

Pik wRiter

Spring 2022



Customers from Rose Septic Tank Service in Knoxville, TN picking up their truck.





The Past

-Elvin Stoltzfus
President & CEO

There are times I let past mistakes define who I am today.
Hanging on to mistakes is rarely a healthy thing!
My goal is to live a better life because of what I've learned
from past mistakes!
"Death isn't the greatest loss in life. The greatest loss is what
dies in us while we live." – Norman Cousins 📖

Forget the former things; do not dwell on the past.

Philippians 2:4

Grateful

-Randy Beiler
VP of Operations & Finance

It is great to be a part of this team. The current situation in
our world is certainly a reminder to be grateful for safety
and security. We are blessed to live in a community that
promotes it, and work in areas that require it. Thank you
for making Pik Rite a great place to be. Enjoy your Spring. 📖

Opportunity Knocks

-Kevin Baker
VP of Engineering, Sales & Service

"As a nation, we don't promise equal outcomes, but we
were founded on the idea everybody should have an equal
opportunity to succeed. No matter who you are, what you
look like, where you come from, you can make it. That's an
essential promise of America. Where you start should not
determine where you end up."

-Barack Obama 📖

Don't Quit

*When things go wrong as they sometimes will,
When the road you're trudging seems all up hill,
When the funds are low and the debts are high
And you want to smile, but you have to sigh,
When care is pressing you down a bit,
Rest if you must, but don't you quit.
Life is strange with its twists and turns
As every one of us sometimes learns
And many a failure comes about
When he might have won had he stuck it out;
Don't give up though the pace seems slow—
You may succeed with another blow.
Success is failure turned inside out—
The silver tint of the clouds of doubt,
And you never can tell just how close you are,
It may be near when it seems so far;
So stick to the fight when you're hardest hit—
It's when things seem worst that you must not quit.*

John Greenleaf Whittier

Department News



WWETT 2022

ACTION!

Seth Ziegler- Sales Manager

Springtime is such a special season. It is a time for action! The cold months are gone(ish). Now it's on to spring cleaning, preparing for yardwork, making sure the planting equipment is ready, and celebrating the burst of new life (and the ultimate New Life we have because of Easter morning)! This is not to imply that, prior to spring, there was nothing going on at Pik Rite. On the contrary, the Sales Team was running at a pretty fast pace. Ag shows, dealer open houses, and the large tank show (WWETT) were recently held. Attendance and interest were high and, as a result, sales is keeping the top of the production funnel full. Specifically, spreaders have been "hot"! They've been leading the charge for five consecutive months! Tanks continue to keep the phone ringing. Requests are all over the place, ranging from slide-ins to trailers to monster stationary tanks. Dumps continue to evolve, especially as we look to strategically approach the push-off models. The Pik Rite digital impact has also observed expanding interest. Our website, Facebook and Instagram have all had noticeable year over year increases in Pik

Rite visits. I attribute much of this to our internal efforts of regular posts of videos, photos, commentary, etc. All the sales metrics indicate that there are increasing opportunities to boost even more sales, so whether it's springtime or another time, every season at Pik Rite is a time for action!

Special Announcement – We've been blessed for over three years to be able to enjoy the unique and varied talents of Randall Stratton. Randall has contributed to Pik Rite in many seen and unseen ways. He keeps the website current, he produces our product brochures and calendars, he creates Pik Rite's advertising content, he takes and uploads the completed whole goods photos, he posts and responds to social media questions, he makes the arrangements for the numerous trade shows, and so much more. He also, produces the Pik wRiter and this will be his last one. Randall, thank you for your giftings, your teamwork and your friendship. We all pray for the Lord's blessings to be upon you as you pursue your calling into ministry. You will be missed. 🙏

"If you can't fly then run, if you can't run then walk, if you can't walk then crawl, but whatever you do you have to keep moving forward."

-Dr. Martin Luther King, Jr.

Front Office News

Janice Shively • Office Manager

On January 31st we were blessed with the opportunity to host a group of approximately 100 attendees of the Mid-Atlantic Fruit and Vegetable Convention. We were honored to have been chosen as a destination for this year's pre-conference bus tour! Thank you to everyone that was part of making this event a success.

