

Volume 10, Issue 3

Pik wRiter

Summer 2020



Kevin Baker & Travis Snook

pikrite

Leadership



Differences Make Us Stronger

-Elvin Stoltzfus
President & CEO

Did you ever think about how different we are as people?

Even as individuals, we change over the years. Things I thought to be of high importance years ago don't really matter too much today. Things that didn't matter years ago are really important to me today! So who's right?

There is tremendous value in hearing the opinion of other people and learning from each other. Our differences make us stronger.

In the workplace, our homes, and community let's value the opinion of others and strive to become better in who we are as individuals.

Poor listening diminishes the other person, while good listening invites them to exist, and to matter. (David Mathis)

Finally, be strong in the Lord and in the strength of his might.

Ephesians 6:10

Stepping Up

-Randy Beiler
VP of Operations & Finance

It's great to see our team pulling together to improve on what we have been given. Everywhere I look I see people stepping up to progress the process, product, or price. And there is more to be done. Keep up the good work. It's great to be part of this team.

"Seven Steps to Success

- 1) Make a commitment to grow daily.*
- 2) Value the process more than events.*
- 3) Don't wait for inspiration.*
- 4) Be willing to sacrifice pleasure for opportunity.*
- 5) Dream big.*
- 6) Plan your priorities.*
- 7) Give up to go up."*

John Maxwell

Mid-year, many hurdles, charging forward!

-Kevin Baker
VP of Engineering, Sales & Service

If we only knew, how would we have prepared? What could we have done differently? To say the we are in uncharted times would be the understatement of all times! How we handle ourselves can adversely affect those we have in our lives. Make good choices. Be good examples. Do what is right.

I consider that the sufferings of this present time are not worth comparing with the glory that is to be revealed to us.

Romans 8:18

Department News



Pik Rite West

GOOD DIRECTIONS

Seth Zeigler - Sales Manager

I never used to be a GPS guy. I always kind of knew where I was going because I have a decent sense of geographical awareness, or I would review a map or the fact that I've been on that trip before so I just relied on my previous knowledge. Those approaches can work much of the time, but they do not prepare you for any last minute changes, accidents, road construction or hazards that may have popped up since the last time you traveled that way. Now that I'm older and wiser (I think), I realize that it is beneficial to just plug in the address and know how many miles you have to go and what the estimated arrival time will be. It's basically the plan to get you where you are going on the most efficient route. So I got to thinking, in most areas of life, it is comforting to work within a plan. It provides a structure to operate in, especially if the destination is connected to a need or result. Recently, the Sales Team started on a journey and in order for us to reach our destination, we needed to turn on the "GPS". To get to where we want to go, we've needed more targeted training and preparation. Our world has changed with COVID and as a result, some of our traditional sources for Lead Generation have been removed from

us. From March to the present, the shows, conventions, open houses, etc., have been cancelled. So these are the obstacles that have popped up on our normal route requiring us to either sit and wait in the mess or find an alternate route. Well, being Pik Rite, we have taken on this challenge with a renewed commitment and planning. There have been improvements with structured customer follow-up, documentation, more emphasis on goal attainment and a ramped up social media presence. These "new" coordinates are keeping us moving on the fastest route and I am pleased to report that Tanks and Dumps are ahead of where they were last year and Spreaders are positioned to get rolling as milk prices have rebounded. Also, we've been blessed with the addition of Chelsea Bush. Her skill set has complimented Randall's duties by adding some Marketing/Advertising horsepower. She has been able to implement website improvements/updates and she has been creating more customer contacts through eBlasts. Randall's posts of video's and photos have also generated more customer comments. Their efforts have resulted in an increase of traffic to Pik Rite... but I like that kind of traffic. 📺



Give Thanks!

