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# AMPED UP FOR GROWTH

**Contractor not afraid to take risks  
to improve company  
12**

Mitch Willie  
Owner  
Axis Vac & HDD Services Ltd.

**PRODUCT FOCUS 24**





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Mitch Willie, president of Axis Vac & HDD in Saskatoon, Saskatchewan, started the company in 2017 and has quickly grown it to 45 employees. The company offers horizontal directional drilling and hydroexcavation work, investing in big machines able to tackle bigger projects, with impressive results. (Photography by David Stobbe)

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## Looking at the Big Picture

**DON'T BE AFRAID TO REACH FOR THE BIG GOALS AS LONG AS YOU DO IT IN A SAFE WAY THAT YOU'RE COMFORTABLE WITH**

BY CORY DELLENBACH, EDITOR

**G**o big or go home. That is how Mitch Willie looked at his company in 2020.

The owner of Axis Vac & HDD, profiled in this issue, bought a bigger directional drill and added other equipment and staff in 2020 — all in an effort to secure bigger jobs and, of course, to bring in more cash.

If you're the owner, or even an employee of a company, the thought of purchasing bigger equipment, adding staff or going for those bigger jobs might scare you a little bit. And they should. There is always risk when you want to take on any of those challenges.

There are rewards too, though. Your company won't grow unless you are willing to take risks. You won't grow as an employee if you aren't willing to advance with the company and learn to use the bigger equipment and take on those bigger jobs.

Willie admits throughout the profile that he was worried about the purchases and what it meant for his company — especially the debt — but so far his company has done very well and is showing no signs of slowing down.

Taking big chances on your company isn't for everyone. If you feel like you might be ready for that, explore all of your options first. Maybe buying outright isn't the best for your company right now, maybe it would be better to lease the equipment.

Always discuss your company's growth options with someone you trust — a business party or a financial advisor. Make sure it's something you can take on and it won't take down what you've built up.

### TAKING THAT NEXT STEP

If you want to go big and get that equipment purchased, why not check out The Utility Expo, which is coming up Sept. 28-30 at the Kentucky Exposition Center in Louisville, Kentucky.

The show, formerly called ICUEE, has grown bigger since it was last held in 2019. The event now includes a show floor that is expanded to nearly 1.32 million square feet, featuring more than 800 manufacturers and service providers in the industry.

The Utility Expo, which is the largest event for utility professionals and construction contractors, is known for offering attendees the ability to test drive equipment and attracting professionals from all utility sectors.

I look forward to this show because it's a great opportunity to see what new equipment is on the market and what is coming ahead. If you get the chance, definitely check it out! For more information on the show, visit [www.theutilityexpo.com](http://www.theutilityexpo.com).

### YOUR GROWTH

How is your company planning to grow this year and the years ahead? I would love to hear your ideas of going big — whether it be with equipment purchases, expanding your work area or adding to staff.

Your ideas could help other contractors similar to you who are struggling to find a direction. Email me at [editor@digdifferent.com](mailto:editor@digdifferent.com) or call at 715-350-8436.

Enjoy this issue! ▼



**ALWAYS DISCUSS YOUR COMPANY'S GROWTH OPTIONS WITH SOMEONE YOU TRUST — A BUSINESS PARTY OR A FINANCIAL ADVISOR. MAKE SURE IT'S SOMETHING YOU CAN TAKE ON AND IT WON'T TAKE DOWN WHAT YOU'VE BUILT UP.**

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## MACHINE PERFORMANCE

### Diesel Exhaust Fluid Best Practices

In an effort to meet EPA standards, diesel exhaust fluid is commonly used on the latest equipment to reduce nitrogen oxides in emissions. This online exclusive covers a few things you should know about how to use and store it.

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## STEADY WORK

### Becoming a Jack of All Trades for Customers

"Customers love the idea that we can do everything. When they have a problem, they hate having to figure out who to call," says Jamie Miller, co-owner of Miller's Services of Saluda, Virginia, one of the companies featured in this online exclusive. Read more about why some companies like to respond to customer expectations that they'll be able to handle a wide array of problems.

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**HYDROEXCAVATION &  
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DRILLING**  
*Profile*





Axis Vac & HDD operators Justin Harris (left) and Bryce Bevans use a Digitrak F5 Falcon locator prior to starting drilling operations, with a Vermeer directional drill standing by.



# AMPED UP FOR GROWTH

## CONTRACTOR EMBRACES RISK — AND PUSHES INTO A NEW MARKET — VIA BIG-TICKET EQUIPMENT INVESTMENTS

STORY: **KEN WYSOCKY** PHOTOS: **DAVID STOBBE**

For Mitch Willie, 2020 was a go-big-or-go-home year — as in big investments in big machines that position his Canadian company, Axis Vac & HDD, to do bigger projects and grow, well, bigger than ever.

The highest-profile purchase out of the millions of dollars the company invested in equipment during 2020 was a D40x55DR S3 Navigator horizontal directional-drilling machine made by Vermeer Corp. The purchase was significant for two reasons. The first was the cost — \$600,000, but closer to \$1 million when all ancillary equipment is included. Second, it positioned the company, based in Saskatoon, Saskatchewan, to enter a new market with better growth opportunities.

“The Vermeer 40x55 allowed us to pivot to longer, larger-diameter bores and chase drilling work for transmission lines installed by government-owned utilities,” Willie explains. “This purchase marked a tipping point for us because it also turned us from a subcontractor into a prime contractor.

“Everyone has smaller drills,” he continues. “So when you buy a big one, it separates the men from the boys, and allows us to chase that power line work.”

Entering the market for longer and larger-diameter bores future-proofs the company’s business prospects to a certain extent. Such projects are more technical and riskier, plus they require equipment that’s significantly more expensive than smaller machines. As such, the market segment enjoys significant barriers to market entry for would-be competitors, says Willie.

“It’s not that the work pays 10 times better,” the 32-year-old entrepreneur explains. “It’s just that you’re not competing against what seems like 1,000 other companies.

“There are a lot more opportunities for getting pipe stuck when you do longer and larger bores,” he continues. “Not many people want to deal with that kind of risk and liability. You really have to know what you’re doing when you’re boring a 20-inch hole.”



**Axis Vac & HDD Services Ltd.**  
**Saskatoon, Saskatchewan**

**OWNER:** Mitch Willie  
**FOUNDED:** 2017  
**EMPLOYEES:** 45  
**SERVICES:** Horizontal directional drilling and hydroexcavation  
**SERVICE AREA:** Central and western Canada  
**WEBSITE:** www.axisvac.com

Axis Vac & HDD crew members, shown outside of their shop in Saskatoon, Saskatchewan. The company's line of equipment includes two Foremost hydroexcavators, a Vac-Con combination truck, several Vermeer directional drills, and a John Deere backhoe.

But he hired a friend who was familiar with hydroexcavating and received an on-the-job education about the industry.

"I'm a fast learner, so it didn't take long to get the hang of things," he says.

Wasn't he at all apprehensive about taking such an abrupt career U-turn into uncharted territory?

"I'm the king of risk-taking," he says. "I don't have any fears when it comes to business. I come from a family of entrepreneurs, so I guess I'm hard-wired for risk. I also used to be a firefighter, so maybe hydroexcavation and drilling don't worry me as much compared to that?"

The company also bought three smaller Vermeer directional drills in 2020, along with three vacuum trucks with hydroexcavating packages made by Foremost and a vacuum truck built by Vac-Con (a subsidiary of Holden Industries).