Our annual shareholder meeting was held on Friday, March 18th. It is always a joy to have the owners of our company visit Pik Rite and interact with the people that make things happen!

What do you do when God calls you to step outside of your comfort zone, and serve

Him, wherever He calls you to? You GO. And that is what our front office co-worker, Randall Stratton, is preparing to do. Randall joined the front office team in August 2018. His job responsibilities were split between Accounts Payable and Marketing. Each quarter Randall has put together this newsletter. We have appreciated working with Randall for the last 3 ½ years. While losing a staff member is not easy, knowing that Randall is heading out to serve God wherever He leads leaves us humbled and grateful for Randall's selfless act of service. We wish Randall the best and offer our prayers as he takes this leap of faith. 🙏

"And He said to them, 'Go into all the world and preach the gospel to every creature.'"

Mark 16:15

Secret of All Triumphs

Tyrel Kling • Harvester Product Line Manager

"Perseverance is not a long race; it is many short races one after the other" – This quote caught my attention a few weeks ago. It is a great reminder as we enter each week, more indulged in Harvester Season. As Spring progresses, we take it week by week with scheduling and production to meet our customer needs. With end goals in mind, it is how we persevere to approach and conquer each week with a positive mindset rather than focusing on the big picture.

This spring we have formed a team to focus on harvester production, composed of Cody Heidler and Owen Martin with

the addition of Jim Dorman and Ike Martin. With that, we would like to welcome back Owen Martin as he returned to join the harvester team in February. We have a great team among us and are surrounded with encouraging peers. This year's harvester schedule is full with five new HC 290s (2 triple sorts), one new 190 pepper, a 6000 vine diverter and two refurbished machines - one being a 240 tomato machine modified and shipped to harvest cucumbers in Germany. Day in and day out, perseverance with the addition of patience and perspiration is an unbeatable combination for success! 🙏



Visitors from the Mid-Atlantic Fruit & Vegetable Convention.

Spreading Season is Upon Us!

Dave Gearhart • Spreader Product Line Manager

In the world of spreaders, we are busy. Our team has been up to the challenge and pushing the envelope every day. Spreader sales are very strong and have us scheduled out into mid-June.

As the challenges of global shortages do affect some aspects of our supply chain and create present challenges, purchasing has been doing a fantastic job of meeting our daily needs.

Last year in the same time frame there were 32 spreaders sold vs. this year at 49 spreaders sold.

We have seen an increase of spreader service needs with the most recent spreader being

a John Deere 780 coming from as far as New Jersey to our door for repairs. Even with service, we have been able to keep assembly production running optimally.

Our welding department is on pace and keeping with the flow of the spreader/ harvester parts coming through for production.

The prototype litter spreader is currently running with very good reports on spread achievements. Customer reports are very happy with its abilities.

I look every day at how blessed a team we have and --- Wow Factor- Achieved! 🙏

Go West, Young Man!

Caleb Thomas • VortX Product Line Manager

Here's your update from the wild West of Pik Rite!

You might not see it going through the shop or hear much at the mothership facility nowadays, but the Pik Rite West crew is still kickin' right along with a full schedule of VortX machines. It's been a long stretch of busyness since 2020 picked back up, and with how much cardboard the world consumes, I don't anticipate it slowing down much!

For those of you that are new, "VortX" is a super-heavy-duty-industrial-cardboard-

glue-making-thingermajobby that Pik Rite manufactures for BW Papersystems, one of the largest cardboard manufacturing, printing, and handling companies on the planet. Fun fact- if you have a box waiting for you on your doorstep, look at the stamp on the bottom of it. There's a very GOOD chance that one of the machines WE built at Pik Rite West helped create it!!!

If you're ever passing through, don't hesitate to stop at Pik Rite West and find one of the crew for a quick tour! 📍



A Recent VortX unit completed at Pik Rite West.

