

Pik wRiter

Summer 2021



Recent Set of Dump Trucks



Leadership



Thank You

-Elvin Stoltzfus
President & CEO

There are many times we don't take the time to personally thank the people around us who have made an impact on our lives.

I am extremely grateful for all the good people around me here at Pik Rite.

Every person here contributes in a special way.

Thanks to everyone who works hard every day.

You are appreciated! 🙏

Two are better than one, because they have a good reward for their toil. Ecclesiastes 4:9

Team Performance

-Randy Beiler
VP of Operations & Finance

A team together can outperform a group of individuals, and we have a great team here. We rely on each other to show up each day with different skills and knowledge. And each person's skill and knowledge fits what they do. Some of you can assemble a spreader like no one else. Some can weld a part like few others can. Some record and relay information proficiently and without falling asleep. Some can ease a customer's mind with a smile or the right words. Some can organize people and things. And one of you can take care of all our computers. We need each other. So much of a company's success hinges on its team, which is good news for us since we have such a great group of people. Thank you for being part it. 🙏

Power of Positivity

-Kevin Baker
VP of Engineering, Sales & Service

With everything that can bring turmoil into your day, remember to focus on the positive! Each day is a opportunity to do extra and extra can be the difference between ordinary and extraordinary. Your struggles and trials can be developing the strength we will need tomorrow. Aim high! 🙏

“Stand up to your obstacles and do something about them. You’ll find they haven’t half the strength you think they have.”

Norman Vincent Peale

Department News



2021 Harvesters

LEADING THE INDUSTRY

Doug Thomas - Engineering Manager

This summer we have taken on a couple of engineering interns. Alex Yoder is from Milton and is attending Geneva College in Beaver Falls, PA. He will be a senior this fall and is studying Mechanical Engineering. Lucas Yoder is from Winfield and is currently attending Selinsgrove High School. Both interns are a help to Pik Rite by working on things that might otherwise be pushed aside until time allows our current staff to get to them. We also hope their time here will give them a practical experience of what to expect in the field of engineering.

As in the last quarter, dump bodies and tanks remain strong. We are working hard to stay ahead of production with design, drawings and bill-of-materials. I believe our reputation as a custom producer of vacuum tanks has carried over to the dump body line. Many of the bodies we produce are very specific to the customer's wishes and expectations.

Spreaders and Harvesters...both are getting facelifts with new features. This year we're introducing a new Triple Sort option on our Tomato Harvesters. With labor becoming more and more difficult to manage and find, growers are looking for additional automation and less labor. The triple sort will take our machines one step closer to filling that need. Manure Spreaders are seeing a newly designed beater system across all models. Through field study and working closely with our dealers we have developed new beater panels and spinner pans to effectively spread the manure in a wide and consistent pattern.

Pik Rite is always looking to improve its products, it's the way it has always been. When we focus on making our products the best they can be, the competition will be chasing us! 🏆

“Competition whose motive is merely to compete, to drive some other fellow out, never carries very far. The competitor to be feared is one who never bothers about you at all, but goes on making his own business better all the time.”

Henry Ford

Changes Ahead

Janice Shively • Office Manager

Along with the work force throughout Pik Rite, the front office staff has had a very busy second quarter. Since November we have been working with an automated AP system, which has not met our needs. After much research, we have committed to, and are currently transitioning to, a new accounts payable automated system. This system will provide greater accuracy and save a significant amount of time with the data entry piece of processing accounts payable.

We were blessed to have Madalyn Mitchell work at the front desk for the last six weeks

of her pregnancy. We wish she and Dalton the best as they begin their new roles of being parents.

In mid-June we introduced a VoIP phone system at Pik Rite West. This system is working well, and we are researching the possibility of making this transition at our 60 Pik Rite Lane location.

