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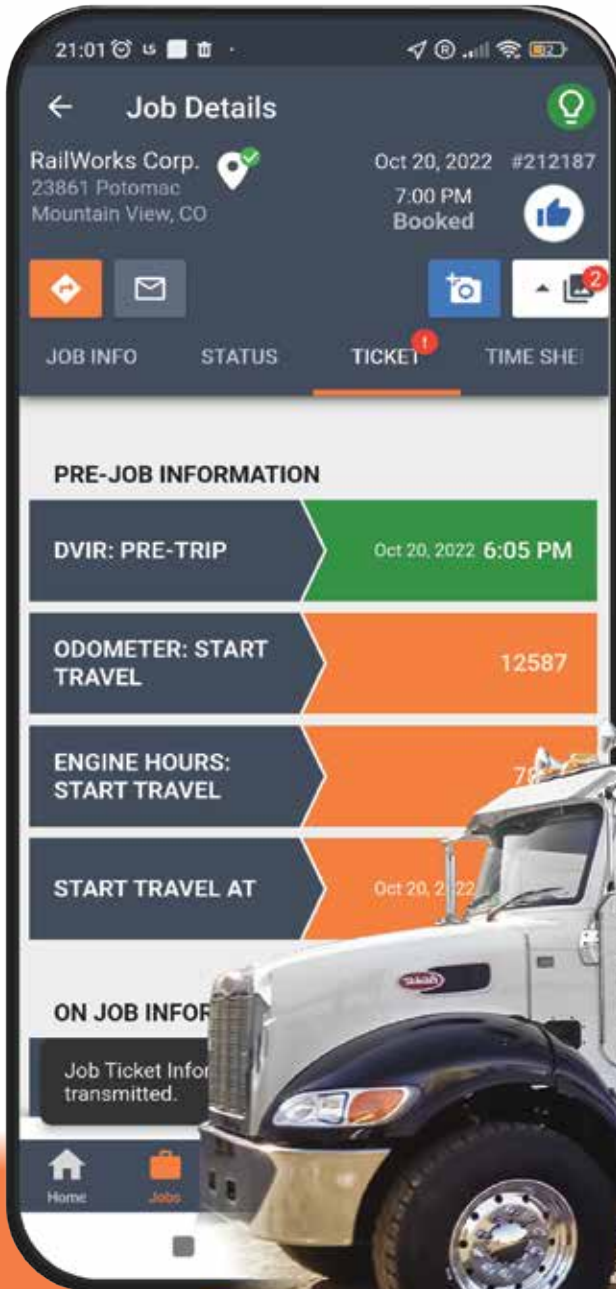
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Wes Dooley Jr., of TLC Services, uses the boom from a Kaiser Premier hydroexcavator on a job site near Bozeman, Montana, daylighting for utilities (wireless headset from Sonetics). Dooley's parents — Wes Sr. and Lori — own the company that offers many services, including hydroexcavation and excavation; portable restroom rentals and service; septic tank pumping; and septic system repairs, inspections and installations. (Photography by Sam Wilson)

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A New Signing Day

IT'S TIME TO HIGHLIGHT HIGH SCHOOL AND COLLEGE STUDENTS ENTERING THE SKILLED TRADES AND CONSTRUCTION INDUSTRIES JUST LIKE WE DO WITH ATHLETES

BY CORY DELLENBACH, EDITOR

Every year at the end of the school year for high school students you start hearing about high school athletes signing letters of intent for the colleges they are choosing to attend.

You know the scene: The athlete and his or her parents flanked on one side, on the other side is that athlete's head coach. The table they are at is covered with a flag or banner with the college's logo that they are signing with.

The newspaper and TV stations might be there if it's a big enough name. The student takes about five seconds to sign and then there is applause and congratulations. It's a long-standing tradition for many schools to do this.

It's great that this is happening and those student-athletes are getting honored for the hard work they do in school and on the field, but there should be another group of students getting just as high of praise — those entering the trades and construction industries.

LET'S HIGHLIGHT THE NEXT GENERATION

A few months ago Boldt Construction out of Green Bay, Wisconsin, held a signing day for its apprentices that work with the company. The 16 students from various Northeastern Wisconsin high schools all signed letters of intent to their chosen college or union to start their careers.

According to a local TV station that covered the event, following the signing about 100 students from area schools would be getting an immersive experience in the construction industry. Here, professionals from skilled trades would give live demonstrations of a variety of architectural, engineering and construction careers.

This is a great first step in highlighting these careers. The industry is facing a worker shortage because of retirements, and the industry itself should be stepping up to draw in its next generation of workers.

Hosting events like signing days and career days will help draw attention to the industry and show that the industry is one that students should be exploring.

WHERE TO START

The easy first place to start is to talk to students that already do summer work for your company. Or students who have reached out to you for opportunities and see if they'd be willing to do a signing day with your company as the sponsor.

Reach out to area technical schools and colleges to set up a signing day for the trades students. Most high schools would welcome another opportunity to highlight the work they do with students, as well.

Being in a skilled trades job should be something you are proud of doing and so should the students who are working towards that career. Highlight them and show them that it matters what they are doing.

ALREADY DOING SOMETHING

Are you or your company already doing something like this? I'd like to hear about it. Email me at editor@digdifferent.com or call me at 715-350-8436.

Enjoy this issue and congrats to those students entering the construction industry! ▼



BEING IN A SKILLED TRADES JOB SHOULD BE SOMETHING YOU ARE PROUD OF DOING AND SO SHOULD THE STUDENTS WHO ARE WORKING TOWARDS THAT CAREER.

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Here's your chance to feature **YOUR** company in these pages.

Tell us how you solved that tough excavation problem with a creative solution. Send a note today to editor@digdifferent.com or call 715-350-8436



BUILDING YOUR TEAM

How to Pick Leaders

Few things will doom a project faster than poor leadership. Determining who exerts influence and commands respect is key to creating a great team. But picking great team leaders can be a somewhat arbitrary and nebulous process — more art than science.

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STRIKING A CHORD

Songs About Hydroexcavation

The innovative world of hydroexcavation never fails to amaze, offering marvels beyond everyday tools and techniques. For example, Rapid Applications Group owner Todd Bullis recently created a couple original songs — a country song and a rap song — to raise awareness about his company and to show some love to the industry.

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STAY SAFE

Tips for Working in the Heat

Workers in the construction and home services sector are some of the most at risk of suffering heat-related illness. To guard against things like heat stroke and heat exhaustion, companies need good planning, even better training, and the best work practices.

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Wes Dooley Jr., division manager at TLC Services in Belgrade, Montana, works behind the truck during a job daylighting for utilities using a Kaiser Premier CV-200 hydroexcavator.



FUELING GROWTH

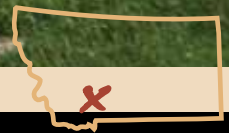
MOVING BACK INTO THE EXCAVATION INDUSTRY WITH THE ADDITION OF VACUUM TRUCKS HELPS MONTANA COMPANY FIND NEW OPPORTUNITIES

STORY: KEN WYSOCKY PHOTOS: SAM WILSON



“BEING A ONE-STOP SHOP HAS ALWAYS BEEN MY DAD’S PLAN. WITH SO MANY DIFFERENT IRONS IN THE FIRE, THERE’S ALWAYS SOMETHING FOR US TO DO.”

Wes Dooley Jr.



TLC Services Belgrade, Montana

OWNERS:

Lori Dooley and
Wes Dooley Sr.

FOUNDED:

1991

EMPLOYEES:

16

SPECIALTIES:

Hydroexcavation and excavation services; portable restroom rentals and service; septic tank pumping; septic system repairs, inspections and installations

SERVICE AREA:

Counties around Bozeman, Montana

WEBSITE:

www.tlcservicesmt.com

In the wake of the deep economic recession of 2008 and 2009, TLC Services dropped its slumping excavation and landscaping services and instead morphed into a portable restroom and septic services business.

The TLC in the company name stands for Tree and Lawn Care, its initial service offering. The Dooleys kept the name to retain its high level of brand recognition.

Several years later, however, the company — based in Belgrade, a town near Bozeman in southwestern Montana — jumped back into the excavation field. But this time it beefed up its capabilities with a hydroexcavation truck, which has helped fuel growth at the business, owned by Wes Dooley Sr. and his wife, Lori.

“Hydroexcavation technology intrigued us and our son, Wes Jr., has always loved excavation work,” says Lori Dooley. “So when the economy picked back up, we decided to get back into that field of work. Plus we saw a market niche that we could capitalize because no one else in our area had that capability at the time.”

ADDING ASSETS

To avoid investing too much money while entering a new market, the company bought a used hydrovac truck

for around \$40,000. Once firmly established, the business eventually bought a new CV-200 hydrovac truck from Kaiser Premier, built on a 2020 Peterbilt 567 chassis.

The truck features a 13-cubic-yard debris tank; a 2,250-gallon water tank; a Cat water pump (3,000 psi at up to 20 gpm); and a PD tri-lobe blower from Robuschi (a brand owned by Gardner Denver).

But it was a worthwhile expenditure in terms of return on investment; the workhorse machine now generates about 17% of TLC’s income, Dooley says.

“My dad is all about adding assets,” says Wes Dooley Jr., age 24. “Even if this truck would just break even, we would always have it here as a tool to use in the future.

“We use it for other jobs, too,” he continues. “If we’re excavating a foundation that’s close to a natural gas line, for example, we’ll use the hydrovac truck for safer excavation. Or if we’re installing a septic system and need to cross a power line, we’ll also use the hydrovac truck for the same reason — safety.”



Wes Dooley Jr. uses the digging wand and the dig tube from the hydroexcavator to make a trench for utility installation.

“MY DAD ALWAYS DOES THINGS HONESTLY AND RESPECTFULLY, AND US KIDS WANT TO CARRY ON THAT LEGACY.”

Wes Dooley Jr.

“Being a one-stop shop has always been my dad’s plan,” Dooley says. “With so many different irons in the fire, there’s always something for us to do.”

STARTED OUT YOUNG

Dooley has been working for his parents ever since he was a youngster.

“I could run a skid-steer before I was old enough to walk,” he says.

The day after he graduated from high school he started working for TLC full-time. His original plan was to go to college for a year, but he convinced his parents that he could learn more about business by working than he could in college.

Dooley worked in all aspects of the company, but always gravitated toward excavation work. As such, hydroexcavation was a natural fit for his skills and interests. The company had dabbled in hydroexcavating by using a pressure washer on a combination sewer truck.

“We worked with what we had at the time,” he says.

By comparison, using a purpose-built hydrovac truck like the first used Kaiser unit, purchased at an auction, made “a night-and-day difference,” Dooley says.

The company subsequently sold the first Kaiser and then bought two more Kaiser trucks as part of a package deal, then sold one of them, Dooley says.

How does Dooley manage to run a TLC division with no formal business training?

“I had great examples like my father and all his friends around the valley are business owners,” he explains.

DEEP EXCAVATION EXPERIENCE

In terms of more conventional excavation work, TLC is capable of doing everything from installing septic systems to digging house foundations and trenches for new water and sewer lines.

“We can do just about everything except stick-build a house,” Dooley says. “We all can do landscaping, dig a drainage ditch or pour a driveway. Dad always had the mentality of having our fingers in a lot of different things.”

