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Black Hydrovac is the fruition of an entrepreneurial dream and a hardworking, dedicated team. **By Giles Lambertson**

ON THE COVER:

Black Hydrovac field manager Pete Wright uses the digging wand of a Kaiser Premier CV100T on a job site in Ashburn, Virginia, where the team is test pitting for utility location. Black Hydrovac, founded in November 2020, offers vacuum excavation services (hydro and air) for governmental, residential, commercial and engineering clients throughout the District of Columbia area. The company, started by Kristy Black, has grown to eight employees. (Photography by Jill Mandichak)

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IF YOU WANT TO OWN A COMPANY OR BE IN THE CHARGE OF ONE, YOU NEED TO UNDERSTAND THAT THERE WILL ALWAYS BE RISKS.

Risky Business

IT'S OK TAKING RISKS AS LONG AS YOU KNOW WHAT YOU'RE GETTING INTO AND HAVE A BACKUP PLAN

BY CORY DELLENBACH, EDITOR

t's always risky when you want to start something new — and a little scary. You don't have a crystal ball to see into the future to determine if you are making the right decision or not, and that is the scariest part of starting anything new.

Some of those situations I've been in include starting a family, starting new jobs and even starting to learn a new skill. There are pressures and expectations with each one. You learn from your experiences, and you build on them.

One thing I've never experienced in my life, but you read about often in *Dig Different* magazine, is starting a new company. It can be a terrifying thing to do, especially if you have no experience in running a business.

Thankfully for Kristy Black, owner of Black Hydrovac in Virginia, she had an entrepreneurial spirit when she started her company in November 2020. It's got to be hard enough to start a company, but to do it during a global pandemic when things like getting work and finding employees are even more uncertain, it says a lot about that person.

KNOWING WHEN TO TAKE RISKS

One of my favorite quotes from a movie is "risk is part of the game if you want to sit in that chair." It's true. If you want to own a company or be in charge of one, you need to understand that there will always be risks. It's how you handle those risks that matter.

Black knew the challenges that would be involved in starting her own company and, to alleviate some of those risks, she did things like hire employees familiar with the industry or use secondhand equipment to start with. This started with smaller vacuum trucks at first before moving into more expensive bigger ones.

Before you decide to jump into something new, it will be up to you to know when it's time to do that. Carefully weigh your risks and don't jump into it if your heart and mind aren't fully ready for what lies ahead.

If you even have an ounce of doubt about being able to accomplish what you want to do, I would seriously consider waiting until there is a better time or you're feeling a little more confident.

HANDLING THE RISKS

Of course, like Kristy did, there are things you can do to help alleviate some risks. She knew she needed folks with the company who knew the industry and she went out and got them. Her husband was already knowledgeable in owning a company, so she likely took some cues from him.

She also listened to what her customers' feedback was on the jobs and what they were looking for and built the company around that.

If you can sit down and figure out most of the risks you're going to run into — there are some that you may not realize until you're already into startup mode — you're already in good shape.

If you are already in that startup phase and run into risks, don't be afraid to ask for help. Whether it be from your employees, a business partner or someone else in the industry that's been through some of the struggles a business could meet.

HOLDING STEADY

Knowing there will be risks is part of owning a company. The better you can control those risks or make them less risky, the better your business will be in the long run.

What are some risks that you discovered when you started up your company? What would you say to others ready to go their own way? Email me at editor@digdifferent.com.

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The team at Black Hydrovac stand alongside their KAISER PREMIER hydrovac unit. From left, Michael Stayert, operator; Pete Wright, field manager; Annamarie Fagnani, operator; Kristy Black, owner; and Lawrence Richey, operator.

A STARTING ADVANTAGE

BLACK HYDROVAC IS THE FRUITION OF AN ENTREPRENEURIAL DREAM AND A HARDWORKING, DEDICATED TEAM

STORY: GILES LAMBERTSON PHOTOS: JILL MANDICHAK

Starting a company in the midst of a global pandemic takes guts and someone that knows something about running a business. Kristy Black, owner of Black Hydrovac in Hamilton, Virginia, thankfully has both of those.

"I am learning so much," Black says. "We are very excited to be part of the industry and are doing well. There certainly was no guarantee of success."

Black opened her business in November 2020, and it is still growing well into its second year. The company employs eight people and is in the process of hiring another person. "It is difficult to find people right now," Black says, acknowledging the chronic workforce shortage issue all trades are experiencing. However, she says being a startup company has not proved to be a hiring handicap. It might even be an advantage.

"It takes the right kind of person to want to be part of a startup, but it's also a great opportunity for them. My employees are building this business. We're so dependent on them. Everything they do directly impacts the shortand long-term success of the company. We have been able to sell our story to people we hire."

PREMIER

In the end, persuading potential hires to climb aboard a young and growing company has not been daunting for Black. "I've not had an especially hard time getting people to join us. And, of course, there never is a shortage of people who don't like their current jobs."

FINDING OPPORTUNITIES

Though Black has no construction industry background herself, she is familiar with it, and her entrepreneurial spirit and a degree in business management from Georgia Tech help her in her current endeavor. Her husband Adam is in program management, building data centers, and his family has been involved in the construc-



tion industry for generations. Yet Adam Black plays no role in Black Hydrovac, she says. "We talk about things, but I run the company."

Black and her husband have "dabbled" in small business for years while she worked in the nonprofit sector. "Mostly we played around with ideas. Starting a business has always been a desire of mine. I've long been on the lookout for the right opportunity."

That opportunity came in northern Virginia, where she and her husband moved three years ago. She began looking at the vacuum excavation industry and says "the newness of the technology appealed to me. I'm finding that a lot of people are still learning about this technology. I'll go on a job site and meet people who have never before seen a hydrovac truck work."

She opted to start a vac company after regularly hearing that there was a local need for it. "There certainly are ing here were coming in from out of town because people were having difficulty scheduling vac trucks for jobs."

The company began service with two secondhand VACMASTERS 4000 Series air vac trucks with 800-gallon debris tanks. Then in the course of the first year, Black also put three KAISER PREMIER hydrovac trucks into service, rigs with 13-yard debris tanks and up to 1,600 gallons of water capacity.

Other vac companies have since entered the D.C. metro market — "supply and demand" — but clients keep finding new applications for vac tech.

"When people in the construction industry I talk to learn more about the technology you can see the gears start to turn in their minds," Black says. "They're thinking, 'There's other stuff to which we can apply this technology.' There are many new applications in our market, so demand for our services has grown."

SCRAPPY STARTUP

Starting a business is always a learning experience, not least of which is learning to coping with the unforeseen.

"IT TAKES THE RIGHT KIND OF PERSON TO WANT TO BE PART OF A STARTUP, BUT IT'S ALSO A GREAT **OPPORTUNITY FOR** THEM. MY EMPLOYEES ARE BUILDING THIS BUSINESS. WE'RE SO DEPENDENT ON THEM."

