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The distribution of diamond blades is in a state of shift. Anti-dumping duties have forced manufacturers for the first time in 15 years to raise prices anywhere from 5-30%. Products are becoming more generic and less specific to the application and distributors are looking for a quick turnaround in shipping to keep inventory levels low. They are also looking to manufacturers for consistent packaging that sells the product while relying less on their salesperson's knowledge and understanding of the product. Distributors are rethinking their product mix and price points opting more for lower end/priced products over middle ground/performance products. With the purchase of **Diamond B, Hilti** now has the ability to produce professional and contractor quality diamond blades and core bits for any application in the U.S. Hilti has 24 direct sales personnel that have been well trained and understand the application requirements for all forms of diamond blades. Their push is on application driven products (contractor/professional) in key geographic areas. They are focused on service and support rather than price.