The company owns a few million dollars’ worth of excavation equipment, with critical machines outfitted with TopCon 3D machine controls. The equip-

ment includes mid-size and mini-excavators from John Deere; a Komatsu mini-excavator; bulldozers, graders and front-end loaders from John Deere; International dump trucks with dump bodies from Viking-Cives; skid-steers built by Caterpillar, John Deere and New Holland; a Komatsu front-end loader; Peterbilt tractor cabs for pulling flatbed trailers; flatbed trailers from PJ Trailers and Trail King Industries; enclosed cargo trailers from Haulmark; dovetail trailers from Globe Trailers and Felling Trailers; and side-dump trailers from Jet Trailer Co.

“Most of our equipment is paid off,” Dooley says. “Dad learned that during the recession. If you have low debt, you can comfortably sit during winters or down economies without having to worry about working all the time to make payments.”

LOVES A GOOD CHALLENGE

One of the tougher jobs Dooley has tackled centered on hydroexcavating trenches about five years ago at an electrical substation in Livingston owned by the local power utility. The utility was adding a transformer and needed to connect it to a new power line.

“I spent a couple weeks there digging a trench that was 200 to 300 feet long and about 3 feet wide and 3 feet deep,” he says. “I worked 12-hour days; and working with all that live power, you have to be really careful.”

A different project in Bozeman several years ago also tested his mettle as an operator. The job was spurred by a contractor who mistakenly built part of a foundation for a strip mall over a natural gas line, instead of asking the utility that owned it to relocate the line, Dooley says.

“That’s a big no-no,” Dooley says. “So the utility asked me to expose the



The Dooley family runs the hydroexcavation/excavation operations and include, from left, Tim (son), Lori and Wes Sr. (parents), Wes Jr. (son) and Zac (son). They stand in front of their Kaiser Premier hydroexcavator at their company property in Bozeman, Montana.

Much of the hydroexcavation work involves daylighting underground utility and fiber-optic lines, digging trenches for laying new utility lines and potholing for new power poles. The well-diversified company also pumps septic tanks; inspects, repairs and installs septic systems; rents and services portable restrooms; and offers concrete and gravel-shooting services.



In order to stay safe on a job, crews wear gloves, safety glasses and a hard hat at all job sites. Crews also use wireless headsets (Sonetics) to communicate with one another over the loud trucks.

gas on both sides of a corner, then dig a 60-foot-long, roughly 3-foot-deep trench so the utility could lay a new line.”

The trenching was difficult because of an array of underground lines already in the same vicinity. And to make things worse, it was the middle of a harsh Montana winter with a 4-foot-deep frostline already well established and daily temperatures that averaged about -5 degrees, he says.

“Digging into frost with a hydrovac truck never is fun,” Dooley says. “It’s like cutting through asphalt. It took me about five days to trench just 60 feet. It was pretty slow going.”

Kaiser Hydrovac Truck Sets High Bar for Productivity and Durability

After years of working with used trucks, the hydroexcavation division of TLC Services went all in and invested in a CV-200 series unit from Kaiser Premier in 2019.

The verdict so far from division manager Wes Dooley Jr.? Money well spent.

Built on a 2020 Peterbilt 567 chassis, the truck features a 13-cubic-yard debris tank; an 1,800-gallon water tank; a Cat water pump (3,000 psi at up to 20 gpm); 75 feet of ½-inch-diameter jetting hose; a PD tri-lobe blower from Robuschi (a brand owned by Gardner Denver); a 26-foot-long boom that can rotate 342 degrees; a hydraulic off-loading system; a 700,000 Btu boiler that provides hot water; and wireless remote-control operation.

Dooley selected to buy a Kaiser hydrovac truck because the company’s previous used trucks were Kaisers and he loves their durability, performance and ease of operation.

“I love how simple it is to operate, plus the Kaiser customer service is excellent,” he explains. “Plus we already had a good relationship established with Kaiser, which made the decision a no-brainer.”

Some of the features Dooley enjoys most are the dozer blade in the debris tank that easily removes debris from the no-tilt tank; a third drive axle that increases traction in snow and mud; and remote-control operation.

MORE GROWTH ENVISIONED

Looking ahead, Dooley envisions buying another Kaiser hydrovac truck within the next couple of years and finding a qualified employee to operate it. He also doesn’t rule out expanding the division’s market geographically, but a lot of that hinges on being able to find employees, he notes.

In the meantime, Dooley says he and his siblings will focus hard on maintaining the company’s reputation for quality work and great customer service — carrying on a tradition established by his parents. (Zachary, age 22, manages gravel-shooting and concrete-work divisions and Timothy, age 15, is being groomed to handle the portable restroom and septic divisions.)

“My dad always does things honestly and respectfully, and us kids want to carry on that legacy,” he says. ▼

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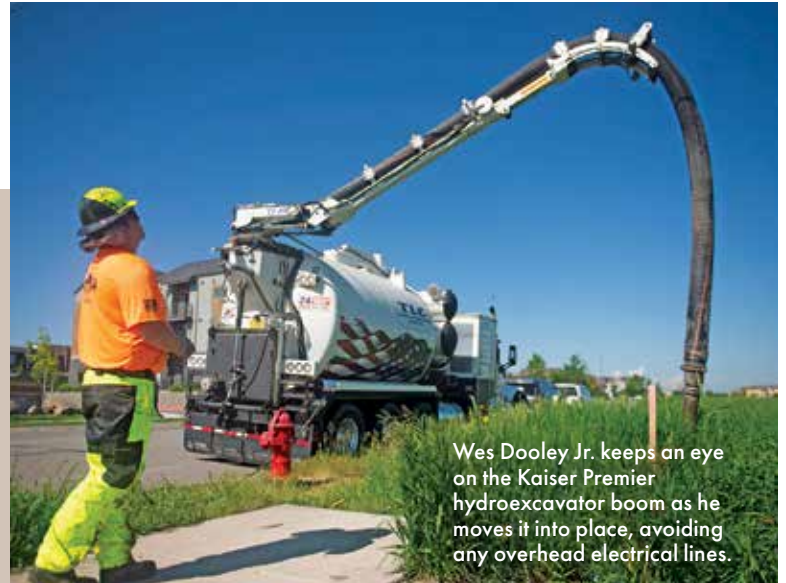
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Wes Dooley Jr. keeps an eye on the Kaiser Premier hydroexcavator boom as he moves it into place, avoiding any overhead electrical lines.

“With the remote control, I can essentially operate the whole truck by myself,” he explains. “I use it every day because I usually do hydrovac work by myself. So if I need to move the boom up or down or shut the water off, I don’t have to walk back and forth to the control panel.

“It enhances productivity — and makes my life way easier,” he says.

Dooley says the Kaiser truck is very durable and generally requires only routine maintenance to keep operational, despite often harsh working conditions. Access to items that require routine maintenance is easy, too, he notes.

“I think the Kaiser outperforms other trucks that we sometimes work side-by-side with on some jobs,” Dooley says. “It’s been a very good investment.

“If I had the employees and the money, I’d go out and buy 10 more.”

Valuing Your Services

THE FACT YOU CAN DO MORE AND DO IT BETTER IN LESS TIME SHOULDN'T RESULT IN YOU GETTING PAID LESS FOR UTILITY SERVICES

BY JEFF HADEN

My client (his construction company built factories) walked into the conference room where I was writing a keynote for him and tossed a folder on the table.

"We're bidding on a small job," he said, "and our proposal sucks."

I reached for the pages. My first thought was that \$525,000 didn't seem like a "small" job to me. My second thought was yeah, it sucked.

"Want me to take a shot at it?" I said. "All the numbers are here. Maybe I can tune it up a little."

An hour later I went to his office. He was on the phone, so I put the revised proposal on the corner of his desk. He nodded, and I went back to the conference room.

Twenty minutes later he put a check for \$5,000 beside my laptop with "[ACME] proposal" on the memo line.

I looked up, surprised. "Hold on," I said. "That's way too much. It only took me an hour."

"I don't care how long it took," he said. "I care about value. Not time. And that," he said, pointing to the check, "is how much a great proposal is worth to me."

LOCKSMITH'S PARADOX

The difference between time and outcomes is often called the Locksmith's Paradox. (I like to call it the Picasso Paradox; more on that in a second.)

Say an inexperienced locksmith fixes a lock in about an hour. The price is \$100, and the customer is happy.

Over the next few years, the locksmith gains considerable skill and experience. When the same customer needs him to make the same type of repair, he finishes the job in about 15 minutes.

Great — except when he hands the customer a bill for \$100. The job didn't take very long. And the locksmith made it look easy. How could it be worth \$100?

That's the Locksmith's Paradox: Same outcome — but because of the shorter time involved, the customer perceives the value much differently.

As for the Picasso Paradox?

As legend has it, one day artist Pablo Picasso was at the market. A woman recognized him, and asked him to draw something on a napkin for her. He did, and when he handed it to her said, "That will be a million dollars."

"But Mr. Picasso," she said, "it only took you 30 seconds to draw it."

"No," Picasso said. "It took me 40 years to be able to do that."

A similar story involves the artist James McNeill Whistler. Whistler was asked by a lawyer how he could charge so much for a painting that only took two days. "Oh, two days! The labor of two days, then, is that for which you ask 200 guineas!" Whistler replied, "No. I ask it for a lifetime of knowledge."

The Picasso Paradox isn't unique to artists, or locksmiths. The Picasso Paradox applies everywhere.

Like when managers evaluate their employees by hours worked rather than results. Employees who come in early and stay late aren't necessarily more productive; we've all known people who put in long hours but accomplish relatively little.

Or when business owners decide that the freelancer who quickly solves their software problem can't be worth the price she charges because the fix seemed too "easy."



Jeff Haden

Or when the same happens to business owners whose skill and experience allows them to deliver exceptional value relatively quickly, causing customers to question the cost instead of appreciating the value they receive.

SOLVING THE PICASSO PARADOX

The first problem is easy to solve. Don't focus on the hours your employees work, or where they work from. Butts in seats are irrelevant. Tangible, valuable results are everything. Besides, constantly worrying about what your employees are — or are not — doing is a waste of mental energy you can't afford.

The second problem is also easy to solve: Focus on the value you receive. A warehouse door lock gets fixed in just 15 minutes? Great. That means you're back in action sooner. A coding problem gets fixed in an hour? Great. That means you're up and running sooner. The outcome — and the speed of the outcome — is what matters.

Solving the Picasso Paradox your business faces is a little tougher. The key is to separate hours from cost.

For example, an estate planning lawyer I know spent considerable time and money developing software that automates much of the process. Now, once he's interviewed a new client, most of the documents involved — wills, trusts, powers of attorney, etc. — can be created in just a few hours.

If clients knew that, though ... yep, Picasso Paradox. So he charges a fixed fee. Clients are happy because they feel the results are worth the cost. Besides, how long it took is irrelevant, especially since he invested in automation that greatly speeds the process.

WHENEVER YOU CAN, SEPARATE TIME FROM YOUR SERVICE PRICING AND CHARGE BASED ON DELIVERABLES. FOCUS ON THE VALUE THE CUSTOMER RECEIVES, NOT HOW LONG IT TOOK TO CREATE THAT VALUE.