"Last year was our coming-out party," Willie says. "We bought all that equipment and went from a crew of 10 to 52 employees."

While it may seem risky to spend millions of dollars in equipment and hire that many more employees in the midst of a pandemic, Willie says the investments will generate a significant return on investment.

**EMBRACING RISK**

Willie established the company in 2017 when he was 27 years old. A scant five years later, the company owns roughly \$4 million in newer equipment and employs 45 people. And as improbable as it seems, Willie had never driven — much less operated — a hydrovac rig until he founded the company.



Douglas Hind, hydrovac supervisor, potholes for utilities ahead of Vermeer directional drill operator Justin Harris.

## “EVERYONE HAS SMALLER DRILLS. SO WHEN YOU BUY A BIG ONE, IT SEPARATES THE MEN FROM THE BOYS, AND ALLOWS US TO CHASE THAT POWER LINE WORK.”

Mitch Willie

“I don’t know for sure,” he continues. “All I know is I’m still putting out fires every week. This is a hard business to be in, so you have to be tough. And be comfortable with debt and risk.”

### A ROCKY START

Willie was exposed to hydroexcavating trucks during his years as a firefighter in the emergency services department of a major oil company in Alberta. While he knew nothing about the hydroexcavation industry, he heard it was a lucrative market. So when the company he worked for failed in mid-2017, he faced a career crossroads.

“I really wanted to buy a hydrovac truck,” he says. “So I went to an auction house and got lucky when my \$36,000 offer was the highest bid. And that was the start of Axis Vac.” (He added HDD to the company name later.)

“It was a junky truck plus the water pump blew out as I drove it out of the parking lot and I eventually spent more than that just to keep it running,” he says. “The takeaway there is don’t buy old trucks.”

A friend gave him a small job and, as Willie puts it, “It’s been crazy ever since. But when you start out, it’s a test to see if you can outlast everyone else. It’s been quite a trip.”

Willie says the company’s revenue has increased threefold every year since the first year in business, a feat it won’t repeat this year due to project delays stemming from the COVID-19 pandemic.

“The projects are there, but so far only on paper,” he says.

### FAST-GROWING FLEET

Most of the company’s work during the first several years revolved around oilfield work. That changed when oil prices plummeted in late 2018, prompting Willie to diversify into directional drilling.

For hydroexcavation work, the company relies on Foremost 1200 and 1600 vacuum trucks built on Western Star truck chassis. The trucks feature either 10- or 12-cubic-yard debris tanks, Roots blowers (a brand owned by the Howden Group) that generate either 4,000 or 5,800 cfm of vacuum power and 1,200- or 1,600-gallon water tanks.

The company also owns a model 2100 combination sewer vacuum truck built by Vac-Con. Equipped with a 12-cubic-yard debris tank, a 1,200-gallon water tank, a three-stage fan system (6,000 cfm) and a hydro-excavating package, the machine enabled the company to diversify into water-jetting catch basins and sewer lines for municipalities, he explains.

The Vermeer D40x55DR S3 drilling machine generates 40,000 pounds of thrust/pullback force and 5,500 foot pounds of rotational torque and boasts a carriage speed of 188 feet per minute for increased productivity. It can bore up to 24-inch diameter holes as long as 1,300 feet.

Along with the larger drilling rig, the company also relies on three smaller Vermeer Navigator machines: a D8x12 unit (1,200 ft-lbs of rotational torque and 7,850 pounds of thrust/pullback force), a D10x15 S3 machine (1,500 ft-lbs of rotational torque and 10,000 pounds of thrust/pullback force) and a D20x22 S3 unit (2,250

pounds of rotational torque and 19,500 pounds of thrust/pullback force).

The company also owns a tracked skid-steer made by New Holland; a wheeled skid-steer from Bobcat; a John Deere backhoe; a Hitachi excavator; trailers made by Flaman Trailers, BWS Mfg. and CJay; and generators built by Honda and Champion Power Equipment.

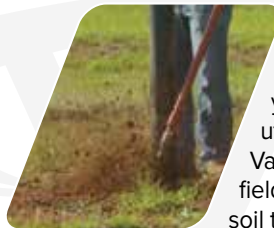
In addition, the company has invested in several Vermeer MX240 and self-fabricated mud-mixing machines; they’re carried on either a Sterling truck, a Ford F-450 box truck or a self-fabricated trailer. A Freightliner water truck outfitted with a tank made by Camex (owned by the Brant Group of Cos.).

(continued)



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“THIS IS A HARD BUSINESS TO BE IN, SO **YOU HAVE TO BE TOUGH.** AND BE COMFORTABLE WITH DEBT AND RISK.”

Mitch Willie



Husband and wife team Mitch Willie, owner, and Courtney Willie, office manager, with their baby daughter, Ava.



Longer and larger-diameter bore projects open up the market for Axis Vac & HDD, but also bring a greater risk for potential challenges.

### CHALLENGING PROJECTS

Willie says his company has built a reputation for tackling tough jobs that other companies won't do. One such project unfolded in August 2020 when a water main broke under commercial metal-manufacturing building in Saskatoon.

The problem? The building was built on a suspended concrete pad with no basement, making access to the pipe almost impossible. The solution? Use hydrovac trucks to carve out a roughly 5-foot tall, 5,000-square-foot crawl space under the concrete pad, which was supported from pilings the Axis crew had to work around.

## Difficult Utility Drilling Project Tested Company's Capabilities

As a self-admitted risk-taker, Mitch Willie — the owner of Axis Vac & HDD in Saskatoon, Saskatchewan — relishes a good challenge. And that's exactly what he and his employees faced in fall 2020 when they tackled a complex job with an extremely tight deadline: Drilling an 18-inch diameter, roughly 1,300-foot-long bore for a local power utility.

The approximately 10-foot-deep bore, which traveled under residential backyards in a Saskatoon neighborhood, was needed to host five runs of high-density polyethylene conduit. The government-owned utility used the conduits to install replacement power lines: two 5-inch-diameter conduits, one 4-inch conduit and two 2-inch conduits, he says.

“It was an ultra-complicated and risky job because we had to contend with 66 utility crossings [gas, electric and phone lines] within that 1,400-foot span,” he explains. “Plus we promised the client we'd do it in one day. It was pretty insane, especially since you know things can go wrong in a heartbeat.

“It was the kind of job that should take a week,” he continues. “But it's a very busy area, so we were trying to avoid long road closings. You basically just make it happen. It was nonstop crunch time.”

To complete the job, the company stationed two D40x55 S3 Vermeer directional-drilling rigs — one owned by Axis and the other by

a subcontractor — at each end of the easement. Both machines started drilling until the bores met in the middle.

The Vermeer machines generate 40,000 pounds of thrust/pullback force and 5,500 ft-lbs of rotational torque and boasts a carriage speed of 188 feet per minute for increased productivity. They can bore up to 24-inch diameter holes as long as 1,300 feet, Willie says.

Prior to the drilling, employees used both Foremost hydrovac machines to expose the crossing utility lines. “The hydrovacs were key to doing this job safely,” he notes.

After the drilling was completed, Axis workers used the Vermeer drills to pull the five conduit lines through the bore. The conduit comes in rolls on large reels carried by a 14-foot flatbed truck, which created a state of organized chaos when combined with all the other machines, trucks and trailers.

“It was crazy — a lot of stress,” Willie says. “It takes what seems like an army of machines and men to do these jobs.”

After the conduit pulls were completed, utility employees pulled the replacement transmission lines through the conduits and performed the tie-ins to the homes, he says.



