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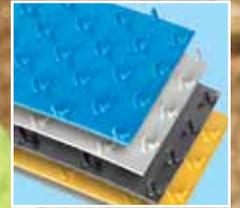
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# BEATING ALL ODDS

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Sewer Experts' pipelayer Luis Trujillo operates the pipe bursting machine (HammerHead Trenchless) on a job site near Denver. Sewer Experts, a division of Mustard Seed Construction, offers commercial and residential pipe bursting, pipe lining, pipeline inspections, sewer cleaning, and water and sewer line replacement within a 50-mile radius of Denver. (Photography by Skye Braxel)

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## Becoming a Leader

**SEVERAL SKILLS ARE NEEDED FOR SOMEONE TO BE AN EFFECTIVE AND DEPENDABLE LEADER FOR A COMPANY. LET'S START WITH SOME BASIC ONES.**

BY CORY DELLENBACH, EDITOR

**W**hat goes into making a successful leader? It can be a difficult question to answer because everyone has a different opinion of what makes someone a successful leader.

It could be based on how much a company has grown over the last year, how the employees feel about the leader, or a whole slew of other criteria. Nobody is born a leader, it is something that you have to learn and be trained for.

There are things you can do to make yourself a better leader, or to start training yourself to be one when it comes time for you to step up.

### **CONFIDENCE**

One big factor to being a successful leader is having confidence. A leader needs confidence because he or she is making decisions for the entire team and shouldn't be second-guessing themselves. They should be able to handle any situation thrown at them and have the confidence to take care of situations as they arise.

Marisa Beaver and Kara Wasserburger had the confidence to start Sewer Experts, a sewer relining and rehab company, in an industry dominated by men. That didn't deter the two women at all. Instead, they learned everything they could about the industry and hired the right people to succeed.

Sewer Experts, featured in this issue, continues to grow each year and the company is taking on projects large and small, something the two women are proud of.

### **VISION AND CREATIVITY**

To go along with confidence, a solid leader needs to have vision. Vision to guide the company in the right direction. What do you want for your business, where do you want it to go long-term?

All of the companies profiled in *Dig Different* have one thing in common — a leader who is pushing the com-

panies into new territories and seeing them grow and prosper. They have a vision to see the business grow from little shops to big, multi-equipment ventures. It's exciting to talk to the people in charge and hear what their visions were for the companies and how many have surpassed those.

In order to have a vision for the company, the leader must also have creativity. Yeah, some of the ideas for the company might be borrowed from other companies, but that can't always happen. He or she will need to develop their own ideas for the business, whether it be what services to add, what area to push into, how to attract new hires or how to pull in new customers.

### **COMMUNICATION**

In order for the confidence, vision and creativity to work, a good leader must be a great communicator. He or she needs to relay the vision and goals of the company to its employees. Without that communication, nothing will work.

Communication should maybe come before anything else above. Start talking to your crews, your business partner and your clients about where you want to see the company go. Having them on board will only help you develop a plan for your company, and will boost your leadership ability.

### **YOUR SKILLS**

What do you think makes a great leader? What are some things you look for in a manager, or what are some things you look for in yourself? Email me at editor@digdifferent.com.

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**ONE BIG FACTOR TO BEING A SUCCESSFUL LEADER IS HAVING CONFIDENCE.**

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## OVERHEARD ONLINE

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## BUSINESS STRATEGY

### 3 Steps to Take Prior to Succession Planning

Establishing a solid strategy for passing on your business — whether it’s staying within the family or transitioning to a different owner — can only be accomplished by doing some planning well ahead of time. This online exclusive takes a look at what you need to consider now to ensure a future business ownership transition goes smoothly.

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## SAFETY IN NUMBERS

### Teamwork Makes For a Safe Job Site

Hydroexcavation is often promoted as a safer method of excavation — and in almost all ways it is — but that doesn’t mean it is without its own dangers for equipment operators. This online exclusive takes a look at how much safety efforts can be aided by simply having other crew members be a second set of eyes, helping operators be aware of all potential job site dangers.

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# BEATING ALL ODDS

**PERSONAL TOUCHES HELP SEWER-LINE REHAB COMPANY  
REACH NEW HEIGHTS AND HIGH CUSTOMER SATISFACTION**

STORY: KEN WYSOCKY PHOTOS: SKYE BRAXEL

**B**y several measures, Marisa Beaver is an outlier in the world of trenchless sewer line replacement and repair.

For starters, the co-owner of Sewer Experts is a woman in an industry that's almost completely dominated by men, not exactly an easy path to tread.

"Many times I answer calls from people who ask me to transfer their call to someone who can help them with their sewer line," she says. "I've even had a customer say, 'I need to speak to a man.'"

"We (Beaver and her business partner Kara Wasserburger) definitely have to hide behind our crew most times, especially when it comes to marketing. It's strange and uncomfortable to deal with the discrimination we get when we meet some clients on site," she continues. "They expect to see someone more plumber-ish. We've lost work and some contracts because of our looks."

Furthermore, Beaver entered the field of sewer-line rehab without a lot of specific experience, although she had worked in construction demolition and other kinds of sewer work.

Then there were the financial challenges that come with starting a business with no deep-pocketed financial backer.

In short, what could possibly go right? As it turns out, quite a bit.

## **RAPID GROWTH**

For starters, the company generated more than \$2 million in revenue in 2020, just three years after she and a silent partner established it in Commerce City, a northern suburb of Denver. Moreover, that's about 10 times more than the company's revenue in 2019, she says.

Then there's the high level of customer satisfaction.



**“MANY TIMES I ANSWER CALLS FROM PEOPLE WHO ASK ME TO TRANSFER THEIR CALL ... I’VE EVEN HAD A CUSTOMER SAY, ‘I NEED TO SPEAK TO A MAN.’”**

Marisa Beaver

Sewer Experts consistently gets five-star ratings on platforms like Google, Yelp and Angie’s List. Between that and word-of-mouth referrals, the company doesn’t need to spend a lot of money on marketing, she says.

“The main reason I’m in business is word-of-mouth referrals and our customer service,” she says. “I’m on my phone 24/7. I’m always accessible and available to explain things to customers. And I go to every single job site in person and meet customers face to face. It’s all about building relationships.”

Beaver, age 38, is convinced that this personal touch differentiates Sewer Experts from the area’s many competitors. She knows this because before she established the company, the entrepreneur did her own bit of market research by calling 30-some companies for a quote on replacing a residential sewer line. All she got were auto-

mated responses or requests to submit an email, she says.

“Not one person was interested in carrying on any kind of conversation,” she recalls. “Therefore, I felt we had to take a different approach.”

Another key to success: Beaver has carefully built a team of motivated field workers who share her values when it comes to customer service and doing quality work.

### **GOING AGAINST THE GRAIN**

What’s the secret sauce for achieving all this? It’s a contrarian approach to running a business, for one. “We’re not like anyone else,” she notes. “We do things differently.”

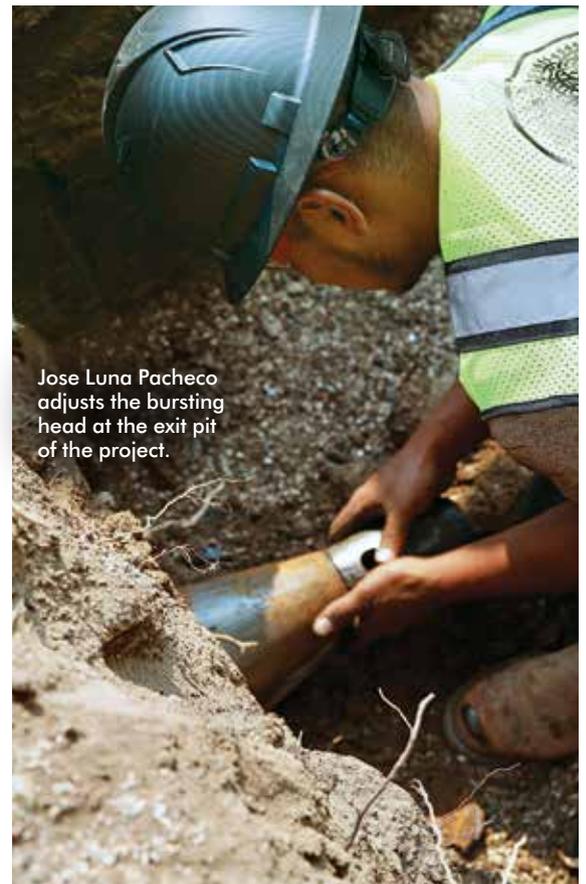
Other success factors include the company’s strategy for hiring employees and an emphasis on plowing profits back into the company in the form of productivity-enhancing equipment. That not only increases profit margins, it also makes work easier for employees and serves as a retention tool.