What matters is the value of the outcome.

Whenever you can, separate time from your service pricing and charge based on deliverables. Focus on the value the customer receives, not how long it took to create that value.

YOU PROVIDE VALUE

The fact you can do more, and do it better, in less time — because of your hard-earned expertise, experience, intuition, etc. — shouldn't result in you getting paid less. In many cases, a faster outcome is worth more, especially if deliverable speed is important to your customers.

That's why I like to call it the Picasso Paradox: Because when you're really good at what you do, an hour of your time may actually be worth more than ten hours of someone else's. Make sure you find ways to capture that value.

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ABOUT THE AUTHOR

Jeff Haden is a contributing editor for Inc.com and a LinkedIn Influencer.



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Dig Different welcomes news about your vacuum excavation, trenching, directional drilling and boring, bursting and tunneling business for future articles:

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Horizontal Directional Drilling & Boring DIRECTORY

2023



	Boring Machines/ Systems	Directional Drills	Drill Bits	Drill Pipe	Drilling Fluids/ Lubricants	Fluid Mixers/ Systems
<p>American Augers 135 US Rt. 42, West Salem, OH 44287 800-324-4930 • 419-869-7107 www.americanaugers.com sales@americanaugers.com</p> <p>See ad on page 27</p>	✓	✓	✓			
<p>Brandt Truck Rigging & Trailers 1806 2 St., Nisku AB T9E 0W8 877-955-2770 • 780-955-2770 www.brandt.ca/trucks</p> <p>See ad on page 48</p>						
<p>CrewPlex 205 Technology Pkwy., Auburn, AL 36804 334-321-1400 www.crewplex.com sales@crewplex.com</p> <p>See ad on page 24</p>						
<p>Ditch Witch 1959 W Fir St., Perry, OK 73077 580-336-4402 www.ditchwitch.com</p> <p>See ad on page 31</p>	✓	✓	✓	✓	✓	✓
<p>EPL Solutions, Inc. 1330 W Collins Ave., Orange, CA 92867 714-453-9760 Fax: 714-462-8103 www.epls-usa.com sales@epl-usa.com</p>						
<p> GAPVAX Inc. 575 Central Ave., Johnstown, PA 15902 888-442-7829 • 814-535-6766 Fax: 814-539-3617 www.gapvax.com inquiry@gapvax.com</p> <p>See ad on page 55</p>						
<p> IMPERIAL INDUSTRIES Inc. 550 W Industrial Park Ave., Rothschild, WI 54474 800-558-2945 • 715-359-0200 Fax: 715-355-5349 www.imperialind.com salesinfo@imperialind.com</p> <p>See ad on page 5</p>						
<p> KONDEX 1500 Technology Dr., Lomira, WI 53048 800-447-1860 • 920-269-4100 www.kondex.com/drill-defender.html hdd@kondex.com</p> <p>See ad on page 51</p>			✓			
<p> MELFRED BORZALL 2712 Airpark Dr., Santa Maria, CA 93455 800-558-7500 • 805-739-0118 www.melfredborzall.com sales@melfredborzall.com</p> <p>See ad on page 33</p>		✓	✓			

	HDD Software/ Guidance	Locators	Mud Recyclers	Piercing Tools	Pipe Bursters	Reamers	Rock Drills/ Saws/ Cutters	Rod Pushers	Shoring / Safety Equipment	Vacuum Excavators	Other
			✓								
										✓	
									✓		Wireless Headsets
	✓	✓	✓	✓	✓	✓	✓			✓	
		✓			✓			✓			
										✓	
										✓	
	✓	✓				✓					

(continued)

Horizontal Directional Drilling & Boring DIRECTORY

2023

	Boring Machines/ Systems	Directional Drills	Drill Bits	Drill Pipe	Drilling Fluids/ Lubricants	Fluid Mixers/ Systems	
<p>Pow-R Mole Trenchless Solutions 1400 Commerce Pkwy., Lancaster, NY 14086 800-344-6653 www.powrmole.com</p>	✓	✓	✓	✓	✓	✓	
<p>ProCom Headsets 2773 Leechburg Rd., Lower Burrell, PA 15068 724-337-1400 • 727-692-8700 www.procomheadsets.com/industrial sales@proacw.com</p> <p>See ad on page 50</p>							
<p> radius HDD 2525 Ranger Hwy., Weatherford, TX 76088 800-892-9114 • 855-471-2771 Fax: 817-599-3024 www.radiushdd.com info@radiushdd.com</p> <p>See ad on page 3</p>	✓	✓	✓	✓	✓	✓	
<p> Rival Hydrovac Inc. Box 5, Major, SK S0L 2H0 Canada 844-467-4825 • 403-550-7997 www.rivalhydrovac.com tdell@rivalhydrovac.com</p> <p>See ad on page 37</p>							
<p>RODDIE INC 4457 Trumble Creek Rd., Columbia Falls, MT 59912 888-406-3821 • 406-730-1565 Fax: 888-406-8282 www.rodzieunderground.com sales@rodzieunderground.com</p> <p>See ad on page 7</p>	✓	✓	✓			✓	
<p> Super Products® 130 W Boxhorn Dr., Mukwonago, WI 53149 800-837-9711 www.superproducts.com info@superproducts.com</p> <p>See ad on page 41</p>							
<p> TRUVAC 1621 S Illinois St., Streator, IL 61364 800-627-3171 www.truvac.com sales@truvac.com</p> <p>See ad on back cover</p>							
<p> Vac-Con, Inc 969 Hall Park Rd., Green Cove Springs, FL 32043 904-284-4200 www.vac-con.com info@vac-con.com</p> <p>See ad on page 43</p>							
<p>Vermeer Corporation 1210 E. Vermeer Rd., Pella, IA 50219 888-VERMEER • 641-628-3141 www.vermeer.com</p> <p>See ad on page 45</p>	✓	✓	✓	✓		✓	

	HDD Software/ Guidance	Locators	Mud Recyclers	Piercing Tools	Pipe Bursters	Reamers	Rock Drills/ Saws/ Cutters	Rod Pushers	Shoring / Safety Equipment	Vacuum Excavators	Other
	✓	✓		✓	✓	✓		✓			
									✓		Wireless Headsets
						✓	✓				
										✓	
		✓			✓	✓		✓			
										✓	
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										✓	
	✓	✓	✓	✓		✓	✓			✓	

Having a fueling station at your shop could help your company save costs and stay on job sites longer.



Cutting the Cost

5 WAYS ON-SITE FUEL STORAGE CAN IMPROVE JOB SITE EFFICIENCY

BY ASSOCIATION OF EQUIPMENT MANUFACTURERS

Fuel is one of the biggest operating costs faced by construction companies, and fuel prices are rising.

“With the unpredictable cost of fuel, it has become more important than ever for construction companies to decrease their fuel costs and increase their fuel security,” says Jeff Lowe, director of product and sales enablement for Western Global. “For them to maintain their timeline and keep their project moving forward, they need their machines refueled daily, and on-site fuel storage is the best solution.”

Here are five reasons why your company should look at providing on-site fuel storage:

Buying in Bulk

An on-site fuel storage system allows you to buy fuel in bulk, which gets you a cheaper price, and it allows you to deploy the fuel when and where you need it.

Easily Moveable

On-site fuel storage systems can easily be moved around the job site — or from job site to job site — compared to a permanent or semi-permanent installation, and this flexibility allows contractors to be really efficient at refueling their machines.

No Waiting

Without on-site fuel storage, companies must contact a fuel distributor to wet-hose the site — drive a fuel tank on site (oftentimes at the end of the day), find the equipment wherever it is, fill it up, and then drive to the next machine and the next machine until the job is complete.

Cost Savings

The act of refueling is a time-consuming experience. It’s just like filling up your car at the pump — you can’t make it go any faster. However, in this scenario, you’re fueling 20 or 30 machines. “It gets to be a costly experience because they get paid by the hour,” says Lowe.

“WITH THE UNPREDICTABLE COST OF FUEL, IT HAS BECOME MORE IMPORTANT THAN EVER FOR CONSTRUCTION COMPANIES TO DECREASE THEIR FUEL COSTS AND INCREASE THEIR FUEL SECURITY.”

Jeff Lowe

Eliminating Downtime

If the truck driver calls in sick or the tanker breaks down, then you need to scramble to refuel your vehicles by morning in order to stay on schedule. On-site fuel systems help eliminate potential headaches like this.

BENEFITS ARE PLENTY

With on-site fuel storage that is secure, safe and environmentally friendly, you can take control of your fuel supply, so you don’t have to rely on other people’s plans, capabilities and availabilities.

ABOUT THE AUTHOR

About the author: AEM is the North America-based international trade group representing off-road equipment manufacturers and suppliers with more than 1,000 companies and more than 200 product lines in the agriculture and construction-related industry sectors worldwide. The equipment manufacturing industry in the United States supports 2.8 million jobs and contributes roughly \$288 billion to the economy every year. ▼

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Don't Ignore the Signs

A SAFETY CULTURE IS DIFFICULT TO QUANTIFY, BUT ITS EFFECTIVENESS CAN STILL BE MEASURED

BY RONNIE FREEMAN

There are some key indicators in determining a workplace's safety standing, and there are also some important warning signs that your workplace isn't so safe even if those other areas are showing good signs of compliance.

Your organization can review many policies and procedures to determine the effectiveness of your overall safety culture. From workers compensation costs to OSHA recordable injuries, days away from work due to injury, safety inspection results and corrective actions taken, evaluating these metrics can help bring your overall safety picture into focus.

Employee behavior and attitudes towards safety can also be very revealing. There could be some clear warning signs that your safety culture isn't what you think it is. The following are just a few examples of warning signs that your safety program may need a closer review.

WARNING SIGNS

1. Safety inspections are not taken seriously if they are done at all. Is there any accountability involved in conducting safety inspections? Who is conducting the inspections? Are they pencil-whipping them? Also, are corrections assigned and once completed reported up the chain of command?

2. Are supervisors looking the other way when it comes to employees working safely? Do they regularly ignore safety regulations and policies to get the job done? If they are not setting the example and enforcing safety, it is just a matter of time before a major injury happens.

3. If the "smaller" safety rules are not being followed, then what about the more critical safety rules? Once certain rules become unimportant it is only a matter of time before the more serious regulations become unimportant too.

4. How is the housekeeping? Areas that are cluttered, dirty and are always in disrepair or out of order are sure signs that safety is not important. If your workplace is constantly a housekeeping nightmare, then you truly do not have a safe workplace.

5. Employees fear speaking up when there is a hazard. Too often employees are shushed when it comes to speaking up about a hazard. The cost and time incurred on repairs and corrections can be high, but how much higher are the costs with a major injury? Employees should feel empowered to speak up, and if they are not, the workplace is not as safe as you might think.

6. Complacency with safety can lead to safety issues. When employees are used to doing things a certain way day in day out and have not been injured it can lead to complacency despite the hazards that they are working around.



THERE COULD BE SOME CLEAR WARNING SIGNS THAT YOUR SAFETY CULTURE ISN'T WHAT YOU THINK IT IS.