“We were basically tunneling with a hydrovac machine,” Willie says. “It was unbelievable.”

Workers first used a backhoe to dig two entry pits on two sides of an adjacent parking lot, then used hydroexcavation to dig under the pad in fan patterns spreading out from the two entry points.

“They kept digging in a fan pattern until the guys met in the middle,” Willie explains. “We had to provide lighting and ventilation — it basically was a confined-space entry job, with our guys spending a lot of time on their backs.”

The job required two hydrovac trucks on site for a month, running seven days a week.

“It was a huge undertaking, but the boys got it done,” Willie says.

“I’ve done some really crazy things as a firefighter, so I didn’t think this would be too bad,” he adds. “I’d rather say yes to these tough jobs, then figure out how to do them later. We have a lot of brainpower in our company.”

## TIME TO RECHARGE

Looking ahead, Willie sees what he calls a period of “digestion.” After a year with such exponential growth, the company needs to take a breather and focus on developing employees, paying off debt and improving and refining processes and procedures.

“We need to learn how to do more with less and part of that comes from continuing to become what I’d call a more professionalized company,” he explains. “Thankfully, I’m surrounded by a lot of smart people.”

Key employees include his wife, Courtney, the company’s office manager, and Joel Snider, operations manager since mid-2019.

“Courtney is irreplaceable — the backbone of the company,” Willie says. “And Joel is my right-hand man. He came from the telecommunications industry and brought with him a lot of experience. He pushes me to try harder and take on more technical projects.”

In the long-term, Willie would like to employ 100 people and continue to expand the company’s services geographically.

**“WE NEED TO LEARN HOW TO DO MORE WITH LESS AND PART OF THAT COMES FROM CONTINUING TO BECOME WHAT I’D CALL A MORE PROFESSIONALIZED COMPANY. THANKFULLY, I’M SURROUNDED BY A LOT OF SMART PEOPLE.”**

Mitch Willie

“We have to stay on the move and be dynamic,” he says.

What keeps him motivated? The challenges. The money. And seeing his company and employees become heroes to customers in jams.

“Every day, you never know what’s going to happen,” says Willie, who enjoys the adrenaline rush of the fast-paced industry. “I’ve done hard jobs all my life and I enjoy the high stress, the high pay and the fast pace that comes with working in this industry. You have to be a smart person and solve problems. It’s a genuinely fun job.” ▼

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# Remembering the Foundation

## SAVE MONEY AND DOWNTIME BY ENSURING UNDERCARRIAGE COMPONENTS GET PROPER TREATMENT

BY DUSTIN JOHNSON

**W**hen servicing excavators, most inspections focus on the hydraulics, boom arm and cab controls as they are the heart of the machine's functions. Yet the undercarriage is the true foundation of the machine, allowing 360-degree movement over grass, mud, sand, snow and rocky terrain. Maintaining this important area ensures that the excavator can stay productive throughout the day.

Here are some undercarriage maintenance tips so that you avoid excavator malfunctions and costly repairs.

### 1. KEEP IT CLEAN

With the undercarriage constantly caked in mud, the debris begins to prematurely wear down gears, rollers and other metal parts. Also, having the machine lug around that extra weight causes the components to work harder while reducing the machine's fuel economy.

Start by prewashing the tracks or tires before moving on to scrub off the accumulated grease. Then pressure wash the undercarriage and give it a final rinse.

### 2. INSPECT CAREFULLY

The main areas to focus your inspection on are the track components, drive mechanisms and the rock guards. Look for excessive wear on sprockets, rollers, bolts and idlers. You also want to get a good look under the undercarriage to spot any oil leakage from cracked seals.

**THE MAIN AREAS TO FOCUS YOUR INSPECTION ON ARE THE TRACK COMPONENTS, DRIVE MECHANISMS, AND THE ROCK GUARDS. LOOK FOR EXCESSIVE WEAR ON SPROCKETS, ROLLERS, BOLTS AND IDLERS.**

### 3. ADJUST TRACK TENSION

Track tension may need to be adjusted when working with different operators and road surfaces. You also should have the tension adjusted when servicing and replacing the old track. Tighten the track based on the manufacturer's specifications and the operator's experience. If the track is constantly going loose, this problem may indicate a cylinder leak on the track adjuster.

### 4. GREASE BEARINGS AND FITTINGS

An excavator requires grease to keep components moving freely, to



While many just focus on the boom or the cab for maintenance, the undercarriage of an excavator needs to undergo regular maintenance as well.

adjust the track tension and to act as a barrier against dirt. There are several grease points on an excavator, and the manufacturer's manual will provide details on what requires lubrication and how much to apply.

### 5. REMOVE WORN PARTS QUICKLY

Avoid leaving a worn part in place just to complete a task. Even if you are nearing the end of a project, that worn part could malfunction and cause an accident or further damage the excavator. Change out high-wear components (idler, sprockets, rollers) when noticing any excessive wear or damage.

Keep your maintenance schedule and repair log up to date regarding any service done on the excavator. This process ensures that all inspections and repairs have been performed correctly and allows you to spot anomalies where certain parts are wearing down faster than others. These anomalies could be an indicator that the operator needs additional equipment training or the type of replacement parts you have been purchasing may be of lesser quality.

#### ABOUT THE AUTHOR

*Dustin Johnson is the marketing manager of FortisHD. Visit [www.fortishd.com](http://www.fortishd.com).* ▼

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# Unlocking Advantages

## MOST SMALL BUSINESSES ARE UTILIZING IMPROVED ACCOUNTING SOFTWARE TOOLS, BUT FAIL TO DERIVE ALL OF THEIR BENEFITS

BY JOAN KOEHNE

If your company's going to grow, you need organizational processes that are streamlined and efficient. Bookkeeping is a key part of that — ignore it, and you could end up in trouble with tax officials, customers and vendors. Plus, you'd have no clear understanding of how your company is performing.

Compared to the old carbon-copy receipts and an Excel spreadsheet, bookkeeping software is more accurate, efficient and versatile. An automated bookkeeping system is a game-changer. Many companies buy accounting software like Intuit's QuickBooks, but few use it to its fullest potential.

Cara Martinson, owner of CM Business Services in Madison, Wisconsin, is a QuickBooks ProAdvisor who has used QuickBooks since 1997.

"It's a great system for business owners. If you're not using software of any kind, we would recommend it, just to keep you organized throughout the entire year," Martinson says. Paper copies build up over time and are difficult to track, especially with a large number of invoices.

"The accounting software system will prepare you for year-end, so you're not caught with boxfuls of receipts and paperwork. You won't have to sit down for a few days to a week at tax time to try to organize it all," she says.

Tax season isn't the only time when financials need to be in order. Think of the future. If you want to transfer or sell your company, accurate financial records are a must.

QuickBooks comes in different versions, and this column focuses on the online version. With QuickBooks Online, businesses can pay bills, accept payments and manage payroll. And that's just the start. Here are some of the additional features.

### ACCEPTING PAYMENTS

QuickBooks provides a free mobile card reader to create invoices and accept credit card payments with a mobile device like a smartphone. To do so, you register for a QuickBooks merchant service account and download the payment app. Although QuickBooks charges a fee for this convenience, this fee typically is lower than PayPal or Square. Plus, you get paid right at the job site.

"With the mobile reader, you can just grab their card and swipe it," Martinson says. Instead of chasing down small invoices later, you're paid immediately after finishing the job.

"It's one less thing to worry about."

