

Volume 10, Issue 4

# Pik wRiter

Autumn 2020



View from Angel Rocks outside Fairbanks, AK

pikrite



# Leadership

## What Separates Us?

-Elvin Stoltzfus  
President & CEO

In today's fast paced world we expect things almost immediately.

When something happens on the other side of the world we know about it within minutes.

We expect answers to our problems today, not tomorrow!

In today's world the relationships we have with everyone we interact with are just as important as they ever were!

Take the time to reach out to those around you and let them know you appreciate and care about them. 📧

*Let each of you look not only to his own interests, but also to the interests of others.      Philippians 2:4*

## Customer Service

-Randy Beiler  
VP of Operations & Finance

Harvest season often reminds me how much people depend on Pik Rite. Our farmers work hard and spend money planting and growing their crop and it comes down the harvester at the end. Our customers depend on all our products and it's great to see a lot of people stepping up to take care of our customers. We've all been on the good and bad side of customer service and remember it for a long time after that experience. Similarly our customer will remember when we go the extra mile to keep them running.

Thank you for your commitment to the team here at Pik Rite. I appreciate it. 📧

***"A brand is no longer what we tell the customer it is- it is what customers tell each other it is."***

Scott Cook  
-Co-Founder of  
Intuit

## 2020 Reflections

-Kevin Baker  
VP of Engineering, Sales & Service

It is hard to imagine we are closing in on another year end. As unique as 2020 has proven to be we have been fortunate to remain open and healthy. As we look forward we are optimistic of growth and returning to "normal". For now, keep doing what you are doing! 📧

***Attitude is a choice. Happiness is a choice. Optimism is a choice. Kindness is a choice. Giving is a choice. Respect is a choice. Whatever choice you make makes you. Choose wisely."***      Roy T. Bennett



# Department News



## Williams & Sons Septic's Latest Build

### PURPOSE

Seth Ziegler - Sales Manager

Purpose is important and Purpose matters. Once someone finds or understands their Purpose (and embraces it) it's like turning into the driveway after a long trip. Wow, does that feel good! Psalm 139 provides the foundation for Purpose as it is well known for its celebration of life. The language of being knit together in the womb and being fearfully and wonderfully made certainly reveals that we are no accident – that there is a Plan and Purpose for each of us. So, what do we do? Well, in addition to being created to enjoy and honor our Creator, we've also been gifted with talents – some general and some unique. It is quite a pleasure to witness the talent and the use of that talent across the board here at Pik Rite. It is a joy for the Sales Team to be able to sell the custom products that we knit right downstairs in the womb of the shop by all of our "creators". So, let me transition to some of the effects of that talent being played out: The Sales Team entered the 3rd Quarter still uncertain of what the impacts were going to be from the lingering COVID world that we live in. But, they each knew

what needed to be done because they are trying to be Purposeful about following a Plan. And in the midst of the pandemic, the results have been... shall I say surprising? Year to Date and Year over Year, Tank, Spreader and Dump orders are all ahead of last year's results. Truth be told, I'm not surprised because the talent is here and the determination to use it produced the results. Also assisting with our results has been the intentional effort to create new Social Media content and more frequent posts. This has generated additional leads for the team. Finally, we are in the process of moving Jamie back up to the West Wing to be more central to the Sales efforts and to also extend the use of his talent by having him be a part of the Spreader Sales group. He'll still be taking the lead in Parts, but we have plans for him just as there is a Plan for all of us. We are thankful to be moving into the 4th Quarter with momentum and optimism for closing out what I've been referring to as a "sneaky" strong 2020. Thanks for allowing me to use some creation metaphors- I did that on Purpose. 📌

*"[Y]ou formed my inward parts; you knitted me together in my mother's womb. I praise you, for I am fearfully and wonderfully made." Psalm 139: 13-14*

# Housekeeping Items

Janice Shively • Office Manager

Happy Autumn! I hope you are enjoying the beauty of our surroundings.

Thank you for your cooperation to get paperwork back in time to complete our annual open enrollment. If you made any plan changes for the health, dental or vision insurance, you should receive your new ID cards by mid-October. If you haven't received them by October 15th, please let me know. Reminder: You have options on where to obtain lab and imaging services. Obtaining these services at a hospital run facility will cost more in insurance claims. This may also cost you more in out of pocket expenses, depending on the plan you are enrolled in. Having these services done at independent labs or free standing facilities will cost much less. Please reach out to me if you have questions about low cost alternatives for

services. The harder we work to keep claim costs down, the more likely we are to experience lower costs for our health insurance.

On September 15th we hosted U.S. Small Business Administration (SBA) Mid-Atlantic Regional Administrator, Steve Bulger. Mr. Bulger visited with Elvin and Randy, primarily to discuss the positive impact of the Paycheck Protection Program (PPP). An article from The Daily Item is posted on the bulletin board.