And last but not least, there’s that large chip on her shoulder, the result of shoddy treatment by some previous employers, she says.

Sewer Experts’ operator Jose Luna Pacheco (left) and pipelayer Kirino Luna Pacheco set up the pipe bursting equipment on the job site (HammerHead Trenchless).



The pipe bursting machine used on commercial and residential projects is powered by a PortaPower 13 generator, both from HammerHead Trenchless.



Jose Luna Pacheco adjusts the bursting head at the exit pit of the project.

“WE HAD ONE GUY WHO SOLD AN UNNEEDED FULL PIPE REPLACEMENT JOB AND I TOLD HIM THAT’S NOT HOW WE OPERATE. HE TOLD ME WE’D NEVER SUCCEED OPERATING THAT WAY — THAT IN THIS INDUSTRY, YOU HAVE TO SELL, SELL, SELL. BUT **I TOLD HIM WE’RE GOING TO BE DIFFERENT.**”

Marisa Beaver

From there, Beaver became a project coordinator for a giant global civil-construction company, followed by stints with a women-owned engineering firm and then a demolition company. Tired of not getting credit for her accomplishments, she eventually struck out on her own, forming a demolition-oriented company called Mustard Seed Construction.

“I was tired of helping others build their empires, so I decided to invest in myself and build my own,” Beaver says. “My husband said I’d better have the faith of a mustard seed, which is the smallest seed in the world and grows into an enormous tree. So that’s how the company got its name.”

### BOOTS-ON-THE-GROUND LEARNING

Within three months, Beaver says the company landed a contract to handle sewer and water disconnects and some demolition work on a \$1.2 billion project to enlarge a section of I-70 on the northeast side of Denver.

But because demolition/construction work is cyclical and volatile, Beaver eventually decided to focus on pipeline repair and rehab, and formed Sewer Experts as a division of Mustard Seed. The company’s main focus is replacing and rehabbing commercial and residential lateral lines.

How did she learn the ropes in the sewer-repair business? Literally from the ground up, she says.

“That’s a huge motivator,” she explains. “I’ve eaten dirt and then some to get where I’m at. I love to prove people wrong when they say I can’t do something.”

“A former colleague once told me I’d never get a demolition license,” she adds. “Now I’m the only woman with a demolition license in Colorado and the only woman with 27 different drain-layer’s licenses.”

### BUILDING EXPERIENCE

Beaver took a roundabout path to her current career. She actually intended to become a school teacher, but changed her mind just a semester away from earning an early-childhood education degree, she says.

After that, she got a job as a project coordinator for an architectural firm in Denver and then worked in the architecture department for a large national restaurant chain. There she learned about the design and construction process, from blueprints to completed buildings.



Sewer Experts co-owners Marisa Beaver (left) and Kara Wasserburger started the company in 2017 and now have seven employees.

## Sewer Experts

(a division of Mustard Seed Construction)

Commerce City, Colorado

**OWNERS:** Marisa Beaver and Kara Wasserburger

**FOUNDED:** 2017

**EMPLOYEES:** 7

**SERVICES:** Commercial and residential pipe bursting, pipe lining, pipeline inspections, sewer cleaning, water and sewer line replacement

**SERVICE AREA:** 50-mile radius around Denver

**WEBSITE:** [www.sewerex.com](http://www.sewerex.com)

"I had to learn my craft literally from the field all the way to the office," she recalls. "I got up at 6 a.m. every day to work as a laborer.

"I had to learn how to do it all so that I could tell clients exactly what's going on. It took about six months before it all started to click — how to put pipes and gaskets together and so on."

Beaver didn't find the prospect of learning an entirely new business daunting. In fact, she enjoyed it and still loves to periodically put on work boots and work in the field. "When you're truly passionate about something, you just want to learn how to do everything," she says.

### DIFFERENTIATION IS KEY

So just how does Sewer Experts operate differently than many similar companies? For starters, it hires a subcontractor, Certified Sewer Inspections, to

## A Critical Key to Success: Hiring and Retaining the Right Kind of Employees

When asked to name a primary reason for the success of Sewer Experts, a sewer-line replacement and rehab company based in suburban Denver, co-owner Marisa Beaver quickly points to her employees.

"Sometimes they work 14 hours and come back at 6 a.m. the next day and they never complain," she says. "That's the number one key to our success."

But the converse to that is the company has to hire, and retain, the right kind of people in order to create that kind of culture. And Beaver says she does that with a different approach to job interviews, plus offering higher-than-usual pay — a minimum of \$21 an hour.

The company also periodically pays cash bonuses when they work long hours and offers other perks, like celebrating birthdays with an unusual gift: lottery tickets, with the number of tickets matching the person's age.

Moreover, the fact that Beaver is a woman in a male-dominated industry creates a challenging dynamic.

"We have to find people that are willing to work for women and take direction from a woman," she explains. "If a guy is willing to take direction from a woman, right there you can tell they're different than the norm."

How does she know if someone will do that? Sometimes she doesn't, but it becomes evident when they don't return for a second job interview or quit after one day of work. She also asks a lot of questions during job interviews about job candidates' personal lives and what they can expect if they get hired.

"I try to have an off-the-cuff conversation to find out what they're all about as a person," she says. "I also want to know about their aspirations. If they want to own a house, then we'll help them get to the right place to get a house, even if it means going to my personal banker to fix or establish credit."

Beaver also tells prospective employees that she runs a tight ship, but also believes in over-communication. And if employees have issues with co-workers, they're going to come into the office for a talk.

"If someone takes a certain tone of voice with a co-worker, I bring them in and talk about their feelings," she continues. "We've even paid for counseling services for crew members who are going through things. This is more of a family than it is a place to work, and we're looking for people to become a part of that family."

"I tell them that when we rise up (as a company), you'll rise up as well."

Beaver also says that investing in reliable, advanced equipment is another good employee-retention tool. She says that for nearly a year, she and her business partner have taken only a \$500-a-week salary and invested the rest of what would normally be her pay in tool, equipment and personal protection equipment.

So far, her efforts have paid off. "We've been able to build the exact kind of crew I wanted," she says. "They work together like a well-oiled machine — you'd think they've been working together for many years. That's what happens when you put the right people with the right temperaments together."

handle sewer-line cleaning and inspections. Why? Beaver believes that customers feel more confident about paying for expensive sewer repairs if they first receive an objective, third-party analysis of their problem.

“We hear from a lot of customers that call for a routine (line) jetting and then are told they need a \$20,000 or \$30,000 repair that isn’t really necessary,” she explains. “So we made an executive decision to refer all line cleaning and inspections to a company that we trust. So if we’re quoting the cost of a new line to a customer, we know that an expert verified the line is broken.

“This adds integrity and credibility to the process,” she continues. “At the end of the day, customers see we’re being honest and not just trying to upsell them something. It also helps us provide more accurate quotes.

“It’s huge for our customers and they’re thankful that we save them a lot of headaches and are completely honest from the get-go.”

Sewer Experts pays \$160 for each inspection and eats the cost, which comes to about \$3,000 to \$5,000 a month. “But one job more than pays for that,” she notes.

The inspection includes a line cleaning, a camera inspection, a soil-density test, a survey, pipe locating and a final report. But she only provides the report to customers if they pay for it because too many customers use the report to get quotes from other line-repair companies, she says.

**“I’M ON MY PHONE 24/7. I’M ALWAYS ACCESSIBLE AND AVAILABLE TO EXPLAIN THINGS TO CUSTOMERS. AND I GO TO EVERY SINGLE JOB SITE IN PERSON AND MEET CUSTOMERS FACE TO FACE. IT’S ALL ABOUT BUILDING RELATIONSHIPS.”**

Marisa Beaver

### INTEGRITY BUILDS RELATIONSHIPS

In the past, Sewer Experts had hired salespeople to sell repair jobs, but they all wanted commission-based pay, which creates an incentive to sell jobs that weren’t really necessary.