Full Schedule, Great Team

Stan Weaver • Tank Product Line Manager

What a year its shaping out to be for the Pik Rite tank line! We are blessed to have a full schedule with tanks varying from a 450 gallon to 7000-gallon aluminum trailers to a variety of custom septic trucks. Although this work can feel overwhelming at times, I feel better about it when I

think about the team we have here at Pik Rite. We continue to see people step up in each department and take pride in their work. I can't thank our team enough for their hard work and I look forward to the improvements we can make this year. 📍

"You cannot get through a single day without having an impact on the world around you. What you do makes a difference. You just have to decide what kind of difference you want to make.

-Jane Goodall

Warmer Weather

Mark Yoder • Dump Body Product Line Manager

As we get into the warmer months, dump body sales and service has been increasing and the team has been working hard to keep up with the

demands. As we face new and unique challenges that can be tiring at times, I'm often reminded of how blessed we are to be busy, safe, and healthy. 📍



Chef Travis Snook is making Friday Lunches Great Again!



A recent dump body.

Employee News

Brides & Babies



Congratulations to Anthony Eberhart and Stacey Geiswite on the birth of their daughter, Adalynn Mae, born on January 24 at 9:56AM, 7 lbs, 10.5 oz 19 in. long



Congratulations to Brady Koonsman and Liz Shuck on their engagement. An April 27, 2024 wedding is being planned.



John Kieffer and Mallory Perchinski welcomed a daughter, Raelynn Elizabeth on January 14 at 4:45PM. She weighed 7lbs, 2 oz and was 18.5 inches long. Congratulations!

Condolences

Condolences to Dan Ziegler and family at the passing of Dan's mother, Eleanor Heisler on Saturday, February 19.

Condolences to David & Miriam Miller and family at the passing of Miriam's father, Fausto Cebeira, on March 10.

Employee Birthdays

April

- 3 COLLIN MARTIN
- 6 JASON SAUERS
- 12 DEREK GOSS
- 13 CLINT MORRIS
- 19 DAKOTA HEINTZELMAN
- 23 BEN WEBBER
- 24 SHANA JOHNSON
- 24 SERGEY PERMYASHKIN

May

- 1 SHAELYNN BILGER
- 4 YVONNE YODER
- 4 DAVE GEARHART
- 9 DON WHITESEL
- 16 LUKE MARTIN
- 18 NICK MARTIN
- 22 SAM BEILER
- 25 JUNIOR GEARHART
- 26 TIM LIGHTNER

June

- 1 DAVE MILLER
- 3 DON RINEHIMER
- 7 DAVE BOHANNON
- 10 TRAVIS HILL
- 14 DAKOTA ETTINGER
- 19 CRAIG BUICK
- 22 COREY EBERHART
- 24 NAOMI PHILLIPS
- 25 BRAYDEN CHUBB

Employment Anniversaries

• JUN 1	DAVE GEARHART	35 YEARS	• MAY 15	TYREL KLING	5 YEARS
• APR 22	JIM DORMAN	26 YEARS	• APR 11	CODY HEIDLER	4 YEARS
• APR 22	RANDY BEILER	26 YEARS	• APR 23	JOHN KIEFER	4 YEARS
• MAY 12	SUZANNE HENDERSHOT	25 YEARS	• MAY 22	CINNAMON DIGAN	4 YEARS
• APR 5	CLINT MORRIS	18 YEARS	• APR 15	NAOMI PHILLIPS	3 YEARS
• MAY 18	RYAN WERT	18 YEARS	• MAY 1	CALEB THOMAS	3 YEARS
• JUN 7	MATT WILLOW	18 YEARS	• MAY 6	CHELSEA EBERHART	3 YEARS
• JUN 9	TIM LIGHTNER	14 YEARS	• MAY 7	DANIEL RODRIGUEZ	3 YEARS
• APR 23	BRANDON KRATZER	10 YEARS	• MAY 20	JACOB YODER	3 YEARS
• MAY 20	LUKE MARTIN	9 YEARS	• MAY 28	YVONNE YODER	3 YEARS
• APR 18	TYLER PEACHEY	5 YEARS	• APR 5	JAROD WOMER	1 YEAR
• MAY 8	CALEB HEIDLER	5 YEARS	• MAY 24	BRADY KOONSMAN	1 YEAR
• MAY 8	TAYLOR MORGAN	5 YEARS	• JUN 1	DAVID MILLER	1 YEAR