Our Christmas Party that was scheduled for Monday, December 7th has been cancelled by Iron Front due to the restrictions placed on group gatherings. Iron Front, along with Pik Rite, are disappointed and sorry to have to cancel this event. Stay tuned for further updates relative to a company Christmas celebration. 📺



ELVIN & RANDY MEET WITH SBA REPRESENTATIVES

## Fall Harvest

Jeff Ansell • Shipping Manager

Fall is here and the harvest season is winding down. We had a very busy couple of months with our harvester parts orders. Many of the

growers had rush requests that we were able to fill as requested. Thank you to all in production that made this possible! 📺

# HP-900 Update

Doug Thomas • Engineering Manager

Has anyone noticed that there's an election going on? Regardless, the Engineering Team at Pik Rite remains focused on the production schedule and serving our customers (internally and externally). The schedule looks good and full. The last quarter will be a busy one for us.

In the last newsletter I spoke about changes that were going to be made to the HP900 prototype. Those changes went well, and so did the testing that we did here. The hydraulic suspension that we developed performed soundly, but after further testing we did have a

setback. We are looking closely at what happened and will make any necessary changes so production models are solid.

The Pik Rite engineering team remains devoted to developing quality products at an affordable price. We will continue to look for ways to improve our efficiency, both in the department and through the shop. It's our goal to work with all departments to reduce costs and improve the bottom line.

Stay safe! 2021 is right around the corner. Hopefully, it will bring an end to some of the madness. 📺

*The Lord is my shepherd; I shall not want.*

*He makes me lie down in green pastures.*

*He leads me beside still waters.*

*He restores my soul.*

*He leads me in paths of righteousness  
for his name's sake.*

*Even though I walk through the valley of the  
shadow of death,*

*I will fear no evil,  
for you are with me;  
your rod and your staff,  
they comfort me.*

*You prepare a table before me  
in the presence of my enemies;  
you anoint my head with oil;  
my cup overflows.*

*Surely goodness and mercy shall follow me  
all the days of my life,  
and I shall dwell in the house of the Lord  
forever. Psalm 23*





## Service News

Travis Hill • Service Manager

“Great customer service doesn’t mean that the customer is always right, it means that the customer is always honored.” - Chris LoCurto.

I have never heard this motto at

Pik Rite, but I have witnessed in action in the leaders here. It is important to remember that business and money are necessary, but people are more important. 📌

*“So whatever you wish that others would do to you, do also to them...” Matthew 7:12*

## When the Frost is on the Punkin

By James Witcomb Riley

When the frost is on the punkin and the fodder’s in the shock,  
And you hear the kyouck and gobble of the struttin’ turkey-cock,  
And the clackin’ of the guineys, and the cluckin’ of the hens,  
And the rooster’s hallylooyer as he tiptoes on the fence;  
O, it’s then’s the times a feller is a-feelin’ at his best,  
With the risin’ sun to greet him from a night of peaceful rest,  
As he leaves the house, bareheaded, and goes out to feed the stock,  
When the frost is on the punkin and the fodder’s in the shock.

They’s something kindo’ harty-like about the atmusfere  
When the heat of summer’s over and the coolin’ fall is here—  
Of course we miss the flowers, and the blossums on the trees,  
And the mumble of the hummin’-birds and buzzin’ of the bees;  
But the air’s so appetizin’; and the landscape through the haze  
Of a crisp and sunny morning of the airy autumn days  
Is a pictur’ that no painter has the colorin’ to mock—  
When the frost is on the punkin and the fodder’s in the shock.

The husky, rusty russel of the tossels of the corn,  
And the raspin’ of the tangled leaves, as golden as the morn;  
The stubble in the furries—kindo’ lonesome-like, but still  
A-preachin’ sermons to us of the barns they grewed to fill;  
The strawstack in the medder, and the reaper in the shed;  
The hosses in theyr stalls below—the clover over-head!—  
O, it sets my hart a-clickin’ like the tickin’ of a clock,  
When the frost is on the punkin and the fodder’s in the shock!

Then your apples all is gethered, and the ones a feller keeps  
Is poured around the celler-floor in red and yellor heaps;  
And your cider-makin’ ’s over, and your wimmern-folks is through  
With their mince and apple-butter, and theyr souse and sausage,  
too! ...

I don’t know how to tell it—but ef sich a thing could be  
As the Angels wantin’ boardin’, and they’d call around on me—  
I’d want to ’commodate ’em—all the whole-indurin’ flock—  
When the frost is on the punkin and the fodder’s in the shock!