With QuickBooks, customers can pay online with a credit card or eCheck. They can view the invoice, click and pay.

"It gives the customer the tools to make a payment straight away."

### OUTSTANDING INVOICES

QuickBooks enables you to track specific details for each account to fit the type of transactions you make. With one of these trackable details, you can record who pays the bills.

With QuickBooks, you can see if a customer viewed the invoice and how often. If no one viewed the invoice, you might be sending it to the wrong email

address. If someone viewed the invoice but you're not getting paid, the problem isn't on your end. You'll just have to figure out a way to light a fire under them.

One technique is to set up a system of email reminders. You choose when to send an email reminder — after 15 days, 30, 60, depending on your net terms. QuickBooks automatically sends a notice.

"It's handy if you're out and about in the field and don't have the time to think about it," Martinson says.

Speaking of payments, QuickBooks enables you to track the history of invoices/accounts receivable. At a glance, the A/R Aging Summary report shows invoices that are 30, 60 or 90 days old. You'll know who owes you money, how much and how long the payment is overdue.

### CUSTOMIZE SETTINGS

A fast way to categorize expenditures is to create custom settings. With memorized reports, QuickBooks will remember the category you set when you re-enter the expense in the future. You complete the customization process once, and it's filed away for the next time you input similar data.

For example, if you treat your team to lunch at Pepe's Pizza Palace, you can categorize your credit card purchase under food and entertainment. The next time you spring for lunch at Pepe's, QuickBooks will remember it. You'll simply need to review the credit card statement and click Accept. If an entire list of expenses all belong in the same category, select Click All and you're done.

**"THE ACCOUNTING SOFTWARE SYSTEM WILL PREPARE YOU FOR YEAR-END, SO YOU'RE NOT CAUGHT WITH BOXFULS OF RECEIPTS AND PAPERWORK. YOU WON'T HAVE TO SIT DOWN FOR A FEW DAYS TO A WEEK AT TAX TIME TO TRY TO ORGANIZE IT ALL."**

Cara Martinson

### RECONCILING THE BOOKS

You can set up your books so multiple accounts automatically feed into QuickBooks. A savings account, checking account and line of credit all can be connected. With a few clicks, all of your accounts update to current balances and show the most recent transactions. Reconciling the books is much easier when you can see all of your accounts.

### REPORTS

QuickBooks enables you to create custom reports to evaluate key financial benchmarks. To do so, select a period, like a month, quarter or year, and compare it with the matching time period from the past. This way, you can track what's changed.

For example, if your receivables are significantly lower, try to determine the cause. Are you behind on billing for the period? Did you lose a primary customer or experience weather delays? You won't necessarily know these things unless you have a report system in place.

## PAYROLL

Payroll can be complicated, even when using sophisticated software like QuickBooks.

“The most important thing is to get it set up right,” Martinson says.

Unless you have an in-house human resources staff, you might want to seek expert help from a credible bookkeeping firm because of the many details and deadlines. Mistakes, incomplete records or late reports can lead to costly penalties issued by state tax authorities or the IRS.

However, if you have a good handle on payroll, you can use QuickBooks to schedule automatic, direct-deposit payments to employees. Additionally, you can manage employee information, including tax ID numbers and benefits. Once you set up the system properly, QuickBooks can calculate payroll taxes and process and send quarterly and annual tax reports.

On a side note, QuickBooks partners, like TSheets, offer digital time sheets and other features to track employee hours.

**ARE YOU BEHIND ON BILLING FOR THE PERIOD? DID YOU LOSE A PRIMARY CUSTOMER OR EXPERIENCE WEATHER DELAYS? YOU WON'T NECESSARILY KNOW THESE THINGS UNLESS YOU HAVE A REPORT SYSTEM IN PLACE.**

## PAY BILLS

If you set up a merchant account, you can pay your bills with eChecks through QuickBooks. The payments funnel through your bank account. As an alternative, you can write a paper check and enter the payment information into the computer.

“As long as you’re putting everything into the system and balancing out at month’s end, you’ll have a good idea of where your business stacks up,” Martinson says.

## TRACK JOBS

For job costing, QuickBooks tracks labor, money in and out, and inventory for a specific job. All of this information funnels through to the job you’re tracking, so you can measure its profitability.

## KEEP IT UP

Just like the math class you took in high school, you need to keep up with QuickBooks to get the best results. For example, you need to assign each check you receive to an account. You specifically record which deposit goes with which invoice. You can’t just lump deposits together under sales. By keeping the accounts up to date, you won’t have the stress of recreating the past 12 months for year-end reports.

“If you’re not organized throughout the year and have to spend a week trying to organize everything for the year, it’s very stressful,” Martinson says. Plus, it takes time — time that you could have been making money or doing something you enjoy.

## GET TRAINED

To introduce users to QuickBooks, ProAdvisors like CM Business Services offer one-on-one training. In addition, QuickBooks tips are just a few clicks away.


You can quickly search for information and find step-by-step instructions, tutorials and videos.


## AUTOMATE YOUR BOOKKEEPING

QuickBooks allows you to accept payments, pay bills, manage payroll and much more. With custom reports, you can evaluate key financial benchmarks. If you don’t know where you’ve been and where you’re at financially, it’s hard to determine where you’re going and at what speed.

“It’s a great system for small-business owners,” Martinson says. ▼

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2

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3

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4

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5

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6

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7

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8

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BY CRAIG MANDLI

## Dump Truck

### John Deere E-II

John Deere E-II articulated dump truck models, the 410E-II and 460E-II, incorporate customer-driven features, resulting in greater operator comfort, reduced fuel burn, increased uptime and lowered daily operating costs. The redesigned dump body is wider and has a lowered and leveled rail height to improve material retention. A new side-sheet design makes the load height the same from front to back, while the widened bin provides additional tire coverage and easier loading. Additionally, the bin rail features an angled top, helping to reduce material spillage while traveling. The optional, factory-installed auto lube feature is filled at ground level and takes the guesswork out of lubricating grease fittings. Optional LED lights provide greater visibility in lowlight settings.

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## Excavating Equipment

### Case Construction Equipment CX350D LR

Case Construction Equipment's full-size CX350D LR (long-reach) excavator provides increased operating performance in applications that require long-distance bucket reach and precision. The new model features an elongated boom, arm and additional counterweight for increased digging capabilities in deep or long-distance digging applications while providing the same improved responsiveness and control of the D Series. With an operating weight of 88,200 pounds, the CX350D LR features a 268 hp Tier 4 Final diesel engine and up to 24,500 ft-lbs of bucket digging force. The extended arm and boom provide a maximum dig radius of 61 feet, 3 inches and a maximum dig depth of 46 feet, 3 inches.

866-542-2736; [www.casece.com](http://www.casece.com)



### MB Crusher MB-R800

The MB-R800 drum cutter is the second-largest in MB Crusher's range of drum cutters and is compatible with any brand of excavator. The MB-R800 drum cutter is perfect when prepping the job site and grinding or breaking hard materials. Thanks to the unit's twin-drive motor system, power is distributed to the side needing more power, allowing the unit to process the material evenly. The MB-R800 drum cutter is easily maintained; some maintenance can be done right on the job site.

