

digDIFFERENT

digdifferent.com SEPTEMBER/OCTOBER 2022

Think outside the bucket

TECH PERSPECTIVE:

USING TECHNOLOGY
TO HELP KEEP YOUR
TRADITIONAL DIG
ON TARGET

22

Steve Taube
Operator
Schlomka's Vac Truck Service Inc.

DIVERSITY EMERGES FROM ADVERSITY

Minnesota company bounces
back after learning some tough lessons

12

SHOP TALK:

KEYS TO SELECTING THE
RIGHT TRAILER FOR YOUR
EQUIPMENT HAULING

18

Quality That Keeps You Running

Reliable and Trusted Operation

When you're in the field, the last thing you can afford is the downtime caused by equipment failure. That's why hydro excavation and sewer jetting professionals invest in Cat Pumps when non-stop productivity is essential. With flows up to 65 gpm and pressures up to 6,000 psi, and the ability to be belt or direct-driven, Cat Pumps has a pump to fit most any high-pressure mobile application or installation.



660
10 GPM to 3000 PSI



2560/2560BH
16 GPM at 3000 PSI

2565/2565BH
25 GPM at 2500 PSI



3560
20 GPM to 4000 PSI
25 GPM to 3000 PSI

Cat Pumps is Performance You Can Count On.

(763) 780-5440 | info@catpumps.com | www.catpumps.com

© 2022 Cat Pumps. All Rights Reserved. 22036 2/22



THE RIVAL “ALL-IN-ONE VAC TRUCK”



EQUIPPED WITH SUBSITE PIPE & CABLE LOCATORS FOR “PRECISE” POTHOLE AND UTILITY LOCATES. TWO PERSON OPERATION CAN OUTDO THE WORK OF MULTIPLE TRUCKS, AIR COMPRESSOR AND MINI EXCAVATORS.

FEATURES:

- COMPACTION TOOLS
- FASTER
- EFFICIENT
- HYDRO EXCAVATION
- AIR EXCAVATION
- HYDRAULIC JACKHAMMERS
- SOFT DIG, WET OR DRY
- FULLY TRAVERSING, BUMPER MOUNTED, ASPHALT OR CONCRETE, CORING UNIT
- STREET LEGAL FULLY LOADED 7 YARD CAPACITY

PERFECT FOR:

- DAYLIGHTING
- POTHOLING
- POLE REPLACEMENT



CALL FOR DEMO TODAY!
800-350-2595

DITCHWITCHWEST.COM

Contents

SEPTEMBER/OCTOBER 2022

Think outside the bucket

digDIFFERENT

FOCUS: Excavation Equipment and Attachments, Trenching, Communications Equipment and Systems



COVER STORY

12 **PROFILE: VACUUM EXCAVATION Diversity Emerges From Adversity**

Catastrophic client loss spurs company's rebirth as a stronger, more resilient business.

By Ken Wysocky

ON THE COVER:

Schlomka's Vac Truck Service operator Steve Taube uses the digging wand and tube from the RAMVAC HX-12 hydroexcavator to demonstrate utility locating near the company's headquarters in Inver Grove Heights, Minnesota. The company offers hydroexcavation, industrial dry and wet vacuum services, and sewer line cleaning throughout Minnesota. (Photography by Caroline Yang)

FEATURES

26 **PRODUCT FOCUS: Excavation Equipment and Attachments, Trenching, Communications Equipment and Systems**

By Craig Mandli

22 **TECH PERSPECTIVE: Digging Better**

Several tech innovations have been created to help excavator contractors dig faster, easier and more safely.

By CONEXPO-CON/AGG

24 **SMART BUSINESS: A Seller's Market**

The time is right to offload those used trucks and excavators, the experts say. But first, determine if you need a professional appraisal.

By Joan Koehne

COLUMNS

8 **BELOW THE SURFACE: Facing Adversity With Calm**

When faced with adversity, it's best to stay calm and work with your team to push through.

By Cory Dellenbach, Editor

18 **SHOP TALK: Five Trailer Sizing Tips for Excavators**

Contractors need to take into consideration everything from equipment weight to configuration and capacity when selecting the right trailer.

By Troy Geisler

IN EVERY ISSUE

10 **@digdifferent.com**

Visit daily for new and exclusive content.

30 **The Latest: Products**

This Issue's Feature: Vacuum trailer designed for use in remote locales

By Tim Dobbins

32 **The Latest: News**

34 **Happenings**

NEXT ISSUE: November/December 2022

FOCUS: Annual Buyers Guide

- Profile: Complete Underground LLC (Midlothian, Virginia)

MORE



MORE CHOICES

How big is your job?

Small job. Big job. Or just a regular-sized job. If your job site is underground, we've got a vacuum excavator that'll likely fit just right. From compact, maneuverable trailer vacs to huge high-capacity truck vacs, we're committed to bringing you the widest range of vacuum excavators around. When options matter, Vermeer is your underground headquarters.

vermeer.com/MORE

EQUIPPED TO DO MORE.®

Vermeer®





WE ARE HERE FOR YOU

Since 1917, BITCO has provided customized insurance programs and services to support the backbone of the American economy. We've protected our customers through the ups and downs of the American economy for over a century.

Looking for a carrier who values long-term relationships, understands your business, and affords you the peace of mind that comes from placing your insurance with a company that is part of one of America's 50 largest shareholder-owned insurance related businesses? Look no further.

We are committed to you and are here for the long run. Visit BITCO.com to learn more and find a specialist agent near you.

1-800-475-4477
BITCO.com











Home Office	Regional Offices	Branch Offices	Service Office	Service Locations
Davenport	Atlanta Dallas Pasadena	Charlotte Denver Des Moines Indianapolis Little Rock San Antonio St. Louis	Nashville	Milwaukee New Orleans New York, NY Oklahoma City Pittsburgh Portland

All programs may not be available in all states.

Insurance contracts are underwritten and issued by one or more of the following: BITCO General Insurance Corporation and BITCO National Insurance Company (domiciled in Iowa), rated A+ (Superior) by A.M. Best, A2 Stable by Moody's, and A+ Strong by Standard and Poor's.



Advertiser Index September/October 2022

Bitco Insurance Companies	6		RODDIE, Inc.	29, 31
			Sonetics	11
Cat Pumps	2	Tellus Underground Technology ..		7
CrewPlex	25		TRUVAC by Vactor Manufacturing, Inc. ...	back cover
Ditch Witch West	3	United Rentals, Inc.		9
		Vanair		23
GapVax, Inc.	35	Vermeer		5
Infrastructure Resources	17, 33	WJTA		19
JDC - Jack Doheny Company	29	WWETT Show		21
		Marketplace		32
Milwaukee Rubber Products, Inc.	31			
				
National Vacuum Equipment, Inc.	20			
				
Rival Hydrovac Inc.	3			



facebook.com/DigDifferent
twitter.com/DigDifferent
linkedin.com/company/dig-different-magazine



Published nine times yearly by COLE Publishing, Inc.
P.O. Box 220, Three Lakes, WI 54562

In U.S. or Canada call toll free 800-257-7222
Mon.-Fri., 7:30 a.m.-5 p.m. CST

Website: www.digdifferent.com / Email: info@digdifferent.com / Fax: 715-350-8456

SUBSCRIPTION INFORMATION: A one year (9 issues) subscription to Dig Different™ in the United States, Canada and Mexico is FREE to qualified subscribers. A qualified subscriber is any individual or company in the United States or Canada that partakes in excavation, tunneling, boring, trenching, pipeline rehabilitation, relining or bursting — including manufacturers, dealers, and service companies. Nonqualified subscriptions are available at a cost of \$60 per year in the United States and Canada/Mexico and \$80 per year/\$150 for two years to all other foreign countries. To subscribe, visit www.digdifferent.com or call 800-257-7222.

ADDRESS CHANGES: Submit to Dig Different, P.O. Box 220, Three Lakes, WI 54562; call 800-257-7222; or email holly.gensler@colepublishing.com. Include both old and new addresses.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact holly.gensler@colepublishing.com.

ADVERTISING RATES: Call Tim Krueger at 715-550-4402 or email tim.krueger@colepublishing.com. Publisher reserves the right to reject advertising which it considers misleading, unfair or incompatible with the character of the publication.



Tim Krueger

EDITORIAL CORRESPONDENCE: Address to Editor, Dig Different, P.O. Box 220, Three Lakes, WI 54562 or email editor@digdifferent.com.

REPRINTS AND BACK ISSUES: Visit www.digdifferent.com for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 or email jeff.lane@colepublishing.com. To order back issues, call Holly at 800-257-7222 or email holly.gensler@colepublishing.com.

CONTROLLED CIRCULATION: 20,000 copies, nine times yearly.

© 2022 COLE PUBLISHING INC.

No part may be reproduced without permission of publisher.

Rethink the way you locate
underground utilities.

POWERFUL LIGHTWEIGHT DESIGNS WITH
4-WHEEL DRIVE CAPABILITIES

TAKE A FRESH LOOK AT VACUUM EXCAVATION



COST EFFECTIVENESS IN THE PERFORMANCE OF
UTILITY LOCATING PROJECTS IS NOT ACHIEVED
BY USING THE BIGGEST EQUIPMENT. IT IS
ACHIEVED BY PERFORMING THE WORK USING
TRAINED PROFESSIONALS THAT ARE USING
THOUGHTFULLY DESIGNED EQUIPMENT

TELLUS
UNDERGROUND TECHNOLOGIES, INC.

570.234.0325

www.TellusUnderground.com

Facing Adversity With Calm

WHEN FACED WITH ADVERSITY, IT'S BEST TO STAY CALM AND WORK WITH YOUR TEAM TO PUSH THROUGH

BY CORY DELLENBACH, EDITOR

At one point you will face adversity. It happens to everyone at some point in their personal or work life and there is no avoiding it. You just need to face it head-on.

When faced with adversity — or a crisis — it's hard to imagine the experience could eventually lead to growth. Resilience is built from adversity and having that challenge will show you how you can deal with it if it happens again.

The team at Schlomka's Vac Truck Services in Inver Grove Heights, Minnesota, learned what they could do when faced with a crisis. As you'll read in this issue's profile, the company fell into some hard times in 2016 when they were banking on just one

customer and that customer stopped using them.

You'll read about what happened to Schlomka's, how they bounced back from that adversity and what it has done for them since then. Spoiler alert, it made the company stronger in the long run.