Kristy Black



Finding Good Help

Black Hydrovac, a woman-owned business is rare in the construction industry, but owner Kristy Black has not found that to be a disadvantage.

"The clients I've worked for have been incredibly welcoming," says the owner of the Virginia-based company. "There are adverse things I might experience at some point, or maybe there are things going on right now that I don't realize, but for the most part the women who have come before me lay the path that has made it possible for me."

One of her vac operators is a woman, having worked in the utility locating industry previously. "She had the most amazing attitude. It was, 'I am going to learn this and do this,' and she has."

Black says all of her crew members have bought into her can-do mindset. "We all realize how fragile a small business is and how important it is that we be accepted into the industry. I love seeing crew members who are coming back in after a job and hearing the challenges they faced and how they solved them. Sometimes it will be the first time they have faced a certain type of job and they figured it out on the spot."

Black Hydrovac is still in a day-to-day state of operation, Black says, working out kinks, building out expertise, relying more on networking than marketing, settling for a five-day-a-week work schedule rather than opening itself to emergency calls and more urgent projects. The pace of growth is not tentative so much as it is deliberate.

"We're still getting established. There is so much opportunity in this industry. D.C. is a huge market, for example, but it has its own digging permit regulations. So we want to take it slow before we jump into that market. We're working now mostly in northern Virginia and want to grow slowly."

Slow but sure is the plan, shedding "startup" status by taking care of today and preparing for tomorrow. "I see us continuing to add more trucks each year and starting to look at increasing our hours. But taking our time. Not getting ahead of ourselves."

"I DID A LOT OF RESEARCH AND A LOT OF LEGWORK BEFORE I STARTED THIS BUSINESS AND THEN DECIDED TO DO IT. I HAD TO MUSTER UP A WHOLE LOT OF BRAVERY." Kristy Black

When Black launched the company, she did so cautiously, though confidently. Even so, on-the-job experience taught her a few things.

To enter the market, she bought two trucks with midsized air excavation units mounted. That was a reasonable approach, going neither too small (a trailered vac) nor too large (a full-sized, full capacity truck). Still, looking back, Black now says, "I would not have purchased the equipment, putting off that initial investment."

Consequently, when the company owner added three full-sized trucks during the first successful year of business, she went the rent-to-own route. "That has been much better for us." Lesson learned.

She also rues entering business at the beginning of winter with frozen ground and cold working temperatures posing seasonal challenges. Another speed bump had to do with the onset of the pandemic.

"In July of 2020, when I first infiltrated the industry, everyone thought COVID was beginning to go away. It didn't. People kept working from home

and so there was no networking going on. I depend on a lot of networking," Black says. "But there never is a perfect time to start a business. I would like to have started earlier in the year, but COVID delayed us. We couldn't keep waiting. At some point you just need to decide that you are going to do it."

The just-do-it philosophy successfully carried the company through the first year of business, with employees and management learning on the go. This included maintaining company machinery. While the company has a commercial yard where it parks its vac trucks, it does not yet have a maintenance facility.

"We do a lot of maintenance work in the yard," Black says. "We have learned to be really scrappy and innovative in figuring out how to do the little repairs and, sometimes, the big repairs, too."

Black has a business management degree, which she acknowledges is an advantage. Her former career in the nonprofit world also has proved advantageous, she says. "I took from my previous professional experience the skill of hiring people who work together well and have other people skills, and that translates into success no matter what the industry."

Nevertheless, she admits, she had to "reinvent" herself as she changed careers and started her business. "I did a lot of research and a lot of legwork



before I started this business and then decided to do it. I had to muster up a whole lot of bravery. I thought, I don't know if it's going to work and there probably are a lot of reasons I shouldn't do this, but I'm going to do it anyway. I'm really grateful that it is working."

Safety is important for the crew at Black Hydrovac. Whenever possible they'll find ways to work off the road along with high-visibility clothing.

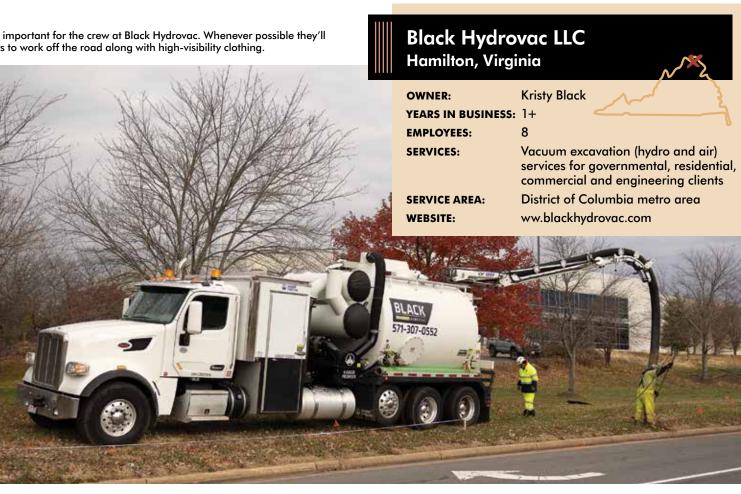
Lawrence Richey uses a digging wand while Annamarie Fagnani operates the boom with a remote, while Kristy Black looks on. Black says all of her crew members have bought into her can-do mindset when it comes to getting jobs completed.

EMERGING TECHNOLOGY

She cites the continuing need for companies to promote safety on excavation jobs, with many executives turning to vacuum digging as a safer recourse. Vac trucks are almost de rigueur for utility location, for example. "I know vac work is well established in some sectors of the industry, but some general construction contractors still are unfamiliar with it. I'm enjoying being part of a stillemerging technology."

The company is still emerging, too. Its first client was a site developer and Black Hydrovac still principally serves general construction contractors. Generally, the jobs are what Black describes as "day-today;" a contractor calls with vac work

needing to be done soon and the jobs take only one or two days. While company trucks are being kept busy with such work, the company owner is looking for opportunities with utility contractors that might provide longer-term projects and a steadier stream of revenue. (continued)



The bulk of Black Hydrovac jobs are hydroexcavations, rather than air vac work. "The hydro side has been very busy and continues to grow, but we haven't found the right clients for air excavation," Black says. Sewer and storm sewer clients also are on the yet-to-find list.

One of the more satisfying potholing jobs was on what Black describes as "a federal project. The interesting thing about it was that there was so much stuff in the ground. The more we potholed, the more stuff we uncovered that the contractor didn't know was there. We just kept uncovering surprises. It was a perfect application for the technology."