Janice Shively • Front Office Manager

It's July, already! The first half of 2020 has been different than any other year. I believe it's safe to say that every one of us has been stretched beyond our comfort zone in one way or another. It seems that everything we knew as "normal" is no longer normal. Many of our day to day activities are different. Are we finding things to be grateful for despite the abnormal? Are we displaying an attitude of gratitude? We have much to be grateful for! As a company we have been able to continue our operations. We are blessed with a committed team of people that shows up for work and gives their all to complete the tasks before them.

Pik Rite now has a second location at 391 Wolfland Road, known as Pik Rite West! We closed on this property on June 30, 2020. Thank you to Pik Rite and Fairfield Prospects Shareholders for the support and encouragement to move forward with this property purchase.

Our annual open enrollment for health and voluntary benefits is quickly approaching. We are working with Sholley Agency to establish a portal for completing insurance elections during our October 1 open enrollment. This is a positive move that will change the face of enrolling for benefits. Please watch your mailboxes and e-mails for more information. 📧

In everything give thanks, for this is the will of God in Christ Jesus concerning you.

1 Thessalonians 5:18

Organic Farming

Doug Thomas • Engineering Manager

We would like to welcome Chelsea Bush to the engineering and sales teams. After graduating in May with a Bachelor of Science degree in Engineering, Chelsea accepted our offer to stay onboard after serving a spring semester internship. She will be working in both engineering and marketing at this time.

Dump body orders have been strong over the first half of the year, and so have vacuum tanks. From an organic farmer's perspective, the tank and dump schedules are like weeds...one day you feel like you have them under control,

the next day you feel like you're losing the battle. I'm glad to say that at the time of writing this article, from an engineering perspective the schedules are under control.

The HP900 spreader that we developed and tested this spring is coming back to Pik Rite soon. It will be getting a bit of a facelift. We'll be putting taller and heavier beaters on it, updating the endgate to accompany the beaters, and adding a newly developed hydraulic suspension. We hope to get it back in the field later in July. 📧



Happy Summer!

Jeff Ansell • Shipping Manager

90 degrees, 4.5 hours, and a lot of sweat. That about sums up the end of this quarter as we loaded the 190 pepper harvester into a container headed to Hungary. International shipments always seem to be interesting and this one did

not disappoint. Randall's video makes it look a lot easier than it was... but maybe that was just the quality of the crew that loaded it making it look so effortless... Hmmm. Here's to summer! 📧

Production

Jon Noaker • Production Manager

There has been a lot going on in production. As I write this, the harvesters are wrapping up and will soon be ready to go to work. Production has slowed some, but this is allowing us to make many improvements around the plant. Many have been involved with this work. Several employees have even given the ideas for improvements that have been implemented from fixing things around the property, to reorganizing and cleaning departments. Along with some significant changes and improvements in paint with

our new paint system, Fab has been able to restructure the department for the new saw, and ironworker. They are also making new storage racks to improve storage while reducing material handling. These improvements now will set us up to be better for the future. Thanks to everyone in production not just for the work they have done on making these improvements, but also for the work they do daily - making quality harvesters, spreaders, tanks, and dump bodies. 📌



Service News

Travis Hill • Service Manager

Here we are again, heading into the third quarter of the year. I know it is a cliché, but “how is the year half over already?”

The Service Department is currently operating with fewer employees. Thank you to everyone who has helped with some of the larger projects that have come through Service lately. We recently invoiced a large tank refurb including installation on a new glider and are currently working on another tank restoration that we hope to complete

in the next couple of weeks. Neither of those are Pik Rite-manufactured tanks.

Now is also the time when Service starts to gear up for harvest season. We have completed one preseason harvester check-up and we have five more in the chute along with two new harvester start-ups.

The first half of 2020 has been chaos in our world. Who knows what the last half holds or even the coming years. 📌

“Never be afraid to trust an unknown future to a known God.”

Corrie Ten Boom

Employee News



Elvin & Molly have their hands full with new granddaughters Niko & Atleigh! See details to the right.