855-622-7874; [www.mbamerica.com](http://www.mbamerica.com)



## Loader

### Pettibone Cary-Lift 204i

The Cary-Lift 204i from Pettibone has a unique overhead lift arm design, giving the operator full front visibility when lifting or transporting loads. Additionally, the forks are capable of tilting down 90 degrees for specialized lifting tasks. It is powered by a 200 hp Cummins QSB6.7 Tier 4 diesel engine with DOC and SCR aftertreatment. The unit includes an engine-driven fan, cooling package and engine block heater. The machine provides a maximum load capacity of 20,000 pounds and max lift height of 16 feet. Offering four-wheel drive with two-wheel, four-wheel and crab hydraulic power steering modes — and with the wheelbase limited to just 12 feet — it can achieve a turning radius of 21 feet, 6 inches. Unlike forward-reaching articulated loaders, its heavy-duty, solid steel frame design allows it to take full loads into sharp turns without sacrificing load capacity or stability.

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Oxford Plastics StrongFence is designed to provide safe access for pedestrians through roadway and construction areas. The barricade system is stable and sturdy in winds up to 59 mph with perpendicular ballasts. The heavy-duty recycled plastic base is ADA compliant and nonconductive. Plastic mesh anti-climb top sections may be added to reach a height of 6.5 feet. Sections interlock to prevent tampering. The fence bases and top sections stack for easy transport and handling.

800-567-9182; [www.oxfordplasticsusa.com](http://www.oxfordplasticsusa.com)



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The TG5000 Gas Monitor from MSA Safety detects oxygen, combustible and toxic gases. It offers multiple sensor and installation options. Its modular single or dual sensor design doubles sensing power and reduces wiring costs. The intuitive design of the local interface makes it simple to install, use and maintain. Its OLED display and LED indicators show power, fault or alarm, gas readings and Bluetooth connection. A touch button accesses all functions. It operates in standalone mode or can be connected with a 4-20 mA output to a PLC or DCS. HART is available, and it supports remote monitoring, where the sensor must



(continued)



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A man in a dark brown suit, white shirt, and gold tie stands against a blue background. His head is replaced by a large, metallic, grey drillhead with various cutting edges and a textured surface. The drillhead is positioned as if it were a human head, with the man's neck and shoulders visible.

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# Dig These New Products at The Utility Expo 2021

BY CRAIG MANDLI

The Utility Expo (formerly known as The International Construction and Utility Equipment Exposition), is the premier event for utility professionals and construction contractors to gain comprehensive insight into the latest technologies, innovations and trends affecting their industry.

This year's event, slated for Sept. 28-30 in Louisville, Kentucky, promises to show off some of the finest new products on the construction market. Below is a preview of some of the newest products that will be highlighted at this year's show.

## Bald Eagle Pellet wood pellets

**Bald Eagle Pellet** absorption/solidification pellets are ideal to absorb and solidify wet hydroexcavation slurry and wet HDD cuttings. Adding absorption pellets to wet hydroexcavation slurry and HDD spoils/cuttings allows you to dispose of costly wet waste as a cheaper dry-solid waste. It allows you to store and stack it on site without painfully slow drying ponds. Since it will be dry stackable dirt and not a fluid waste, it eliminates the threat of runoff or overflowing drying ponds leaching into waterways. With a little agitation, the absorption pellets activate on contact, allowing waste material to absorb and solidify quickly while you work. It can then be left on site as top cover or transported off site as a solid waste.



[See ad on page 39](#)

814-684-3600; [www.baldeaglepellet.com](http://www.baldeaglepellet.com); Booth A1320

## DPL Telematics AssetView GPS tracking system

The portable **AssetView** series from **DPL Telematics** is the industry's smallest battery-powered GPS tracking solution for wireless monitoring of any asset to improve logistics, manage inventory and curb theft. The innovative, self-contained GPS tracking solution installs in seconds, requires no external power and can last years using off-the-shelf batteries. Its Adaptive Tracking delivers long battery life while alerting on curfew violation, movement or geofence breach, as well as allowing the user to switch to Recovery Mode over the air. It is waterproof and has no long-term contract so customers can deactivate and reactivate without penalty. Features include no external wiring or antenna; wireless two-way communication; little to no sky view requirement, so it can be hidden almost anywhere; an IP 67 rating and UV-stabilized design; compact and portable construction; global cellular coverage; and an LTE future-proof network.



800-897-8093; [www.dpttel.com](http://www.dpttel.com); Booth A1306

## Boss Industries MechanX 250

The **MechanX 250** from **Boss Industries** is a 23 hp two-stage, two-cylinder portable gas compressor/generator/welder/charger/jumpstarter. It is a multifunction gas piston 23 cfm (delivered), 250-amp welder and 5.0 kW generator that is suitable for the entry-level mechanic and contractor industry. It includes a KOHLER ECH730 V-twin engine, 11-gallon CARB-compliant fuel tank, automatic engine idle for fuel economy and long service life, atmospheric unloading system to help reduce fuel consumption, remote engine oil drain extension, simple belt tensioning, a 1/2-inch shut-off valve, stainless steel reed valves, heavy-duty steel belt guard base, heavy-duty two-stage pump with cast iron cylinder, an ASME safety relief valve, IP23 rating, and an intake filter with silencer and replaceable element. It is available in a base-mount version (with no air tank).



[See ad on page 17](#)

800-635-6587; [www.bossair.com](http://www.bossair.com); Booth E1117a

## GapVax HV56

The **HV56** hydrovac from **GapVax** has a 15-cubic-yard debris body, 400- to 1,200-gallon water tank options and a positive displacement vacuum pump rated at 5,300 cfm with 28 inches Hg. Its design prolongs the life of the filter bags and eliminates the costly threat of material entering the vacuum pump. Optional equipment includes a cold-weather recirculation package, sludge pump, patented auger unloading system, body pressurization system, remote pendants and wireless remotes, washdown system and a stainless steel body.



[See ad on page 43](#)

888-442-7829; [www.gapvax.com](http://www.gapvax.com); Booth E1319

## Infinity Tool PDC bits and reamers

**PDC bits and reamers** from **Infinity Tool** offer increased penetration rates for faster project completion; less stress on the rig, and lower torque and less vibration on the rods; no moving parts for increased reliability; clean holes with consistent size; and a repairable design. Bits are available from 1 7/8 to 18 inches, with reamers from 6 to 48 inches. Both products will be on display in the company's booth.



See ad on page 40

618-439-4042; www.infinitytoolmfg.com; Booth N2654

## Rival Hydrovac air system

**Rival Hydrovac** has introduced an optional **air system** on both the T10 and T7 models. This allows for the operation of air tools and for performing air excavating when required. Rival has not sacrificed any of the original hydro features on these units. If air is not needed for excavation purposes, they offer additional hydraulic ports to run hydraulic-powered tooling as another solution. The company recently delivered its first unit with an integrated core drill system.



See ad on page 19

403-550-7997; www.rivalhydrovac.com; Booth N2662

(continued)

## Kaiser Premier hydroexcavators and recyclers

**Kaiser Premier** is a manufacturer of **hydroexcavators** and **recycler** technology. The company's product portfolio consists of truck- and trailer-mounted hydroexcavators in the CV Series, UrbanX and TerraVac hydroexcavator lines. It also manufactures AquaStar and EcoCycler combination recyclers. The company is part of the KAISER AG group, which have been supplying the global marketplace with proven and reliable recycling technology for over 35 years.



See ad on page 31

970-542-1975; www.kaiserpremier.com; Booth N2247

## Kondex Drill Defender cobble bits

**Kondex** has expanded its **Drill Defender** HDD product line to include laser-clad cobble bits. Laser cladding offers a longer-lasting wear coating than hard face welding that fully protects all leading edges. For carbide cobble bits, the laser cladding seat belts the carbide for added protection and extended use. Laser cladding is a metallurgically bonded wear-prevention additive that includes a high density and even distribution of tungsten carbides for superior durability and extended product life.