“Everyone we hired was trained to upsell,” Beaver says. “You can try to teach them to sell the right way, but we just didn’t have the time and the resources to do that.

“We had one guy who sold an unneeded full pipe replacement job and I told him that’s not how we operate,” she continues. “He told me we’d never succeed operating that way — that in this industry, you have to sell, sell, sell. But I told him we’re going to be different.”

Beaver believes customers appreciate the honesty and says it’s reflected in the company’s consistent five-star ratings on social-media platforms. “It just proves that honesty always is the best policy,” she says.

To do pipe bursting, Sewer Experts relies on a PortaBurst PB30G2 system built by HammerHead Trenchless. Powered by a PortaPower 13 generator, also made by Hammerhead, the unit offers 30 tons of pulling force to replace 2- to 6-inch-diameter pipes. In conjunction with the PB30G2, the company also uses a Pit Bull pipe-fusion machine made by McElroy Mfg.

The company does not line entire pipes, but does perform sectional point-repairs, using PipePatch technology from Source One Environmental. The company also invested in two RIDGID SeeSnake pipeline-inspection cameras, a Caterpillar backhoe, a Bobcat mini-excavator, a Ford dump truck and various kinds of trailers made by Load King, Diamond Cargo Trailer and Doolittle Trailer Mfg.

### A LOOK AHEAD

When asked about the future, Beaver says she doesn’t anticipate rapid, exponential growth, which too often comes at the expense of quality control and customer satisfaction.

And while she’ll have to hire more people in order to handle a three-year, \$1.5 million contract to provide sewer and drainline cleaning services for 400 housing units owned by the Denver Housing Authority, she doesn’t want many more employees at this point, either.

“At one point, I was managing 17 employees and it was very, very hard,” she notes.



The Sewer Experts crew uses a Pit Bull pipe-fusion machine from McElroy Mfg. Attaching the bursting head to the pipe are, from left, Jose Luna Pacheco, David Munoz, Kirino Luna Pacheco, and supervisor Anthony Ibarra.

Beaver also wants to keep building a great reputation for honesty, which leads to word-of-mouth referrals. “We’re not going to pad our pockets,” she says. “We’re here to help people. We built this business on relationships and I plan to keep doing that.” ▼

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# 5 Tips to Improving Sales

## A STRATEGIC MARKET ANALYSIS MAY UNCOVER COMPETITIVE DISADVANTAGES OR PUSH YOU IN NEW DIRECTIONS TO FIND GREATER PROFITABILITY

BY JILL JOHNSON



Jill Johnson

If you're struggling with sluggish sales, review two critical areas to address the situation. The first is determining if the slowdown is due to changes in your target market. The second is determining if your sales and promotional approaches are ineffective.

While there may be complicating factors beyond your control, most of the time a sales slowdown can be attributed to one or both of these issues. This type of analysis reviews your demographics, competitors and the effectiveness of your marketing messages to provide a comprehensive evaluation of the demand potential for your business. When combined with a marketing audit, you have a powerful opportunity to turn things around.

### 1. CONDUCT A DEMOGRAPHIC ANALYSIS

A demographic assessment is the foundation of determining if your products or services remain feasible. Understanding your target market demographics provides insight regarding the impact of any changes in market volume. A demographic review helps determine if you are in a short-term sales slump or if a more significant market decline is expected over a longer time horizon. All too often, the cause for a revenue decline is evident in the demographic data. The key is to allow the data to show you, objectively, what is going on in your market.

A well-executed demographic analysis evaluates shifts in the variables of your consumers' age, gender, income and other economic variables impacting the market you sell to, and it identifies potential market risks impacting your business survival. Business client demographics include company age, revenue, number of employees or number of locations.

Be careful in defining your market area boundaries. Too many businesses use wider geographic areas for their market than they realistically serve. Overly optimistic boundaries will overstate your market potential. Think of your customer demographics in the same way that a doctor thinks about vital signs. Demographics will help identify new opportunities. Or they will confirm your market has shrunk to a level where you should reconsider your offerings.

### 2. CONDUCT MARKET INTERVIEWS

Some companies conduct probing interviews of customers, employees, key community leaders, industry associations and vendors to gain insight on what is changing within their marketplace. Interviews provide you with insights into what makes your competitors tick, or they help you understand what your key target audiences really think. Interviews can help you understand what is going on and provide you with insight to refine your marketing messages to improve sales.

### 3. STUDY YOUR COMPETITORS

While the internet has made it easier to gather basic information on competitors, competitive intelligence involves deeper methods. Look at what products and services they promote. Evaluate how they position those products and services to meet customer needs. You can network with industry experts, customers, suppliers, key referral sources and even competitors to

better understand your market environment. Combine this information with research sources such as news media or subscription databases to help gain additional insight. Researching your competitors will provide you with a deeper awareness of opportunities or the need to revamp your offerings.

### 4. COMPLETE A MARKETING AUDIT

Effective marketing strategies balance the elements of the marketing mix with your strategic plan to reach identified target markets and generate desired sales results. A marketing audit evaluates the effectiveness of your marketing and promotional tactics to identify what you should maintain or improve to support your strategic vision and plan. This would include a review of your website and sales approaches (phone, drop-in, internet, etc.). Review all of your marketing collateral materials to assess improvements to enhance consumer decision-making. Carefully evaluate how you use your social media channels to identify more effective tactics for sharing your marketing message and engaging with your prospects.

### 5. PROVIDE SALES COACHING TO YOUR TEAM

Sometimes your team needs outside support to review sales approaches to improve overall performance. It is not uncommon for novice salespeople to be given little training with the expectation that they will intuitively figure

**TOO MANY BUSINESSES USE WIDER GEOGRAPHIC AREAS FOR THEIR MARKET THAN THEY REALISTICALLY SERVE. OVERLY OPTIMISTIC BOUNDARIES WILL OVERSTATE YOUR MARKET POTENTIAL.**

out how to sell. Closing deals, whether to a consumer or a commercial client, can be a much more complicated effort. Sales may not resolve in a single interaction; they often involve multiple discussions before the final decision to buy. Developing better skills and questions for probing prospects can help move the sale forward.

### GET TO WORK

Engaging in a strategic market analysis may uncover the reasons for your revenue slowdown. The goal is to determine if your marketing approaches or your lack of a viable market is the cause of your situation. If it is your marketing, you can adjust your sales and marketing messages to better align with your customers. If it is the market, you can review pricing strategy and geographic service boundaries.

Sifting through the data will help you reassess your market trends, growth factors and competitive dynamics. You gain an understanding of the implications of this information relative to your business and can assess how well you are positioned for long-term success.

### ABOUT THE AUTHOR

Jill Johnson is a speaker, author and president and founder of Johnson Consulting Services. Reach her at [www.jcs-usa.com](http://www.jcs-usa.com). ▼

# Eliminate Danger When Digging

**IT'S ALWAYS HELPFUL TO REVISIT THE FUNDAMENTALS OF A SAFE EXCAVATION SITE**

BY CHRIS GALLOWAY

**S**afety and quality are two of the most inseparable components to success on a job site. You can't have one without the other.

And without a solid foundation of safe practices, you'll suffer from more than a deficit of quality. Safety isn't just a quota — it's the thing that keeps workers safe, happy and productive.

You should have a profound understanding of the tenets of excellent safety. It should be a pillar of your company's identity. Most of all, you should know that there are always ways to improve upon what you already have. But without the fundamentals, you'll struggle to maintain consistent quality and high productivity.

## SAFETY FROM OSHA'S PERSPECTIVE

OSHA has already done the hard work to collect, organize and explain the various components to keeping a safe excavation site. For free on its website, OSHA even has a Trenching and Excavation Safety manual for anyone to download. In this manual, OSHA goes over the fundamentals of excavation and trench safety, such as understanding the various classifications of soil:

**Stable Rock** — Natural solid mineral matter that can be excavated with vertical sides and remain intact while exposed.