Black usually sends out two crew members on a call, which is somewhat unusual. She does it for safety reasons, she says, the vac work often being done apart from other construction activity at a job site. "Occasionally we'll send one person out with the truck, but only when they're going to be working

"I ACKNOWLEDGE THAT I DON'T KNOW HOW EVERYONE ELSE DOES IT, BUT HERE'S WHAT I'M GOING TO DO BECAUSE IT MAKES SENSE TO ME. WE'VE FOUND A LOT OF GOOD ANSWERS THAT WAY." Kristy Black directly with other contractors on the site."

PRACTICE MAKES PERFECT

The owner tries to visit every job site because she says such visits are "invaluable" to her as she brings along her company. "I learn so much when I'm out in the field."

One of Black's first hires was an experienced operator, who helped with initial training. As the year went along, Black relied more on training support from vac equipment manufacturers. "And we also practice," she

says. "When we have opportunity, we find an open space on a job site and I'll call up the contractor and say, 'Hey, can we come out to a corner of the site and practice?"

Black understands that being the new and small company in town is both a challenge and an opportunity. The 43-year-old owner says relationships are the key. "Everyone says that, I know, but it's so true. I have a lot of cheerleaders in business in this market. When I told people I was thinking about starting a company, I received an immense amount of encouragement. 'There's plenty of work to go around,' they'd say, and then help me get connected to people who might need my services."

Which is not to say she's succeeding on goodwill. "We do everything we can to provide top-notch service," she adds, "with a few little twists." One of them is the issuance of digital reports at the end of a day, summarizing work completed. "My clients really enjoy those."

She believes entering the industry without prior experience in the field has created some advantages for her.

"I am an outsider and I have to embrace that. I don't know all the established ways of doing things in this business," Black says. "I acknowledge that I don't know how everyone else does it, but here's what I'm going to do because it makes sense to me. We've found a lot of good answers that way." \checkmark



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Black Hydrovac field manager Pete Wright uses the digging wand of a KAISER PREMIER CV100T on a job site in Ashburn, Virginia, where the team is test pitting for utility location. Michael Stayert and Kristy Black discuss operations.

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Vacuum excavation is becoming one of the go-to methods for utility locating and avoiding damage to underground utilities.

DAMAGE MITIGATION IS A TEAM GAME, AND EVERYONE HAS THE SAME GOAL — KEEP PEOPLE SAFE ON THE JOB AND AVOID UNNECESSARY DOWNTIME.

A Team Effort

HOW UTILITY LOCATORS AND VACUUM EXCAVATORS WORK IN TANDEM TO SUPPORT DAMAGE MITIGATION

BY CHRIS THOMPSON AND RUDY CABELLO

oday's job sites are becoming increasingly more complex and congested. With a plethora of underground interferences, properly locating a job site is the most effective way for contractors to stay safe and successful. So, whose job is it? As the industry has evolved, damage mitigation has become a team effort with two parties playing key roles - utility locate professionals and vacuum excavation operators.

While locating has been the standard for avoiding underground utilities, vacuum excavation has quickly become an essential tool in the process. In fact, exposing utilities with a vacuum excavator is the most surefire way to prevent a utility strike or cross bore. But it's not one approach or the other. Using both methods can help keep people safe and minimize costly downtime.

SUCCESSFULLY LOCATING A UTILITY

The first step in any underground construction project should be to call 811 and have a utility locating professional come out to the job site to navigate the underground blueprint. From there, contractors can work to develop an educated construction plan.

When utility locate technician arrives, they'll use a locator to connect to each utility, find the correct frequency to send down the utility line and trace that signal through the ticketed area. The key to tracing the utility through the entire job site is identifying the right frequency to use. Each frequency level has different benefits, but the main challenge is the possibility of job site interference.

Interference refers to objects or sources that can disrupt or distort the frequency of a locator, making it more difficult to trace the utility and potentially leading to a mislocate. Interference can be both active and passive in nature. Active interference comes from sources that have their own electrical signal - such as underground fences or cable lines. Passive interference comes from sources without their own signal, like chain-link fences. A visual inspection of the job site can help locate technicians identify any signs of active or passive interference.

To find the correct frequency, locate technicians should start with the lowest possible frequency, usually between 263hz and 870hz, and move up to higher frequencies in small increments if they are unable to find the utility. While higher frequencies like 8.01khz are often easier to pick up by a locator - meaning it's usually easier and faster to complete a locate - they also run a higher risk of bleeding off onto sources of interference, which can lead to a mislocate.

Finding and following the best frequency will allow locate technicians to accurately trace and mark a utility, helping contractors better understand the job site and plan their construction path to mitigate damage.

EXPOSING UTILITIES TO SUPPORT DAMAGE PREVENTION

The next step in making educated decisions on underground construction job sites is to expose the utilities. When used in addition to utility locating, which gives contractors a readout of where utilities are, exposing a utility enables contractors to see it and ensure that they avoid it. There are three primary reasons contractors take the time to expose a utility, also called daylighting.



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- 1. If it's near another utility. A utility should always be exposed if it is near a new utility installation, even if the locate technician found the utility deeper or shallower than the level of construction.
- 2. If it's in the path of construction. It's important to expose any utilities that may veer into the path of construction. This is typically done by potholing when working parallel to a utility. While every municipality will have its own regulations on potholing, this technique helps contractors confirm that a utility's path is consistent. For example, if construction is 20 feet from a utility, a crew may pothole every 50 feet to confirm the locate.
- 3. To get visual confirmation. Visually confirming a locate is the most thorough way to avoid utility strikes or cross bores, which reduces the chance of costly and dangerous downtime.

Soft excavation methods are ideal for this, which is why vacuum excavation has become a popular way to expose utilities. To increase operator efficiency, it is essential that contractors keep their vacuum excavator nozzle 8 inches away from the utility to prevent equipment and utility damage. Air or water pressure should be kept below 3,000 psi and the nozzle should be constantly moving when excavating. This allows for the most efficient and safe excavation and will help contractors expose utilities more easily.



Using a utility locator along with vacuum excavation will help in avoiding damage to buried lines.

WHILE LOCATING HAS BEEN THE STANDARD FOR AVOIDING UNDERGROUND UTILITIES, VACUUM EXCAVATION HAS QUICKLY BECOME AN ESSENTIAL TOOL IN THE PROCESS.

demand for underground construction projects continues to increase, and more and more infrastructure gets put into the ground, it's important for all underground construction professionals to work together in lockstep.

Properly troubleshooting interference and finding the most accurate locate helps contractors better understand the job site and plan their construction path to mitigate damage. And properly exposing utilities is the best way for them to confirm there aren't any additional surprises. When the damage prevention duo comes together, utility locate professionals and vacuum excavation operators can support damage prevention, boost productivity and ensure the success of the job site.

ABOUT THE AUTHORS

Chris Thompson is the vacuum excavation product manager at Ditch Witch; and Rudy Cabello is the utility locating product manager at Subsite Electronics.