See ad on page 6

800-447-1860; www.kondexparts.com; Booth N1447

## HEAVY DUTY HYDRO-EXCAVATION NOZZLES & TUBES

PART #	DESCRIPTION	PRICE
RipSaw #6	Heavy Duty #6 Nozzle	\$305
Ripsaw #8	Heavy Duty #8 Nozzle	\$305
Ripsaw #10	Heavy Duty #9 Nozzle	\$305

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- Non-Conductive Urethane Coating



PART #	DESCRIPTION	PRICE
S8500-0045AHE	6" x 72" Hydro-Excavation Tube	\$230

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## Sonetics wireless headsets

**Sonetics wireless headsets** protect hearing and let crews of two to 20 communicate hands-free at the same time. With listen-through technology, users can also toggle the right amount of outside sound for a boost of awareness and safety. Users can connect a two-way radio or Bluetooth device for even more options.



See ad on page 3

800-833-4558; [www.soneticscorp.com](http://www.soneticscorp.com); Booth N1301

## TRUVAC vacuum excavator trucks

**TRUVAC vacuum excavator trucks** are designed specifically to meet the critical need for locating and verifying underground utility lines and pipes and safe-digging requirements in the U.S. and Canada. Focused on quality non-destructive digging and safety for underground infrastructure and the men and women who operate vacuum excavation trucks, the product line features the versatile Paradigm subcompact vacuum excavator, the compact and powerful Prodigy with overwhelming productivity, and the HXX series of full-sized machines designed to tackle the biggest digging projects.



See ad on page 9

800-627-3171; [www.truvac.com](http://www.truvac.com); Booth N1214

## TT Technologies Grundodril 5X

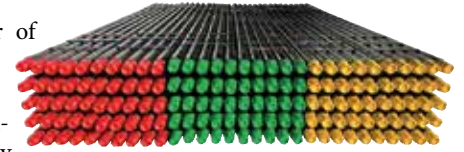
The **Grundodril 5X directional drill unit** from **TT Technologies** has a Tier 4F, 56 hp Kohler engine, a single pushbutton stake down system and independent front and rear lift. An all-weather 7-inch touchscreen display delivers real-time bore data and operational performance. The unit offers 11,000 pounds of thrust and pullback and 1,200 foot pounds of torque.



800-533-2078; [www.tttechnologies.com](http://www.tttechnologies.com); Booth K108

## TuffRod HDD Drill Pipe

**TuffRod**, a manufacturer of **horizontal directional drill pipe**, specializes in the one-piece upset forged rod manufacturing process. The company specs out the complete metallurgical composition of their pipe and uses only the finest quality materials. Every joint produced is subject to rigorous quality assurance procedures beginning at the point of material selection and continuing through final inspection. Processes such as upsetting, machining, heat treating and several others are inspected and documented by certified operators and reviewed by the company's quality control department. One-piece forged pipe is available for Vermeer, Ditch Witch and other manufacturer's drills.



See ad on page 32

844-586-9354; [www.tuffrod.com](http://www.tuffrod.com); Booth N1952

## Underground Magnetics Mag 9 HDD locating system

The **Mag 9 HDD Locating System** from **Underground Magnetics** offers the same powerful transmitters the Mag 8 offered but with a new larger color display and an advanced operating system. It includes a color display, sub-kilohertz transmitters, money-saving long-life rechargeable transmitter batteries and built-in bore logging.

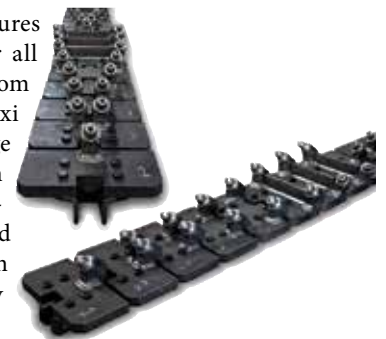


See ad on page 11

515-505-0960; [www.umaghdd.com](http://www.umaghdd.com); Booth E1028

## Underground Tools Rock Trenching Chain and Plates

**Underground Tools** manufactures heavy-duty rock trenching chains for all makes and models of trenchers, from pedestrian units up to the largest maxi track trenchers. They specialize in large pitch **K-Style Chains** and custom base **plates** for the most severe applications. UTI chain is manufactured with alloy steel and updated design features to provide additional durability and longer wear life. ▼



See ad on page 37

866-488-3478; [www.undergroundtools.com](http://www.undergroundtools.com); Booth N2455

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EASIER OFFLOADING**

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## Beast Hydro Excavation

**DOUGLAS, WYOMING**

When Ashley and Ryan Underwood wanted their hydroexcavation company to stand out, they looked to their two sons to help. The two boys — Rythen, 14, and Laythen, 12, thought of their pet American bulldog to represent the company and named it Beast Hydro Excavation. All of the company's hydrovacs, including this **Foremost unit** distributed by Transwest, show the ferocious looking logo and name. This hydrovac, built on a Western Star chassis, has a 13-cubic-yard debris tank capacity and 1,600-gallon water tank capacity. The truck is fitted with a Robuschi 125 blower and a Sauer Danfoss water pump. The company's area manager, Zach Aschenbrenner, drew up the actual logo and gave it blue eyes to resemble "hydro." Beast Hydro then found another local company, Premium Frog out of Greeley, Colorado, to make the decals, including the claw slashes on the tank. Beast Hydro Excavation has many similar units to accomplish its hydrovac work throughout Wyoming. More information on the company can be found at [www.beastyhydro.com](http://www.beastyhydro.com). ▼



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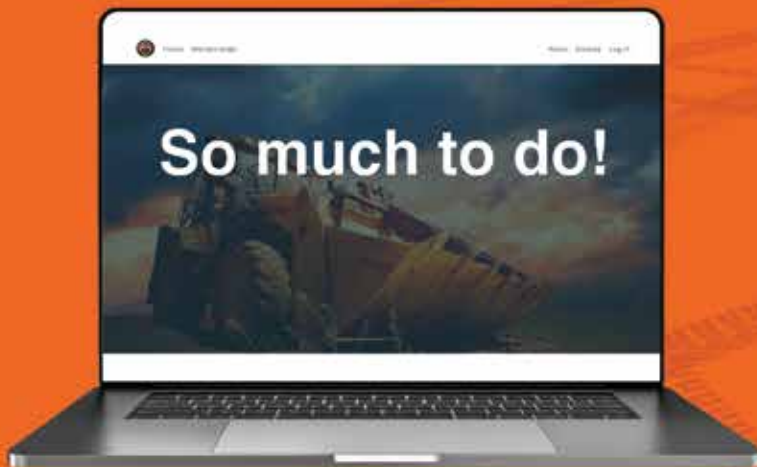
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# THE LATEST: Products



1



2



3



4



5

## 1. MB Crusher BF90.3 crusher bucket

The BF90.3 crusher bucket is one of MB Crusher's mid-sized crushers designed for excavators weighing between 46,300 and 70,500 pounds. The unit can create recycled aggregates from excavated materials perfect for selling to customers or reusing directly on the job site. With its wide mouth opening, adjustable output size, and quick and easy maintenance, the crusher bucket is a staple on job sites where disposing and purchasing materials is not only expensive but unavoidable. **855-622-7874; [www.mbamerica.com](http://www.mbamerica.com)**