WHAT YOU LEARN

Fighting through and overcoming a crisis like Schlomka's faced in 2016 can help build a stronger company because you know what you and your team are capable of. You know what stresses can be handled and what cannot be, and you learn from that.

One of the first things you learn is that you need to go back to the basics. You need to devote your resources to what you are currently doing and what works the most, and not to starting something new. If you need to cut expenses, review your business activities and pare down to what is most needed for the coming months.

When Schlomka faced its crisis, they had to quickly adapt to finding new customers. That might be something you need to do as well. Either reconnect with your current customers or seek out new ones. Communicate with how much you value them.

Working with current or new customers can be tricky. You need to understand that they can be under stress also, so be patient and empathetic with them. The important thing here is to communicate frequently.

RENEWING MOTIVATION

When facing adversity it can also affect the crew that work under you or with you. You need to be aware of that as well and address it if you see it happening.

Layoffs might be needed and it is important to be open and communicate with all employees with things like that need to happen in order to find your way out of the crisis.

Help the employees see the positive impact of what could happen as you come out of the adversity. Make sure the employees know the value of their work and how vital they are in the company making it through the struggle.

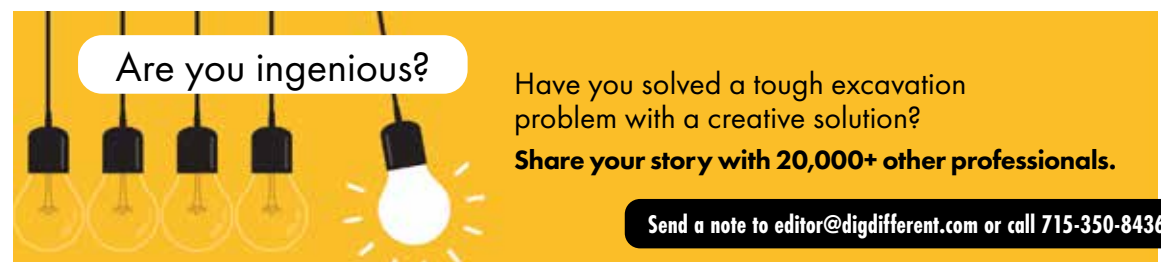
This could also be a chance to discover new leaders within the organization. Your company could face new tasks because of the crisis and new project might be needed. Put employees with leadership potential in charge of some of these projects and let them show you what they can do.

WHAT HAS HELPED YOU?

Has your company fought through some adversity or crisis? What did you learn from it and what made your company better? Email me at editor@digdifferent.com and tell me your story.

Enjoy this issue! ▼

WHEN FACED WITH ADVERSITY — OR A CRISIS — IT'S HARD TO IMAGINE THE EXPERIENCE COULD EVENTUALLY LEAD TO GROWTH. **RESILIENCE IS BUILT FROM ADVERSITY** AND HAVING THAT CHALLENGE WILL SHOW YOU HOW YOU CAN DEAL WITH IT IF IT HAPPENS AGAIN.



Are you ingenious?

Have you solved a tough excavation problem with a creative solution?

Share your story with 20,000+ other professionals.

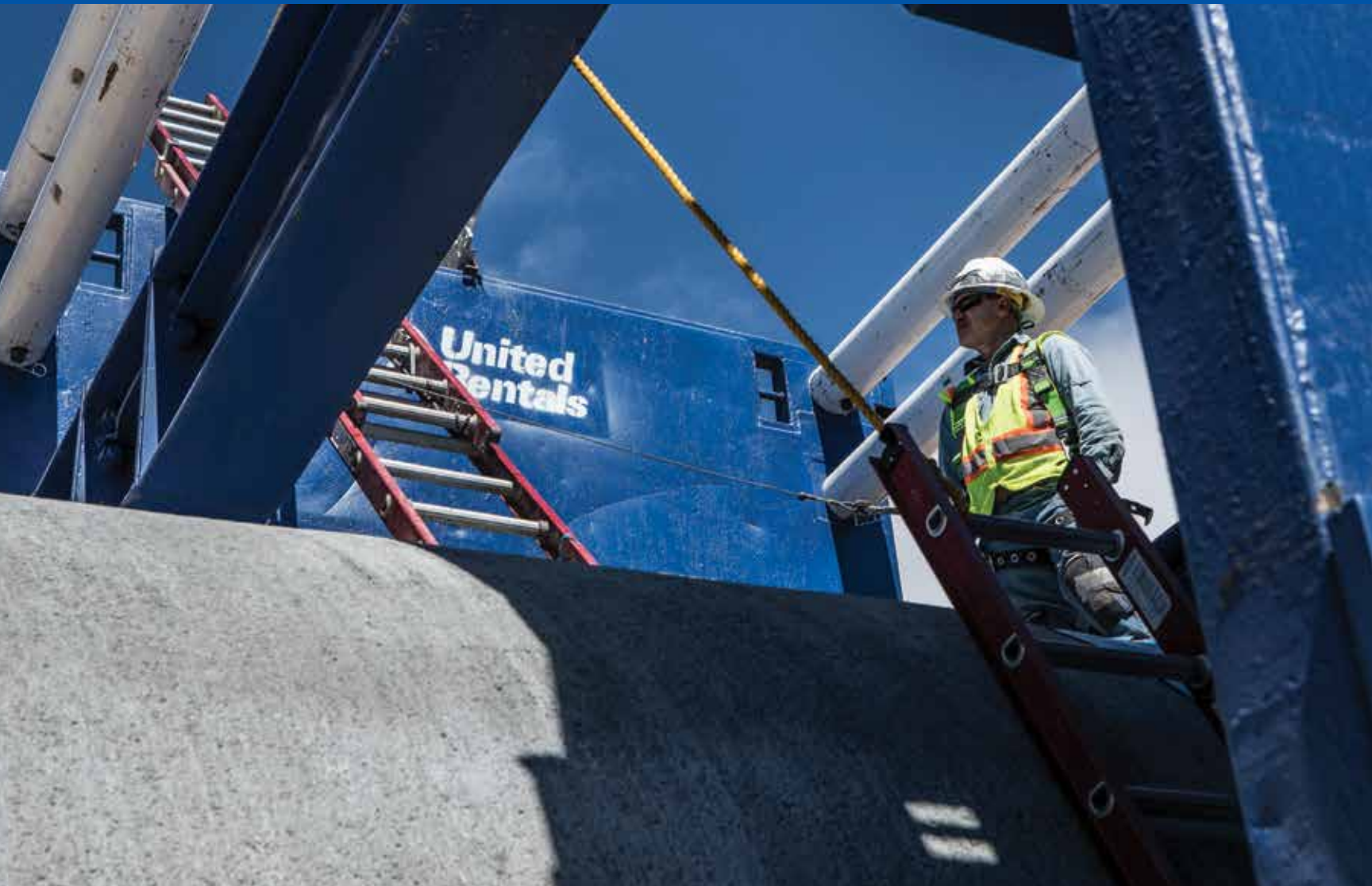
Send a note to editor@digdifferent.com or call 715-350-8436



Safety Powered by Productivity

United Rentals Trench Safety is the largest provider of underground protective systems in North America with 92 trench safety stores. Our dedicated engineering department, industry-leading safety trainers, digital solutions like Total Control® and 24/7 support can help your site stay safe without sacrificing efficiency.

Call **800.UR.RENTS** or visit **[UnitedRentals.com/TrenchSafety](https://www.unitedrentals.com/TrenchSafety)**





LOOK OUT

4 Work Zone Safety Tips

One of the biggest threats to crews working on or near a roadway is a vehicle crashing into the work zone. In this online exclusive, two utility companies recognized for outstanding safety discuss how they manage this risk.

digdifferent.com/featured

OVERHEARD ONLINE

“WHEN HIGH-PERFORMING EMPLOYEES SUDDENLY STOP PERFORMING, MANAGERS TEND TO THINK THEY’RE JUST UNDERPERFORMING WHEN THEY’RE ACTUALLY BURNING OUT.”

Prevent Employee Burnout
digdifferent.com/featured



VIDEO

Traditional Hard Hats vs. Safety Helmets

There’s no argument that a hard hat is essential on a construction job site, but should you or your crew members be upgrading to safety helmets instead? Check out this video for an explanation of the benefits of making the switch.

digdifferent.com/featured



TRENCHLESS SOLUTIONS

Culvert Rehab With No Road or Headwall Replacement

Replacing rusted-out culverts can be quite a project. There’s the excavation. Then demolishing and rebuilding any headwalls. Major traffic disruptions. Possibly replacing nearby sidewalks and pavement damaged by the work. Read about the trenchless solution Tennessee-based C. K. Masonry Co. uses for such projects.

digdifferent.com/featured

Sonetics[®]

**AVOID MISCOMMUNICATION
& INCREASE SAFETY
AROUND HEAVY EQUIPMENT**



Tackle the Challenges of Unexpected Distractions and Frequent Noise

Learn how your team can stay focused, connected and aware of danger at
sonetics.com/prevent-miscommunication

VACUUM
EXCAVATION

Profile



DIVERSITY EMERGES FROM ADVERSITY

**CATASTROPHIC CLIENT LOSS SPURS COMPANY'S REBIRTH
AS A STRONGER, MORE RESILIENT BUSINESS**

STORY: KEN WYSOCKY PHOTOS: CAROLINE YANG



During the course of nearly five decades, Donny Schlomka successfully grew Schlomka's Vac Truck Service into a thriving company, built on an unusual, all-eggs-in-one-basket business strategy that centered on catering primarily to one client — a local oil refinery.

Based in Inver Grove Heights, just south of St. Paul, Minnesota, the business eventually owned 30 vacuum trucks and employed about 25 people, with most of the workers and equipment devoted to servicing the refinery.

The symbiotic relationship between the two companies appeared to be rock solid — until it wasn't.

The successful run ended unexpectedly in late 2016 when refinery officials told Schlomka, who at the time co-owned the business with his wife, Susan, they wouldn't renew the company's service contract. The reason? It didn't offer enough services, says Amber Worthington, who co-owns the company with her brother, Danny Schlomka, and their parents, Donny and Susan Schlomka.

"It was risky to have all our eggs in one basket," Worthington says. "And that basket tipped over on Dec. 1, 2016, the day our contract with the refinery ended."

The client loss was devastating to members of the Schlomka family, several of whom operate other businesses in the Minneapolis-St. Paul metro area, as well as the company's employees, she says.

"We basically lost 90% of our work in one day," says Worthington. "We didn't know if we should keep going or close down."