If safety rules aren't being followed, like wearing the proper PPE on a job site, it might be time to do a complete safety review of your company with the employees.

7. Personal protective equipment is seen as optional. Employees picking and choosing when they wear the necessary PPE for the hazards they're facing clearly shows a lax attitude toward safety on the part of the employees and the supervisor who should be enforcing the use of necessary safety equipment. Also, what's the condition of the PPE? Are there inspections with regards to proper PPE and its condition?

8. Is adequate safety training taking place? In our industry there are some dangerous job responsibilities and if employees are not prepared to deal with hazards through proper training, it can lead to a real problem. It's also an OSHA violation not to train employees when it comes to dangerous work and hazards encountered at the workplace.

The attitudes and behaviors of employees and supervisors are often key indicators of your level of workplace safety. This can even involve management. A strong safety culture can only be achieved when there is complete buy-in from all employees, top to bottom. If your workplace has any of these warning signs, it's time to address them before they become major problems. ▼

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CONTRACTOR CAPABILITIES

Competent contractors in the alternative excavation industry demand quality products.

See how these partnerships ensure success in the following special section.



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Take Advantage of Air Excavation Benefits With GapVax

Air excavation is gaining popularity with industrial vacuum equipment customers, and GapVax has seen an increase in the air compressor option being added to its custom-built trucks. The benefits of digging with air are many, and include the nondestructive aspect; safe excavation around buried utilities; elimination of slurry and mess; elimination of the need for drying beds for slurry; and allowing operators to dump dry debris on site, which is used as backfill after excavation. An operator can fill up to 15 cubic yards of dry material, and contaminated or potentially contaminated soils can be kept on site.

GapVax HV Series units are fully dry rated, and are able to vacuum dry dirt and other materials without stopping. GapVax is built to last and offers superior filtration with ultra-efficient cyclones and long-lasting filter bags. GapVax is designed for true wet or dry filtration, ease of use and simple maintenance.

A popular package for the GapVax HV55 hydrovac includes 1,200 gallons of water, 15 cubic yards of debris, 19 gpm at 3,000 psi, 5,300 cfm at 28 inches Hg, 200 cfm at 200 psi rotary screw compressor, and an Air Spade air lance.



GapVax's story began when Gary A. Poborsky created GAP Pollution & Environmental Control Inc. after the Johnstown Flood of 1977 in Pennsylvania. Poborsky set out to help with flood cleanup around the city, which eventually led to more and more work, allowing him to grow his business. From this, Poborsky began trying all of the equipment available on the market. When his company's suggestions for improvements were ignored by manufacturers, Poborsky ended up manufacturing his own trucks and equipment for his service company. Various customers began wanting to buy Poborsky's equipment, and essentially, GapVax Inc. was born in 1989. The goal of GapVax Inc. was to provide the best possible equipment inspired by the operator, for the operator, using the best quality components and keeping the design easy to operate and maintain. That still holds true today, over 30 years later.

888-442-7829 | inquiry@gapvax.com | www.gapvax.com

CrewPlex Announces New All-in-One Wireless Headset

CrewPlex has announced the latest addition to the CrewPlex family of crew communication solutions — the CrewPlex DR10 900MHz All-In-One Wireless Headset. The latest solution combines the great sound quality and excellent performance of the CrewPlex DR10 system with the comfortable fit, exceptional noise isolation and flip-up microphone muting technology of the SmartBoom PRO headset, but without the wire.

The new DR10 All-in-One Wireless Headset is available in single-ear and dual-ear configurations featuring an internal antenna and field replaceable battery with an operating time of seven hours for the single and 14 hours for the dual wireless headset. Compatible with the popular two-channel CrewPlex DR10 belt packs, users can mix and use a combination of CrewPlex DR10 wireless all-in-one headsets and traditional DR10 belt packs as part of the same system.

COMFORTABLE AND USER FRIENDLY

A lightweight and adjustable design allows for comfortable all-day wear and the headsets collapse for easy storage when your work is done. Its unique all-in-one design features an easy-to-read OLED display, two intercom channels with a dual listen option, and support for up to 10 full-duplex users, including unlimited listen-only and shared users.

Also available with the new CrewPlex headset is the industry's first drop-in charger for an all-in-one style headset, according to a CrewPlex representative. The entire headset can be placed on the charger without having to remove the battery or plug in a cord. Six additional batteries (sold separately) can also be dropped in for simultaneous headset and spare battery charging capabilities.

The new all-in-one headset is another step in CrewPlex's continuing commitment to providing clear, dependable communication to everyone to ensure high levels of safety, productivity and job satisfaction.



CrewPlex is a line of hands-free, full-duplex wireless communication solutions to help crews overcome the challenges of communicating continuously in environments where noise, distance and task complexity can affect safety and productivity.

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Ensure Safe Digging Practices and Prevent Damage With TRUVAC

As America's infrastructure ages, it's crucial to prioritize maintenance, upgrades and expansion. Enter vacuum excavation — a nondestructive method that swiftly and precisely removes soil from around delicate buried utilities. Unlike traditional excavators or shovels, vacuum excavation offers unrivaled speed, precision and safety. Whether using air or water, this cutting-edge technique empowers utility companies, contractors and municipalities to efficiently complete their work in various environments. Most importantly, it keeps ground crews safe and prevents costly line strikes.

PRECISION IN CHALLENGING LOCATIONS

When faced with tough soils or delicate surroundings like urban areas, residential neighborhoods, or meticulously landscaped grounds, traditional mechanical or shovel digging simply won't cut it. That's where the innovative TRUVAC FLXX midsize vacuum excavator comes in. Specifically designed for these demanding environments, it offers a safer and more precise alternative that minimizes damage to the job site.

Unlike its full-size counterparts, the FLXX excels in locations where productivity and profitability are key. Think residential yards adorned with mature plantings and intricate root systems that require a nondestructive approach to underground excavation. Not only does the FLXX boast enhanced maneuverability, but it also provides contractors with a host of benefits. These include increased usable payload capacity, optimized job productivity and a significant reduction in the risk of incurring overweight vehicle fines.

VERSATILE AND RELIABLE EXCAVATION EQUIPMENT

Experience the enhanced capabilities of the newly launched TRUVAC TRXX compact vacuum excavator trailer, unlocking a multitude of applications such as landscaping, plumbing and underground utility tasks.

By reducing the need for additional vehicles on site, it not only cuts down on manpower requirements but also mitigates risks to personnel and property. Moreover, it empowers municipal, commercial and residential contractors to broaden their service offerings and efficiently cater to their customers' needs, ultimately elevating overall productivity.

ENHANCED SAFETY MEASURES

By having the ability to regulate the water pressure of a hydroexcavator, the risk of accidentally striking underground utilities, pipelines and cables is significantly reduced. TRUVAC's range of vacuum excavators come equipped with cutting-edge safety features, including the revolutionary DigRight water pressure control technology. With a simple push of a button, operators can effortlessly select the maximum water pressure output, resulting in fuel and cost savings, reduced equipment wear and tear, and ultimately, a safer work environment.

PERFORMING SUE TEST HOLING

By employing non-destructive vacuum excavation techniques, TRUVAC has mastered the art of precisely uncovering underground utilities. The company's methods adhere to the strict Quality Level A requirements established by Subsurface Utility Engineering providers, ensuring the utmost precision and accuracy. These SUE standards, meticulously crafted by the American Society of Civil Engineers, serve as a comprehensive process to mitigate risks associated with coordinating over 100 billion feet of buried utilities across the United States.

By employing minimally invasive excavation techniques, TRUVAC ensures that utilities' horizontal and vertical locations are revealed, minimizing the potential for any damage. Furthermore, the TRUVAC Paradigm comes equipped with an optional air excavation package, allowing it to dig potholes and promptly backfill them with vacuum-excavated soil effortlessly.



TRUVAC is a premium brand of vacuum excavator trucks and trailers designed specifically to satisfy safe digging requirements at a variety of job sites, while performing a wide range of tasks. The company's customers range from utility contractors who locate and verify underground utility lines and pipes, to independent operators, to municipal, landscaping and plumbing contractors.

815-672-3171 | sales@truvac.com | www.truvac.com

Power Meets Precision: The 36/42-600E Electric Auger Boring Machine

In the world of industrial drilling, power and precision are essential. That's why the 36/42-600E — a groundbreaking product from industrial manufacturer American Augers — merges these qualities and sets a new standard for drilling operations.

POWERFUL MOTOR AND UPTIME

Central to the 36/42-600E is its WEG 460V electric motor. This power-packed, emissions-free motor is significantly quieter than a more conventional non-electric engine, allows for unrivaled speed during operations, and is capable of drilling through solid rock even in noise-sensitive areas. The WEG 460V's lightweight design also adds to the machine's overall mobility, making it a suitable solution for steep angles and other challenging drilling conditions.

The 36/42-600E's torque limiter and adjustable speed capabilities are also revolutionary features. This limiter helps prevent damage to critical components and ensures a longer lifespan for the machine, less downtime for maintenance or repairs, and allows operators to adapt the machine's performance to the demands of the job at hand — whether they're turning at 2 rpm or 40 rpm. This adaptability is vital, as it allows the 36/42-600E to adjust its torque to conquer any soil and any condition, further solidifying its place as a versatile and reliable solution for any drilling operation, according to American Augers.

SAFETY AND COMFORT

The 36/42-600E offers a host of features designed to push the boundaries of what's possible in a drilling operation. One standout addition is the machine's wireless remote control, which dramatically enhances its operational flexibility by giving operators the freedom to move away from both the rig and the bore pit and to control the machine from a distance. This not only makes things more comfortable, but also markedly increases operator safety by reducing their potential exposure to job site hazards.

Another innovation is the machine's gravity-activated spill door, which automatically deflects debris from the spoil chamber while the machine is running and helps maintain the integrity of the whole drilling operation.



CONTROL AND EASE OF OPERATION

The 36/42-600E shines with its innovative Quik-Split frame design. This design allows the machine to be divided into sections for simplified lifts in and out of the bore pit, reducing downtime and increasing productivity.

The Quik-Tran return system provides the machine with up to 10,000 pounds of push and pull at high speeds and ensures efficient operation without any dogging or winching during retraction. The return system also engages directly to the machine tuck for easier operation across challenging work conditions.