WORKING IN TANDEM

Damage mitigation is a team game, and everyone has the same goal — keep people safe on the job and avoid unnecessary downtime. However, as



Finding More Room

FOLLOW THIS ADVICE IF IT'S TIME TO CONSIDER BUYING A COMMERCIAL PROPERTY TO ALLOW YOUR UTILITY CONTRACTING BUSINESS ROOM TO GROW

BY JOAN KOEHNE

perating a business from a shop in your backyard and a home office may be practical for very small businesses. However, as a wastewater business grows, the need for space likely grows, too. Once a business starts hiring employees or adding services, it may be time to find a commercial facility.

Leasing a facility is a good option for many contractors, but nothing compares to having your own space. Owning a building allows you to renovate, expand and brand the facility to your liking. Additionally, buying a property adds an asset to the business. The property becomes part of the owner's and company's financial portfolio. Potentially, a facility can be part of the owner's retirement plan. Upon retirement, you can sell or lease the commercial property to a successor or another company.

GET SOME HELP

The first step to buying a commercial property is meeting with a banker or lender, says Nate Gamlin, broker-owner at Big Woods Realty in Wausaukee, Wisconsin.

"You don't want to spend a lot of time looking at properties that the bank isn't going to cover," he says. He recommends sitting down with a local banker to determine what's affordable and arrange financing, possibly through a U.S. Small Business Administration loan. When financing is set, it's time to work with a real estate agent who has experience in commercial property transactions.

Business owners may not have the time to research properties on the market, so that's where a real estate agent steps in. Through most real estate agencies, you can work with a buyer's agent who guides a buyer through the purchasing process and looks out for the buyer's best interests. "It doesn't cost the buyer anything extra," Gamlin says.

A buyer can set certain parameters related to price, size and location, so the agent can pre-qualify buildings to bring to a buyer's attention. Typically, a commercial building will have some combination of a showroom, conference room, individual offices or cubicles, a break room, restrooms and equipment/inventory space.

A contractor with trucks and heavy equipment will want additional amenities. For example, how important is it to park trucks and equipment indoors? The value of having them locked up, easily accessible for maintenance and protected from the elements, especially in the winter, is probably worth the investment. Getting into a nice, warm truck in the morning beats the alternative.

ZONING

Sheds, shops and outbuildings may also be must-have facilities for septic and drain companies. However, zoning ordinances may restrict the number and size of buildings on a property. Zoning ordinances can get in the way of purchasing a property if the intended use doesn't comply with zoning ordinances.

"Depending on where you want your business to be located, zoning can be a big issue. In larger municipalities, you're going to have very strict zoning," Gamlin says. This may be a particular challenge for companies that convey or store wastewater as part of their operations.

Generally speaking, commercial zones group similar businesses in one location. Commercial zones have accommodations for traffic flow, parking, signage and other business amenities.

"There are different levels of commercial use, and there could be a wide range they qualify for," Gamlin says. An unsuitable zoning ordinance doesn't necessarily kill the deal. A buyer can add a contingency clause to an offer to purchase, contingent upon the approval of a zoning change, variance or conditional use permit.

CONTINGENCY FORMS

Another factor to consider when buying a property is the potential for environmental hazards, like underground storage tanks or contaminated soil at the site.

"Anytime you're buying any property, but especially commercial property on busy roads, there's a potential for some hazards," Gamlin says. Environmental problems can be costly to correct and can reduce the value of the property when reselling. Gamlin recommends completing a standard environmental hazards contingency form when making an offer to purchase. That way, you can get out of the deal if there are hazards that require expensive or lengthy remediation.

Contingency forms also cover issues related to a property's title. An attorney or title company can determine whether something in the title could affect ownership for you or buyers in the future.

Issues with the property title may include:

- Easements: A legal right to cross or use a property for a specific purpose, like a utility company's easement to erect power poles.
- Encroachments: A neighbor's building, fence, tree or other fixture crosses the property line.
- **Claims against the property:** A tax lien or creditor's lien that needs to be settled before a property sells.
- **Private-use restrictions, also called covenants or agreements:** Examples are setbacks that regulate the minimum distance from the street, road or other structures; specific uses are prohibited; the building size and number of buildings are restricted.
- Past issues with the property's title.



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These issues aren't necessarily deal-breakers. However, it's important that buyers are aware of these legalities before closing on the sale.

"This sounds overwhelming," Gamlin admits. "Buyers think they have to figure out all of this stuff beforehand, but it's all right to make an offer assuming everything's OK and have time to get it checked out."

CHECK IT ALL OUT

When evaluating a property to purchase, Gamlin recommends checking it over inside and out.

"Sometimes you spend so much time looking at the building, but not the land," Gamlin says. You might miss the potholes in the parking lot or the small space to pile snow — hauling snow gets to be expensive. Snow removal, lawn mowing and landscaping expenses are easy to overlook when shopping for a commercial facility, yet they can add up quickly.

Other expenses are more obvious. Be sure to find out what the previous owner paid for property taxes and utilities. "Everybody's utility use is a little different," Gamlin says.

Location is another factor to consider. A busy street has the advantage of exposure. Signs and company trucks parked outside can capture the attention of passing traffic. However, a busy street might make it difficult for trucks to enter, back up, park or merge into traffic.

When evaluating properties, consider the value of a drive-through truck bay. Trucks enter through one door and exit through another, without having to back in and out. Convenient, safe and time-saving all at once. A drivethrough bay may not be feasible at the properties on the market, but there are alternatives.

800-253-5500 www.natvac.com

"Driveways and parking lots obviously are important parts of the business. You want traffic to flow, and you want it to be obvious where there's customer parking

and employee parking and a separate area for equipment," Gamlin says.

Any agreement to share a parking lot or driveway with a neighboring property needs to be detailed and understandable, he advises. "Nobody wants to argue with the neighbor."

Nobody wants to argue with tenants, either. While some commercial properties on the market are vacant, others are leased. Gamlin recommends reading the lease agreement and understanding the tenants' rights before placing an offer to purchase. Sharing the space may be beneficial, especially since rent payments can help cover the mortgage.

With any purchase, there will be trade-offs, but that's OK, Gamlin says. "Don't worry about having everything you want right away."

Companies can purchase a commercial building with a lot of potential, then renovate it to suit their needs. "You can always get a property with plenty of room for expansion. It's easier to add on than start at a new location."

Choosing a location depends upon what's available near your customer base, what's affordable, and what fits your business operations. No property will be perfect, but renovation or expansion can bring the property closer to your ideal facility. There's bound to be trade-offs, but purchasing an existing property typically is less expensive than building new.