Eventually the family opted to do the former. And the ensuing experience offers a valuable lesson for other contractors about the benefits of developing a diverse customer base — and the value of the grit and determination required to rebuild and keep a fourth-generation, family-owned company in business.

NEVER SAW IT COMING

Losing the client was even more crushing because the Schlomkas had no inkling anything was wrong.

"The refinery used our services for 48 years, which made us feel very secure," Worthington notes. "If they called my dad at 2 a.m. because they needed something, he'd be there in 20 minutes. He literally gave everything to that customer.

"We didn't see it coming," she adds. "But at the end of the day, it's a business and there's always risks."

Job one was deciding whether to liquidate the company or rebuild it virtually from scratch. The family decided to keep going, she says.

"Dad would've been pretty devastated to see things end this way," Worthington explains. "And since we (Worthington and Danny Schlomka) are the fourth generation, we decided we had to keep going."

Donny Schlomka wholeheartedly agreed, but with one caveat: It was the children's turn to run the company.

"He told us he was willing to help out when and where needed, but he wanted to take a back-row seat," she says.

HEART-BREAKING PROCESS

Rebuilding required some gut-wrenching moves. For starters, the company had to cut ties with about 15 employees, while four more left on their own because of the uncertainty surrounding the company's future. Some employees had to relocate to get new jobs, she says, but others were rehired when business stabilized.

Furthermore, the business sold about half of its fleet of trucks, many of which were specialized vehicles aimed at serving the refinery's specific needs.

Today, the company owns four hydroexcavation trucks: two Vactor HXX built on Peterbilt and Kenworth chassis and featuring 12-cubic-yard debris tanks, 1,200-gallon water tanks, water pumps from CAT Pumps and blowers manufactured by Ingersoll Rand; and two RAMVAC units from Sewer Equipment, built on Kenworth chassis with 12-cubic-yard debris tanks and 1,300-gallon water tanks.

"IT WAS RISKY TO HAVE ALL OUR EGGS IN ONE BASKET. AND THAT BASKET TIPPED OVER ON DEC. 1, 2016, THE DAY OUR CONTRACT WITH THE REFINERY ENDED."

Amber Worthington



Schlomka's Vac Truck Service co-owners Amber Worthington and Donny Schlomka stand in front of the company's RAMVAC HX-12 vacuum excavator (Sewer Equipment) at the company yard in Inver Grove Heights, Minnesota.

Schlomka's Vac Truck Service Inc. Inver Grove Heights, Minnesota

- OWNERS:** Donny and Susan Schlomka, Amber Worthington and Danny Schlomka
- FOUNDED:** 2000
- EMPLOYEES:** 15
- SERVICES:** Hydroexcavation, industrial dry and wet vacuum services, sewer line cleaning
- SERVICE AREA:** Minnesota
- WEBSITE:** www.svtsinc.com



Operator Steve Taube demonstrates how they dig a hold using one of Schlomka Vac Truck Service's RAMVAC HX-12 vacuum excavators.

"THE BEST WAY TO ADVERTISE AND MARKET YOURSELF IS TO DO A GOOD JOB. WE NEVER HAD TO HIRE A SALESPERSON — OUR EMPLOYEES ARE OUR BEST SALESPEOPLE."

Amber Worthington



The team at Schlomka's Vac Truck Service includes, from left, Nick Brown, project manager; Dave Jenson, foreman, Donny Schlomka and Susan Schlomka, co-owners; and Amber Worthington, co-owner. In front are Chase, Taylor and Austin Worthington.

The trucks are used to do excavating for construction and pipeline companies, clean municipal sewers/catch basins/lift stations and handle chemical spills and other work related to environmental cleanup.

The company also owns two Guzzler Classic wet-dry vacuum trucks made by Guzzler Mfg. (a subsidiary of Federal Signal Corp.) and primarily used to serve industrial, wastewater and agricultural customers. Built on Kenworth chassis, the units feature 12-cubic-yard debris tanks and Hibon blowers built.

In addition, the business has invested in seven 3,000-gallon liquid vacuum trucks, built on Peterbilt chassis and equipped with vacuum pumps built by Fruitland Mfg. They're used mostly for maintaining stations and tanks owned by pipeline companies.

The company also owns two 5,000-gallon vacuum trucks that feature 5,000-gallon tanks and vacuum pumps from National Vacuum Equipment. They're primarily used to collect and carry leachate wastewater from landfills, haul dairy byproducts and handle work at wastewater treatment plants.



Schlomka's learned of the relevance of their name and its good business reputation in the industry after pursuing work following the loss of their primary client.

Schlomka's uses two water-jetting trucks, one from Sewer Equipment Co. on a 2022 Kenworth T370 and another a 2003 International chassis. Each truck features a 1,300-gallon water tank and a Giant triplex water pump (80 gpm at 2,500 psi). The company uses nozzles from Hydra-Flex.

An Aries crawler camera system and a 9,500-gallon tanker trailer made by Polar Tank Trailer round out the equipment fleet.

AIDED BY REPUTATION

The company makeover was challenging. One of the first tasks was getting the word out about the company's revival, mostly by knocking on doors of prospective customers and talking to contractors they'd worked with at the refinery.

"It was important to reach out to companies because when we lost the refinery contract, a lot of people assumed we had closed up shop," she says. "Word spread pretty quickly among the contractors we used to work with at the refinery."

In addition, the company leveraged another asset: the good business reputation her father built, as well as the reputation of other family members that run well-known and long-standing businesses under the Schlomka name in sectors like portable sanitation, septic tank pumping and industrial cleaning. (The company's roots stem from a cesspool-cleaning business started in 1939 by Worthington's great-grandfather, Carl "Henry" Schlomka, and his brother, Ray.)

"I didn't realize how relevant our name was in the industry until we got outside of the refinery," Worthington says. "I was concerned that nobody knew about us."

"But once we started knocking on doors, and with no advertising except through Facebook, calls just started coming in," she continues. "People seemed to appreciate our knowledge of the industry."

Word-of-mouth referrals has the company's best form of advertising, Worthington adds.

"The best way to advertise and market yourself is to do a good job. We never had to hire a salesperson — our employees are our best salespeople."

Worthington also notes it helped that the company never took an aggressive approach to attracting customers.

"We never went to a customer and said, 'We want all your work,'" she explains. "Instead, we just asked for a piece of the work so we could prove our capabilities. And if it grew organically from there, that's awesome."

Resume Building: Company Develops Reputation for Taking On Tough Jobs

About five years ago, Schlomka's Vac Truck Service tackled an unusually challenging job at a solar-energy farm in Pine Island, a small town near the southeastern corner of Minnesota, about 60 miles southeast of Minneapolis.

The problem: Improperly installed electrical lines connecting hundreds of solar panels. The job: Expose a significant number of lines so they could be inspected and repaired. The challenge: Some of the work was up to 700 feet away from the closest point the company's hydroexcavation trucks could access.

"That was a long pull, using a combination of pipe and hose because the trucks couldn't fit between the solar panels," explains Amber Worthington, a co-owner of the company, based in Inver Grove Heights, just south of St. Paul. That was a long pull, uncovering electrical lines because they weren't installed properly. "Anyone that does hydrovac work will tell you that remote, long-distance jobs like this are no fun because you lose water and vacuum pressure."

The job took about a month, with two Vactor HXX hydroexcavation trucks working simultaneously.

"It was a very slow process," Worthington says. "The crew would expose some of the line, then disconnect and move to the next point, reconnect and expose more line."

The company brought along a trailer-load of pipe to keep the crew supplied.

Last summer, the company encountered another tough job that also required long-distance hose-and-pipe work, this time from about 250 feet away, she says.

The job occurred in Eden Prairie, a Minneapolis suburb, where the underground footings for a multistory commercial building were failing.

"Our workers had to crouch down for hours at a time to expose about 60 supports so they could be inspected and then repaired," Worthington says. "They had to hydroexcavate about 3 to 6 feet underground for each support — it was a very slow process."

The company used its RAMVAC hydrovac trucks to do the work, which took about a week to complete, she notes.

"Our goal was to expose six to eight supports a day and some days we met that goal and other days we exceeded it," Worthington says. "It definitely was a difficult job."

"But our specialty is difficult jobs, which we usually do because no one else wants to do them," she continues. "Our experience and roster of equipment has helped us become a hydrovac company that specializes in difficult projects."

"In the end, it's all about giving customers the confidence that we can get the job done."

MORE COMPLEX LOGISTICS

Running the "new" company proved to be much more complex than the old business model.

Instead of catering primarily to just one customer, with most employees and equipment operating at that customer's facility, the company's workers and vehicles were spread out and servicing many customers at different times, creating much more challenging logistics.

"The first three years or so was quite a learning experience," Worthington says. "We were a little unorganized and figured things out on the fly."



Operators Steve Taube (left) and D.J. Mewharter set up for a job demonstration near the company headquarters in Inver Grove Heights, Minnesota.

“It required a lot more work than when everyone worked at one facility,” she adds. “It was a whole different ballgame.”

Eventually the company invested in a Verizon Connect Reveal fleet-management platform, a cloud-based system which includes GPS and makes routing and dispatching more efficient.

MISSION ACCOMPLISHED

Slowly but surely, the business grew. And after about three years, Worthington says the business was back on solid footing, with hundreds of customers instead of one.

“Mainly, we just diversified,” she says. “Instead of providing a high level of customer service for one customer, we do it for many customers.

“It’s definitely a different way of doing business after so many years with essentially one customer,” she adds. “But we’ve truly grown from the experience.”

Hydroexcavation work generates about 50% of the company’s revenue, with other services kicking in the balance.

Diverse services and customers also provide another benefit: offsetting business cycles that keep cash flow consistent and helps avoid seasonal layoffs.

“Our hydrovac work generally runs from May through November or December, depending on when the ground freezes,” she explains. “After that, our other work picks up, so we stay busy during the off-months for hydroexcavating.”

Would Worthington go so far as saying the loss of the refinery contract was a blessing in disguise?

“Absolutely,” Worthington says without hesitation. “My dad will tell you that all day.”

The entrepreneur also says she and her brother are motivated about building on the legacy built by her great-grandfather, grandfather and father. And she says she’s fully aware that third- and fourth-generation owners of family businesses generally don’t fare well and wants to avoid that scenario.

“I’m excited about what’s to come,” she says. “But we’ve learned you always need a backup plan and must be prepared for the worst.”

“THE THOUGHT OF GROWING TOO BIG MAKES ME NERVOUS. I’M NOT SURE WE EVER WANT TO BE AS BIG AS WE WERE BEFORE.”