Moriah Funk will be joining the front office team on Monday, July 19th. We are excited to bring her on board! As office assistant, she will be working at the front desk and will be training in a variety of front office roles. 📧

“Change is the law of life, and those who look only to the past or present are certain to miss the future.” JFK

Harvester Icon

Travis Hill • Service Manager

You probably know that the Service Department is involved in all but one Pik Rite product line whether it be working on, troubleshooting over the phone, or even selling parts. This is the time of year when one product line comes to the forefront for Service – Harvesters. New customers with new-to-them machines want someone with experience present when they start harvesting. Long-time customers are looking for

preseason maintenance on their tomato, cucumber, or pepper machines. All of this is done at the customer’s farm and the next several weeks are full of such trips. After the initial push, this quarter with continue to be busy with scheduled in-season visits and emergency breakdowns. It is a good thing we have an individual who thrives in this field and always rises to the challenge – Thank you Ike! 📧

Full Speed Ahead

Jeff Ansell • Shipping Manager

Since mid January, I have had the thought that “this week it will slow down...” Yeah that never happened. And now we are headed for harvest season where it most definitely will

not slow down. Large orders and rush jobs are just around the corner. Fasten your seatbelts, it’s going to be a crazy 2 ½ months! 📧

“Do not be anxious about anything, but in everything by prayer and supplication with thanksgiving let your requests be made known to God. And the peace of God, which surpasses all understanding, will guard your hearts and your minds in Christ Jesus.”
Philippians 4:6-7

Success!

Seth Ziegler • Sales Manager

I always thought that quarters consisted of 3 months. Well, I don’t know what happened, but it sure seems like the 2nd Quarter only had 2 months. Time certainly flew and is currently flying, and by the time that you read this, we will be a good chunk into July! From a Sales perspective, the speeding calendar can really create some anxiety (if you allow it). Can and will Sales keep up with Father Time? Fortunately, the Sales Team carefully and intentionally follows a plan to sustain and increase orders. I call it “appropriate persistence” and I really appreciate that about

the Team. Their efforts have produced an active quarter which has Pik Rite tracking towards another successful year. The high order volume blended with Production challenges has created a healthy tension (yes – there is such a thing). You really need that tension to stretch your abilities which in the end enables Sales to grow. Even after all the Sales Team’s cumulative years of Selling, you can still see the twinkle in their eyes when they land a Sale, and apart from meditating on Philippians 4:6-7, what better way to reduce the anxiety. 📧

Employee News

Employee Birthdays

July

- 1 AARON REITENBACH
- 16 CHRISTIAN KURTZ
- 16 RYAN WERT
- 29 ISAIAH DELEON

August

- 4 BRANDON KRATZER
- 10 CANDY DAVIS
- 20 TAYLOR MORGAN
- 24 BRENDA KLINGMAN
- 25 JACOB YODER
- 26 LARRY STEWART

September

- 5 JANICE SHIVELY
- 15 CODY BOOP
- 16 BRYCE KOONSMAN
- 16 JEFF ANSELL
- 27 DOUG THOMAS

Births



Congratulations to Stan (Tank PLM) & Heather Weaver on the birth of their son Kendrick John. Kendrick arrived on June 26, 2021 at 6:30 AM and weighed 7lbs 14 oz.



Penelope Jean Mitchell was born July 6, 2021 at 3:15 PM. She weighed 8lb 6 oz and was 19.5" long. Maddy (Spreader Assy) and Dalton Mitchell are the proud parents!

Employment Anniversaries

- | | | | | | |
|----------|------------------|----------|----------|--------------------|----------|
| • AUG 12 | JON NOAKER | 19 YEARS | • SEP 6 | STAN WEAVER | 10 YEARS |
| • JUL 14 | DAN ZEIGLER | 18 YEARS | • JUL 7 | JAMIE PEACHEY | 7 YEARS |
| • SEP 19 | MARK YODER | 16 YEARS | • JUL 12 | SETH ZIEGLER | 5 YEARS |
| • AUG 23 | ROD KOCH | 11 YEARS | • AUG 17 | DEREK GOSS | 4 YEARS |
| • AUG 30 | AARON REITENBACH | 11 YEARS | • AUG 20 | RANDALL STRATTON | 3 YEARS |
| • SEP 26 | RON RENNER | 11 YEARS | • SEP 14 | DANIEL WOHLSCHEGEL | 1 YEAR |

Closing Thoughts

Lessons From My Dad

Randy Beiler • VP of Operations & Finance

As Sam's son I remember his work ethic and commitment. He worked hard and was often at work late or working evenings from home (yes, he made that work 25 years ago). One memory I have was being here until 3am while my dad and the Pik Rite team finished a harvester so it could ship the next morning.

Sam was the parts salesman for a time, and I remember coming in with him late in the evenings or during the weekends to meet customers when it was convenient for them. I don't remember my Dad talking much about work ethic, but he lived it; and I learned from a young age that working hard to help others is just what you do. Thanks Dad! 🍷



The Front Office Staff celebrating Sam's 77th Birthday!

