To the credit of everyone and every department, there has been a laser focus on how to integrate the appropriate safety and health protocols while at the same time getting all the work done. The Sales Team continues to work hard and is diligent in pursuing orders that are also essential through these uncertain times.

Interestingly, we closed the first quarter of 2020 with more wholegoods orders than we had in the first quarter of 2019. There have been some bright spots: the push trailer is wrapping up some final tweaks and then we'll see what happens with new opportunities. Ag has been active – Spreader orders continue to stay ahead of the previous year's results (PTL for the farmers). Average wholegood sales prices in 2020 have seen nice gains in all product lines, and we've seen an increase in activity and interest in the Debris Unit. So the Sales Team is approaching each day encouraged about what's next... and we're not going to wait for what's next to happen. No, we are going to do our best to make it happen!

I am curious about what I will be writing about in the next Pik wRiter just three months from now, because as we now see... a lot can change. Times change, things around us change, people change, but I know what (Who) doesn't change. – Hebrews 13:8. Remember – Sometimes He calms the storm and the rest of the time, He'll be with you getting through it. 📌

Service in Crisis

Travis Hill • Service Manager

What is service?

One dictionary definition is: “the action of helping or doing work for someone.” A better question might be: “What is good service?” This contains a secret ingredient not found in just performing a task for someone. You might say “ownership” but that has a flaw. Some people have

a “good enough” standard for their own tasks and that same apathetic attitude is applied to the work they do for others. The key in good service is caring. It is doing it right, even when it is hard. This department has the name Service but in reality, caring is the responsibility of each of us; in our jobs, in our homes, and in our communities. 📌



RECENT DUMP BODY



RECENT ROLL-OFF TANK

“Jehovah is my rock, and my fortress, and my deliverer; My God, my rock, in whom I will take refuge; My shield, and the horn of my salvation, my high tower.”

Psalm 18:2

Opportunity

Jeff Ansell • Parts Manager

It’s been quite an eventful quarter. We have seen a large quantity of inbound goods for production, sold parts, and inventory. The primary volume of parts sales recently has been for the spreader line. Tank parts requests are steady overall but have declined lately. We continue to meet customer

demands both internal and external. As for the issues facing us as a state and country right now, “this too shall pass.” Let’s do our best to make wise decisions and use commonsense, but we don’t need to be fearful. There is always opportunity in chaos and at the end of the day, the Lord will provide. 📌

Attitude

Janice Shively • Front Office Manager

How quickly things can change! In the January Pik-wRiter I mentioned Maya Angelou’s quote, “If you don’t like something, change it. If you can’t change it, change your attitude.” I had no clue how much of our daily routine was about to change. Schools, businesses and church doors are closed, social gatherings are cancelled or postponed indefinitely, and most recently we are under a stay at home order issued by our governor. While we may not like these changes, we have the ability to change our attitude about them.

We are blessed to be permitted to keep our doors open and continue operating as a life-sustaining business.

Thank You to the Pik Rite team for working together, as best we can at a safe social distance, through the COVID-19 pandemic. Continue to be diligent to protect yourselves, your co-workers and your families from this physical threat.

Look for the positive around us. It’s Spring! Get outside, go for a walk! Trees are budding, early spring flowers are blooming, and the sun is rising earlier and setting later. Your time at home is an opportunity to strengthen your family relationships. You can make their day by calling a single person or your elderly neighbors, just to touch base and offer encouragement. If we look for the positive, we will find it. 📌



PROTOTYPE HP 900

Employee News



Congratulations to Pik Rite Employee Tyler Peachey and Elisabeth Hain on their engagement. The couple became engaged on Saturday March 29th. We wish them much happiness!

Special Note: Due to the COVID-19 situation, our annual Company Picnic at Knoebels will be postponed indefinitely. Please look for

Employee Birthdays

April

- 6 JASON SAUERS
- 12 DEREK GOSS
- 13 CLINT MORRIS
- 19 DAKOTA HEINTZELMAN
- 23 BEN WEBBER
- 24 SERGEY PERMYASHKIN

May

- 3 JORDAN GIBSON
- 4 YVONNE YODER
- 4 DAVE GEARHART
- 9 DON WHITESEL
- 9 ELIJAH EMENS
- 14 JOSH SECHRIST
- 16 ANDREW ALTON
- 16 LUKE MARTIN
- 18 DEVIN WEAVER
- 18 NICK MARTIN
- 20 CINNAMON DIGAN
- 22 NOAH ROMIG
- 22 SAM BEILER
- 25 JUNIOR GEARHART
- 26 TIM LIGHTNER
- 31 SCOTT FLOOD