Amber Worthington

SLIMMED-DOWN OPERATIONS

In its new reincarnation, Schlomka Vac Truck generates about half the sales revenue, employs about half as many employees and owns about half as much equipment compared to before December 2016. On the other hand, expenses such as fuel — which the refinery paid for — and insurance, equipment repairs and safety training all have increased because the scope of operations is so much bigger, Worthington notes.

“We’re driving our trucks all over the place, which increases risk exposure,” she notes.

But the company remains on healthy footing and Worthington says she’s optimistic about the future of the revamped business, provided growth is controlled and manageable and doesn’t impact customer service or job quality.

“Slow and steady growth definitely is my philosophy,” she says. “The thought of growing too big makes me nervous. I’m not sure we ever want to be as big as we were before.

“Sometimes people ask me what we’d do if we ever got a large contract like the one with the refinery,” she continues. “But I’d never give up what we’ve developed in the last six years. This is a much safer and much more comfortable place to be compared to having all our eggs in one basket.” ▼

Featured products from:

Aries Industries
800-234-7205
www.ariesindustries.com

Hydra-Flex, Inc.
952-808-3640
www.hydrflexinc.com

Cat Pumps
763-780-5440
www.catpumps.com
(See ad on page 2)

Ingersoll Rand
704-655-4000
www.ingersollrandproducts.com

Fruitland Manufacturing
800-663-9003
www.fruitlandmanufacturing.com

National Vacuum Equipment, Inc.
800-253-5500
www.natvac.com
(See ad on page 20)

Giant Industries
419-531-4600
www.giantpumps.com

Sewer Equipment
888-477-7611
www.sewerequipment.com

Guzzler Manufacturing
815-672-3171
www.guzzler.com

Vector Manufacturing
815-672-3171
www.vector.com

Hibon - Ingersoll Rand
888-704-4266
www.ingersollrand.com

Tell us how YOU solved challenges in the alternative excavation industry and we may feature you in an upcoming issue.

Send a note today to editor@digdifferent.com or call 715-350-8436.

Excavation Safety Town Halls are Changing the Conversation



What is an ESA Town Hall? Excavation Safety Alliance (ESA) Town Halls are open forums for all stakeholders to discuss concerns and present potential solutions to improve damage prevention and excavation safety. Held once every month, panelists from across the industry field questions from hundreds of attendees.

Register for the latest ESA Town Hall, completely free, here:



5 Trailer Sizing Tips for Excavators

CONTRACTORS NEED TO TAKE INTO CONSIDERATION EVERYTHING FROM EQUIPMENT WEIGHT TO CONFIGURATION AND CAPACITY WHEN SELECTING THE RIGHT TRAILER

BY TROY GEISLER

Selecting the right excavator isn't a decision to be taken lightly. Finding the machine that fits an operation's needs takes research. It's a long process, but the result is, hopefully, a machine that will safely increase productivity for years to come.

Selecting a trailer to transport an excavator is an equally important decision with just as many variables to consider.

Here are five tips to keep in mind when sizing a trailer for an excavator.

1. EQUIPMENT WEIGHT AND DIMENSIONS

The first step in sizing a trailer for any hauling job is determining the weight and dimensions of the load. Start by determining the length, height, width and weight of the machine. Be sure to keep in mind that the information on the spec sheet might not include the dimensions and weight with added accessories.

When making initial calculations, ensure a suitable truck to handle hauling the excavator before moving on to the trailer. A tri-axle tractor and a quad-axle tractor will have different hauling capabilities.

Excavators have some special considerations. Certain machines have adjustable widths for operation or transportation mode. Be sure to figure out which mode will be used during transport as it may take time to make the necessary adjustments to convert between the two. For safety reasons, one half of the track width must be on the deck, excluding the outriggers. While the standard 8-foot, 6-inch trailer might work on paper in transport mode, one must be honest in how trailers will be loaded from job to job. Be sure to keep this in mind.

The boom is another piece that requires special consideration. Operators need to consider which boom is required, as there are various available lengths, where the boom will sit on the trailer and how it will be cradled. A low-enough position of the boom is critical for keeping the load within height restrictions. Some top-tier manufacturers offer customizations such as a rear bridge design that eliminates interference with boom placement and makes transportation safer and easier.

After determining the weight and dimensions, it's time to look at trailer deck designs. Manufacturers usually offer three deck configurations — flat, raised center and beam. While the primary focus might be on the excavator, a trailer often hauls a variety of types of equipment. Backhaul equipment should also be included in calculations. An expert can determine the best trailer to meet all hauling needs. Here's a brief overview on deck designs to get started.

Flat — This is the standard deck design. It offers the most versatility for moving more than just excavators. However, it also has the highest deck height and might not be ideal for taller excavators.

Raised Center or "RC" — This deck offers a lower deck height than a flat deck. Not all excavators will fit nicely over the raised center, though, and extra blocking might be required to make sure the equipment sits safely on the trailer. This reduces efficiency when loading and unloading.



There are lots of variables when it comes to finding the right trailer for hauling earth-moving equipment. Determining which deck configuration will be the best fit is a question for the professionals.



Working with an experienced manufacturer will ensure a wealth of knowledge and expertise when it comes to making sure trailers and loads are safe and compliant for each area of operation.

Beam — Equipment straddles a central beam with this deck design, meaning it has the lowest ground clearance of the three. The main drawback is the lack of deck for accessories or smaller components.

2. TRAILER CAPACITY RATING

While knowing the overall weight of the excavator is imperative, it is also important to know where that weight is concentrated. An excavator might have a 10-foot track, but all the weight might be in the 8-foot span between the front idler and the final drive.

Still, whether all the weight is in 8 or 10 feet shouldn't be a problem for a 26-foot, 50-ton lowboy, right? Not exactly. The length of deck calculated in the capacity rating varies between manufacturers. One trailer might need the entire deck length for that 50 tons, while another handles that same weight in half the deck length. So, if most the excavator's weight is concentrated in 8 or 10 feet, a trailer with a half deck load concentration rating offers the best solution. Failing to pay attention to how the capacity rating is calculated can lead to overloading the trailer, which can result in stress fractures and ultimately trailer failure.

(continued)

WJTA[®]

WATERJET TECHNOLOGY
ASSOCIATION



WATERJET EXPO 2022

November 1-3, 2022 | New Orleans | wjtaexpo.com | 314-241-1445

Advancing Safety and Technology in Industry



CONNECTIONS

Build and strengthen relationships with vendors, contractors and peers to help create a more advanced industry.



SAFETY

Learn about WJTA's safety initiatives first-hand and see how best practices, training, equipment and PPE advances are making the industry safer!



VALUE

One location to quickly and easily expand your network, shop equipment and services, and learn from industry experts.



QUALITY

WJTA is known for its first rate education specific to our industry, and 2022 features more learning opportunities than ever.



DEMONSTRATIONS

See innovative new equipment demonstrated live in the outdoor demos and observe the best practices for operation.



TECHNOLOGY

Evaluate new equipment, manual tools, safety devices, controls and robotics from leading manufacturers and contractors.



DEDICATION

WJTA is the leading association serving the waterjetting industrial cleaning, hydrodemolition and industrial vacuuming stakeholders.



ENTERTAINMENT

New Orleans is a world-class tourist and event destination with legendary dining, shopping and nightlife.



register here

NVE
National Vacuum Equipment, Inc.

EVERY YARD NEEDS "THE ONE"

High Vacuum Blower | 1600 cfm

Turn your ordinary pump truck into a **super pumper**. Imagine the possibilities and opportunities that come with 1600 cfm and full vacuum. From hydro-excavation to the deepest, farthest, heaviest pits, never say no to a pump job again!

Challenger Series
VACUUM PUMPS & BLOWERS

Designed. Built. Supported in The USA.



800-253-5500 | www.natvac.com

3. LOADING CONFIGURATIONS

Today's trailers offer a variety of loading configurations. While tag-a-long trailers that unload off the back are an accepted option for small excavators in tight spaces, safety can be a concern. Driving an excavator over the back of the trailer is no easy feat and requires a careful and experienced driver to prevent damaging the trailer and minimize the risk of tipping the excavator. Removable goosenecks reduce the safety risk by eliminating the need to drive up and over the trailer axles. This configuration saves time, hassle and expense while also extending the life of the trailer. However, keep in mind that a removable gooseneck requires ample space for loading and unloading.

4. REGULATIONS

Knowing where a trailer is headed is as important as knowing what it's hauling; this is especially true when hauls extend across international borders.

Roads and bridges originally designed to carry lighter vehicles present many challenges for hauling modern equipment as they are not necessarily designed for the weight and size of the extra-large loads required for certain hauls. Correctly sizing a trailer that allows the most capacity with the smallest profile will increase an operator's options.

It is important to check regulations and secure the required permits for each region of operation. In the end, a hundred-mile haul might require significant route planning to ensure sufficient maneuverability and weight allowances. Being prepared beforehand will limit downtime on the road.

5. TRAILER CONSTRUCTION

Not all trailers are created equal. It's important to consider the quality of a trailer, not just the price tag. Working with a custom manufacturer offers the best results when it comes to safety, value and peace of mind. A trusted manufacturer will work to understand the client, not just the load. They will consider not just the excavator, but everything the client needs to haul, the territories of operation and the specific challenges they face. The



Removable goosenecks reduce safety risks by eliminating the need to drive up and over the trailer axles. This configuration saves time, hassle and expense while also extending the life of the trailer.

manufacturer will use that information to design a trailer that offers maximum flexibility, versatility and strength.

Also consider the construction materials. Look for materials like heavy-duty T-1, 100,000 psi minimum yield steel for extreme durability and longevity. Apitong flooring is another good choice because it stands up better than traditional oak and pine decking. Investing in higher-quality materials and components can double the life of the trailer, significantly enhancing ROI.

Ensuring the right trailer for the right application is a job best left to the pros, but with these tips, operators can get a jump start on the process.

ABOUT THE AUTHOR

Troy Geisler is the vice president of sales and marketing for Talbert Mfg. He has more than 15 years of experience in trailer sales, including five years with Talbert. Troy earned his bachelor's degree from Purdue University in West Lafayette, Indiana. ▼

WHERE RELATIONSHIPS FLOW

"All lasting business is built on friendship."

Alfred A. Montapert
American engineer, philosopher, and author

Looking to build a bigger business? Interested in sharing ideas with peers? How about a beer with friends? Join us at The WWETT Show. It's the world's largest annual trade show for wastewater and environmental service professionals.