# Employee News



Congratulations to Adam (Tank Welding Team Leader)) & Amanda Hockenbrock at the birth of their daughter, Makenna Louise Hockenbrock. She was born 7/19 at 12:50am. She weighed 7lb 1.6 oz and was 21 inches long.

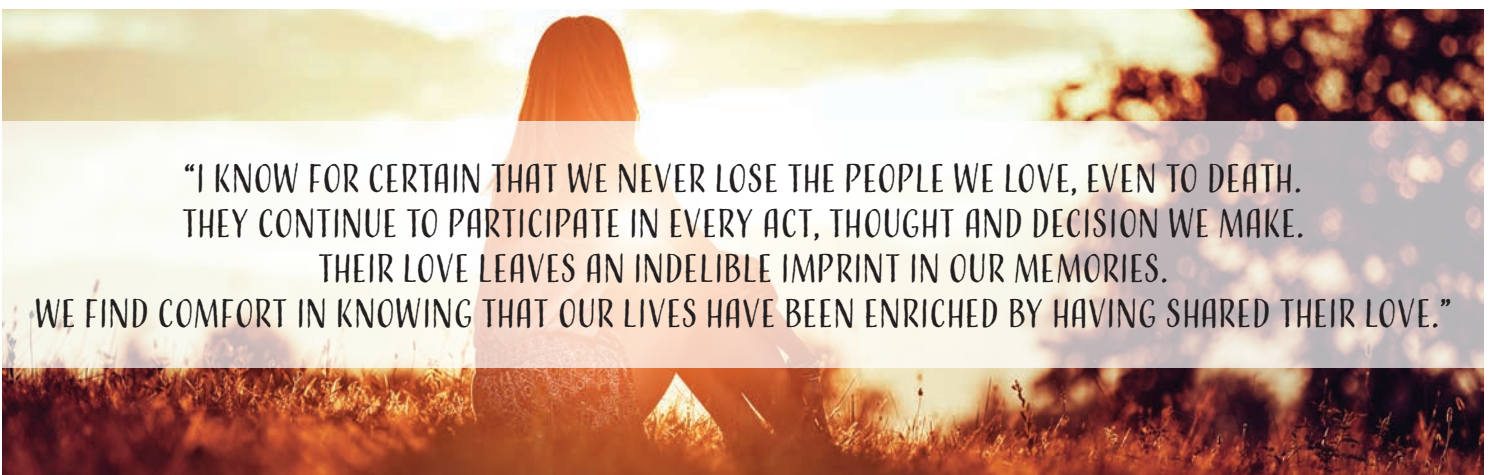
*"At the end of your life, you will never regret not having passed one more test, not winning one more verdict, or not closing one more deal. You will regret time not spent with a [spouse], a friend, a child, or a parent."* Barbara Bush



Congrats to Derek (Dumpbox Assembly Team Leader) & Courtney Goss on the birth of their son Lane Michael, born August 18 at 10:36pm weighing 7lbs 11oz. He was 18.5" long.

## Condolences

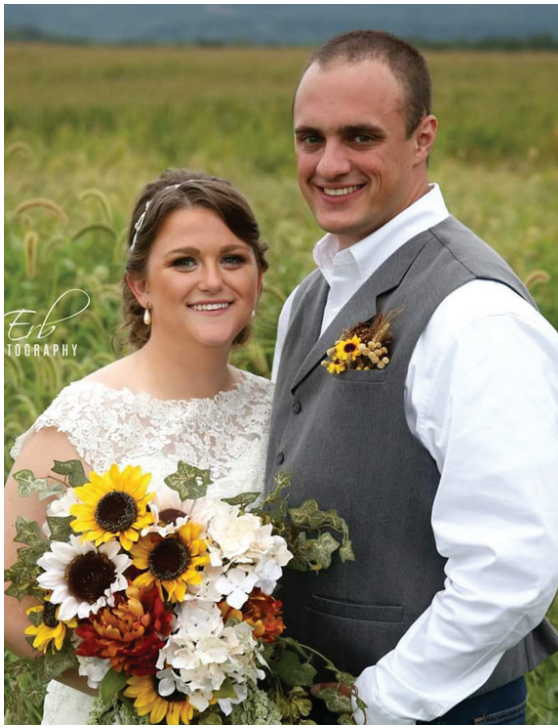
- CHRISTIAN KURTZ AT THE LOSS OF HIS MOTHER, KAREN, ON JULY 4, 2020
- KEVIN BAKER AND FAMILY AT THE LOSS OF HIS UNCLE ON SEPTEMBER 1, 2020
- MARK YODER AT THE PASSING OF HIS FATHER ISRAEL, ON SEPTEMBER 18, 2020