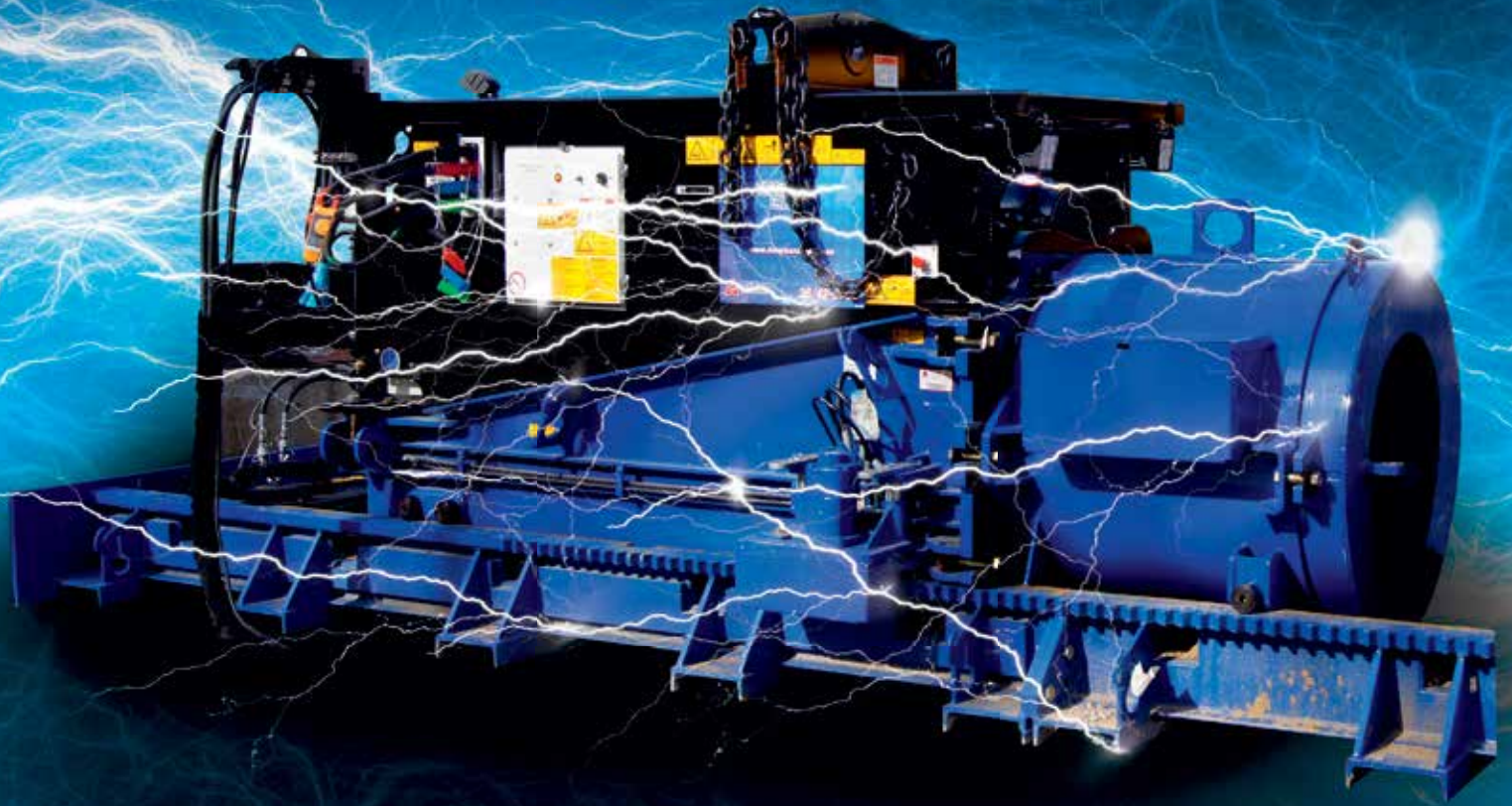


American Augers, the manufacturer of the 36/42-600E, has been at the forefront of crafting high-quality auger boring machines since the company was founded in 1970. The company is backed by a global dealer network and a team of seasoned professionals with decades of experience in the industry.

800-324-4930 | www.americanaugers.com

36/42-600E

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SCAN TO
LEARN
MORE.



Maximize Hydroexcavation Uptime With Cat Pumps

Over 50 years of high-pressure pump manufacturing experience has earned Cat Pumps a reputation for producing high quality, long lasting pumps. Engineers at Cat Pumps designed the models 2560 (16 gpm at 3,000 psi) and 2565 (20 gpm at 2,500 psi) specifically for the hydroexcavation market. Developed to withstand continuous-duty applications in harsh environments, model 2560 and 2565 pumps are what

industry leaders demand — a dependable, high-quality product backed by world-class customer service, training and support.

BH MODELS

The BH versions have a machined bearing cover that pairs with the 76SAEC.25FR hydraulic bell housing, allowing the 2560BH and 2565BH to be directly driven by an SAE C hydraulic motor. Addi-

tionally, alternative pumps rated up to 50 gpm and 10,000 psi can be mounted quickly and securely to hydraulic motors with SAE A, SAE B or SAE C mounts via heavy-duty bell housings. These bell housings are available as individual components or included in a complete pump/motor assembly. The compact direct drive allows for a space-saving footprint, and being direct-driven, it's simple to install and maintain.



Cat Pumps is a manufacturer supplying high-end industrial triplex high-pressure plunger and piston pumps and related products. With a reputation as a premier pump supplier, the family-owned Minneapolis company designs pumps that meet the rigorous requirements of markets like high-pressure cleaning, hydroexcavation, heavy equipment wash-down and saltwater reverse osmosis.

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

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Cat Pumps and Bell Housings — a Winning Combination

Cat Pumps Bell housings offer a fast, convenient and reliable way to mount hydraulic motors to high-pressure pumps in a direct-drive configuration. Cast from a lightweight, high-strength aluminum alloy, these durable bell housings are designed to accept SAE "A," SAE "B" or SAE "C" motors to fit a variety of pumps

rated up to 50 gpm and 10,000 psi. Industrial-duty flexible coupling assemblies ensure full torque transfer from the motor to the pump. Bell housings and couplings are available as individual components or built-to-order as complete pump/motor units. Great for hydro excavation, jetting, washdown and much more.



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Ditch Witch Releases 'World's Largest' All-Terrain Directional Drill

Ditch Witch — a pioneer in the world of heavy-duty machinery — has just released what it claims is the world's largest all-terrain directional drill: the AT120. This beast of a machine boasts 15,500 foot-pounds of rotational torque, 3,000 foot-pounds of inner rotational torque, and another 120,000 pounds of thrust and pullback, making it a full 50% more powerful than the company's previous model, the AT100. All that extra power lets operators handle a wider array of projects, navigate through larger bores and manage large-diameter installations with incredible efficiency.

At its heart, the AT120 is powered by a robust 280 hp Cummins Stage V diesel engine, a powerhouse that propels this monster drill through long bores and complex installs. Despite all that power, however, the Cummins Stage V meets European emissions standards for cleaner job sites, and the drill's advanced Ditch Witch technology enables rock drilling at a low fluid level, meaning environmental impact and job site waste are both significantly reduced.

All this means that the AT120 will deliver enough power to push through solid rock with ease, and as Ditch Witch's largest AT drill yet, it also helps push Ditch Witch users to larger-scale jobs that typically require maxi-rigs and other equipment.

MAXIMIZE YOUR PRODUCTIVITY

Beyond its raw strength, the AT120 was made with uptime in mind, and its design elements are geared toward maximizing efficiency, performance and productivity. One standout feature is the integrated 20-foot end-to-end drill pipe and dual-rod box design, which allows operators to install more pipe in the ground in one go and add or remove pipe as necessary, significantly improving their productivity.

Other technology enhancements include a patent pending Virtually Assisted Makeup and Breakout solution, which ensures the drill pipe and tooling are at the correct levels observed by the torque gauge during a bore and makes it easier for operators to make up and break out tool joints without the need for floats and sensors.

All that uptime is improved even more by the AT120's durable parts. A SaverLok design protects the drill pipe and drive system from everyday wear and tear, and a brand new engine compartment and access panel provide access



to the critical components that require the most frequent upkeep. This streamlined maintenance routine reduces downtime even more, and ensures that the AT120 is always ready for action.

Additionally, the AT120 is user friendly. As the first production unit in the Ditch Witch lineup to feature a multimode joystick, the drill allows operators to set the controls to their style of drilling, meaning that time spent in training can be reduced dramatically. On top of this, the AT120 shares a common feature with the latest Ditch Witch family of horizontal directional drills: a cab intended to enhance operator comfort and ease of use.



Ditch Witch was founded in Perry, Oklahoma in 1949, and has carved out a reputation for its commitment to crafting industry-leading products. The AT120 is a shining example of this commitment, a product that's redefining the limits of what's possible in directional drilling.
www.ditchwitch.com

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MOUNTAIN?
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FOR THAT.



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[DITCHWITCH.COM/AT120](https://www.ditchwitch.com/AT120)

Melfred Borzall Helps Crew Tackle 27-Way Multiduct Challenge

On a rainy week in San Mateo, California, LT Directional was up against some mighty odds. Not only was mother nature on their tails with some significant rains threatening the productivity of the job, but they also were in a metropolitan area that put them up against public transportation railway on the surface, as well as the risk and hazards that come with drilling next to that — but they also were battling an incredibly complex maze of existing underground utilities under the surface.

With some major high-tech companies headquartered in neighboring streets — such as Survey Monkey, Sony Interactive and GoPro — they had a lot to lose if they inadvertently hit some existing power or communication utility lines. The crew's safety was paramount from minute one as they arrived on the scene at 6 a.m., ready for the safety briefing. The job was to install 27 2-inch pipes over a few hundred feet that paralleled the San Mateo rail. This meant there were a few different factors to consider for the job.

BORE HOLE SIZE

First, LT directional would need to widen the hole enough to provide enough clearance for a 27-way puller. This meant that the final hole size would need to be at least 32 inches in diameter. With 27 2-inch pipes, the hole would need to be large enough for clearance for the pipes to pull freely without creating a suction that often accompanies the deadly combination of too little clearance in a hole with an incorrect mud recipe. When you create a hole that large in the shale, clay and sand composite mixture that you often find in Northern California, suddenly, the wall pack becomes a concern as well, which leads to the next factor.

HOLE STABILITY

With a 32-inch hole, there is a lot of room for gravity to take over, and the hole can collapse in on itself or deform. The crew opted for the Deluxe Barrel, or “pig,” from Melfred Borzall with added hardfacing, mudflow ports and cutter teeth options.

HDD TOOLING

LT Directional knew they needed tooling custom-fit to this large-bore tooling that was not quite Maxi, but larger than typical jobs. The tools they decided to include in their arsenal were a 32-inch Deluxe Barrel and Tornado Reamer combo for mixing and pumping action that simultaneously provided wall-pack stability.

Running a JT100 directional drill, this crew encountered rocky conditions, but ample amounts of sandy conditions that risk collapsing the hole. The Tornado's large paddle cutter blades provide the mixing action needed to keep



the risk low for balling up. The barrel stabilizer also kept fluid flowing with its built-in fluid ports.

The crew trailed that with a swivel and custom-manufactured multiduct puller from the Melfred Borzall engineering team. The multiduct puller had 27 eyes that connected to 27 DCD Deluxe Duct Pullers that protected the pipe ends with a bell.

Melfred Borzall engineers had a challenge ahead of them, as they had to build this from scratch and tailor it to the specs of LT Directional's job. After sharing designs, collaborating and finalizing the puller, it was tested and delivered on site by their Northern California HDD specialist.

This was a great example of careful planning, proper preparation and investment in the right areas to ensure a successful job, even when mother nature wasn't cooperating with the job.



Melfred Borzall has developed HDD tools to make directional drilling more productive and more profitable for 75 years. The company's Southern California design and manufacturing plant is ground zero for the HDD tools that changed the way an entire industry drills.

800-558-7500 or 805-739-0118 (outside U.S.)