June

- 7 DAVID BOHANNON
- 9 TODD FOREMAN
- 10 TRAVIS HILL
- 12 GRAHAM WIAND
- 14 DAKOTA ETTINGER
- 22 COREY EBERHART
- 24 NAOMI PHILLIPS

Employment Anniversaries

- | | | | | | |
|----------|-----------------|----------|----------|------------------|---------|
| • JUN 1 | DAVE GEARHART | 33 YEARS | • APR 23 | JOHN KIEFER | 2 YEARS |
| • APR 22 | RANDY BEILER | 24 YEARS | • MAY 22 | CINNAMON DIGAN | 2 YEARS |
| • APR 22 | JIM DORMAN | 24 YEARS | • JUN 11 | NOAH ROMIG | 2 YEARS |
| • APR 5 | CLINT MORRIS | 16 YEARS | • APR 8 | JASON READER | 1 YEAR |
| • MAY 18 | RYAN WERT | 16 YEARS | • APR 15 | NAOMI PHILLIPS | 1 YEAR |
| • JUN 7 | MATT WILLOW | 16 YEARS | • MAY 1 | CALEB THOMAS | 1 YEAR |
| • JUN 9 | TIM LIGHTNER | 12 YEARS | • MAY 6 | CHELSEA BUSH | 1 YEAR |
| • APR 23 | BRANDON KRATZER | 8 YEARS | • MAY 7 | DANIEL RODRIGUEZ | 1 YEAR |
| • APR 18 | TYLER PEACHEY | 3 YEARS | • MAY 20 | JACOB YODER | 1 YEAR |
| • MAY 8 | CALEB HEIDLER | 3 YEARS | • MAY 20 | JORDAN GIBSON | 1 YEAR |
| • MAY 8 | TAYLOR MORGAN | 3 YEARS | • MAY 23 | CODY BOOP | 1 YEAR |
| • MAY 15 | TYREL KLING | 3 YEARS | • MAY 23 | TODD FOREMAN | 1 YEAR |
| • APR 11 | CODY HEIDLER | 2 YEARS | • MAY 28 | YVONNE YODER | 1 YEAR |

Employee Spotlight

Yvonne Yoder

Candy Davis • HR Generalist

Yvonne Yoder has been an employee of Pik Rite, Inc. since May of 2019. She works in the Parts department. What Yvonne enjoys most about working at Pik Rite is the friendly atmosphere; she feels everyone she has met has been friendly and helpful.

Yvonne attended Upper Dauphin High School in Elizabethville and she grew up in Gratz with an older brother and a younger brother and sister. She has a 16 year old daughter and considers her to be the best part of herself. Yvonne considers her family very important to her as she lost her mother to cancer 3 years ago. This loss has taught her to realize how important people are and never take time with them for

granted. She is happiest when she is with people that she feels she can be herself around.

Yvonne's favorite trip was when she went up the west coast through the redwoods and into Alaska and British Columbia. She and her family went to a cabin by float plane and they stayed at a place about 200 miles from civilization. On the trip Yvonne saw a moose, mountain goats, grizzlies and she caught a 39-inch King Salmon.

A quote that Yvonne likes is "You can complain because rose bushes have thorns, or rejoice that thorn bushes have roses". She says that she tries to see the good in every day, even if sometimes you have to look a little harder. 🍷



New Employees

- | | | |
|---------------|--------------------|-------------|
| • APRIL 6 | SCOTT FLOOD | FABRICATION |
| • MARCH 30 | "HANK" DORMAN | ASSEMBLY |
| • MARCH 16 | HUNTER NEWMAN | PAINTER |
| • MARCH 2 | MATTHEW BELL | ASSEMBLY |
| • MARCH 2 | ANDREW ALTON | PAINTER |
| • MARCH 2 | GRAHAM WIAND | ASSEMBLY |
| • FEBRUARY 25 | ISAIAH DELEON | WELDING |
| • FEBRUARY 17 | DAKOTA HEINTZELMAN | FABRICATION |

We wish these folks much success in their career at Pik Rite!