Finding a commercial property that's right for you will take some time and research. Working with an experienced commercial real estate agent can simplify the process. Outgrowing your current space isn't such a bad problem to have, because it means the business is prospering. You're ready for a commercial facility that's bigger and better, signifying a bright future. \checkmark

Electronic Utility Locators

CUES AccuPoint

The CUES AccuPoint precision locator and transmitter features depth measurement, guidance mode and compass orientation to make sonde and line locates easier and safer. Locating and tracing CCTV inspection systems can present major difficulties. This can be made even worse in cases where a pipe has rubber seals, insulators or gaps between sections. These problems, if not overcome, can result in costly repairs, delays and in some instances personal injury. Sewer and storm industry sonde and line locator kits like the AccuPoint series were designed to address these issues. Ease of use is at the heart of the products, coupled with the accuracy, repeatability and reliability. 800-327-7791; www.cuesinc.com



RIDGID SeekTech Locator 18V Adaptor

The RIDGID SeekTech Locator 18V Adaptor is a flexible power option, attaching to the SeekTech SR-20, SR-24 and NaviTrack Scout to allow use with a RIDGID 18-volt battery. Compact in size — 3.7 by 2.9 by 5.1 inches – the adaptor is a versatile power option that can reduce long-term battery costs. It easily fits into



the alkaline battery cavity, providing convenience and flexibility. It also means fewer interruptions at the job site to increase productivity and profitability. 800-474-3443; www.ridgid.com

Subsite Electronics UtiliGuard 2

The UtiliGuard 2 from Subsite Electronics provides locate crews with integrated data capture, GPS positioning and an intuitive user interface to help operators improve work quality and maximize locate awareness. Operators get an in-depth understanding of locating activity by documenting locate accuracy and operations performance for more consistent results on job sites. The user interface offers simplified graphics that are easy and fast to interpret. Operators will notice an obvious change in screen layout when directly over



a utility locate, providing positive confirmation. These graphics deliver increased confidence, locate consistency and operational performance. The data automatically captured can be used by operators to quickly prove or track performance, compare with benchmarks and provide actionable outcomes to help increase quality and productivity while reducing cable strikes. In addition to data-logging capabilities, it is equipped with integrated GPS positioning, enabling crews to improve activity reporting.

800-846-2713; www.subsite.com

Vivax-Metrotech vLoc3 RTK-Pro

The vLoc3 RTK-Pro receiver from Vivax-Metrotech includes real-time kinematic GNSS accuracy. Using the internal cellular module with 4G LTE capabilities, the operator can connect to a NTRIP RTK caster that provides RTCM 3 corrections. By using these corrections, the operator can collect both utility location data along with the geographical location of the utility with survey-grade accuracy. It is designed for all operator levels with user-friendly and intuitive locate screens. Operators confirm the utility data with the press of a button and align the electronic spirit level to store the data.



Hydroexcavation Equipment

Dynablast HV420

Custom Dynablast HV420 hydrovac water heaters produce 420,000 Btu with an output temperature of 175 degrees F at 5 gpm, making them suitable for colder climates and improved digging in clay-filled areas. All models come with ETL certification for safety, which also includes certification on the coil for higher efficiency and heat transfer, a stainless steel target plate for increased coil life and momentary override control. They include



an Interpump Group T 2040 water pump package providing 10.5 gpm at 2,900 psi and 1,750 rpm, as well as a hydraulic package with a Sunfab 34 cc motor. All components are custom-mounted in a 24-by-24-inch cabinet. 905-867-4642; www.dynablast.ca

Easy-Kleen Pressure Systems Wildcat Heaters

Wildcat Heaters high-pressure, oil-fired hotwater/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

Enz USA Hydro X

The Hydro X nozzle from Enz USA is available in 3/8-inch NPT or 1/2-inch connecting threads, and it can function at up to 5,000 psi with flow as low as 8 gpm. It combines a powerful, oscillating water jet with a high debris removal rate. A tungsten carbide front jet ensures a longer life than ceramic jets can offer. For quick and



easy maintenance, a repair kit is available. Due to the nozzle's simplicity, repairs can be made quickly and efficiently in the field with little downtime. For the operator's safety, a plastic cover provides protection against harsh and sensitive environments.

888-369-8721; www.enz.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 telescop-



ing boom with a 14- to 17.5-foot reach, 4,000 cfm power and an inverted, fullopening tailgate.

888-442-7829; www.gapvax.com

Presvac Systems Hydrovac

The Presvac Systems Hydrovac is designed for versatility and coldweather operation with optional full compliance with U.S. Department of Transportation specifica-



tions 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 to minimize carryover. Modular filtration configured to blower size provides blower protection and minimal maintenance. 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**

Rival Hydrovac T7 Tandem and T10

The T7 Tandem from Rival Hydrovac was designed primarily to be a unit that could be loaded with debris and drive 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 weight prior to travel. The T10 is built with the same features and operating system, but with larger capacities and components. It is popular with clients who do both utility and industrial work. It is available in three chassis layouts to meet weight restrictions in a given area. An air compressor option allows for excavating with air when required, while a truck-mounted coring system allows for removal of hard surfaces prior to nondestructive excavating.

403-550-7997; www.rivalhydrovac.com

Super Products Mud Dog 700

Mud Dog 700 vacuum excavators from Super Products are designed for operator convenience and consistent performance to meet the challenges of applications from compact, urban projects to large-scale excavation. Units come standard as hydroex-



cavators with an optional air excavation package. They maximize legal payload, allowing operators to carry and accomplish more while still excavating safely in small work areas. The compact, versatile vacuum excavator features a 7-yard debris body and 600-gallon water tank. The unit comes standard as a dump body with an electric vibrator offering a 50-degree dump angle with the capability of dumping into a 48-inch container. Additionally, it is equipped with a rear-mounted, extendable, 8-inch-diameter boom that reaches 18 feet, has 270-degree rotation and pivots 10 degrees downward, which minimizes job site restoration and eliminates traffic congestion near roads. **800-837-9711; www.superproducts.com**

Tornado Global Hydrovacs F4 ECO-LITE

The F4 ECO-LITE 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 ECO-LITE 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

Transway Systems Terra-Vex HV38

The Transway Systems Terra-Vex HV38 has a 12-yard debris tank with onboard scales for efficient hauling and off-loading, and a 26-foot-by-8-inch tele-



scoping 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

TRUVAC FLXX

The TRUVAC FLXX is a vacuum excavator built to perform for utilities and contractors installing, replacing and repairing underground infrastructure, utilizing both air and hydroexcavation options for all conditions. This safe digging machine offers more power and maneuverability ideal in



tight urban settings where street excavation jobs can include supporting, repairing and installing a city's water, sewer, power and telecommunications infrastructure. Designed to maximize productivity on the job, it boasts the highest legal payload capacity in a midsize truck with a 10-cubic-yard debris body. In addition, it offers Park-n-Dig, an always-connected water source; safe and precise digging with the DigRight one-touch flow control technology; a water heater to dig in all types of weather/material conditions; a 22-foot boom reach with 340-degree rotation; and a DigFast option to maintain peak vacuuming performance and a clear airstream in the vacuum tube.