**Type A** — Cohesive soils with an unconfined compressive strength of 1.5 tons per square foot (tsf) (144 kPa) or greater. Examples include clay, silty clay, sandy clay and clay loam. Certain conditions preclude soil from being classified as Type A. For example, no soil is Type A if it is fissured or has been previously disturbed.

**Type B** — Includes cohesive soil with an unconfined compressive strength greater than 0.5 tsf (48 kPa) but less than 1.5 tsf (144 kPa) and granular cohesionless soils (such as angular gravel, similar to crushed rock, silt, silt loam, sandy loam and, in some cases, silty clay loam and sandy clay loam).

**Type C** — Cohesive soil with an unconfined compressive strength of 0.5 tsf (48 kPa) or less, granular soils (including gravel, sand and loamy sand), submerged soil or soil from which water is freely seeping, submerged rock that is not stable, or material in a sloped, layered system where the layers dip into the excavation or with a slope of four horizontal to one vertical (4H:1V) or steeper.



A hydroexcavation crew wears gloves, hard hats, safety glasses and overalls as a way to ensure safety while digging on a job site in Alberta. Wearing proper PPE is one of the best ways to avoid getting injured when on jobs.

**OSHA OUTLINES THE "GENERAL PPE" REQUIRED FOR MOST EXCAVATION, BUT THE MORE PROTECTED YOUR CREW IS, THE SAFER AND MORE PRODUCTIVE YOU'LL BE.**

## SITE SAFETY CHECKLIST

For any excavation job, it's best to create a safety checklist to be completed by a "competent person."

As defined by OSHA: A competent person is an individual, designated by the employer, who is capable of identifying existing and predictable hazards in the surroundings or working conditions that are unsanitary, hazardous or dangerous to workers, and who is authorized to take prompt corrective measures to eliminate them.

OSHA also lists the types of tasks that a competent person should be performing on a job site:

- Classifying soil

## NOT EVERY POWER TOOL IS CREATED EQUAL. THERE ARE EASY WAYS TO INCREASE YOUR SAFETY BY BEING MORE MINDFUL OF THE TOOLS YOUR CREW USES.

- Inspecting protective systems
- Designing structural ramps
- Monitoring water removal equipment
- Conducting site inspections

It's best to create a custom checklist based on your specific requirements and even tailor individual checklists to your various job sites.

### USE PROPER PPE

PPE, or personal protective equipment, is a term used for any protective equipment worn by a person for hazard protection. PPE can include helmets, goggles, clothing, gloves and anything else that is worn to keep you safe at your prospective site.

OSHA outlines the "general PPE" required for most excavation, but the more protected your crew is, the safer and more productive you'll be. OSHA's trenching and excavation worksheet outlines the following PPE:

- Hard hat for overhead impact or electrical hazards
- Eye protection with side shields
- Gloves chosen for expected job hazards (e.g., heavy-duty leather work gloves for handling debris with sharp edges and/or chemical protective gloves appropriate for chemicals potentially contacted)
- ANSI-approved protective footwear
- Respiratory protection as necessary — N, R or P95, filtering facepieces may be used for nuisance dusts (e.g., dried mud, dirt and silt) and mold (except mold remediation); filters with a charcoal layer may be used for odors

Two popular sources for hardy, cost-effective PPE are ULINE and Grainger.

### CHOOSE THE SAFEST TOOLS

Not every power tool is created equal. There are easy ways to increase your safety by being more mindful of the tools your crew uses.

For example, one easy way to reduce air compressor noise and the various other hazards that come with a compressor is to switch to a more portable gas-powered jackhammer. They're more efficient than the standard pneumatic variety of jackhammer and produce less noise, dust and vibration. With less equipment needed and less to haul to and from a site, making use of power tools with more portability will have a positive effect on the overall site safety.

### SAFETY IS MULTIFACETED

The idea of "safety" is largely intangible. It's a multifaceted effort that should constantly evolve on both the micro and macro levels.

As your business matures, so too should its understanding of safety. Day-to-day safety on a job site should evolve as well to accommodate the changing landscape, the different weather and the stage of

construction. If you follow these basic tenets, you'll be well on your way to a safer job site.

### ABOUT THE AUTHOR

*Chris Galloway is the owner of US Hammer Jackhammers and Post Drivers. A lifelong contractor, he runs US Hammer and Pioneer Machinery, his rental equipment company, from Woodland, California. ▼*



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# Embracing Challenges

## AS A LEADER, IT'S IMPORTANT TO DEAL WITH UNCERTAINTY AND FIND OPPORTUNITY IN THE MIDST OF IT

BY MARIA CHURCH

Leaders are often expected to have all the answers. Not only is this an expectation shared by many, it is regularly self-imposed. If you do not have the answer to a leadership challenge, you may possibly feel inadequate or uncertain and vulnerable. None of these emotions feels good and are often frowned upon in the workplace — or so you may have been taught.

Are you really never supposed to experience uncertainty as a leader? You are a human being and hard-wired for struggle — stuff happens. You are comprised of all the good, bad and ugly that comes with being a human, which is not the Hollywood version of leaders who ride into the scene to save the day. And with your humanness, you will sometimes, or many times, feel uncertain about your abilities.

How do you work with uncertainty and vulnerability without going crazy? Follow these five steps which will assist you during these times:

### 1. EMBRACE UNCERTAINTY AND VULNERABILITY

Reach into any doubts and fears you have and pull out all the anxieties and doubts. What do most leaders do with this uncertainty? Well, bury it of course. This strategy of burying and numbing may work for a while, until it shows up again as illness, ulcers or worse. Why do you think people in leadership roles are so stressed, obese and addicted? It is because feelings get buried and numbed.

The interesting thing about the numbing strategy is that when you numb your “bad” feelings such as uncertainty, vulnerability, doubt and fear you are also numbing your “good” feelings of joy, peace and gratitude.

### 2. STAY PRESENT

Do not worry about the future or live in the past. The only moment you have to live in is the present one, so why waste it? The nature of uncertainty is that the future is unknown. Time spent fretting about what might happen is just an exercise in fiction.

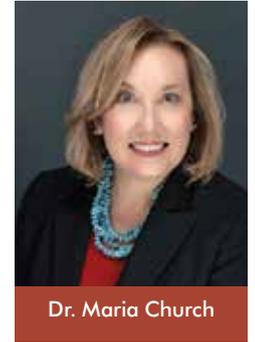
What does living in and embracing the present moment bring? This moment of uncertainty and vulnerability is where creativity, joy and beauty are found. Great work is created in the vulnerable state of uncertainty and presence in the moment. Walking through the door of uncertainty and vulnerability is full of endless possibilities because this is the location of your true, authentic self. Peace is found in authenticity.

### 3. STAY IN YOUR OWN LANE

When you start to compare yourself to others, you set yourself up for failure. It is not because you cannot be as successful as someone else, but because you cannot be anyone else. The only thing you can be is the best version of you — your best, authentic and true self.

This can be a challenge during times of uncertainty because you may see others who are dealing with uncertainty with more ease. Instead of going to a place of comparison, pull away and observe. Has this other person tapped

into the present moment? Are the creative juices flowing for that other person? Are they peaceful because they are authentically in touch with their fears, concerns or excitement about possibilities? Observe, learn and know that you will find the most peace when you aren't pretending but are authentically you.



Dr. Maria Church

### 4. PRACTICE GRATITUDE

Nothing else will bring you into the present moment faster than gratitude. When you practice gratitude, you are reminded of the blessings and opportunities that surround you right now. The funny thing about being in a state of gratitude is that when you focus upon that for which you are grateful, you receive more. Yes, more.

What occupies your mental and spiritual focus shows up in all aspects of your life. Therefore, if you are focusing on those factors that make you grateful, you will have more of those results showing up.

Remember that the converse is also true. If your focus is on worry, fear and a scarcity mentality, get ready for more worry, fear and lack of showing up. Your thoughts are a powerful force, so be intentional and strategic about where you put your focus.