The WWETT Show offers multiple networking opportunities, a robust educational program with nearly 100 live and online sessions, live demos, and an expo floor brimming with the latest technology and innovations in the industry.

Join us and thousands of your colleagues in Indianapolis for THE business event of the year. #WhereBusinessFlows"

SAVE THE DATE

WWETT2023

CONFERENCE: FEBRUARY 20-23

EXPO HALL: FEBRUARY 21-23

INDIANA CONVENTION CENTER

WWETTSHOW.COM    



Proud member of:



Digging Better

SEVERAL TECH INNOVATIONS HAVE BEEN CREATED TO HELP EXCAVATOR CONTRACTORS DIG FASTER, EASIER AND MORE SAFELY

BY CONEXPO-CON/AGG

While technology has been enhancing excavator performance for more than a decade, end-user demand for certain features has accelerated in the past few years.

We talked with leading manufacturers to get their take on those innovations that provide the typical construction company with the best bang for the buck — innovations that allow excavator operators to do the following:

- Dig and grade faster
- Eliminate guesswork
- Reduce fuel consumption
- Enhance operator comfort
- Improve safety

GET TO GRADE IN CONSIDERABLY LESS TIME

Ryan Neal, market professional and product application specialist for large excavators at Caterpillar, says 2D grade control has been a game-changer. The operator simply selects target depth and slope, and sensors and onboard processors provide real-time guidance on the distance to grade. That eliminates all of that in and out of the cab to set up stakes and lasers, oftentimes slicing an operator's productivity in half.

Matthew McLean, product manager for GPE products at Volvo Construction Equipment, says interest in 2D indicate systems has exploded over the past two years. Demand was initially driven by the typical contractor's desire to save time. More recently, it is all about the industry-wide challenge of finding skilled workers.

"A newer operator might not be as fast, but at least they'll be on grade because the monitor screen in the cab will let them know both visibly and audibly," McLean says. "Volvo's system, Dig Assist, is also designed to be easy to use, which is why we've made it standard on our 22- to 55-ton excavators. On virtually all other models, Dig Assist is an option."

SEMI-AUTONOMOUS DIGGING AND GRADING

Volvo calls its system Active Control and offers it as standard equipment on five excavator models: the EC220E, ECR235E, EC250E, EC300E and ECR355E. "We've gone electric-over-hydraulic in the controls because we now have joysticks talking directly to computers and the valve and pump," McLean says. "When Active Control is turned on, once you get within a window of 4 inches, you can just pull back on the arm lever and the computer helps you dig."



PHOTO COURTESY OF VOLVO CONSTRUCTION EQUIPMENT

Dig Assist, a system from Volvo Construction Equipment, is standard on the company's 22- to 55-ton excavators. On other models it is an option. The technology lets operators know both visibly and audibly if they are on grade.

At the basic level, Active Control controls the boom to prevent operators from overdigging. But it can also be set up to control bucket angle and can even control a tiltrotator. Operators can allow the system to control back grading and can also specify if they need to achieve a finer or rougher (normal) grade. Finally, functionality such as swing control and swing fence help operators dig and load more efficiently while avoiding side obstacles.

On that note, Caterpillar has made its swing-control technology, 2D E-fence, standard on its excavators. This safety system uses data from position sensors to automatically stop motion when the front linkage reaches the operator-defined boundaries.

CALCULATING MATERIAL WEIGHT

Caterpillar's Neal points to one other game-changing technology that has come to excavators in recent years. Cat Payload uses cylinder pressure data and machine sensors to continuously calculate material weight while the excavator works.

WITH THE RIGHT EQUIPMENT AND TECHNOLOGIES, IMPROVED PRODUCTIVITY CAN ALSO RESULT IN REDUCED FUEL COSTS.

Neal recalls visiting a contractor in the Boston area recently. The contractor was using a Cat 395 excavator to dig a massive foundation. “The contractor was using both the 2D grade control and the payload system — just as we’d intended for them to be used,” Neal says. “The contractor said they loaded 136 trucks and were within 2% accuracy on all of them. That almost brought a tear to my eye.”

HIGHER PRODUCTION, LOWER FUEL CONSUMPTION

With the right equipment and technologies, improved productivity can also result in reduced fuel costs. Doosan excavators feature two innovations that can reduce machine fuel consumption.

The D-ECOPOWER system, an option on select models, features an electronically controlled pump, a closed-center main control valve, and nine sensors that electronically detect and control the precise amount of hydraulic oil required to perform a task.

“The exact amount of oil required is metered instead of a fixed amount continuously being forced through the system,” says Aaron Kleingartner, product and dealer marketing manager for Doosan Infracore North America. “The hydraulic system output requirements are optimized with engine horsepower. The resulting efficiency reduces fuel consumption and improves productivity substantially. Improved feedback through the controls also results in an outstanding level of operator comfort and much smoother machine management.”

A second innovation from Doosan is its Smart Power Control. Controlled by the ECU (engine control unit), this technology is implemented through two systems, variable speed control and pump torque control, that work together to improve efficiency while maintaining productivity. “Smart Power Control can save as much as 5-7% in fuel consumption,” Kleingartner says.

CAMERA SYSTEMS

Cameras are also taking excavator productivity and safety to another level. For instance, Caterpillar excavators come standard with two cameras, one on the right side and one at the rear. A four-camera system is also an option for contractors who want to maintain a 360-degree view around the excavator.

Over the past five years, Doosan’s Kleingartner says technological innovation has accelerated with respect to cameras. Doosan offers a standard rearview camera and an optional sideview camera. Operators can view one or both (side-by-side) on the LCD screen in the operator’s cab.

Volvo’s McLean also agrees camera systems have come a long way. The company began adding backup cameras more than a decade ago. Most recently, in 2020, Volvo Smart View was developed and has since been made standard on Volvo general purpose excavators (EC140 and larger).

Now the industry is beginning to work on a camera system that warns the operator when certain

movement is detected, McLean points out. Additionally, the future of excavator tech is likely to include increased adoption of things like 3D grade control, remote control operation and even certain levels of autonomous operation. But as of right now, more construction contractors are making better use of game-changing technologies that have been available and continually improved for years. ▼



All New Viper™ Gas Air Compressor Unequaled Performance Unmatched Maneuverability

There have always been several reasons the Vanair Viper™ Gas Rotary Screw Air Compressor is the best choice for worksite air power. Now we’ve added several others. Delivering heavy-duty air pressure, the lightweight unit powers you through multiple projects during your workday with:

- Up to 80 CFM and up to 150 PSI
- Smart auto start/stop
- Double the fuel capacity
- 50% noise reduction
- Zero radius turn cart
- Smaller footprint
- Enhanced cooling



Scan the code for video



800.526.8817 vanair.com

A Seller's Market

THE TIME IS RIGHT TO OFFLOAD THOSE USED TRUCKS AND EXCAVATORS, THE EXPERTS SAY. BUT FIRST, DETERMINE IF YOU NEED A PROFESSIONAL APPRAISAL.

BY JOAN KOEHNE

Do you have outdated septic trucks or other equipment taking up valuable space in your shop? Do you own equipment no longer in use, or that is underutilized, providing little value to your business? You're in luck. Now happens to be a good time to sell used equipment. Supply chain issues have created a shortage of certain products, including vehicles and heavy equipment commonly used in the pumping industry.

Raffi Aharonian, managing director of Rouse Appraisals, says used equipment is generating a lot of interest.

"Secondary market pricing is as good as we've seen it in the last five or six years, and so why not seize the opportunity if you're not using the equipment every day?" he asks.

When you consider the decision tree of what to sell, when to sell, why you're selling, and how to sell, a related question presents itself: Do I need an appraisal?

WHAT'S IT WORTH?

"There are many cases when it's beneficial to have equipment valued prior to sale," says Aaron Traffas, marketing content manager at HeavyWorth. "When attempting to sell equipment private-treaty — in other words, selling directly to the next end user — it's quite useful to have a third-party valuation performed so a reasonable asking price can be established."

While owners have the best possible view of their assets, they don't necessarily have the most accurate idea of their assets' value. Oftentimes, an appraisal serves as a reality check, Aharonian says.

"As an owner, I might not have a true market view of what the equipment is worth. Getting that third-party appraisal might give me a little tighter radius to work with."

He offers an example of a seller who overprices equipment for an online marketplace. Because of the inflated price, the listing doesn't generate adequate interest. After a while, the listing gets stale, and the seller runs out of options of what to do. On top of that, the seller might form an emotional attachment to the asking price, and it becomes even harder to reduce the price to move that piece of equipment.

Getting an appraisal before the sale helps to set benchmarks — and realistic expectations.

Determining a trade-in value is another reason to seek an appraisal, especially if a dealer is offering a trade-in price that's far below the current market value.

"A third-party valuation could either confirm or call into question the dealer's offer," Traffas says.

Selling equipment at auction is another time to seek an appraisal. An auction with a reserve price sets a minimum amount the owner will accept as a winning bid.

"When selling equipment at auction with a reserve, an appraisal could be used to establish a reserve if the auction company isn't trusted to achieve a fair-market value," Traffas says.

"If you consign to auction, you'll have a rough estimate of what it will bring so you're not disappointed later on," Aharonian says. "If you choose to avoid auction and go with a listing option, having an appropriately priced item becomes important because of the interest it will generate and the time it will take to sell."



Joan Koehne

FAIR VALUATION

A third reason to request an appraisal is set the value of equipment when applying for a business loan.

"How does the bank think about it for collateral?" Aharonian says. A bank isn't likely to paint the rosiest picture of the best possible end user and the best possible circumstances. A third-party appraisal creates a neutral value that's palatable for both the lender and the borrower.

Another reason to request an appraisal relates to a company's business operations. For employee-owned companies, appraisals are necessary for due

"MAINTAIN EQUIPMENT IN GOOD, CLEAN, WORKING ORDER, AND KEEP ALL SHIELDS AND ACCESSORIES IN PLACE. PERFORM PREVENTIVE MAINTENANCE ACCORDING TO THE MANUFACTURER'S SPECIFICATIONS, AND PRESERVE DOCUMENTATION OF SERVICE INTERVALS."

Aaron Traffas

diligence. For fleet inventory management, appraisals help owners make informed business decisions.

To determine the value of a vacuum truck, trailer jetter or excavating equipment, for instance, an appraiser starts with the most basic information:

- Year
- Make
- Model
- Serial number/VIN
- Usage meters

"For the HeavyWorth valuations that we perform most regularly, we need all that information, as well as a list of any features, virtues or problems specific to the asset being valued, as well as a fair number of specific photos of that asset," Traffas says.

