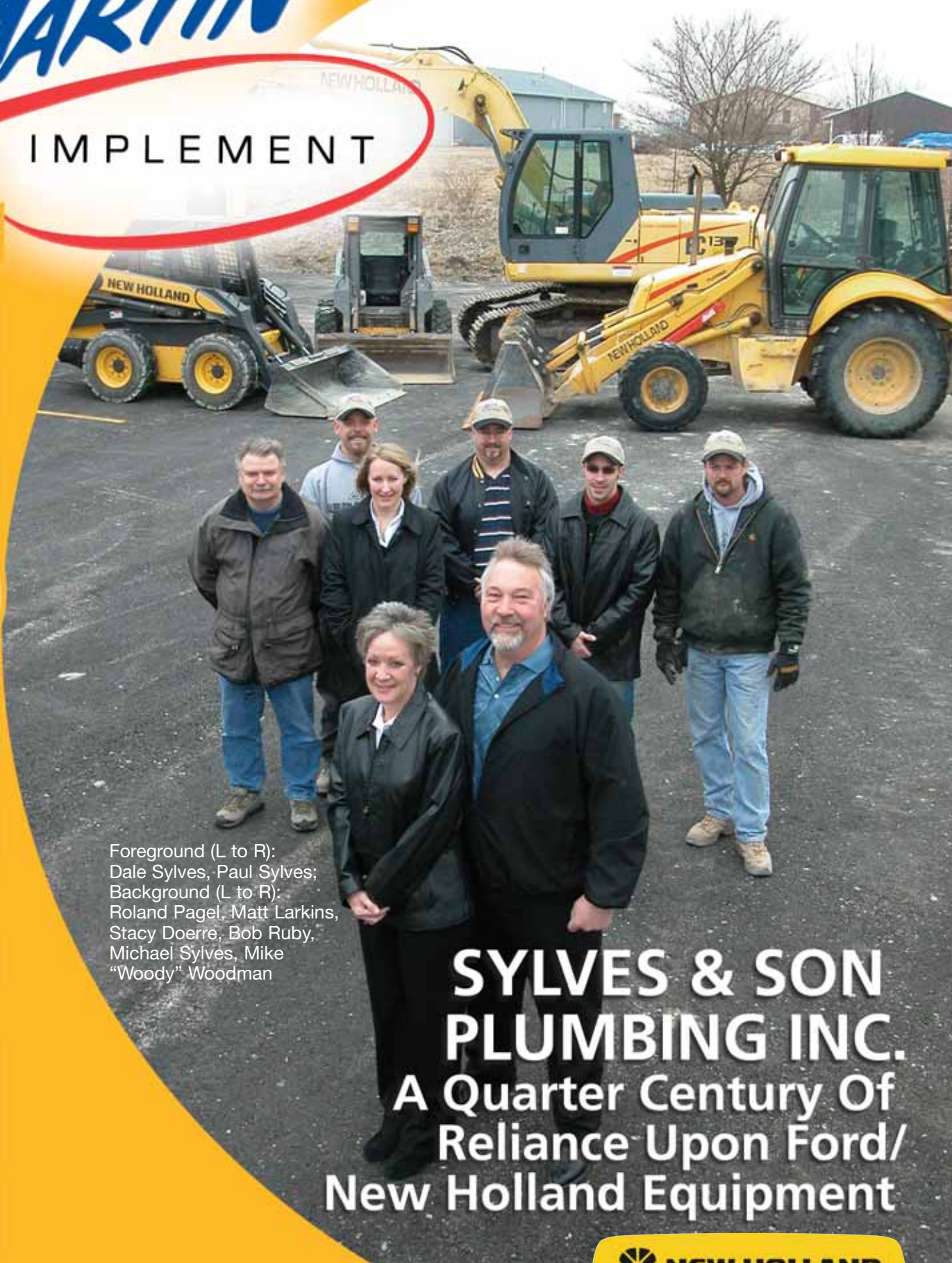


# MARTIN

SPRING 2008

IMPLEMENT

NETWORK



Foreground (L to R):  
Dale Sylvès, Paul Sylvès;  
Background (L to R):  
Roland Pagel, Matt Larkins,  
Stacy Doerre, Bob Ruby,  
Michael Sylvès, Mike  
"Woody" Woodman