**YOUR THOUGHTS ARE A  
POWERFUL FORCE, SO BE  
INTENTIONAL AND STRATEGIC  
ABOUT WHERE YOU PUT  
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### 5. BE LOVING AND TRUTHFUL WITH YOURSELF AND OTHERS

Be gentle and graceful with yourself and others during times of uncertainty. All the feelings you are having in these times, just know that others are having them too. When you practice kindness, you will find patience, grace and empathy. Tell yourself the truth about how you are feeling and be prepared for both positive and negative feelings and thoughts coming back to you. Honor and acknowledge all the responses you receive and intentionally shift to more supportive feelings and thoughts. How do you shift? Do what gives you joy and be present to fully enjoy that activity. The only certainty we have is the present. What is certain is what gives you joy. It really can be that simple in what seems like great complexity.

Remember that uncertainty and vulnerability is the birthplace of truth, authenticity and creativity. If you choose (yes, it is your choice) to step into and embrace the uncertainty, stay present in the moment with gratitude, and give yourself loving grace, you will find tremendous opportunities in uncertainty to help shape a future that you may not have otherwise dreamt possible.

#### ABOUT THE AUTHOR

Dr. Maria Church, CSP, CPC, is a speaker, consultant and executive coach. She specializes in organizational culture, change agility and leadership development with over 25 years working for Fortune 500 companies, local government, nonprofits and academia. She may be reached at [www.drmariachurch.com](http://www.drmariachurch.com). ▼



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## Success Stories: Pipe Installation, Repair, Inspection and Rehabilitation

BY CRAIG MANDLI



### Sinkhole problem solved at airport

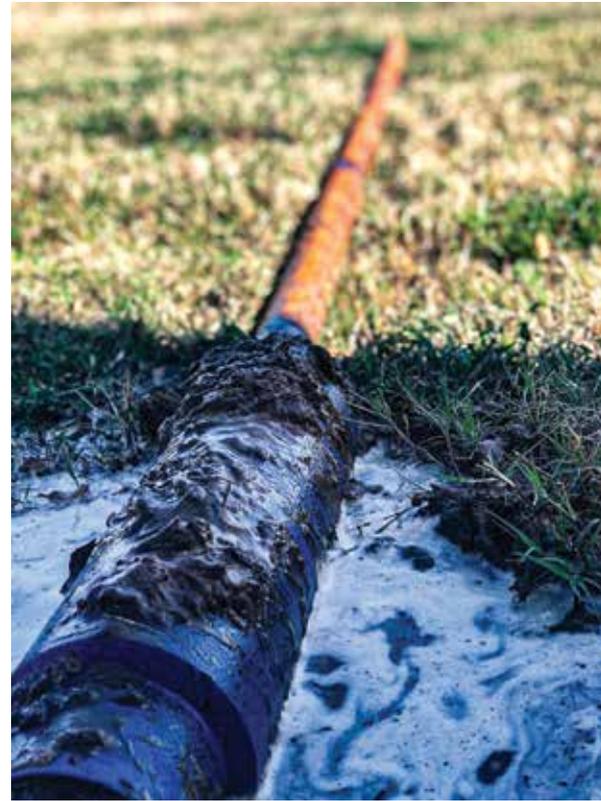
#### PROBLEM

Failing stormwater drainage pipe caused sinkholes along the outer edge of the main runway at the Tuscaloosa Regional Airport in Alabama. Video inspection inside showed that sediment was infiltrating through the separation of some concrete pipe joints and, to a greater degree, through failed mortar joints in the brick inlet structures.

#### SOLUTION

To save the runway and prevent damage to aircraft, the cause of the sinkholes, Class III reinforced concrete pipe, was replaced with polypropylene pipe with gasketed joints. More than 3,700 feet of **polypropylene pipe — HP Storm and SaniTite HP** — from **Advanced Drainage Systems** was installed in diameters ranging from 24 to 48 inches in trenches with up to 13 feet of cover. The majority of the pipe was dual-wall. At locations where the pipe connected into an inlet structure, a double-gasket connection was made from the dual-walled HP Storm pipe to a section of triple-walled SaniTite HP pipe.

**RESULT** Designed for gravity-flow drainage applications, the ADS pipe provided the required strength, stiffness and joint performance. The dual-wall and triple-wall profile design meets or exceeds ASTM F2881 or F2764 and AASHTO M330 and is approved by the Army Corps of Engineers for storm drainage applications. It also meets FAA specification D-701. The pipe was selected and approved also because of its watertight connections that will prevent exfiltration, which destroyed the concrete pipe and its mortared joints that caused the sinkholes. **800-821-6710; www.ads-pipe.com**



### Overshot fishing tool used to retrieve hole-opener

#### PROBLEM

In the HDD tooling industry, a lot of things can go right on a job and a lot of things can go wrong. It is ultimately up to a good crew, good luck and great tools when it comes to drilling underground. BP Pipeline in Quincy, Kentucky, had gone for a pretty tough shot under less-than-ideal ground conditions. BP had lost its 18-inch hole-opener at 220 feet on a 400-foot shot.

#### SOLUTION

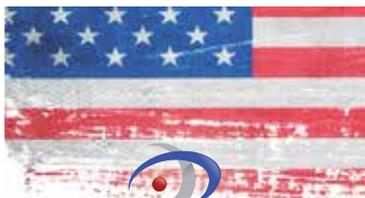
BP came to the **Radius HDD** team for a solution. It chose the **Radius Overshot Fishing Tool** for retrieval.

**RESULT** With Radius's aggressive thread and unique design on its fishing tool, the BP team was back up and running by the next day. The tool saved BP and the job over \$30,000. **800-892-9114; www.radiushdd.com** ▼

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BY CRAIG MANDLI

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888-477-7638; [www.ram-vac.com](http://www.ram-vac.com)

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### Akkerman 1525B/D

The 1525B/D hydraulically driven high-pressure pump from Akkerman is used for effective pilot tube and other pipe jacking operations particularly on larger-diameter bores. The large, 525-gallon tank offers in-tank agitation for continuous mixing, independent agitation, or agitate and pump to maintain optimal mud viscosity. It displaces a Marsh Funnel viscosity as high as 50 seconds with pump flow up to 10 gpm at 2,500 psi. It is powered by a 20.7 hp diesel engine with an 8-gallon fuel tank. Like its 325-gallon counterparts, it is simple, safe and reliable. There are few moving parts, no belts and a shrouded agitator. The stepped platform makes it easy for operators to access and fill the tank.



800-533-0386; [www.akkerman.com](http://www.akkerman.com)

### American Augers M300DH

The American Augers M300DH fluid cleaning system helps contractors working in tight job sites stay agile and efficient. It has the high-cleaning power to circulate drilling fluids with 100,000 to 240,000 pounds of pullback. In addition, its 480-volt generator can power the agitation system to keep solids suspended in fluid, and the machine's first-cut cleaning capacity is rated up to 300 gpm of 11 to 13 pounds of drilling mud. Its Derrick Hyperpool shaker and screen compression system create a more seamless transition when changing screens or adjusting to soil conditions. Its versatile capabilities accommodate any job site while being easily mobilized for a quick load in and load out. It can be skid or trailer mounted.



419-869-7107; [www.americanaugers.com](http://www.americanaugers.com)

### Ditch Witch PowerHouse XD

The PowerHouse XD housing from Ditch Witch helps keep HDD equipment operation at its maximum efficiency. It optimizes fluid flow to ensure spoils are removed properly and keeps valuable electronics cooler. Having the ability to know exactly where the drill head is during a bore is essential. It is a durable and trusted housing



designed and manufactured to ensure the beacon does not overheat and lose functionality. The fluid nozzles at the front of the housing have been recessed for greater protection against harsh conditions, increasing durability and helping keep the electronics within the housing in good working order. It comes with a Beacon Buddy that allows additional fluid to flow to cool electronics if they get too hot.

800-654-6481; [www.ditchwitch.com](http://www.ditchwitch.com)

### Infinity Tool Tricones and PDC Bits

Tricones from Infinity Tool are a versatile bit with an option for nearly every type of rock, especially above 25,000 psi compressive strength. They have impact resistance, which makes them suitable when the rock is fractured. They are available in diameters from 2 15/16 to 17 1/2 inches. PDC Bits are suitable for drilling in soft shale/hard clay conditions up to solid rock at 25,000 psi. In these ground conditions they offer higher speed, longer life and increased steerability. They put less stress on the drill rig due to lower torque required and less vibration on the drill rods, producing clean holes with a consistent size. They are available in 1 7/8- to 18-inch sizes.