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Streamline Work Processes With Rapid Apps Hydrovac Software

Hydrovac businesses have become one of the most sought-after services in the construction and excavation industry. They offer a unique solution for excavating underground utilities and infrastructure. However, as the number of hydrovac businesses increases, so do the challenges associated with managing their operations. Managing a Hydrovac business requires extensive coordination and data analysis. Fortunately, Rapid has developed a solution that can significantly increase efficiency, reduce costs and optimize process performance — Rapid Apps Hydrovac Software.

Rapid Apps Hydrovac Software is designed to streamline and automate work processes, allowing companies to make more informed business decisions. The Rapid Apps Hydrovac Software is a cloud-based solution that can be accessed from anywhere in the world, allowing you to manage your business from the office, job site or in the field.

AN AUTOMATED SYSTEM

One of the greatest benefits of Rapid Apps Hydrovac Software is the automation of invoicing and billing processes. The software tracks job progress and payment schedules to ensure timely invoicing and eliminates errors associated with manual data entry. This leads to significant cost savings and reduced payment collection time.

Rapid Apps Hydrovac Software also offers real-time visibility into job progress. It allows contractors to monitor their equipment usage, fuel consumption and maintenance schedules. This reduces the risk of equipment failure and unplanned downtime, leading to enhanced equipment utilization and reduced maintenance costs.

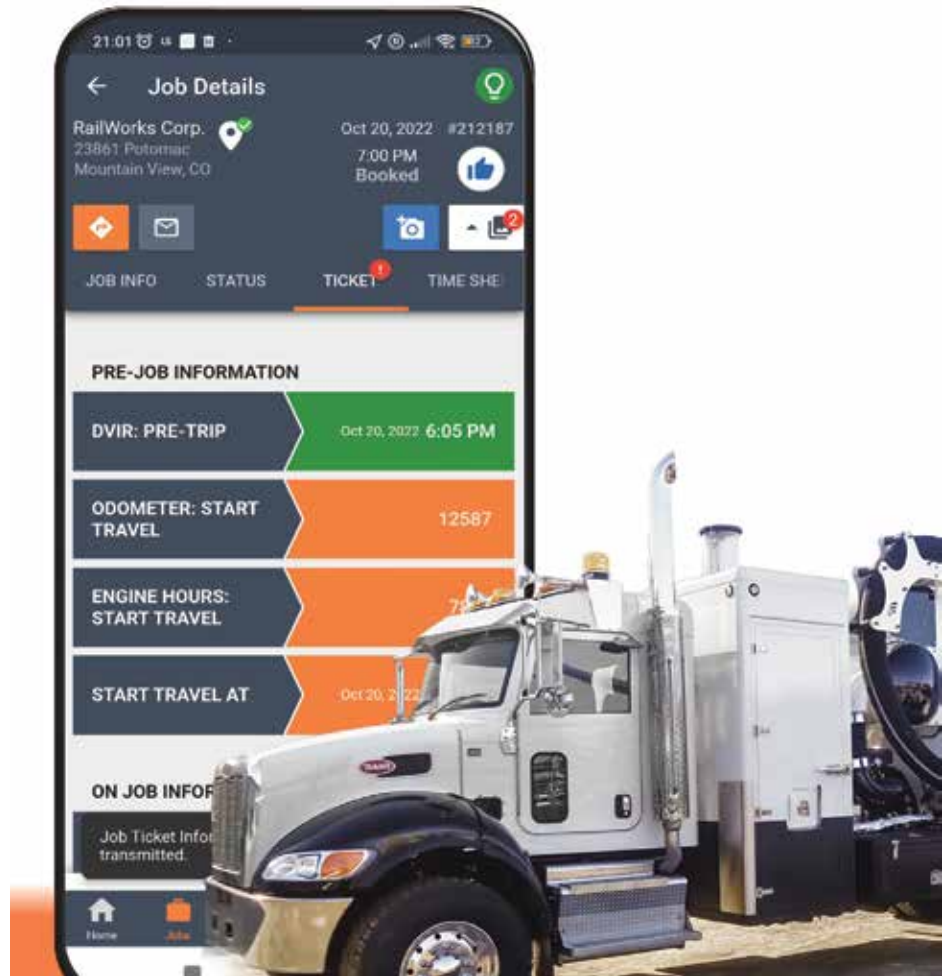
The software also provides powerful analytic tools that enable hydrovac companies to make better decisions. The data can be visualized in real-time dashboards to monitor key performance indicators such as job completion rates, equipment utilization and profitability. This allows contractors to quickly identify areas for improvement and optimize their processes to increase efficiency.

WORKFORCE MANAGEMENT

In addition to its powerful analytic capabilities, Rapid Apps Hydrovac Software offers a comprehensive workforce management solution. The software allows you to manage your workforce, assign tasks, track performance and monitor safety compliance. It also provides real-time visibility into your labor costs, enabling you to optimize your workforce to reduce labor expenses.

The software offers a powerful scheduling tool that enables you to manage and track job progress. The scheduling tool allows contractors to assign tasks to their workforce and equipment, track job progress and monitor the status of job assignments. This ensures that jobs are completed on time and with the necessary manpower and equipment.

Rapid Apps Hydrovac Software also offers a powerful document management solution. This solution enables contractors to manage all their documents in one place, reducing the risk of lost or misplaced documents. Documents



such as permits, licenses and safety certifications can be stored and managed in the software, enabling contractors to access them quickly and easily.

Rapid Apps Hydrovac Software is a powerful tool for hydrovac contractors to increase efficiency, reduce costs, optimize process performance and gain a competitive advantage. Its powerful analytic capabilities, workforce management, scheduling tools, and document management capabilities have revolutionized how hydrovac businesses manage their operations. By leveraging Rapid Apps Hydrovac Software, hydrovac contractors can optimize their operations, reduce costs and improve profitability.



Rapid Applications Group sells software solutions built by industry professionals to streamline dispatching, invoicing, maintenance and more. **303-500-3050 | www.rapidappsinc.com**



ARE YOU LOOKING FOR A POWERFUL ERP SYSTEM FOR YOUR HYDROVAC COMPANY THAT CAN QUICKLY AND RELIABLY HANDLE YOUR BUSINESS OPERATIONS?

Look no further than Rapid Apps! This state-of-the-art software is one of the market leaders in enterprise resource planning. With its intuitive user interface, Rapid Apps gives you full control over all aspects of your business. From managing equipment, manpower and customer accounts to tracking orders and sales, and data analytics. Rapid Apps has you covered.

At Rapid Apps, we understand how important it is for businesses to be able to react quickly and accurately to changing conditions. That's why our software was designed with intelligent algorithms that enable you to make swift decisions without sacrificing accuracy. Our powerful analytics and reporting capabilities help you spot trends and opportunities before others do.

Plus, our customer success team is available to provide personalized support and help you get the most out of your Rapid App experience. With our Rapid Applications dispatch software, your business will be more efficient than ever before!



Rival Hydrovacs Designed With Weight Limits in Mind

Rival Hydrovac — a Canada-based supplier of cost-effective, efficient and lightweight hydrovac vehicles — has grown quickly since 2016. A major factor in the rapid growth of Rival is increased awareness and enforcement of the loaded weights of some hydrovac units.

Rival is mindful of keeping the truck as easy to operate as possible. The company's tandem T7 trucks are just over 30 feet in total length. Both models come with Allison Automatic Transmissions. Rival utilizes high performance components in an effort to provide a competitively performing unit with a smaller footprint and lighter weight.

DESIGNED TO COMPLY

The Rival T7 tandem was designed primarily to be a unit that could be loaded with debris and driven within legislated road limits with most types of debris on board. Additionally, the unit comes standard with a scale that reads real-time weights both in the cab and on the wireless remote to confirm weights prior to travel.

Rival Hydrovac recently added an optional air compressor to the T7. These air units also have the hydro features that any other Rival truck would include. The compressor is a dual-pressure Vanair unit, allowing for a setting for tooling and another for air excavation.

ABOUT THE T10

The Rival T10 unit is the larger brother of the T7 unit. The T10 comes on three different chassis configurations, depending on the jurisdiction it will operate within. Rival is also offering the air package on this size unit. The T10 offers additional debris and water capacities, and it has a larger boom and more blower.

Rival strives to continually add features to address customer needs as it learns of challenges faced in the field, according to a company spokesperson. Auxiliary hydraulic outlets are available that will allow for the operation of hydraulic tools, utilizing the system already on the truck. The real-time truck weights are displayed both in the cab of the truck and on the remote. The boom has a shutoff valve and the blower can be run in pressure or vacuum modes to allow for pressure offloading into another truck or tank. All Rival trucks are fully equipped to work in the winter, featuring cabinet heaters, heated valves and a purge/glycol system for the water pump and boiler.

Rival also has several important safety features, including a retractable railing atop the unit, D-ring tie-off locations, a grounding rod, traffic cones and an emergency shutdown system.

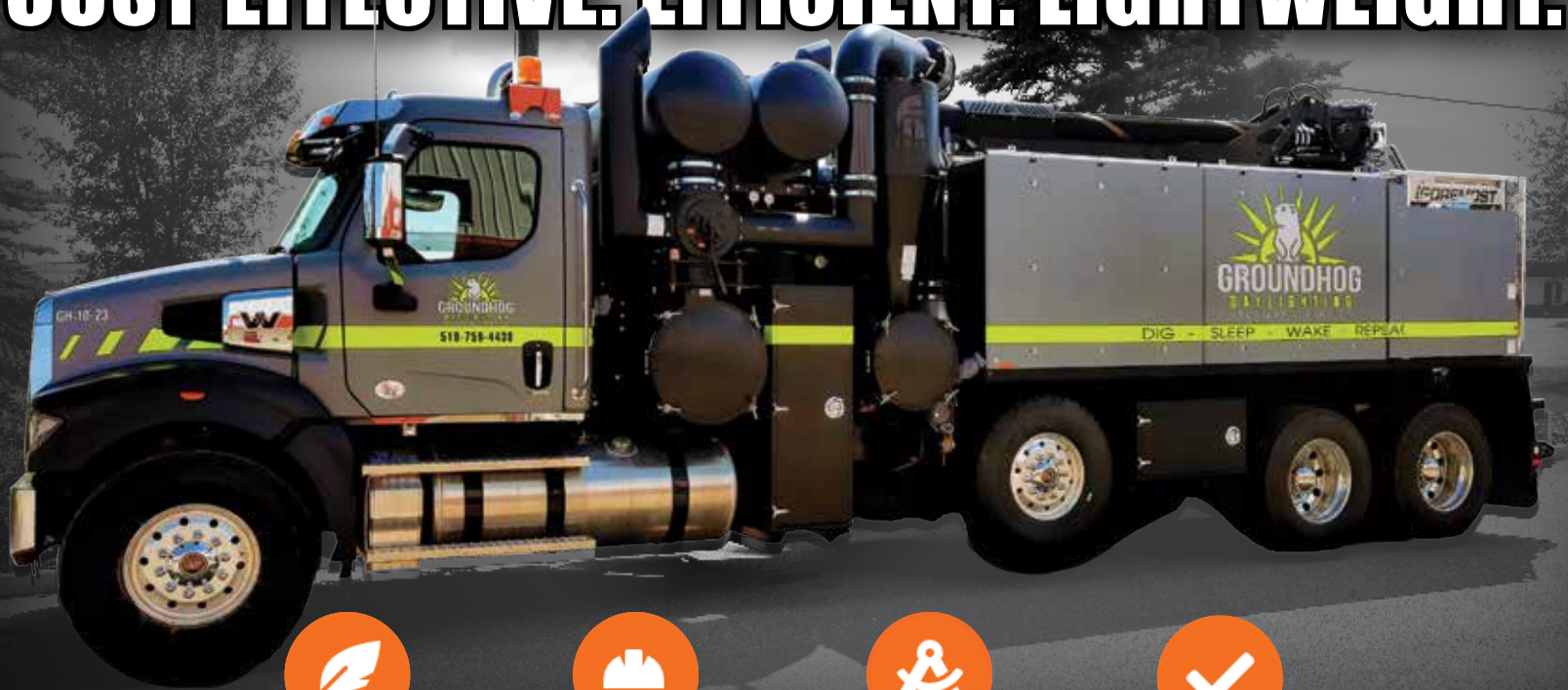
Other accessories include a poly dig tube with neoprene end, multiple dig tube extensions, all necessary clamps, two wash wands with nozzles, dig wand extensions, a spare handheld remote and a wand for washing the vehicle and washing out the tank.