**SYLVES & SON  
PLUMBING INC.**  
A Quarter Century Of  
Reliance Upon Ford/  
New Holland Equipment



# SYLVES & SON PLUMBING INC.

## A Quarter Century Of Reliance Upon Ford/New Holland Equipment

**P**aul Sylves has a simple business philosophy: You have to invest in your business to make money.

getting the work done—professionally and on time—has been the key to his success working for large companies such as Target, Wal-Mart and Jewel.

Paul Sylves, with his wife Dale, and their twin children Mike and Stacy



**“Service from Martin Implement has always been good and the rental department really is excellent.”**

Paul Sylves; Owner, Sylves & Son Plumbing Inc.

**“Based on price and durability, for those in the plumbing industry, New Holland equipment is a very good fit.”**

Paul Sylves; Owner, Sylves & Son Plumbing Inc.

As owner of New Lenox, Ill.-based Sylves & Son Plumbing Inc., Sylves believes one of the most important investments he can make is buying and maintaining good equipment. In his view, that's simply investing in tools employees will use to get the work done. And

Sylves started his plumbing company in 1981, when his first job was plumbing a Jewel grocery store for a general contractor. He purchased his first construction equipment in 1983, when he was in somewhat of a bind. He was working on a sewer project when a subcontractor decided “he didn't want to work for plumbers anymore and left,” Sylves recalled. In need of equipment, he turned to nearby Martin Implement. He's been a Martin and Ford/New Holland customer ever since.

Sylves currently owns a couple of New Holland skid steers, including a new L185 purchased in February 2008, an LB75.B backhoe loader and an EC130 excavator. “Based on price and durability, for those in the plumbing industry, New Holland equipment is a very good fit,” he said.

“In a grocery store, we lay 3,000 to 5,000 feet of pipe in the ground. To get into tight areas, you need equipment that works with you, not against you.” The EC130 is small enough to fit in a building and turn 360 degrees when loading a dump truck, he noted. On a big job, he'll pair an excavator and a skid steer, so one crew member can dig while another moves supplies or equipment.

“I have more construction equipment than some contractors, because they subcontract that work. I like the versatility and ability to move at our own pace we get with running our own equipment,” Sylves said.

To increase that versatility, he turns to the Martin Implement rental department. “I use the rental department to fill in voids—I'll rent a mini excavator when I need it, for example.



(L to R) Matt Larkins, Mike and Paul Sylves reap the rewards of investment in New Holland equipment.

## “It's been a good working relationship. Martin Implement has been great to us.”

Paul Sylves; Owner, Sylves & Son Plumbing Inc.

I also rent a lot of attachments for the skid steers. If we need a grapple bucket, which we don't normally use, I'll rent it instead of buying one. Martin's rental department has a good selection of skid steer attachments.”

“Service from Martin Implement has always been good and the rental department really is excellent,” added Sylves. “They have a good supply of equipment, and if they don't have what I'm looking for, they can usually find something that is workable and will get us through the job.”

When possible, Sylves handles maintenance in-house, turning to Martin Implement for bigger problems. “We haven't needed a lot of major work,” he observed. “The New Holland equipment is reliable, we haven't had a lot of downtime. We try to be conscientious—if we see a hose that needs to be replaced, we replace it.” That, he added, is the “invest-in-your-business” philosophy in action.

In his decades as a Martin Implement customer, Sylves has worked with two generations of owners, and one customer service rep, Gordy Hamann. “It's been a good working relationship,”

Sylves said. “Martin Implement has been great to us.”

Sylves' wife Dale has worked in the business with him since the start. “It's been a wild ride, because the construction business has had its ups and downs,” Sylves said. The company now does about \$7 million in business annually, employing an average of 20 people, including several who have been with the company for 15 years or more.

The Sylves' son Michael has joined his father in the plumbing trade and will take over the business when Paul retires. Michael's twin sister, Stacy, manages company administration.