618-439-4042; [www.infinitytoolmfg.com](http://www.infinitytoolmfg.com)

## Hydroexcavation Equipment

### Dynablast Pratissoli HY-PACK KT28ASPF-P47CC

The Pratissoli HY-PACK KT28ASPF-P47CC water pump package from Dynablast offers 18.4 gpm at 2,900 psi at 1,450 rpm. It has a T13 female spline shaft input and SAE B 2/4 bolt flange mounted from the factory with either an Interpump 47 cc FOX piston hydraulic motor or a 64 cc motor. It has a spherical cast iron nickel-coated manifold, a self-lubricating design with no oiler kit or weekly oiling required, internal fins on an aluminum crankcase that provides cooling to lower the oil temperature, and two bore ceramic plungers that offer thicker ceramic on the water end to prevent from thermal shock.



905-867-4642; [www.dynablast.ca](http://www.dynablast.ca)

### Easy Kleen Pressure Systems Wildcat Heaters

Wildcat Heaters high-pressure, oil-fired hot-water/steam heaters and hydraulic pump systems from Easy Kleen Pressure Systems are designed for reliability and efficiency and are installation-ready for vacuum trucks and hydroexcavators. A full range of heater options includes dry steam, redundancy packages, Schedule 80 and 160 stainless steel or A53 boiler pipe, fine-tuned temperature, and flow-control systems. All coils are manufactured in-house, with CRN boiler-approved coils now available. Heaters can be designed for mounting in a cabinet or supplied as a completed cabinet unit. They are CSA and ETL approved. Hydraulic pumping systems are available.



800-315-5533; [www.easykleen.com](http://www.easykleen.com)

### GapVax HV33

Designed to safely transport water and debris in urban areas, the GapVax HV33 is shorter, smaller and more compact than its predecessor. It is 30 feet long overall on a medium-duty chassis and includes a 600-gallon water tank, 6-cubic-yard debris body, 6- or 8-inch top-mounted telescoping boom with a 14- to 17.5-foot reach, 4,000 cfm power and an inverted, full-opening tailgate.



888-442-7829; [www.gapvax.com](http://www.gapvax.com)

## HotJet USA Vac 'n Jet Series

The HotJet USA Vac 'n Jet Series of vacuum trailer jetties are rugged and compact; are engineered to haul equipment and spoils loads; and can clean valve boxes and storm drains, and hydroexcavate and/or clean drainlines and sewer lines. They offer hot- and/or cold-water operation with a choice of engine options ranging from 13 to 66 hp and gas or diesel operation. They are equipped with premium triplex pumps, a 500-gallon spoils tank, 200-gallon water tank, Gardner Denver vac/blowers, 4-ton hydraulic dump and centri-clean filter system. They can also be custom engineered and designed to meet specifications.

800-624-8186; [www.hotjetusa.com](http://www.hotjetusa.com)



## Presvac Systems Hydrovac

The Presvac Systems Hydrovac is designed for versatility and cold-weather operation with optional full compliance with U.S. Department of Transportation specifications for collection or transportation of hazardous materials. The high-vacuum blower allows extraction of all types of soils, gravel, rock, clay, water and silt material, with knockout features in the debris tank minimizing carryover. Modular filtration configured to blower size provides blower protection and minimal maintenance, according to the maker. It comes with a heavy-duty, 8-inch boom that extends up to 25 feet with six-way hydraulic power and wireless controls for all boom functions, a soft-start water pump, vacuum breaker and truck engine speed.

800-387-7763; [www.presvac.com](http://www.presvac.com)



## Rival Hydrovac T7 Tandem

The T7 Tandem hydrovac from Rival Hydrovac was designed primarily to be loaded with debris and driven within legislated road limits with most types of debris on board. The unit comes standard with a scale that reads real-time weights both in the cab and on the wireless remote to confirm weights prior to travel. It is operator friendly, according to the maker, and the operating system is engaged through one PTO switch. The remainder of the operation occurs from the rear panel or the wireless remote.

403-550-7997; [www.rivalhydrovac.com](http://www.rivalhydrovac.com)



## Soil Surgeon hydroexcavating tool

The Soil Surgeon hydroexcavating tool fits any sewer combination truck equipped with a telescoping 6- or 8-inch boom. The tool has a 1-inch water connection. The operator controls water pressure and power through truck controls. It has a 6-foot Tuff Tube with handles to guide the unit down for potholing or side to side for trenching. Six jets boring inward cut the soil, while six boring outward bring the tube down.

949-363-1401; [www.soilsurgeoninc.com](http://www.soilsurgeoninc.com)



## Super Products Mud Dog

The Mud Dog vacuum excavator from Super Products provides a safe and efficient alternative to traditional digging. It is designed for operator convenience and consistent performance even in the harshest environments. Units come standard as hydroexcavators with an optional air excavation package, which allows an operator to always choose the best application, water or air, for the job. It is available with 12- or 16-yard debris capacity and has a 1,500- to 2,000-gallon water tank capacity. Each model comes standard with tilt ejection unloading, and a rear-mounted boom that reaches 27 feet, has 335-degree rotation and can move in a 45-degree



upward and 25-degree downward pivot. This allows for versatility within dig areas so that units do not need to be constantly readjusted into position.

800-837-9711; [www.superproductsllc.com](http://www.superproductsllc.com)

## Tornado Global Hydrovacs F4 ECOLITE

The F4 ECOLITE from Tornado Global Hydrovacs has a 12-cubic-yard mud tank and holds 1,550 gallons of freshwater. The unit is more than 7,000 pounds lighter than the company's older models and offers more than double the payload. The boom has a 342-degree rotation and 26-foot reach. The smaller F3 ECOLITE is a 10-cubic-yard, 1,250-gallon tandem-axle unit that more than doubles older payload capacities. It features an 8-inch boom and 3,800 cfm blower.

877-340-8141; [www.tornadotrucks.com](http://www.tornadotrucks.com)



## Transway Systems Terra-Vex HV38

The Transway Systems Terra-Vex HV38 has a 12-yard debris tank with onboard scales for efficient hauling and offloading, complete with a 26-foot-by-8-inch telescoping boom. It has a one-touch-operated hydraulic half-door with a 3,800 cfm at 27 inches Hg hydraulically driven blower. Water pressure is achieved with a hydraulically driven triplex pump, delivering 10 gpm at 3,600 psi from a 1,000-gallon HDPE baffled water tank. The water is heated with a 420,000 Btu diesel-fired burner for cold-weather operation.

800-263-4508; [www.transwaysystems.com](http://www.transwaysystems.com)



## TRUVAC by Vactor Paradigm

Designed for utility, municipal and contractor customers involved in the installation, maintenance and repair of underground water, sewer, gas, electric and telecommunications lines, the Paradigm subcompact vacuum excavator from TRUVAC by Vactor can dig holes with water or air; vacuum, contain and dispose of drill mud; power pneumatic, hydraulic or electrical tools; and provide transport and storage of replacement parts, equipment and tools. The truck's Park-n-Dig design minimizes time between job site arrival and excavation, including the ability to dig up to 6 feet without additional pipe and hose. The air compressor powers utility tools such as jackhammers and tampers. The truck offers tool storage space, including a long-handle toolbox. The truck can tow up to 20,000 pounds.

800-627-3171; [www.truvac.com](http://www.truvac.com)



## Vac-Con X-Cavator

The X-Cavator hydrovac from Vac-Con includes a cold-weather enclosure for the water systems and control panel, as well as an interior area for operator seating and workspace. Unit filtration is based off of the Titan combination machine, with a single cyclone design and final cartridge-style filter. The redesigned boom is lightweight and flexible, rotating 310 degrees around the unit and moving plus 45 degrees and negative 22 degrees vertically. The durable rubber hose material can withstand harsh environments, according to the maker, and has a reach of 26 feet.