800-627-3171; www.truvac.com

Vac-Con Mudslinger MS800

The Mudslinger MS800 trailer-mounted hydrovac from Vac-Con encompasses the same power, suction and capacity of a truck hydroexcavator on a portable, pull-behind trailer. It includes the choice of tier 4 diesel or gas engine options providing up to



1,190 cfm and 16 inches Hg with a PD blower and 325 gallons of water. An 845-gallon debris tank allows operators to stay productive on the job site, while a 9-foot boom with 24 inches of hydraulic extension provides a full range of motion. It is designed to be a powerful standalone unit, but can also provide support to construction, HDD and public utility fleets. It's at home in a variety of applications including daylighting, potholing, culvert and manhole cleaning, and utility locating.

904-284-4200; www.vac-con.com

Vacall AllExcavate

High-pressure water and air jetting and standard intelligent controls, plus easy startup and operation, set Vacall AllExcavate machines apart. Water pumps generate 24.5 to 120 gpm and



pressures to 3,000 psi with optional air excavation at 185 cfm and dual psi of 110 and 150. The water system, wand, control panel, tools and worker apparel are protected in a heated compartment. Standard AllSmartFlow CAN bus intelligent control systems have a programmable LCD display that monitors engine, water and airflow and vacuum performance, allowing for precise boom and reel adjustments. Aluminum water tanks carry 1,000 to 1,300 gallons. Galvanized debris tanks have a supreme finish. Units use one engine to power the chassis and excavation functions, reducing serviced and operation costs. **800-382-8302; www.vacall.com** (continued)

Product Focus: UTILITY LOCATING AND SURVEYING

Vermeer VXT300

Vermeer's VXT300 truck vac is outfitted with an 8-cubic-yard spoil tank, 6-inch dig tube and the ability to carry up to 800 gallons of water so crews can maximize productivity on the job. It is one of the lightest truck vacs in its class and designed with a low overall height of 11.5 feet to efficiently transport spoils from the job site to the dumpsite. The vac truck is built on a Ken-



worth T370 truck chassis with a 350 hp diesel engine and a six-speed automatic 3,000 RDS Allison transmission. The truck's PTO drive powers its Roots 624 vacuum blower with a maximum flow of 3,500 cfm and maximum suction of 18 inches Hg. With a water pump capable of producing 10 gpm at 3,000 psi, the VXT300 delivers productivity on large jobs as well as when digging at deeper depths. In addition, this truck vac's PTO drive system allows the vac to keep running while repositioning the truck between holes, rather than requiring full machine shutdown, for optimal efficiency.

800-837-6337; www.vermeer.com

Leak Detection Equipment

Cherne Air-Loc Front Plugs

Cherne Air-Loc Front Plugs are leak locator plugs designed for line acceptance tests and leak location testing. The pneumatic pipe plugs are made out of natural rubber, enabling them to be used as blocking plugs by plugging the fill and read-back ports. Through optimized design, the product allows for improved



performance and safety with a premium aesthetic. The plug comes in an assortment of sizes and designs; all being lightweight, short and flexible. With eye bolts on each end, they are flexible and have easy-to-use quick disconnect hose connections. Ideal for both sewer air testing and leak location testing, there are precautionary steps that should be taken before using. **800-843-7584; www.cherneind.com**

Hurco Technologies Power Smoker 2

The Power Smoker 2 from Hurco Technologies quickly locates leaks in new and existing plumbing systems. The machine is connected to a clean-out, and smoke is sent through the system to reveal any problem areas. The system uses LiquiSmoke, a laboratory-tested safe smoke that costs cents per minute to use and has an



indefinite shelf life. When the test is complete, the smoke dissipates without leaving an odor or residue.

800-888-1436; www.hurcotech.com



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MyTana LD40 Leak Detector

The LD40 Leak Detector from MyTana has multiple frequency bands that home in on hard-to-find hissing, trickle or seeping sounds while filtering out background noises. It has an easy-to-understand, real-time visual response meter, enabling operators to



listen and watch for leaks. It can detect through any surface, as a probe unit detects leaks in overhead pipes, behind walls or tight spaces, making it suitable for use on vertical lines, slab leaks and irrigation leaks. It is powered by a rechargeable lithium-ion battery.

800-328-8170; www.mytana.com

Safety/Personal Protection Equipment

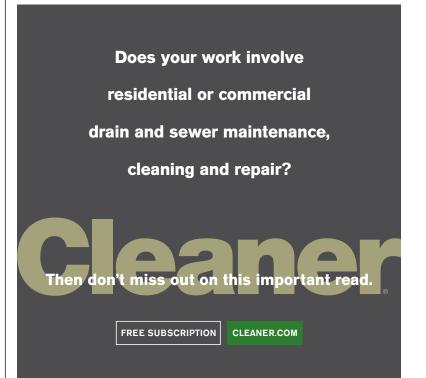
CrewPlex

CrewPlex is a hands-free communication solution to help crews overcome the challenges of continuous communication in environments where noise, distance and task complexity can affect safety and productivity. It enables the user to connect the entire vacuum truck, camera truck and support personnel team with one system. Users can talk and hear each other in realtime without delay and without voice triggering or pushing a button. Ideal audio quality provides better communication in all environments, espe-



cially in vacuum truck operations where noise levels can exceed 100 dB. Available connectivity to two-way radio systems keeps work groups in touch with a supervisor and extends the communication reach of an entire work team.

888-321-2739; www.crewplex.com **v**





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Trex Hydro Excavating

A love for dinosaurs inspired the name and logo for this hydroexcavation company based in Casper, Wyoming, and owned by Mary and Josh Henrie. The

couple's son, now 5, loved dinosaurs and whenever he saw one on TV or books, he would growl at it. As the two developed their company they decided to build the logo around their son's love for the extinct creatures. This hydrovac unit, manufactured by **Rebel Vac Systems**, is built on a Western Star DD16 chassis and has a 13.5-cubic-yard debris tank and a 2,350-gallon freshwater tank. The truck is equipped with a Pratisolli KT28 pump with KT22 head. This particular truck also had a sludge pump (Robuschi 145). Trex Hydro Excavating offers daylighting services, as well as soil trenching, debris removal, cold weather digging, industrial cleaning, spill cleanup and disposal, industrial debris removal for inspection and maintenance throughout Wyoming. For more information on Trex Hydro Excavating, go to www.trexhydro.com or www.facebook.com/trexhydro.