Rouse Appraisals uses an extensive checklist to determine an asset's value and documents all information in a neatly organized way. The appraiser comments on key moving parts and components and assigns a rating to the equipment. Additionally, Rouse takes 360-degree photos to capture all angles of the equipment. When a buyer isn't able to see and touch the sale item in person, a variety of images are the next best thing.

HANDS-FREE CREW COMMUNICATION

MAXIMIZE EFFICIENCY | IMPROVE SAFETY | BOOST PROFITABILITY



**MORE HEADSET OPTIONS
THAN ANY OTHER SYSTEM**

“CrewPlex helped us dramatically. We boosted our productivity by doing 12 hours worth of work in a regular 8-hour day.”



NATHAN BOULWARE
FSC ELECTRICAL CONSTRUCTION



Call or visit to learn more about **CREWPLEX.**

Copyright © 2022 CrewPlex. All rights reserved.

+1.334.321.1400
sales@crewplex.com
www.crewplex.com



“If you see a photo of something online, you’re more likely to show interest and buy it than if it comes without the photo and details,” Aharonian says.

TIP-TOP SHAPE

Aharonian says top-selling items all have something in common. “I think it’s about having well-kept, well-maintained equipment. Those are the ones we always see doing well.”

He advises sellers to keep maintenance records to show that equipment has been serviced on a proper schedule. Additionally, keep records of any major repairs or replacement parts.

“Be transparent with the audience to inspire more confidence in the buying process, especially if they’ve done a good job with the maintenance,” he says.

Traffas agrees with this advice.

“Maintain equipment in good, clean, working order, and keep all shields and accessories in place. Perform preventive maintenance according to the manufacturer’s specifications, and preserve documentation of service intervals,” he says.

He also suggests keeping the owner’s manual and any other documentation that comes with the equipment.

“Replacement owner’s manuals can be expensive,” he says. “While not every buyer is going to want a manual, it’s good to keep the manual with the equipment.”

APPRAISAL TYPES

Businesses can choose from a variety of appraisal types. The simplest, quickest valuations are based on make, model, year, specs and hours. The most complex and costly are Uniform Standards of Professional Appraisal Practice-compliant appraisals, which meet the highest standard of appraisal practices.

“Rarely can the free valuations satisfy many of the business needs, but it’s also rare that a business need justifies the expense of a USPAP-compliant appraisal,” Traffas says. “Thus, most businesses rely on a valuation approach that is somewhere in the middle.”

The purpose of an appraisal and time constraints to sell the equipment help determine the type of appraisal to request. Sellers with a reasonable amount of time to find a buyer have more appraisal options than distressed sellers who need to liquidate inventory quickly.

By hiring an appraisal company, sellers gain buyers’ trust and confidence in what the asset is worth. The appraiser is a disinterested third party, instead of a seller with a vested interest in the outcome of the deal.

“It’s possible for an equipment owner to do a fair amount of research and come up with a reasonable expectation of value, but the equipment market can fluctuate so rapidly,” Traffas says.

THE BOTTOM LINE

While the obvious benefit to having an appraisal is confidence in knowing what your equipment is worth, the obvious downside is the cost, in both money and time.

“Appraisals can be expensive, and for large inventories the cost can be substantial. Also, some appraisal companies can take weeks or months to return their results, which may not fit within the timeline necessary for some business decisions to be made effectively,” Traffas says.

In today’s market economy, used equipment is selling at a premium. Partnering with an appraisal company can help business owners know what to expect when they’re ready to sell. ▼



Talk with us.

Twitter.com/DigDifferent

Air Excavation Equipment

RAMVAC Vacuum Excavators by Sewer Equipment Tempest

The Tempest industrial air mover from RAMVAC Vacuum Excavators by Sewer Equipment is capable of removing dry and liquid materials over a long distance and from great depths. This unit delivers maximum vacuum efficiency even in the toughest working conditions. While utilizing high suction from a 28 inches Hg 5,500 cfm positive displacement blower through an 8-inch system, this unit offers a self-discharging filter system that provides automatic interval cleaning of the filter house during vacuum operations. This system significantly reduces the downtime associated with premature cleaning of the baghouse when the debris box is not full. It allows operators to keep working, while recognizing maximum debris capacity. Additionally, its hydraulically powered articulating extendable knuckleboom is exclusive in the marketplace. With 270-degree range of motion and 16 foot working length, this boom hinges back and forth, providing maximum support of the vacuum tube for increased operator ergonomics as well as cleaning efficiency.



888-477-7638; www.sewerequipment.com

Communication 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 real-time without delay and without voice triggering or pushing a button. Ideal audio quality provides better communication in all environments, especially in vacuum truck operations where noise levels can exceed 100 dB. Available connectivity to two-way radio systems keeps workgroups in touch with a supervisor and extends the communication reach of an entire work team.



888-321-2739; www.crewplex.com

Compact Equipment

Vermeer RTX1250i2

The Vermeer RTX1250i2 ride-on tractor features controls that deliver several productivity advantages, including Productivity Zone, Auto Plunge, TrenchSense electronic control system, and EcoIdle engine control system. It is convenient to customize and reconfigure the unit with intelligent i2 attachments that can be switched out in as little as 60 minutes. The self-identifying i2 attachments communicate with the tractor and the machine's controls are then adjusted according to the operational needs of the attachment. Other features include the optional self-leveling auto tilt to help maintain a vertical trench by adjusting the rear tractor axle.



800-837-6337; www.vermeer.com

Equipment Attachments

MB Crusher BF90.3

The BF90.3 crusher from MB Crusher is a popular midsized crusher bucket designed for excavators with an operating weight ranging between 46,300 to 70,500 pounds. The crusher is suitable for turning waste materials into aggregates ready to be repurposed on current or future job sites, saving money by eliminating transportation and material purchasing costs. The unit can reach a variety of job sites, regardless of the location and space available thanks to its compact size.



855-622-7874; www.mbamerica.com

Pressure Lift HydraBore Blaster

The HydraBore Blaster from Pressure Lift can blast down and physically remove built up tallow, soap residue and tank waste left behind from poor service work, or anything that hasn't been serviced in a long time. Best used with a jetter, it will still only add roughly 16 gallons of high-pressure water in a 10 minute period. Total time on a job, with a unit pumping approximately 2,000 gallons of waste, is less than 20 minutes, at any depth, from 5 to 500 feet. Units are available in 3- and 4-inch sizes, with special orders of 6- and 8-inch units available. The unit offers one-man operation, faster loading times, and it keeps pumps cooler, decreasing pump wear and tear. It also reduces back injuries from full hoses. It works with industrial-size pressure washers and jetters, resuspending materials while pumping.



866-504-6596; www.pressurelift.com

Virnig Mfg. Pick-Up Broom with Internal Water Tank

The Pick-Up Broom with Internal Water Tank from Virnig Mfg. is designed to control dust. It has a 55-gallon tank with capacity indicators, direct drive guarded motor, HD bucket and an oversized 2-inch bearing and pin adjustment system to set bristle height. Widths of 72 and 84 inches are available, and the unit comes complete with hoses, couplers and a bolt-on edge.



800-648-2408; www.virnigmfg.com

Excavators

John Deere 350 and 380 P-Tier

John Deere released the newly enhanced 350 P-Tier and 380 P-Tier midsized excavators. Both offer SmartGrade technology as a factory option and field upgrade kits, and the user can choose from 2D or 3D guidance, or 2D or 3D SmartGrade Ready Control. Overdig protect limits the bucket's cutting edge from going below the target design surface. Visibility around the machines has been improved with the option of a right, rear and left camera system with LED surround lighting that provides 270-degree visibility and is integrated into the cab's primary display. In an effort to lower daily operating costs, the machines' fuel economy is up 7% compared to previous models via electric on-demand cooling fans that reduce engine load, in-line after treatment for less restriction and system complexity, and increased front piping diameter to cut down hydraulic restriction.



800-503-3373; www.johndeere.com

Kobelco Construction Machinery USA SK75SR-7

The SK75SR-7 from Kobelco Construction Machinery USA has the power, fuel economy and features needed to tackle jobs in tight spaces. With a dynamic digging force of 15,900 pounds and a 37% increase in digging speed, it delivers continuous operation and reduces cycle times. This unit maintains productivity and efficiency while working at high power levels, lifting heavy loads and traveling on steep grades. It includes an optimized control layout with a jog dial and 10-inch color monitor, built-in rear, left- and right-side cameras with a customizable split-screen display function to enhance operator awareness and job site safety, and a standard ergonomic lever and air ride suspension seat to reduce operating force and fatigue by 25%. Enhanced multifunction capabilities include an attachment selection system with adjustable flow-rate presets for the bucket, breaker, nibbler and thumb, allowing the operator to change between tools quickly and easily.



281-888-8430; www.kobelco-usa.com

Volvo Construction Equipment EWR130E

The Volvo Construction Equipment EWR130E mid-sized wheeled excavator provides the shortest front and rear swing radius in its size class without compromising on lifting performance or digging force. With a rear swing of 5 feet 1 inch and a front swing of 5 feet 11 inches, it has the shortest swing radius in the 12- to 13-ton range. When coupled with new four-wheel steering and in-line outrigger options, the result is a machine that is easy to control and stable. It is ideal for urban jobs where frequent roading is required, and in confined job sites or on roads where traffic safety is paramount. It's also light enough to use on landscaping projects. The inline outriggers help position and stabilize the machine in tight spaces. A divided blade option helps provide additional leveling on uneven ground or around curbs. The standard two-piece boom enables lifting up to 9,480 pounds at a 19.7-foot reach.



828-650-2000; www.volvo.com/constructionequipment

Hydroexcavation Equipment

Ditch Witch HX30G

The HX30G from Ditch Witch offers power in a low-profile design to help increase productivity. It is powered by a 31 hp Vanguard gas engine for suction power and water pressure to remove slurry and expose water/sewer lines for easy repair. It has a 542 cfm blower, 3,000 psi water pressure capacity and 4.2 gpm water flow, increasing the operator's efficiency and precision on the job site. It comes with the choice of a 500- or 800-gallon tank for a variety of job requirements. The machine is also available in a variety of trailer configurations, including the Ditch Witch VT9 trailer — which, when equipped with the 500-gallon tank, does not require a CDL to transport.