904-284-4200; [www.vac-con.com](http://www.vac-con.com)



## Vermeer MV Solutions Mini-Combo

Mini-Combo vacuum excavators from Vermeer MV Solutions deliver a versatile combination of components and options that facilitate hydro jetting

and excavation work in a single machine. They are available in three models — the 573 SDT, 873 SDT and 1273 SDT — that range from a 300- to 400-gallon water tank capacity and 500- to 1,200-gallons in waste tank capacity. All three models are engineered with a pump rated at 1,500 psi at 15 gpm and a powertrain featuring a 74 hp engine. This powerful engine and pump combination enable these machines to clean lateral lines up to 12 inches in diameter and 300 feet in length. They can be outfitted with a mechanically operated strong arm or hydraulic boom. **888-822-8766; www.vermeermvs.com**



## Inspection Equipment

### GP Sewer Cam

The GP Sewer Cam is made to be dropped. The heart of the jet-powered system is its durable and simple-to-use GoPro Hero 7 Black camera. Not only is GoPro camera technology affordable, its durability guarantee has made it the go-to camera to document extreme sports, where it takes a physical beating. The skid unit is compatible with 6- to 18-inch pipe, and is constructed from Type 304 stainless steel. Custom skids are available for larger pipe. GP Sewer Cam has teamed up with Arthur Products so every GP Sewer Cam comes with a custom-drilled (to buyer's jetting specs) nozzle. The unit is 4 1/2 pounds, has three screws, one moving part, and is completely made in the USA.



**310-774-9468; www.gpsewercam.com**

### Subsite Electronics Private Eye II

The Private Eye II inspection system from Subsite Electronics is a suitable solution for easements, off-road manholes or any hard-to-get-to location. It is also well suited for smaller municipalities or contractors desiring the power and capabilities of a full mainline inspection system in an affordable, all-inclusive mobile package. It is compatible with all the company's mainline cameras and tractors. When combined with the



Compact Portable Reel (CPR) loaded with single-conductor cable, it can inspect 4- to 200-inch-diameter pipelines up to 1,000 feet in length. **800-767-1974; www.subsite.com**

## Pipe Bursting

### Pow-R Mole Trenchless Solutions PD-33M

The PD-33M pipe bursting machine from Pow-R Mole Trenchless Solutions is designed to replace existing underground pipes 2 to 6 inches in diameter. Its nonslip, cylinder-activated jaws prevent cable damage while providing 60,000 pounds of pulling force. It offers a cost-effective alternative to open-cut excavation, reducing customer disruption and increasing company profits. The process replaces the existing pipe with a fused HDPE pipe, which eliminates all joints, and allows the operator to pull through bends such as 45-degree fittings. This system is modular and can be easily disassembled and reassembled for manhole and basement applications. With a compact design and very small footprint of only 20 by 20 inches, this unit can be used in tight locations.



**800-344-6653; www.powrmole.com**

### RODDIE R8

The R8 pipe bursting system from RODDIE is easy to use, lightweight, can be set up vertically or horizontally, and can also be adjusted to use three different size cables. This unit can replace 1-, 2-, 3-, 4-, 6- and 8-inch pipes with ease and speed. Inexpensive cable grabbing inserts last 70 to 120 jobs, which reduces costs. High-quality tool steels on articulating bursting heads promote rare resistance for long-lasting service. The pulling rate is 8 fpm and is hydraulically powered from your tractor providing a pulling force of 30 tons. The wireless remote system is reliable and has a signal strength that moves through any cellar wall. Maintaining the system is simple, as the user only needs to rinse off and re-grease six zerk fittings.



**888-406-3821; www.rodddieunderground.com**

## Pipeline Surveying and Mapping

### Vivax-Metrotech VMap Utility Mapping App

The VMap Utility Mapping App from Vivax-Metrotech records data from the field, which is instantly available online via the VMap Cloud web portal, or can be shared using the email function in the app. Location data is obtained from the mobile phone, or an external GPS device of your choice. Depth readings, GPS coordinates, the distance between locates and more are captured as data logs and can be saved as .xls, .txt, .shp and .kml extension files. The image capture feature allows the user to attach a JPEG format image to the surveys. This is useful to add points of interest or a snapshot of the completed survey. The app generates maps in real time, giving confidence to the field technician that the data being collected is accurate.

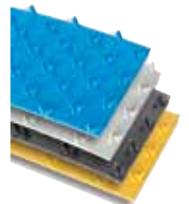


**800-446-3392; www.vxmt.com**

## Pipeline Rehabilitation/Lining

### AGRU America Sure-Grip

Sure-Grip liners from AGRU America are made of HDPE, HDPE-el, PP, PVDF or ECTFE, and serve as a long-term alternative to spray-applied concrete protection products. The liners prevent concrete corrosion and degradation, can substantially extend the lifetime of a structure, and by preventing exfiltration and infiltration, provide direct protection for the environment. The liners have anchoring systems that enable construction in areas of significant backpressure. Unlike spray-applied liners, which have to be reapplied regularly due to cracking or delamination, these liners are long-lasting, and are designed to avoid the residuals cost often associated with concrete spray-on liners, which require tank emptying and cleaning every few years for reapplication.



**843-546-0600; www.agruamerica.com**

### Applied Felts AquaCure

Applied Felts' PU- or PP-coated, all-felt AquaCure liners with stitched or flame-bonded seams are built to meet exacting standards. The extra durable, sewn-seamed, PP-coated version can withstand tougher on-site conditions and steam cure processing. These liners are quality manufactured to conform to ASTM-1216 and can accommodate pipe diameters from 6 to 120 inches and wall thicknesses from 3 to 42 mm. All are in accordance with ISO 9001:2020.



**276-656-1904; www.appliedfelts.com**

### CUES Currahee Cutters

CUES small and large Currahee Cutters are specifically designed to reinstate wastewater service laterals, remove protruding taps, and brush finish

existing cuts. The cutters function in a range of 5.25- through 36-inch pipe, are equally effective in CIPP or fold-and-form liners, and can be installed on any CCTV manufacturer's truck-mounted system. A 1.9 hp air motor for the small cutter line provides more power, increased productivity and a smoother cut when operating in 6- to 12-inch relined pipe. Kits are available to retrofit existing cutters for use with Kangaroo air-motors, and service kits can be purchased for regular maintenance intervals on existing motors.



800-327-7791; [www.cuesinc.com](http://www.cuesinc.com)

### Picote Solutions Dual-Color Epoxy Brush Coating System

The Dual-Color Epoxy Brush Coating System from Picote Solutions allows technicians to rehabilitate pipes from 1.25 to 12 inches for drains, sewers, water pipes, electrical conduits, and heat and air-conditioning ducts by brush-casting and coating. The coating resin forms a pipe inside the original pipe that is a tested, safe and environmentally friendly product. The new pipe is damp-proof, corrosion-resistant and wear-resistant. It is ASTM and NSF certified (NSF/ANSI 61-5). It is a 100% solids epoxy, and the method allows for clear visual verification during the application process. Apply to small areas or all drains in multistory buildings. The system is practical and easily fits in tight places.



219-440-1404; [www.picotesolutions.com](http://www.picotesolutions.com)

### RELINER/Duran Inside Drop System

The RELINER/Duran Inside Drop System was designed to control flow using simple, cost-effective components inside the manhole for easy installation. The system consists of a marine-grade fiberglass drop bowl that is bolted to the manhole wall. Stainless steel pipe support brackets are used to attach the drop pipe to the manhole wall. The drop bowl doesn't touch the incoming pipe and protrudes minimally into the structure. A flexible coupler is used to connect the drop pipe to the drop bowl, and a bend is installed at the pipe base in the manhole invert. An optional force line hood is available for high-velocity applications. The system is easy to install and allows the drop to be cleaned and inspected from above. It can be used for main line, service connection, and wet well drops. The system accommodates internal drops ranging from 4 to 24 inches in diameter in a variety of different structure sizes.

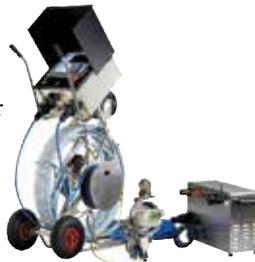


800-508-6001; [www.reliner.com](http://www.reliner.com)

## Trenchless Pipe Replacement

### HammerHead Trenchless Bluelight LED System

The HammerHead Trenchless Bluelight LED System is a CIPP lining system that uses LED light to cure up to five times faster than conventional curing methods. Made for laterals and small sewer pipes 4 to 10 inches in diameter, this technology greatly reduces the time installers must wait for a liner to cure, allowing them to complete jobs more quickly. The specially formulated resin cures with LED light quicker than traditional epoxy resins that are cured with steam, hot water or ambient air. The system is compact and lightweight, making it easily portable on the job site. In addition, it includes a camera mounted in the light head, allowing the installer to visually inspect and monitor the cure progression.