## 2. Cat Pumps hydroexcavating pumps

Over 50 years of high-pressure pump manufacturing experience has earned Cat Pumps a reputation of producing the high-quality, long-lasting pumps in the markets it serves. 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; and Model 3560 with 20 gpm at 4,000 psi, or 25 gpm at 3,000 psi. **763-780-5440; [www.catpumps.com](http://www.catpumps.com)**

## 3. Felling Trailers pole/cargo/dump trailer

Felling Trailers announced the addition of the PCD trailer to its utilities-based product line. The PCD can transport poles, backfill, debris and even reels with optional removable reel stands. It is one unit with the functionality of four. The PCD has a 24-foot retracted overall length, equipped with a telescoping tongue. When fully extended, it increases the overall length to 40 feet, and has the ability to haul utility poles up to 60 feet in length. A 45-inch-wide bolster is included in the base spec with 60-inch and 96-inch-wide front bolster options, with sliding 21-inch lever lock stanchions. All bolster locations include a strap winch and 4-inch by

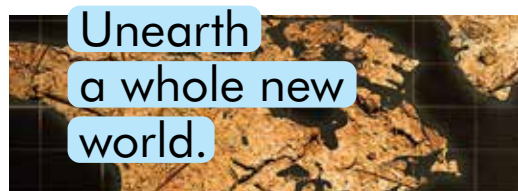
30-inch nylon straps to secure the utility poles. The PCD model class consists of three models with GVWRs ranging from 16,000 to 23,000 pounds. **800-245-2809; [www.felling.com](http://www.felling.com)**

## 4. Komatsu Smart Construction Dashboard

Komatsu's Smart Construction Dashboard is part of a suite of solutions that leverages the power of Internet of Things to help customers orchestrate construction planning, with the aim to better handle management and scheduling, streamline costs and optimize processes remotely in near real time. The Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cut/fills, quantities and productivity. Site progress can be viewed with timeline functions, including playback, in terms of whole-site visuals, cross-sections and individual measurements. **847-437-5800; [www.komatsuamerica.com](http://www.komatsuamerica.com)**

## 5. Mecalac's MyMecalac fleet management system

Mecalac's fleet management system, MyMecalac, delivers everything from high-level summaries to specific machine details, including maintenance, inspection and damage notifications to boost fleet efficiency and machine uptime. Developed in partnership with Trackunit, the system is accessible through a web portal, [mymecalac.com](http://mymecalac.com), and a mobile app, MyMecalac. It comes standard on all excavators and loaders in North America. The onboard telematics box continuously communicates information to the web portal. Users simply login to the web portal or app to access all machine data in real-time. Additionally, after registering in the web portal, alerts can be set up to notify the user when maintenance is required or when a fault code appears, enabling dealer technicians to remotely diagnose machine issues. **508-921-3076; [www.mecalac.com](http://www.mecalac.com)** ▼



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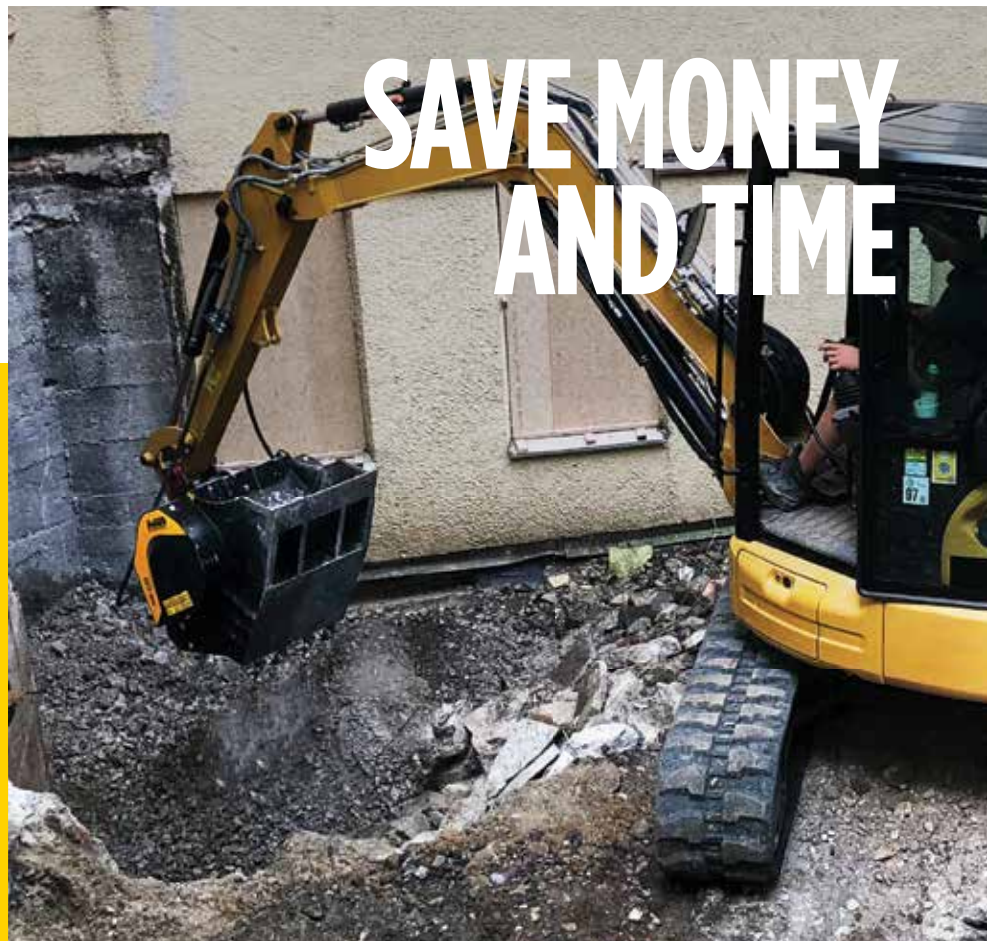


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## This Issue's Feature:

### Microtrencher provides deep cut for fiber jobs

BY CRAIG MANDLI

Properly installing fiber optic lines requires a deep, narrow trench. To help contractors reliably cut those trenches, **Ditch Witch** offers the **MT26 microtrencher**. The attachment is part of a complete microtrenching system, along with the RT80 ride-on trencher and HX75 vacuum excavator. With the MT26, operators can create a clean, deep, narrow trench in one easy pass and easily install cable deep enough to meet most requirements with minimal disruption to the surrounding infrastructure.

"Microtrenching is quickly growing in popularity among power and fiber optic installation contractors because it is the least invasive open-cut solution," says Steve Seabolt, product marketing manager, Ditch Witch HD tractors. Designed with a standard hydraulic plunge to provide variable depth control, the MT26 can cut a clean trench from 1.5 inches up to 3 inches wide and down to 26 inches deep. Reaching depths of up to 26 inches allows contractors to install a typical

2-inch fiber or power cable line with the required 2-feet of ground cover all at the same time. In the past, cutting a narrow trench at this depth required a rock saw, which would leave a more invasive trench as well as leave spoils and dirt on the road, or a horizontal directional drill, which would need more time to set up.

Additionally, the ability to create a trench up to 3 inches wide helps simplify the trench cleaning process for operators, especially when installing at deeper depths. The MT26 does this by vacuum excavating the spoils from microtrencher simultaneously as the microtrencher cuts along the road. This alleviates time and costs associated with job site cleanup and restoration, and it opens the door for contractors to take on jobs in markets beyond power and fiber optic installation.