800-654-6481; www.ditchwitch.com

Dynablast HV690FLS-12V

The Dynablast HV690FLS-12V hydrovac water heater produces 690,000 Btus with an output temperature of 175 degrees F at 10 gpm, making it ideal 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, stainless steel target plate for increased coil life and designed with serviceability in mind with momen-



tary override control. The package is available with a Pratisoli KT28ASPF water pump offering 18.4 gpm at 2,900 psi at 1,450 rpm. It is available with a T13 female spline shaft input and SAE B 2/4 bolt flange for direct mounting the hydraulic motor, which will reduce weight and save space on the truck.

905-867-4642; www.dynablast.ca

Easy-Kleen Pressure Systems Wildcat Heaters

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



800-315-5533; www.easykleen.com

GapVax HV33

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



888-442-7829; www.gapvax.com

Presvac Systems Hydrovac

The Presvac Systems Hydrovac is designed for versatility and cold-weather operation with optional full compliance with U.S. Department of Transportation specifications for collection or transportation of hazardous materials. The high-vacuum blower allows extraction of all types of soils, gravel, rock, clay, water and silt material, with knockout features in the debris tank 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

(continued)

Super Products Mud Dog 700

The Mud Dog 700 vacuum excavator from Super Products is designed for operator convenience and consistent performance to meet the challenges of compact, urban projects to large-scale excavation. It offers a compact footprint for excavation in urban environments while maximizing payload and maintaining the power and precision that larger units offer. The unit features a 7-yard debris body and 600-gallon water tank. This model 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 HV65**

The Transway Systems Terra-Vex HV65 is an ideal single-operator unit, capable of performing all functions from a single remote control, saving time and money. The blower, water tank, boiler, jetter system and wands are housed in an insulated, sound-dampening enclosure complete with thermostat-controlled heater. It includes large, winter-friendly roll-up doors with ample inside storage. An onboard air compressor compliments the many features available by buying directly from the manufacturer.

800-263-4508; www.transwaysystems.com

**TRUVAC by Vactor Mfg. TRXX**

The TRXX vacuum excavation trailer from TRUVAC by Vactor Mfg. is easy to learn, operate and maintain. It delivers power and features required to perform a wide range of safe digging applications, including underground utility locating, keyholing for HDD installations, slot trenching and removal of nonhazardous liquids including flood water, drilling spoils and catch basins. It brings safe digging to a new range of applications such as landscaping and plumbing that are not as suitable, or as profitable, for a full-size truck. It is available in two sizes that offer optional cyclone filtration. A standard wireless multifunction remote control activates all dig, vacuum and dump functions, including the "Dig and Unclog" feature to streamline the operator's workflow. The optional strong arm or hydraulic boom extends the reach even further.

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

**Vactor 2100i**

The 2100i combo unit from Vactor has been updated to include improved operator ergonomics and more control of the machine from the operator station. Boom operation has also been improved in both speed and control, easing and reducing setup time. To help manage total cost of ownership service, reminders have been added to the machine as well as a winterization reminder. Nondestructive e-stops protect both the operator and the equipment and one-button operation allows for the simplest engagement process. The unit now includes an alarm and message in the cab if the operator attempts to move the truck with either the boom or body raised, further improving operator safety.

815-672-3171; www.vactor.com

**Loader****Yanmar Compact Equipment wheel loaders**

Yanmar Compact Equipment's compact wheel loaders include comfort features across the line, including a spacious cab and dual doors for easy entry from each side. The machines provide a combination of power, comfort and compactness for applications that require fast travel speeds, high lift capacity and a small turning radius. The lineup includes the V4-7, V8, V10 and V12. Operating weights for the line range from 8,422 to 15,432 pounds. The loaders feature bucket capacities of 0.65 cubic yards to 2.35 cubic yards and lift capacities of 7,451 to 15,962 pound-force. Fast travel speeds improve job site productivity, ranging from 11.8 to 22 mph. Hydraulic quick couplers allow for fast and easy changing of attachments.

800-205-9913; www.yanmar.com/us



JDC DELIVERS

JACK DOHENY COMPANY



Get the Job Done with Ripsaw™

JDC has the right hydro-excavation, jetting and lift station cleaning nozzles to help you solve problems, save resources and reduce costs with 400k parts in stock, and ready to ship.

WHEN OTHERS CAN'T, JDC DELIVERS



Coast to Coast Network of Parts, Tool & Accessories

800.336.4369 | dohenycompany.com

Trailers

Felling Trailers Drop Deck I Series FT-20 and FT-24

Drop Deck I series FT-20 I and FT-24 I trailers from Felling Trailers are air brake equipped. The DDI Air Ramp System operates via an airbag system that works off the same supply as the air brake system. Thus, any air-brake-equipped truck can operate a trailer equipped with air ramps without any other external power source (e.g., battery, gas engine or truck-powered hydraulic system). Unique to the DDI's air ramp operation is the slider track system that works in unison with the ramps pivoting as they are raised or lowered. The design of the slider track allows the ramps to move laterally along the trailer's full width. This lateral movement provides operators the flexibility to change the placement of the ramps based on the equipment they are transporting. For example, if loading a horizontal directional drill, an operator can slide the ramps to one side to load/unload, then move apart to load/unload a skid steer or compact loader.



800-245-2809; www.felling.com ▼

Visit digdifferent.com for more manufacturers and dealers.

ALSO: FREE Subscriptions | Online Exclusives | Blogs and Videos
Email Alerts | E-Newsletters | Article Reprints

DD-1 Pit Launch Directional Drill Bore Glide

Specifications...

- ✓ Sewer Laterals
 - ✓ Water Lines
 - ✓ Communication
 - ✓ Electric Conduit
 - ✓ Gas
- 22" Wide
 - 57" Long
 - 733 lbs.
 - 8 tons push & pull force
 - 800 lbs, rotational torque



Ride in comfort on this all new pit launch HDD Drill. This new design is much more user friendly for the operator and the excavation foot print is considerably smaller. The DD-1 can also be used in our stackable shoring boxes when you need to go deep.



RODDIE INC.

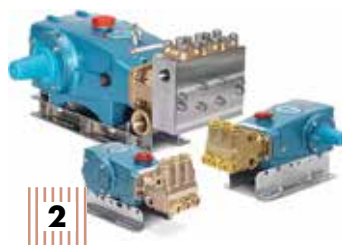
Phone: 888-406-3821
RoddieUnderground.com
Columbia Falls, Montana

Go where surface launch drills can't go
Patent Pending

THE LATEST: Products



1



2



3

1. Kondex Drill Defender cobble bits

Gain more footage and better bit performance with Kondex Drill Defender cobble bits. The bits have patent-pending laser-cladding-additive wear protection. Beyond the tungsten carbide laser cladding, the bits feature a splined connection, two or three fluid ports and numerous carbides along the carving edge to amp up the performance for mid-size rigs. From clay to solid rock, users have noticed longer life, better steering capabilities and all-around better performance in all categories with minimal wear. The bits have achieved 10 times more footage per bit compared to other bits. **920-238-2915; www.kondexparts.com**

2. Cat Pumps hydroexcavating pumps

Over 50 years of high-pressure pump manufacturing experience has earned Cat Pumps a reputation of producing the highest quality, longest lasting pumps for every market 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 8.0 gpm at 3,000

psi; Model 660 with 10.0 gpm at 3,000 psi; and Model 3560 with 20.0 gpm at 4,000 psi, or 25.0 gpm at 3,000 psi. **763-780-5440; www.catpumps.com**

3. Hitachi Construction Machinery ZX210LC-6 HP excavator

Hitachi Construction Machinery introduces its line of excavators to the Americas with the ZX210LC-6 HP excavator. A high-power HP Mode increases engine speed and hydraulic pump output torque when extra speed and/or heavy-duty work is required. The front attachment moves faster because each actuator has its own pump. The oil flows separately to the bucket, arm and boom cylinders. Three pumps supply an optimal amount of pressurized oil to each actuator. The pumps are controlled electrically for precise oil flow for sensitive front attachment control and lower fuel consumption. The TRIAS II technology minimizes hydraulic system losses by reducing the hydraulic oil returned to the tank. Two extra spools in the control valve make it easier to install attachments that require large volumes of oil for multiple functions and on models that have two-piece booms. **866-973-0394; hitachicm.us ▼**

This Issue's Feature:

Vacuum trailer designed for use in remote locales BY TIM DOBBINS

Elastec began as a manufacturer of oil spill response equipment and from their time in the field, noticed that vacuum trucks often had trouble reaching remote locations where they were most needed. Their solution is the **Portable Air Conveyance System Trailer**, designed for use in those hard-to-reach locations.

"The typical PACS client is looking for the power of a vac truck on the budget of a trailer," says Brian Cook, Elastec creative services manager. "The benefit of a trailer is that your insurance and maintenance is much lower than a vacuum truck, you don't need a special driver's license and your mobility options provide a lot of flexibility on the job site."

According to Cook, another benefit the vacuum trailer provides is its ability to be unhooked and left to work while the towing vehicle is free for other tasks. He says it's not uncommon for a user to run multiple PACS units on a job site and manage them all using the same vehicle.

PACS units are designed with heavy-duty construction to handle the rugged conditions of being towed off-road. The solid-welded rectangular steel frame is compliant with the National Association of Trailer Manufacturers and each one comes with surge brakes for safe stops on and off the highway.

Designed for removing liquids, solids and sludge, the PACS comes standard with 1,000-gallon tank capacity. "We also have the engineering and production capability to build a custom unit to suit the need of the client," Cook says. The air-cooled blower can vacuum pull up to 770 cfm and can produce 920



Portable Air Conveyance System Trailer from Elastec

cfm of airflow, but customers can also choose a water-cooled blower option. Standard dimensions measure 186 inches in length, 87 inches wide and 96 inches tall with an empty weight of 6,800 pounds. Integral hydraulics are also an option and users can operate an oil skimmer, transfer pump, hydraulic tools or lift the tank to empty contents out the 36-inch rear door with ease.

Cook also says Elastec never stops seeking progress. "Most products we manufacture, we will keep the prototype for internal use and to provide demonstrations," he says. "This gives us the opportunity to find the strengths and weaknesses of the system and to constantly improve the product." They also like to keep in touch with customers using the trailers for unique uses to observe how the trailers perform in those nonstandard situations.

618-382-2525; www.elastec.com



R-8[®]

Pipe Bursting System

See it Work!
 YouTube
 Raddie, Inc

RODDIE inc.