800-331-6653; [www.hammerheadtrenchless.com](http://www.hammerheadtrenchless.com)

## Pipeline Renewal Technologies SpeedyLight+

SpeedyLight+ from Pipeline Renewal Technologies is an LED-based UV solution for CIPP that cures at speeds ranging from 0.66 to 3.3 feet per minute. Because it's compatible with felt (as well as invertible glass fiber), it can cure 90-degree bends in lines as small as 4 inches, as well as other challenging geometries like transitions and verticals. Free of styrene and amines (and the associated odor), UV-based cure technologies raise fewer objections from the public and a crew. The single-part vinyl ester resin requires no mixing and eliminates shelf life and working time challenges. It uses LED lamps to cure, drawing half the power of traditional UV technology while providing a more powerful cure. The integrated camera lets operators monitor the curing process in real time for optimal quality control. The highly portable design allows for access from even the most remote sites, curing up to 328 feet of liner in pipe 4 to 12 inches.



866-936-8476; [www.pipeliner.com](http://www.pipeliner.com)



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## THE LATEST:

# Products



1

### 1. Cat Pumps hydroexcavating pumps

Over 50 years of high-pressure pump manufacturing experience has earned Cat Pumps a reputation of producing high-quality, long-lasting pumps. With its dedication to zero-defect manufacturing, ease of service and availability from stock, Cat Pumps designs and builds high-pressure pumps and systems to suit the demanding environments of the hydroexcavation industry. Popular models include Model 56 with 5.5 gpm at 3,500 psi; Model 56HS with 8 gpm at 3,000 psi; Model 660 with 10 gpm at 3,000 psi; Model 3560 with 20 gpm at 4,000 psi, or 25 gpm at 3,000 psi; and Model 3570 with 30 gpm at 3,000 psi. **763-780-5440; [www.catpumps.com](http://www.catpumps.com)**

### 2. Mastenbroek 2021 17/17 compact rock trencher

Mastenbroek's 2021 17/17 compact rock trencher features a Deutz Construction TCD 7.8 L6, water-cooled six-cylinder inline engine, and the machine is easily transported thanks to the redesigned 8.2-foot swing-out conveyor, which retracts the forward discharge conveyor system to be within a 8.2-foot transport width. The cabin's monitoring displays are



2



3

### 3. Mecalac AS900tele telehandler

Mecalac's AS900tele telehandler combines the compactness and mobility of Mecalac's AS Swing Loader Series with telescopic technology to provide versatility on the job site. The 22.2 gpm auxiliary hydraulics increase flexibility, allowing use with a range of attachments, including mowers, road sweepers and earth augers. Functioning as a loader, telehandler or landscaping tool, the 8-ton machine has an innovative swing design, where operators can swivel the fully loaded bucket 90 degrees on either side. Additionally, the AS900tele features three steering options: two-wheel, four-wheel and crab. **508-921-3076; [www.mecalac.com](http://www.mecalac.com)** ▼

overhead which makes them easier to see during operation. Heating and air conditioning also come as standard features. A steerable undercarriage allows for curved trench lines, and the track lift allows the machine to straddle raised pedestrian walkways. **[www.mastenbroek.com](http://www.mastenbroek.com)**

## This Issue's Feature:

### Attachment kit allows excavator to work as pipelayer

BY CRAIG MANDLI

Pipelayers are useful tools, but aren't necessarily a tool that a contractor uses all the time. However, they are a major investment, so when they aren't in use, that means they are costing you money. **Volvo Construction Equipment** recently introduced an **attachment kit** that allows 14-ton excavators to be converted into rotating pipelayers, offering a simple solution for users who don't want to buy a dedicated pipelayer.

"The pipelayer attachment kit is aimed at customers placing pipe in cities and municipalities where space is at a premium," says Todd Cannegieter, product manager, Attachments and Special Applications, Volvo CE. "Our 14-ton excavators are the right size for this type of work, so pairing the kit to these machines made sense."

The rotating pipelayer kit fits conventional Volvo CE 14-ton crawler excavators, as the pipe-laying boom simply attaches to the main boom of the excavator, converting from excavator to pipelayer (or vice versa) in about one hour. The compo-

nents can safely handle pipes up to 20 inches, with a rated load of 7,300 pounds. Max working height is 24 feet and max working depth is 50 feet. When it comes to transport, excavators with the pipelayer kit can be readied for transit in minutes: just load and go — no crane or extra people required, saving time, money and hassle.

Unlike a traditional side boom pipelayer, the rotating superstructure solution means the machine is more maneuverable, with no need to constantly reposition its tracks. The short-swing radius excavator can perform pipelaying work on busy two-lane streets while leaving one lane open for traffic, making it ideal for pipelaying in urban areas. Unlike a side boom, the operator will always face the load, helping to reduce fatigue. This pipelayer configuration has almost all components in common with a standard



Attachment kit from Volvo Construction Equipment

14-ton excavator, so it's simple to find parts and keeps maintenance costs low.

The kit was developed in response to customers' need for a simpler solution to lower pipes into trenches. Now they can easily switch from a use-anywhere excavator to a dedicated pipelayer, and back again.

"If you're not lowering in pipe regularly, it can be hard to justify the investment in a dedicated pipelayer or side boom," says Cannegieter. "We wanted to give customers another option."

**828-650-2000;**  
**[www.volvo.com/constructionequipment](http://www.volvo.com/constructionequipment)**

# THE LATEST: News

## Super Products president announces retirement

After 13 years leading and growing Super Products, Mike Vanden Heuvel announced his retirement effective Dec. 31, 2020. As his successor, Super Products' Vice President of Rentals Randy Buening was promoted to president of Super Products, effective Jan. 1. Vanden Heuvel joined the company in 2007 as the VP of industrial sales and took over as president at the end of 2008. During his tenure he added several rental facilities and maintained steady growth under his leadership. Under Vanden Heuvel's supervision, Super Products built and moved into its new headquarters in Mukwonago, Wisconsin, in January 2020. The new building allowed the organization to consolidate three separate operating facilities in southeast Wisconsin into one, where it now produces its full product line.



Mike Vanden Heuvel



Randy Buening

## Volvo Group and Daimler Truck AG enter new joint venture

The Volvo Group and Daimler Truck AG have signed a binding agreement for a joint venture to develop, produce and commercialize fuel-cell systems for use in heavy-duty trucks as the primary focus, in addition to other applications. The ambition of both partners is to help

take a step toward climate-neutral and sustainable transportation by 2050. The Volvo Group will acquire 50% of the partnership interests in Daimler Truck Fuel Cell GmbH & Co. KG for approximately \$7 million on a cash and debt-free basis. Closing of the transaction is expected during the first half of 2021, subject to merger control review by relevant authorities, as well as other approvals.

## Brokk names new sales and marketing manager

Brokk named Jeff Keeling North American sales and marketing manager. In his new role, Keeling is responsible for growing the Brokk brand in key segments across the U.S. and Canada, including demolition, processing and mining. He previously served as Brokk's business development manager for North America.



Jeff Keeling

## J&J Truck Bodies names new sales manager

J&J Truck Bodies & Trailers, a division of Somerset Welding & Steel, announced the appointment of Michael Schweitzer as sales manager for the Mid-Atlantic Region. Schweitzer has two decades of sales experience in the truck industry, having worked for Navistar and Rush Enterprises in the Midwest and South. ▼



Michael Schweitzer

# Happenings

## CALENDAR

**March 28-31**

**NASTT's No-Dig Show;** Orange County Convention Center; Orlando, Florida. Visit [www.nodigshow.com](http://www.nodigshow.com)

**April 15-16**

**National Heavy Equipment Show,** International Centre, Mississauga, Ontario. Visit [www.nhes.ca](http://www.nhes.ca)

**May 18-20**

**Underground Construction Technology (UCT) International Conference & Exhibition,** Music City Center, Nashville, Tennessee. Visit [www.uctonline.com](http://www.uctonline.com)

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