Operator flexibility is also a key feature of the MT26. The attachment can be equipped with a variety of blades, including the standard carbide-



MT26 microtrencher by Ditch Witch

tipped blades and PDC blades with diamond-embedded carbide. All blades are easily changeable with standard hand tools to keep operators on the job, not on the sidelines. The MT26 is also compatible with 4-, 5- and 6-inch vacuum excavator hoses — giving contractors the flexibility to use their preferred vacuum excavator.

"The MT26 is designed to help operators create narrow trenches that go deeper and wider than ever before, which increases productivity and reduces their job site cost-per-foot," says Seabolt.

**580-336-4402; [www.ditchwitch.com](http://www.ditchwitch.com)**

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## Success Stories:

BY CRAIG MANDLI

### Excavation, Trenching, Education and Safety



## Versatile unit tackles narrow streets and narrower timelines

### PROBLEM

The narrow streets of Philadelphia pose numerous construction challenges for the city's contractors. And the city's consistent repair schedule of underground utility lines provides plenty of street repair work for contractors who have the equipment to keep up.

### SOLUTION

Holding a contract with the City of Philadelphia, Verizon and a local electrical company, concrete contractor DePaul Brothers rises to the challenge of rebuilding streets after utility restorations on a daily basis, using their **Mecalac North America 9MWR excavator** to quickly access sites and navigate around the city. "We can take the MWR where other machines can't fit," says Anthony DePaul, equipment manager. "When we arrive on site, we're able to excavate our way in with the skid-steer bucket, spin inside our footprint, turn around and dump it inside a dump truck. We couldn't do that with a traditional bucket excavator."

**RESULT** Thanks to the 9MWR's versatility, the DePaul Brothers crew is able to finish excavation, switch to a jaw bucket to remove pieces of curb if needed, grade their way back out and quickly complete reconstruction before moving on to the next job. "It replaces three machines on the job," says DePaul. "You'd need a forklift out there to handle the curb and pallets, it replaces the skid-steer for digging out the roadway and it serves as an excavator as well. It's the versatility of having one machine on one job versus three." 508-921-3076; [www.mecalac.com](http://www.mecalac.com) ▼

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## THE LATEST:

# News

### Felling Trailers acquires Larson Cable Trailers

Felling Trailers acquired the assets of Huron, South Dakota-based Larson Cable Trailers, a manufacturer of fiber optic cable handling trailer products. Felling Trailers has retained all Larson Cable Trailers' employees and will continue operations in Huron. Larson Cable Trailers will operate as Larson Cable Trailers Inc., a separate division of Felling Trailers. With the acquisition, Felling named Larson's original owner and founder Rick Larson as product manager.

### Barbco's Barbera inducted into NASTT Hall of Fame

On March 30, Barbco founder James Barbera was posthumously inducted in the North American Society for Trenchless Technology Hall of Fame at the annual No-Dig Show in Orlando, Florida. Barbera was presented for induction by his wife, Frances, and their sons Anthony, David and James.

The NASTT Hall of Fame honors members who have made outstanding accomplishments and exceptional contributions to the advance of the North American trenchless industry and NASTT. Winners of the accolade

are former or current NASTT members who have been members for a minimum of 10 years and are age 50 or older.

### Iowa Mold Tooling celebrates 60 years

Iowa Mold Tooling, an Oshkosh Corporation company, is commemorating its 60th anniversary by celebrating its team members and the local community. IMT was founded in 1961 as a business creating new tread designs for recapping tires. Over the past 60 years, the company has grown to become a manufacturer and supplier of service vehicles, cranes, hydraulic loaders and air compressors for tire, mining, construction, material handling and utility markets around the world.

### Buyers Products appoints new sales manager

Buyers Products appointed Charles Gerds as its OEM sales manager. Gerds will be an additional resource for Buyers customers who focus on manufacturing equipment. Gerds most recently served as a senior business development representative and national key accounts manager at a prominent LED lighting company. ▼



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Your **Dig My Rig** submission must include a photo of your rig lettered with your company name, along with your name, company name, mailing address and phone number. Include information such as the manufacturer of your rig, cab/chassis and pump/blower; tank capacity; and water pump mfr./gpm/psi; and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable.

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# Happenings

## CALENDAR

- Sept. 13-15: Safety 2021 Professional Development Conference & Exposition**, Austin Convention Center, Austin, Texas. Visit [safety.assp.org](http://safety.assp.org)
- Sept. 13-15: Breakthroughs in Tunneling Short Course**, University of Denver – Joy Burns Center, Denver. Visit [tunnelingshortcourse.com](http://tunnelingshortcourse.com)
- Sept. 28-30: International Construction & Utility Equipment Exposition (ICUEE)**, Kentucky Exposition Center, Louisville, Kentucky. Visit [www.icuee.com](http://www.icuee.com)
- Oct. 12-15: Common Ground Alliance (CGA) Excavation Safety Conference & Expo**, Orange County Convention Center, Orlando, Florida. Visit [www.cgaconference.com](http://www.cgaconference.com)
- Oct. 16-20: 94th Annual Technical Exhibition and Conference (WEFTEC)**, McCormick Place, Chicago. Visit [www.weftec.org](http://www.weftec.org)
- Oct. 19-21: Tunneling Association of Canada (TAC) 2020-One Toronto: Vision Underground**, Hilton Toronto, Toronto. Visit [tac2020.ca](http://tac2020.ca)
- Nov. 17-18: Pipeline Leadership Conference**, The Embassy Suites The Woodlands/Hughes Landing, Houston. Visit [plconference.com](http://plconference.com)
- Jan. 23-28, 2022: Underground Contractors Association of Illinois Annual Convention**, Pueblo Bonito Pacifica Golf & Spa Resort, Cabo San Lucas, Mexico. Visit [www.uca.org](http://www.uca.org)
- Feb. 2-10: Ohio Contractors Association Annual Convention**, Ritz-Carlton, Aruba. Visit [www.ohiocontractors.org](http://www.ohiocontractors.org)
- Feb. 4: National Utility Contractors Association (NUCA) of Iowa Annual Banquet and Leadership Seminar**, Prairie Meadows Hotel and Casino, Altoona, Iowa. Visit [www.nucaofiowa.com](http://www.nucaofiowa.com)
- Feb. 11: National Utility Contractors Association (NUCA) of Nebraska Annual Conference**, Cornhusker Marriott, Lincoln, Nebraska. Visit [www.nucanebraska.com/annual-conference](http://www.nucanebraska.com/annual-conference)
- Feb. 21-24: Water & Wastewater Equipment, Treatment & Transport (WWETT) Show**, Indiana Convention Center, Indianapolis. Visit [www.wwettshow.com](http://www.wwettshow.com)
- March 1-3: Global Excavation Safety Conference**, Phoenix Convention Center, Phoenix. Visit [globalexavationsafetyconference.com](http://globalexavationsafetyconference.com)
- March 2-5: National Utility Contractors Association (NUCA) Annual Convention & Exhibit**, Naples Hyatt Regency Hill Country Resort & Spa, San Antonio. Visit [www.nuca.com/convention](http://www.nuca.com/convention)
- March 24-26: Mid-America Trucking Show**, Kentucky Expo Center, Louisville, Kentucky. Visit [www.truckingshow.com](http://www.truckingshow.com)
- March 31- April 1: National Heavy Equipment Show**, International Centre, Mississauga, Ontario. Visit [www.nhes.ca](http://www.nhes.ca)



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### Future Locations and Dates:



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