- Unit slides apart quickly into two components for easy handling and can be set up vertically or horizontally.
- Puller weight 65lbs. Pulley base 55lbs.
- Hydraulically powered by your tractor, or power unit.
- 1" - 8" pipe replacement,

DIMENSIONS:
 14" long by 12" wide
 22" high set vertically



Pipe Ram

Cross under Sidewalks & Driveways



1" - 4" Pipes

888-406-3821

Patent Pending • RoddieUnderground.com



Now An Authorized Distributor for Hydra-Flex Ripsaw, Machete & Switchblade Nozzles



Kanaflex 180AR
 • Heavy Duty Abrasion Resistant Suction Hose
 • Sizes: 2" - 12"

TEXCEL Tex-Comm (GREEN MONSTER)
 • Heavy Duty Abrasion Resistant Suction Hose
 • Sizes: 2" - 12"

Kanaflex KanaVacU
 • Polyurethane Flexible Suction Hose
 • Dry Materials

Kanaflex KanaBoom
 • Heavy-Duty Abrasive Resistant Hose with Copper Grounding Wire
 • Wet or Dry Materials

Kanaflex KanaBoom Lite
 • Polyurethane Lined High Abrasive Resistant Wet & Dry Suction Hose

Mention this ad for an exclusive discount!

MRP
 MILWAUKEE RUBBER PRODUCTS

1.800.325.3730
MilwaukeeRubber.com

EASY-KLEEN
PRESSURE SYSTEMS LTD.
MANUFACTURER OF HIGH PRESSURE CLEANING EQUIPMENT

VAN PACK JETTERS
12 GPM @ 3500 PSI



OPEN JETTER TRAILERS **GROUNDHOG JETTER**



ENCLOSED JETTER TRAILERS (Hot Water)



20 GPM @ 4000 PSI

VACUUM TRUCK HEATERS
440,000 BTU to 4,000,000 BTU



YouTube
www.youtube.com/easykleen


1-800-315-5533
www.easykleen.com
sales@easykleen.com

EASY-KLEEN
PRESSURE SYSTEMS LTD.
MANUFACTURER OF HIGH PRESSURE CLEANING EQUIPMENT

WOLVERINE
DRY STEAM GENERATORS

20/30/40/50 BHP
Up To 2,000,000 BTU

- Curing
- Thawing
- Degreasing
- Degassing
- Melting
- Cleaning & Restoring
- Prepping Surfaces for Paint
- Purifying
- Weed Control



YouTube
www.youtube.com/easykleen

1-800-315-5533
www.easykleen.com - sales@easykleen.com

HOTJET II

OUR BEST SELLING DRAIN LINE JETTER
COMBINED WITH A POWERFUL
HYDRO-EXCAVATOR/VACUUM SYSTEM



- JETTER
- HYDRO-EXCAVATOR
- VACUUM
- POWER WASHER

HotJetusa
1-800-624-8186
WWW.HOTJETUSA.COM

OVER 30 YEARS BUILDING QUALITY EQUIPMENT

PRICES SUBJECT TO CHANGE - CONTACT US FOR A QUOTE!

MORE?!

More Stories at
DigDifferent.com/featured

*See what's not
in print!*

THE LATEST:
News

Felling Trailers names new national accounts coordinator

Felling Trailers appointed Mike Wolff to inside sales — national accounts coordinator. Wolff will manage the day-to-day account activity for the company's top national rental partners and inside sales calls. He will be responsible for sales development, activity and account support. He previously held the role of sales coordinator at the company.



Mike Wolff

Komatsu to acquire Mine Site Technologies

Komatsu, through its wholly owned subsidiary in Australia, has agreed to acquire Mine Site Technologies in New South Wales, Australia, a provider of operational optimization platforms for underground mining that leverage communication devices and position tracking systems. Komatsu closed the acquisition on July 1 and the impact on Komatsu's consolidated business results is expected to be minimal.

CASE dealer adds new facilities in the Carolinas

CASE Construction Equipment dealer Hills Machinery has opened two new facilities to strengthen its footprint and customer service throughout North Carolina and South Carolina. The new operations in Asheville and Wilmington will focus on new and used equipment sales, rental, support, service and parts access. Both new locations are open, provide opportunity for expansion, and help further strengthen the CASE dealer network throughout the southeast.

Sam Hall named VP of Damage Prevention Institute

Common Ground Alliance, a national nonprofit trade association dedicated to protecting underground utility lines, people who dig near them and their communities, announced that Sam Hall will join the organization as the vice president of the Damage Prevention Institute. The newly created DPI will take the industry to the next level by utilizing data and statistics to generate powerful insights and efficiencies that will reduce the rate of damages to buried infrastructure. In April, CGA announced that the Gold Shovel Association would become a new arm of CGA, the Damage Prevention Institute.

Hall brings more than two decades of industry experience and a strong regulatory background to his new position as vice president, where he will lead the DPI's development of stakeholder metrics to drive efficiencies in the damage prevention system. In this role, Hall will also collaborate with industry leaders and key CGA committees to create a peer-reviewed accreditation process. ▼

Beyond buckets
and blades.

digDIFFERENT

GET YOUR OWN COPY.
FREE subscription at digdifferent.com





GlobalExcavationSafetyConference.com

Global Excavation Safety Conference is built for the excavation safety industry by the excavation safety industry.

Live at Global ESC 2023:
Excavator Perspective Summit

Register
Now!



18
Years

Global ESC has attracted over 24,000 attendees over the course of nearly two decades

1k+
Attendees

Over 1,000 attendees make Global ESC the premier event in excavation safety year after year

96%
Find Value

96.6% of surveyed attendees believe Global ESC provides a positive ROI for their company



Got a RIG that you really DIG?

Show it off to *Dig Different* readers!

Email your materials to editor@digdifferent.com

PLEASE LIMIT YOUR SUBMISSION TO ONE RIG ONLY

We look forward to hearing from you!

dig my RIG

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.

Think outside the bucket

digDIFFERENT

Sign up to learn about alternative excavation techniques and the people and products that power them.

It's FREE.

SEND A FREE* SUBSCRIPTION OF DIG DIFFERENT TO:

Contact Person _____

Company Name (optional) _____

Job Title (optional) _____

Address _____

City _____

State/Province _____ Zip/Postal Code _____

Phone _____ Phone Extension (optional) _____

Fax _____ Cell Phone (optional) _____

Email _____

*U.S., Canada and Mexico only

FAX this form to 715-350-8456

MAIL this form to COLE Publishing, P.O. Box 2707, Eagle River, WI 54521

SUBSCRIBE ONLINE at digdifferent.com

Please indicate your primary service: (optional)

Excavation/Grading Vacuum excavation Other _____

Do you pass *Dig Different* magazine along to others to read?

Yes No

When it comes to equipment and other purchasing decisions, what is your role?

Not at all involved Somewhat involved Heavily involved
 Final decision maker

How many pieces of excavation equipment do you have in service?

0 1-3 4-5 6-7 8-9 10+

What is your annual equipment budget?

0-50K 51K-75K 76K-150K 151K-250K 251K-350K
 350K+

What services do you perform on a regular basis?

Excavating Vacuum Excavating Trenching
 Horizontal Directional Drilling/Boring Vertical Drilling/Boring
 Pipe Relining/Rehabilitation Utility Location/Leak Detection
 Other _____

What is your company's primary service?

Excavation Contracting Utility Contracting Government/Municipal
 Industrial/Commercial Vacuum/Cleaning Services
 Dealer/Distributor/Manufacturer
 Other _____

D0922

Happenings

CALENDAR

Sept. 12-14

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

Oct. 6

Underground Contractors Association of Illinois Annual Business Meeting & Showcase, Venuti's Italian Restaurant & Banquet Hall, Addison, Illinois. Visit www.uca.org.

Oct. 8-12

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

Nov. 2-4

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.

Nov. 17-18

National Utility Contractors Association (NUCA) Safety Directors Forum, The Westin Downtown, Denver. Visit nuca.com/sdf.

Jan. 22-27, 2023

Underground Contractors Association of Illinois Annual Convention, Marriott Resort & Stellaris Casino, Aruba. Visit www.uca.org.

Feb. 7-9

Underground Construction Technology (UCT) International Conference & Exhibition, Orange County Convention Center, Orlando, Florida. Visit www.uctonline.com.

Feb. 14-16

Global Excavation Safety Conference, The Tampa Convention Center, Tampa, Florida. Visit www.globalexavationsafetyconference.com.

Feb. 16-17

Horizontal Directional Drilling Academy: Underground Utility Infrastructure, Arizona State University SkySong Center, Scottsdale, Arizona. Visit www.hddacademy.com.

Feb. 20-23

Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, Indiana Convention Center, Indianapolis. Visit www.wwettshow.com.

Dig Different welcomes your contributions to our *Happenings* column. To recognize members of your team, please send notices of new hires, promotions, service milestones, certifications or achievements. We also invite your national, state or local associations and organizations to post notices, news items and learning opportunities. Send contributions to editor@digdifferent.com. ▼

WHAT'S YOUR STORY? Dig Different welcomes news about your tough excavation, pipe bursting, trenching, boring or tunneling job.

Send your story to editor@digdifferent.com or call 715-350-8436

GAPVAX OPEN HOUSE - SEPTEMBER 15, 2022 - JOHNSTOWN, PA

LIVE DEMOS

EDUCATION

NETWORKING

FOOD

PRIZES

AND MORE!

Scan to Register



TRUE WET OR DRY OPERATION
15,000 LB. PAYLOAD CAPACITY
750 GALLONS OF WATER
YOUR NEW FAVORITE HYDROVAC HAS ARRIVED!



#BESTTRUCKSINTHEBUSINESS

GapVax custom builds to meet **YOUR** needs. Industrial vacuum equipment built **FOR THE OPERATOR, BY THE OPERATOR**. Air movers, hydro excavators, combination jetvacs, recycle jetvacs, trailer jettors, skid mounted vacuum units, parts and accessories - we've got what you need! Give us a call today to request a demo or speak with a sales manager!



GAPVAX.COM

281-884-8658
LA PORTE, TX

888-442-7829
JOHNSTOWN, PA



TRUVAC[®]

FLXX[™]



LARGER LOAD. SMALLER TRUCK. MORE PROFITABLE JOBS.

TRUVAC FLXX[™] is the flexible vac truck for hydro and air excavation built to dig simple, dig safe, and dig smart. Manufactured by Vector[®] Mfg., LLC, with a variety of training, service and support options available.

[TRUVAC.COM](https://www.truvac.com)



**LEARN
MORE
TODAY**