Rival Hydrovac units are distributed by Transwest Trucks in the United States and a Transwest sister company, Summit Truck Equipment in Canada. Transwest and Summit offer parts, service and training as required. Rentals and in house financing are also available.

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Make Drilling More Precise With Subsite's Marksman Plus

When it comes to mastering the underground, the Subsite Marksman Plus is a solid choice. This horizontal directional drilling guidance system is crafted for superb performance even in high-interference environments.

Built for both the greenhorn and the seasoned driller, the Marksman Plus's streamlined design is devoid of any unnecessary complexity, offering a single toggle control that eliminates the need for any extraneous buttons and triggers, ensuring you're operating at peak performance from the first day of the job.

The Marksman Plus's user interface can also be adjusted to both "Classic View" and "Marksman View." While Classic View contains the same interface that has made Subsite products so popular in years past, Marksman View's updated, intuitive graphics and clear data display make it a major improvement over the traditional UI. So whether you're an old hand or just breaking into the business, the Marksman Plus will feel like home.

In addition to its customizable user experience, the device flaunts a high-resolution, full-color, 5-inch TFT LCD screen that is optimized for outdoor viewing. It also features an Extended Range Mode that strengthens the depth readings and extends data range. Your productivity is ensured with a maximum of 2,000 feet between the tracker and drill operator.

ADVANCED LOCATING

Another feature that sets the Marksman Plus apart is its performance in high-noise environments — ensuring you'll never lose your way. The device's advanced locating methods, including Walkover Mode and Drill-To Mode, let you zero in on the drill-head location with surgical precision. While Walkover Mode uses peak and null techniques to pinpoint locations, Drill-To Mode enables real-time corrections, vastly improving bore accuracy.

Connectivity is also a breeze with the Marksman Plus. An automatic Bluetooth tracker-beacon connection means no more fumbling for long cables, and the device's rapid calibration with this connection not only saves time but also boosts productivity.

Because precision is paramount in drilling, the Marksman Plus delivers on exactness. With a 0.1% pitch resolution, the tracker is able to complete precision-grade work with ease, according to the manufacturer. Additionally, it is compatible with the Subsite Field Scout bore planning app, which minimizes risk and makes the actual drill time more efficient and effective.



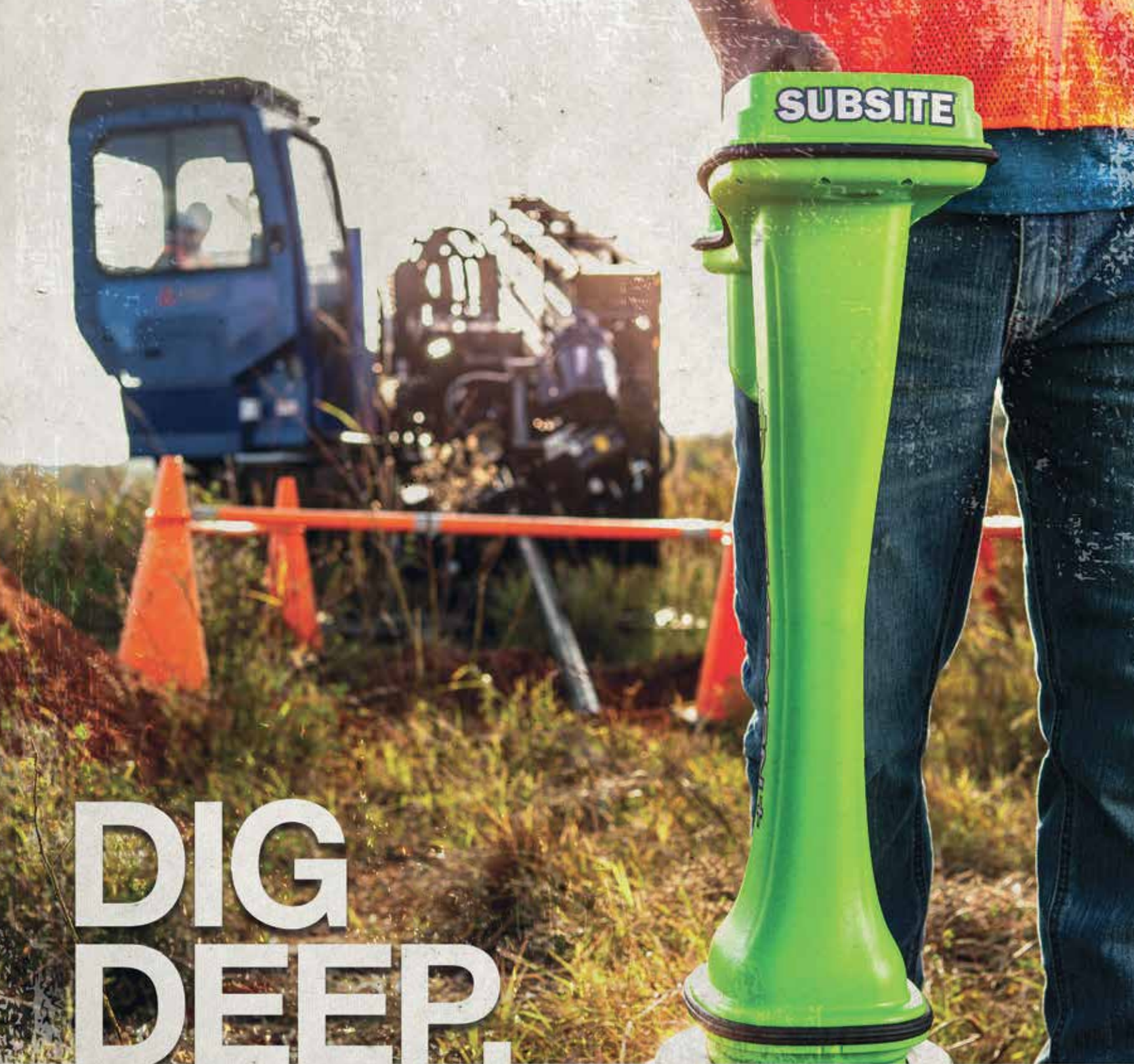
The ease of use and accuracy of the Marksman Plus is anchored by its extraordinary battery life. The device is a relentless workhorse that can be used for 80 hours on a single charge, making it ready to power through job after job, day after day.

Moreover, the Marksman Plus is an integral part of the Subsite Green Ops process, which uses technology and information to provide a more comprehensive plan, greater control, and faster reporting, ultimately leading to safer and more productive drilling operations.



Subsite, the company behind the Marksman Plus, has been dedicated to developing HDD guidance systems since its founding in 1988. Over the past three decades, it has emerged as a leading name in electronics for the underground construction industry by providing everything from utility locators to inspection systems. Its unwavering commitment to innovation, customer feedback and exemplary support has cemented its position as the premier source of electronic technology for the safe and efficient installation, maintenance, and inspection of underground pipes and cables.

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Digging Safer and Smarter With Mud Dog Vacuum Excavators

There are more than 100 billion feet of underground utilities located in northern America. In the U.S. alone, a utility line is hit every 6 minutes causing power and utility disruption, injuries and even death. Compared to abrasive, traditional machinery, vacuum excavators offer a safer, smarter and more precise digging method. Mud Dog Vacuum Excavators are designed to meet the challenges of compact, urban projects to large-scale excavation projects by offering versatility, safety and productivity on the job site.

VERSATILITY

Mud Dogs come in a variety of model configurations to tackle applications in various environments, including harsh conditions. The 700 offers a compact footprint for excavation in urban environments while maximizing payload and maintaining the power and precision that larger units offer. The 1200 offers consistent performance and precision for excavation during mid to large-scale projects. The 1600, the largest vacuum excavator in the industry, offers maximum payload and performance for large-scale excavation in the harshest environments; no project is too big or too tough to tackle.

SAFETY

The use of large, traditional machinery on a job site can be risky and hazardous to operators and even the surrounding community. Due to the precision and nondestructive nature of utilizing compressed air or pressurized water, vacuum excavation is the safer solution. With the Mud Dog, an operator can choose to dig with the most efficient and safest application for the job or environment at hand. Soil conditions can vary from soft topsoil to clay to limestone or rock; each of these requires a different excavation strategy: air, water or both.

Air excavation is desired in applications where soil tends to be less compact, water is not easily available, for small-scale projects or where backfill is required. Additionally, when working with buried electrical lines or brittle utilities, air excavation is often preferred due to lower operating pressures and its nonconductivity.

Hydroexcavation is desired in applications where soil is made of dense materials or frozen. Additionally, hydroexcavation does not produce nearly as much high velocity debris as air excavation, reducing the risk of damage to underground utilities and injuries to operators.

PRODUCTIVITY

Excavating in remote areas or narrow streets and roads with traditional equipment can cause damage to the surrounding landscape and increase traffic congestion, which can be hazardous and inconvenient. When cables, utility lines or water mains need to be repaired or installed in these hard-to-reach areas, vacuum excavation provides an ideal solution. The unit can be located



away from the excavation site by utilizing an extendable, 8-inch diameter boom that rotates and pivots downward.

Mud Dogs also come with features to ensure efficient workflow and productivity, including variable blower and water pump speed. These allow for increased digging effectiveness, water conservation and fuel efficiency.

PARTNER WITH SUPER PRODUCTS

Product innovation, customer satisfaction and ensuring the safety of businesses and operators in the industry has been and will continue to be a priority for Super Products, according to a company spokesperson. “Partner with Super Products for your next excavation project.”



Super Products gives contractors and municipalities access to efficient and progressive vacuum excavators, combination sewer cleaners, industrial vacuum loaders, truck-mounted jetters and liquid vacuum trucks. Super Products has a broad support network of representatives supporting contractors, dealers supporting municipalities and nine rental facilities supporting short- and long-term rentals, parts and service.
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Vac-Con's X-Cavator CXT Is Ready to Meet the Demands of Any Application

The legacy Vac-Con vacuum excavator — the X-Cavator CXT — is a simple, user- and maintenance-friendly unit ideal for contractor and municipal operations.