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Call for Abstracts

Submission Deadline: June 30, 2022

The North American Society for Trenchless Technology (NASTT) is now accepting abstracts for its 2023 No-Dig Show in Portland, OR at the Oregon Convention Center April 30 - May 4, 2023. Prospective authors are invited to submit a 250-word abstract outlining the scope of their paper and the principal points of benefit to the trenchless industry.

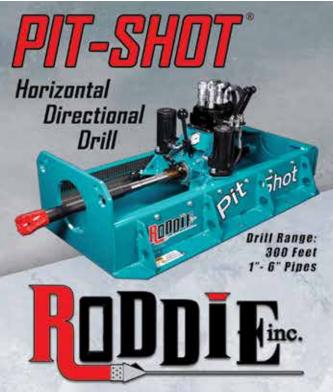
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nastt.org/no-dig-show





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Products







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2. Cat Pumps Hydroexcavating Pumps

Over 50 years' high-pressure pump manufacturing experience has earned Cat Pumps a reputation for producing the highest quality, longest lasting pumps in every marketplace it serves. Engineers at Cat Pumps designed models 2560 (16 gpm at 3,000 psi) and 2565 (20 gpm at 2,500 psi) to meet the hydroexcavating market needs. Constructed for continuous-duty applications, the 2560 and 2565 pumps are dependable, highquality products backed by world-class customer service, training and support. BH versions have a machined-bearing cover to mate with Cat Pump's 76SAEC.25FR hydraulic bell housing, allowing the 2560BH and 2565BH to be directly driven by an SAE C hydraulic motor. The compact direct drive allows for a space-saving footprint, and it's simple to install and maintain. **763-780-5440; www.catpumps.com**

3. Felling Trailers Air Tilt model trailer

The Felling Trailers' Air Tilt model has updates to increase ease of use and safety. The fixed approach ramp was extended in length from 14 to 22 inches. Extending the fixed approach ramp's length reduced the load angle by approximately 10 degrees, providing a better load angle with a more subtle break-over point. The new design also allows for the option of full-size oval recessed strobe lights. The Air Tilt's design utilizes air, powered from the tow vehicle, to tilt the trailer and optional ramps, eliminating the need for hydraulics. **800-245-2809; www.felling.com**

4. Vac-Con PRO hose reel

The PRO hose reel from Vac-Con offers 16 feet of traversing motion across the front of the machine and 180-degree articulation for 69.6 square feet of working coverage. With 115% more coverage than the standard Vac-Con articulating hose reel, this flexibility allows operators access to manhole and lift station locations without having to park the unit precisely over the job site. A front-mounted camera system and companion ARC visual screen provides 180 degrees of visibility to the driver in the cab with a generous range to park the unit and still have access to the manhole. Adjustable motions allow for any operator to comfortably use the system. The control panel features four rotational positions, an 8-inch vertical adjustment and an arm rest at the joystick. The PRO reel can accommodate up to 850 feet of 1-inch hose. **904-284-4200; www.vac-con.com**

5. Elastec DrumIt drum-filling vacuum head

Elastec's DrumIt is a drum-filling vacuum head with an automatic shut-off setup. Simply connect the DrumIt to any vacuum source, such as a vacuum truck, to intercept liquids or solids. DrumIt fills each drum to a consistent level every time. The lid assembly is constructed in stainless steel and fitted with 3-inch or 4-inch camlock coupling. It is suitable for U.S. standard 55-gallon open-top oil drum with an opening diameter of just under 24 inches. (Oil drum sold separately.) **618-382-2525; www.elastec.com**

6. Volvo's FH Electric truck

Volvo's FH Electric is a zero-exhaust emission vehicle with 490 kW of continuous power and a gross combination weight of 88,185 pounds. The truck exceeded its official range and used 50% less energy than its diesel counterpart (Volvo's FH) during a test on Germany's Green Truck Route, a 213-mile-long route that includes a variety of motorways, hilly terrains and tighter roads. The truck's average speed is 50 mph and had a tested one-charge total range of 214 miles. The tested FH truck can cover up to 310 miles during a normal workday, if a top-up charge is added. **336-393-2000; www.volvotrucks.us**

This Issue's Feature:

System offers auxiliary power on Ford Transit work trucks

BY CRAIG MANDLI

The Ford Transit is a stalwart of the commercial work truck industry. The versatile units are easily customizable, with thousands of add-ons and options available to make the vehicles in essence rolling, portable workshops for construction contractors.

The **Revolt** from **Boss Industries** takes advantage of all the things a contractor may like about the Transit, now allowing them to produce auxiliary power in stationary mode for contractors to perform the work they need to do. There are no batteries or additional engines to maintain. Simply park the work truck and engage the power switch like with any other PTO type of application, and the crew can be off to work with 6.0 kW of AC power available when they need it.

"The Revolt Power System for the Ford Transit is the only power solution for the Transit market that does not rely on any additional batteries," says Chuck Hamilton, director of marketing/military sales at Boss Industries. "It is a flexible power solution ideal for service trucks, construction service, utility service vehicles, food trucks, telecom/ fiber optics, film set vehicles including satellite news gathering, military applications, promotional vehicles and sewer camera inspection vehicles."

This system consists of a custom-built alternator powered through a high-performance invertor and then distributed through the Revolt's exclusive three-phase power panel. The power distribution panel consists of a 20-amp/240-volt twist connection, a 30-amp/120-volt twist connection and a 20-amp/115-volt outlet. Other configurations are available. Since the system mounts on the undercarriage of the Transit, it takes up no cargo space. It offers an ease of integration and operation, and flexible power output, with no additional batteries or engines required, making it ideal to be used with power equipment. The system is available with optional piston or rotary screw air compressors offering up to 30 cfm.

According to Hamilton, the Revolt System has been in development for more than five years and has been used by many industries in Europe.



"With the constant fluctuation in the batterypowered vehicle market and the life span of the batteries, a convenient, consistent alternative power source is the ideal solution for the utility and work truck industry," he says. "The feedback on the system has been nothing but outstanding, and we are excited for the future on how far we can take the Revolt into other markets as well!"

800-635-6587; www.bossair.com

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Email your materials to editor@digdifferent.com PLEASE LIMIT YOUR SUBMISSION TO ONE RIG ONLY

Do you have a really cool-looking rig, directional drill, excavator or work truck with all the bells and whistles? We'd like to feature it!

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. We look forward to bearing from you!



Happenings

CALENDAR

May 10-11

National Utility Contractors Association (NUCA) of Iowa Contractor Conference & Convention, Downtown Des Moines Marriott, Des Moines, Iowa. Visit www.nucaofiowa.com.

June 5-8

Electric Utility Fleet Managers Conference (EUFMC),

Williamsburg Lodge and Conference Center, Williamsburg, Virginia. Visit www.eufmc.com.

