

# MKT Newsletter

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Volume 6

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GETTING TO KNOW THE MKT/MVE TEAM

## V-8ESC Vibratory Hammer

This past March MKT unveiled its newest product, the V-8Esc Excavator Mounted Vibratory Hammer, at Con Expo in Las Vegas.

The factory is happy to announce that the V-8Esc is nearly finished with its final testing phase at the yard in St. Louis. Once the testing has been completed and the V-8Esc design is fully vetted MKT will be ready to bring the product to market.



### Loyal Smith



Loyal joined MVE/MKT in March 2015 to lead the accounting department. Having been in the accounting field for most of his career, he has been involved with manufacturing, distribution, and construction industries primarily. When not working, he likes to hike and travel.

### Sharon Skaggs



Sharon started at MVE/MKT in June 2016 as the Sales Administrative Assistant. Sharon brings with her over 18 years of experience in the Administrative field. Sharon lives in Illinois with her longtime boyfriend Bill. She enjoys boating and spending time with her only daughter and son in law.

Our next newsletter will be out in January 2018. If you'd like to include a story or information in our next newsletter, please submit to Sharon Skaggs @ [sskaggs@mktpileman.com](mailto:sskaggs@mktpileman.com) by December 31, 2017.



## NEW SALES AND EDUCATIONAL TOOL

MKT has developed a new animation that illustrates the basic operation of an excavator mounted side clamp vibratory hammer. The factory has been using this as a sales/marketing tool as well as an educational video at shows and different conventions. Please feel free to view and use this animation for your own marketing/sales strategies. Below is a link to the video on MKT's YouTube page.

<https://www.youtube.com/watch?v=nt2KZI4YErk&t=39s>

## News from the Factory

MKT would like to wish Rod Eilert a happy retirement. Rod has been a welder/fabricator with MKT for 10 years and will be retiring in October 2017. Rod plans to travel to visit his daughters and spend a lot of time with his grandkids. Everyone at MKT would like to wish him the best and enjoy your retirement; it has been a pleasure to work with Rod for the past 10 years.

As 2017 comes to an end, so does the Flex program that allows us to use Tier 3 engines. Beginning January 1, 2018, Tier 4 engines are required for new equipment. As most of you know, with that comes a price. We have been working with engine suppliers to get the best price and horse power to match up with our equipment, but we are finding that the engine cost for each engine size is going to go up by at least 50%. We can still get Tier 3 engines until the end of the year, but we have to order them in time to take delivery by the end of December. If you are thinking of buying a power unit, depending on size, the engine may need to be ordered by October.

## Looking to the Future with MKT

This last quarter has been busy and exciting; we sold a V22/HP365 with caisson beam and clamps to Quebec Inc. for export to the coast of Africa. Raouf, with Quebec Inc, visited MKT and was excited to see the opportunities and we look forward to working with him.

Bottom Line Equipment out of Louisiana purchased a V5Esc to add to their fleet of Excavator attachments. They have locations throughout Louisiana and Texas, Chris Cayce visited them to help with the initial setup and the hammer has had several rentals since then.

We have just signed up Andrew Chapman, with ARK Enterprises, to be our representative in Asia. Andrew lives in Japan and will be promoting MKT in his travels to expand our presence abroad.

MKT is also in talks with Rafael, with the Blau Group in Monterrey Mexico. We have worked with Rafael in the past, but he now has his own company and will be representing MKT in Mexico.

If you haven't looked in a while, check out our website [www.mktpileman.com](http://www.mktpileman.com) to see what's new. We will be adding instructional videos and have an updated representative map. Also, join us on LinkedIn where we plan to add updates and try to keep you informed on the latest information at MKT.