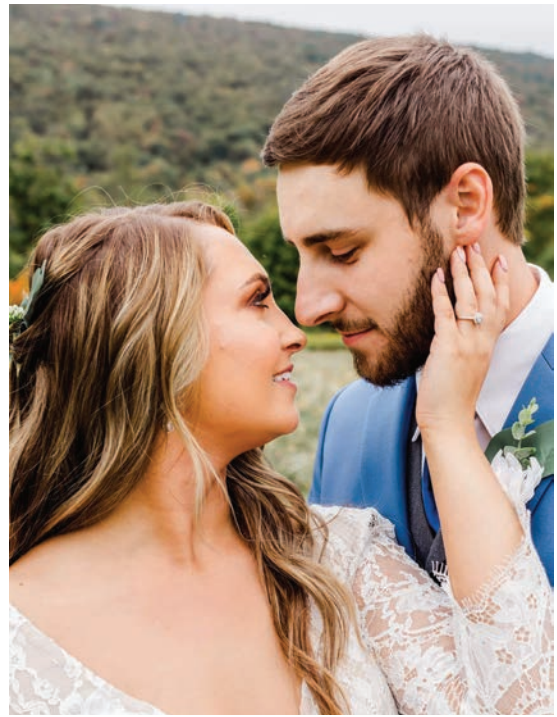
"I KNOW FOR CERTAIN THAT WE NEVER LOSE THE PEOPLE WE LOVE, EVEN TO DEATH. THEY CONTINUE TO PARTICIPATE IN EVERY ACT, THOUGHT AND DECISION WE MAKE. THEIR LOVE LEAVES AN INDELIBLE IMPRINT IN OUR MEMORIES.

WE FIND COMFORT IN KNOWING THAT OUR LIVES HAVE BEEN ENRICHED BY HAVING SHARED THEIR LOVE."





Congratulations to Tyrel & Karissa Kling. The happy couple was married on September 12. Tyrel works as a Product Engineer at Pik Rite.



Congratulations to Chelsea & Corey Eberhart. They were married on September 26. Chelsea works as a Product Engineer & helps in Marketing. Corey is a Team Leader for Spreader Assembly.

## Employment Anniversaries

• NOV 7	JUNIOR GEARHART	29 YEARS
• DEC 28	JANICE SHIVELY	22 YEARS
• DEC 6	LARRY STEWART	10 YEARS
• OCT 31	CANDY DAVIS	9 YEARS
• NOV 7	JEFF ANSELL	9 YEARS
• DEC 16	COREY EBERHART	7 YEARS
• OCT 13	NICK KOCH	6 YEARS
• NOV 23	CHRISTIAN KURTZ	6 YEARS
• NOV 2	AARON ALLRED	2 YEARS
• NOV 5	MADALYN WOLTZ	2 YEARS
• NOV 20	DON WHITESEL	2 YEARS

## Employee Birthdays

### October

- 10 NICK KOCH
- 13 DANIEL WOHLSCHLEGEL
- 13 DEB ENGLE
- 15 CALEB THOMAS
- 15 MARK YODER
- 30 ELVIN STOLTZFUS
- 31 IKE MARTIN

### November

- 1 RANDALL STRATTON
- 10 SUZANNE HENDERSHOT
- 17 DAN ZIEGLER
- 21 ALLEN MARTIN

### December

- 12 MADALYN WOLTZ
- 15 ROD KOCH
- 18 JASON NOLT
- 19 JOHN KIEFER
- 29 JAMES FETTEROLF
- 30 RANDY BEILER
- 31 ANTHONY EBERHART

# Employee Spotlight

## Christian Kurtz: Spreader Welding

Candy Davis • HR Generalist

Christian Kurtz has been an employee of Pik Rite, Inc. since November 23, 2014. He says that what he enjoys most about working at Pik Rite is the good sense of humor and similar mindset of his co-workers.

Christian is from Mifflinburg, PA and is a SUN Tech graduate in the welding program. When asked what is something he could not live without his answer was his family. He has 3 sisters and his father and he feels that his family always has his back. Christian's hobbies include playing video games, hiking and Tae Kwon Do. In fact, Christian has received his 4th degree black belt in July of this year. It is something that he is most proud of and it took him 15 years to obtain.

Christian's favorite place to be is walking a trail in the woods. He loves the stillness and peacefulness of the woods. However, he says that he is happiest when playing games with friends because he feels he has no worries and is just having fun. Christian's favorite place to travel was Uganda because he is amazed with the joy the people of Uganda have considering with how little they have.

Christian said success is trying your best and always moving forward; no matter the pace. When asked what true leadership means to him, Christian responded that he defines true leadership as being able and willing to do what you expect those below you to do. 🙏



*Not what we say about our blessings, but how we use them, is the true measure of our thanksgiving. -W.T. Purkiser*