June 19-22

North American Tunneling Conference (NAT), Pennsylvania Convention Center, Philadelphia. Visit natconference.com.

June 27-29

Safety 2022 Professional Development Conference & Exposition, McCormick Place, Chicago. Visit safety.assp.org.

Sept. 12-14

Breakthroughs in Tunneling Short Course, University of Denver – Joy Burns Center, Denver. Visit tunnelingshortcourse.com.

Oct. 8-12

95th Annual Technical Exhibition and Conference (WEFTEC), New Orleans Morial Convention Center, New Orleans. Visit www.weftec.org.

Nov. 2-41

Tunneling Association of Canada (TAC) 2022 Conference, Fairmont Hotel Vancouver, Vancouver, British Columbia. Visit tunnelcanada.ca.

Nov. 15-16

Pipeline Leadership Conference, The Embassy Suites, The Woodlands/Hughes Landing, Houston. Visit plconference.com.



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THE LATEST: News

Curry Supply completes expansion, relocation

Curry Supply announced the relocation of its main manufacturing facility from its current location in Martinsburg, Pennsylvania, to Hollidaysburg, Pennsylvania. The move to 1477 DeGol



Industrial Drive was completed in January. Additionally, several Curry Supply administrative personnel from departments such as sales, marketing, finance, information technology and human resources will relocate to a new corporate office facility located in nearby Altoona, Pennsylvania. The building will have shared office space for Curry Supply sister companies, including Curry Rail Services and Curry Fluid Power. Contact information remains the same before, during and after the relocations.

Vermeer Southeast promotes Scott Coley to CEO

Vermeer Southeast promoted

Scott Coley to CEO, succeeding Kris DenBesten, who will continue to serve as chairman of the company's board of directors. Coley grew through leadership roles in



Scott Coley

the organization and was named president in 2019, responsible for dayto-day management decisions and strategies. He has over 22 years with Vermeer Southeast and 30 years in the construction equipment industry.

Yanmar Compact Equipment honors dealers of the year

Yanmar Compact Equipment recognized Vermeer Midwest as its 2021 Multi-Location Dealer of the Year and Meridian Utility Equipment Sales as its 2021 Single-Location Dealer of the Year. Maintaining solid customer relationships despite challenging market conditions, Vermeer Midwest has represented Yanmar for over 15 years. Meridian Utility Equipment Sales has been a Yanmar CE partner for more than 12 years and has built a significant customer base.

Virginia Rubber Corp. Founder Harry Ronald Selfe Dies at 86

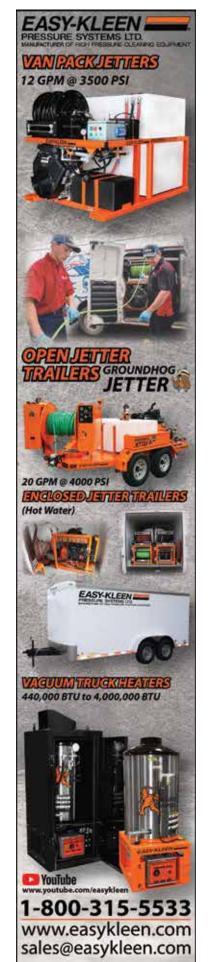
Harry Ronald Selfe of Clifton, Virginia, founder of Virginia Rubber Corp., died at Arden Courts Memory Care unit Jan. 14, 2022, at the age of 86.

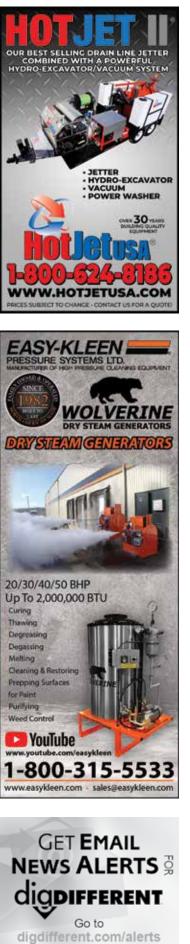
Selfe began his career in the industry as a salesman at Industrial Rubber in Maryland. In June of 1974, he left Industrial Rubber to form Virginia Rubber Corp., selling industrial hose and supplies. Working with two salesmen, he grew the business and interacted with many vendors, creating long-lasting relationships that survive today.

When his son Ron took over in 2007, Selfe came to work daily, attending the pumper trade shows and meeting with vendors. As his memory declined and the business grew, he would still come to work daily, helping out as best he could. Cars and biking were his passions and he spent much of his time with his beloved employees talking about them.

He is survived by his wife Judy, sons Ron and Brian, Brian's wife Andy, and granddaughter Tori. ▼

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Mike Morehouse, Owner Davids Hydro Vac <u>White</u> Bear Lake, Minn.



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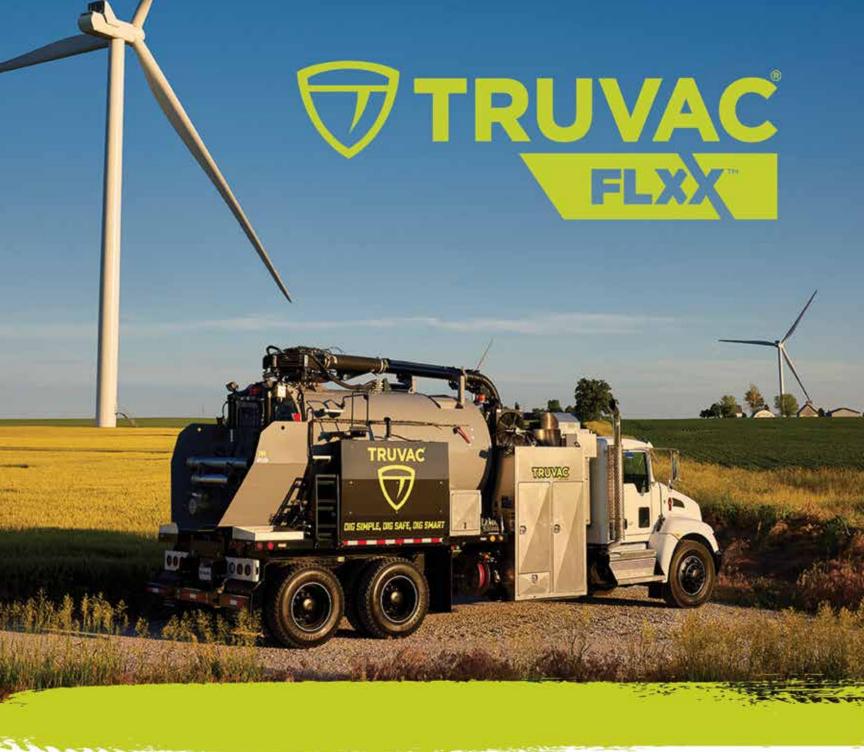
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