Congratulations to Alyssa and Gabor Czivisz on the birth of their baby girl, Aniko (Niko) Sage, pictured on left. Niko was born Wednesday, June 3rd at 3:30am. She weighed 7lb, 8oz.



Congratulations to Logan and Janae Stoltzfus for the birth of their baby girl, Atleigh Jade, on the right. Atleigh was born Tuesday, May 19th, at 3:15am She weighed 7lb, 2.9oz. and was 19 ½ inches long.

“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

Thank You

Seth & Vickie Zeigler

Many of you are aware that Vickie and I have recently experienced a house fire that as of this writing appears to be some version of a total loss. It was life changing and the resulting chaos was immediate. However, I must say, the response from friends and the Pik Rite family were equally as immediate. We are overwhelmed at your

generosity, thoughts, prayers and offers to help. I have shared with a few of you that what I witnessed was the 1st Century Church being played out in 2020. We are humbled and grateful. There is a well known Christian saying that states, “I don’t know what the future holds..., but I know Who holds the future” and that provides great comfort. 🙏



Congratulations to Ben and Jessie Webber at the birth of their baby girl, Callie Parker. Callie was born Tuesday, June 16th at 3:30am. She weighed 7lb. 4oz. and was 21 inches long.



Chelsea Bush graduated from Penn State University with a Bachelor of Science in Materials Science and Engineering degree.



Randall Stratton graduated from Ohio Christian University with a Master of Business Administration Degree (Digital Marketing Concentration).

Employment Anniversaries

• AUG 12	JON NOAKER	18 YEARS	• JUL 7	JAMIE PEACHEY	6 YEARS
• JUL 14	DAN ZEIGLER	17 YEARS	• JUL 12	SETH ZEIGLER	4 YEARS
• SEPT 19	MARK YODER	15 YEARS	• AUG 28	DEREK GOSS	3 YEARS
• SEPT 4	JASON NOLT	13 YEARS	• AUG 20	RANDALL STRATTON	2 YEARS
• AUG 23	ROD KOCH	10 YEARS	• AUG 30	DEVIN WEAVER	2 YEARS
• AUG 30	AARON REITENBACH	10 YEARS	• SEPT 15	ELIJAH EMENS	2 YEARS
• SEPT 26	RON RENNER	10 YEARS	• SEPT 20	NATHAN SHULTZ	2 YEARS
• SEPT 6	STAN WEAVER	9 YEARS	• SEPT 10	NATHANIEL MARTIN	1 YEAR

Special Note: We missed SUZANNE HENDERSHOT'S work anniversary last issue! Congrats to Suzanne on 23 years at Pik Rite on May 12!

Employee Birthdays

July

- 1 AARON REITENBACH
- 16 CHRISTIAN KURTZ
- 16 RYAN WERT
- 26 NATHAN SHULTZ
- 28 ISAAC BITNER

August

- 4 BRANDON KRATZER
- 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

Employee Spotlight

Matthew “Hank” Dorman

Candy Davis • HR Generalist

Matthew “Hank” Dorman has been an employee of Pik Rite, Inc. since March of 2020. He works in tank assembly area. Hank says what he enjoys most about Pik Rite is the family type atmosphere.

Hank is a Mifflinburg Area High School graduate and he resides in Mifflinburg with his wife and has 4 children and 3 grandkids. He says that being home is his favorite place to be because that is where his family is.

Hank’s favorite trip was Cancun, Mexico because that is where he honeymooned. One surprising thing to know about Hank

is that he is afraid of horses. I asked Hank what his favorite food was and what was one thing he could not live without and his response to both was chocolate; he says it is the perfect food. Hank’s favorite hobbies and activities outside of work are woodworking and golfing.

Hank is happiest when helping others because it “just makes you feel good”. He defines success as work ethic combined with respect equals success. Hank further elaborates that the ability to help others become more successful is what true leadership means to him. 🍷



We hold these truths to be self-evident that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness.