The overall design of the CXT is based on the hydrostatic drive system, allowing for the elimination of blower idle time. Unlike direct-drive traditional units, the CXT blower does not start turning until the water or vacuum systems are engaged. This decreases the amount of heat being generated from an idling blower and extends the life of the component.

Independent control of the water system is hydrostatically driven from the front PTO and rated for 20 gpm at 4,000 psi.

The CXT is available with either a positive displacement blower or three-stage centrifugal compressor fan to power the vacuum system. Dual cyclonic separators and a removable cartridge and final filter housing comprise the filtration system.

A simplified passenger-side-mounted control panel features throttle switch operations for all unit systems. The CXT is also available with a wireless remote that controls all system functions. This device features integrated batteries inside of the remote control, which are charged magnetically on the cab dashboard. These are considered permanent batteries that don't need replacing and are safe from environmental corrosion and dirt. In addition, the elimination of a battery compartment reduces entry points for water, which can quickly decommission a remote control.

EASY MAINTENANCE

Components on the CXT are easily accessible and centrally located, ideal for maintenance needs. Water pump components are available behind a removable panel located just below the mainframe. The blower is located at midbody with an eye-level fluid indicator, eliminating the need for operators to go under the truck to verify levels.

An optional catwalk component is available to be mounted onto the side of the debris tank. This feature is ideal for simplified hydraulic and boom maintenance access.

The CXT is available with up to 1,300 gallons of water capacity in cross-linked polyethylene water tanks that carry a standard 10-year warranty.

POWERFLEX BOOM OPTION

Upgrade the CXT with the telescoping PowerFlex boom option, designed to give the operator a greater range of motion and control. The PowerFlex boom is an innovative component that boasts a total reach of 28 feet in length,



34 feet of upward lift, 110 degrees of articulation and 315 degrees of rotation. Top-mounted on the debris tank, PowerFlex can be operated at the front, sides and back of the machine. PowerFlex allows the operator to work difficult angles and covers more ground than a traditional boom. The ability to sweep and rake with the boom is great for long trenching. In addition, PowerFlex is easier to operate than boom hoses made of flexible material, which require a lot of manual handling and management.

The capabilities and power of the X-Cavator CXT are designed to make the operator's job easier, while bringing the best in power and performance to the job. The CXT is available in a range of configurations and options ready to meet the demands of any operator, any application and any job site, according to Vac-Con.



Vac-Con Inc. has since 1986 manufactured more than 9,000 custom-built, truck-mounted machines to serve public and private environmental markets globally. Located in Green Cove Springs, Florida, the company is one of the largest producers of sewer cleaning equipment in North America.

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Consider Vermeer Fiber Solutions for Efficient Installations

In today's digital age, the demand for high-speed data transmission is ever-increasing, necessitating the development of robust fiber networks. While mainline fiber connections carry data over long distances, individual fiber connections at homes and businesses enable people to access networks.

Vermeer fiber solution experts understand the challenges utility contractors face in building these networks and offer a range of efficient equipment and solutions for fiber drop installations, urban mainline installations and rural mainline installations.

FIBER DROP INSTALLATIONS

Fiber drop installations are critical for building robust networks, but can be challenging. Vermeer addresses this by offering a range of productive compact fiber solutions. These solutions include compact horizontal directional drills such as the Vermeer D8x12 and D10x15 S3 HDDs, which can navigate congested city environments and tight spaces while delivering optimal performance. Vibratory plows and trenchers like the Vermeer SPX25 and PTX series provide efficient fiber solutions for short residential and business-drop installations. The Vermeer Hole Hammer pneumatic piercing tools are also handy for making short fiber bores under hard surfaces.

URBAN MAINLINE INSTALLATIONS

Urban fiber mainline work primarily involves HDD. Vermeer offers a lineup of HDDs that are widely used for this type of work. The Vermeer D20x22 S3 HDD is ideal for residential fiber work, combining power and compact size to perform long drill shots and short bores in tight working conditions. The Vermeer D23x30 S3 HDD is a versatile drill capable of working in challenging ground conditions and extending bore distances. Its speed, simplicity and low sound levels make it an excellent choice for urban areas. For demanding ground conditions, the Vermeer D23x30DR S3 HDD provides enhanced performance.

When there isn't room to install fiber in the right of way, the Vermeer RTX450, RTX550 and RTX750 ride-on tractors can be outfitted with a range of attachments for fiber work, including a vibratory plow or MTR12 microtrenching attachment. These ride-on tractors are quick and efficient with minimal restoration work, and you can choose between tires and tracks to match the job site environment.



RURAL MAINLINE INSTALLATIONS

When working in wide-open spaces, Vermeer offers fiber installation equipment designed to help achieve optimal distances. Contractors can choose from a range of utility drills or vibratory plows that suit their specific requirements. Models like the Vermeer RTX750 ride-on tractor equipped with a vibratory plow are fast and effective for installing fiber over longer distances in rural areas. These plows provide a reliable and productive method for laying fiber cables, ensuring a strong and reliable fiber backbone.

THE VERMEER ADVANTAGE

Having the right equipment is essential, but there are other factors in successful fiber installation work. A highly trained team, tools for fast bore setup and access to tooling, parts and service are equally crucial. The Vermeer global dealer network provides comprehensive support, including training, tooling selection and assistance with any fiber installation-related queries.

Building massive fiber networks requires efficient fiber drop installations, urban mainline installations and rural mainline installations. Vermeer offers a range of equipment and solutions tailored to these specific needs.

Vermeer Vermeer Corporation delivers a real impact on the way important work gets done through the design, manufacture and support of high-quality industrial equipment that is backed by localized customer service and support provided by independent dealers around the world.
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What's Vermeer bringing to The Utility Expo 2023?
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Reduce Operating Costs, Get More Done and Work Safer With VMAC's DTM70-H

Every VMAC air compressor and multipower system is built with a clear intention: to empower fleets and contractors to reduce operating costs, get more done and work safer. And the VMAC DTM70-H certainly is empowering.

When it comes to reducing costs while improving productivity and safety, the DTM70-H direct-transmission mounted PTO air compressor with hydraulic pump checks all the boxes.

REDUCE OPERATING COSTS

VMAC strives to reduce fleet operating costs by reducing fuel costs through a reduction in truck gross vehicle weight, eliminating secondary engine maintenance costs, or even allowing fleets to right-size truck classes.

Weighing in at only 180 pounds, the DTM70-H reduces GVW by up to 600 pounds, as no air receiver tank is required, and hydraulic tank sizes can be reduced by as much as 50%. The DTM70-H will free up payload to downsize your truck class, avoid overweight fines and improve fuel economy. Or, add more tools and equipment to your truck with the extra payload capacity.

A Chelsea PTO mounted to the truck's transmission powers the DTM70-H. There's no secondary engine, which means there's no extra maintenance, allowing you more time on the job to make money and less time dealing with frustrating breakdowns.

GET MORE DONE

VMAC rotary screw air compressors are designed to produce full air power at 100% duty cycle. No time is wasted waiting for a bulky air receiver tank to fill.

The DTM70-H delivers variable air and steady hydraulic power simultaneously with a single PTO port, allowing operators to run air tools at the same time as a crane or other hydraulic tools. This system produces up to 65 cfm and up to 8 gpm hydraulic flow. With two forms of power in just one machine, operators will be able to work more productively and get more done every day.

WORK SAFER

Everybody deserves to go home at the end of the day, and that's why safety continues to be a priority at VMAC.

VMAC obtained the Occupational Safety Standard of Excellence Certificate of Recognition in 2022 and the OSSE Safety Pinnacle Sapphire Award in 2023. VMAC's safety management system meets the highest standard, and that commitment to safety extends beyond the manufacturing facility and into each VMAC product.

The DTM70-H features a comprehensive safety system which includes a compressor over-temp sensor, a truck drive disable circuit on the throttle con-



trol, a truck park brake safety shutoff switch on the control box, a priority valve which diverts excess hydraulic oil to the reservoir tank, and more.

VMAC is a leader in compressed air innovation, manufacturing rotary screw air compressors and multipower systems for fleets and contractors around the world. In addition to being the only manufacturer of UNDERHOOD and Direct-Transmission Mounted air compressors, VMAC also provides above-deck air compressors, multipower systems, and OEM custom solutions.

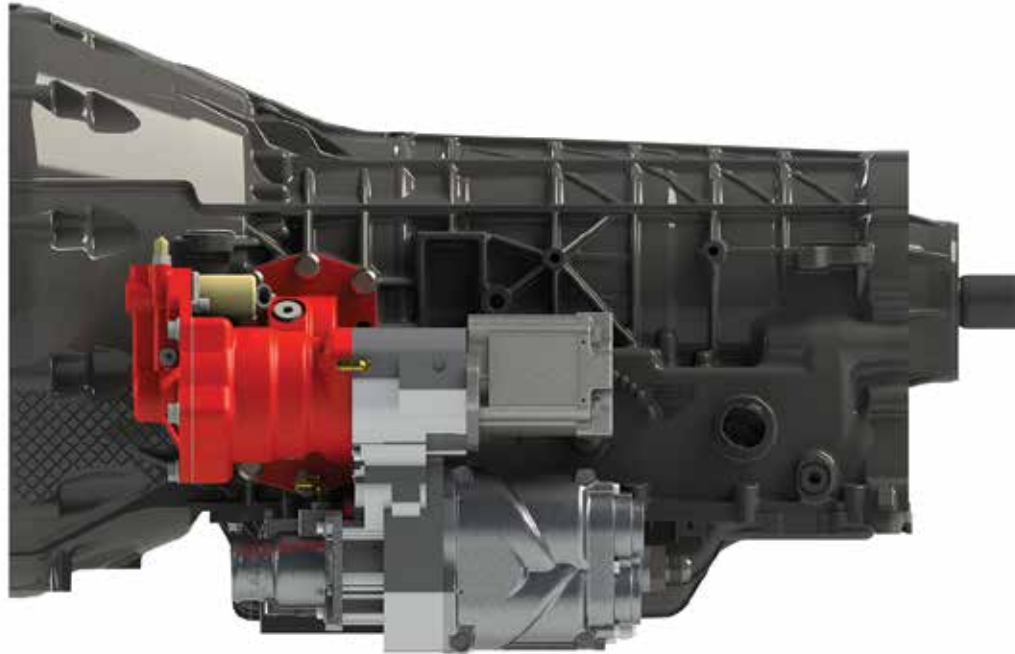
VMAC's focus on innovation, coupled with a commitment to serve the needs of contractors and fleets worldwide, has resulted in mobile air products and multipower systems that empower fleets to work faster, safer and more effectively than ever before. Learn more about VMAC's DTM70-H at www.vmacair.com/dtm70-h.



VMAC Global Technology Inc. designs and manufactures innovative mobile air compressors and multipower systems. As one of the only true air compressor manufacturers in North America, VMAC has earned a reputation for air compressors and multi-power systems with extraordinary build quality, durability and reliability.

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Nimbly Navigate Urban Settings With the Brandt HX120 Hydroexcavator



The all new Brandt HX120 hydroexcavator is a high-output unit with a 1,150-gallon water tank and 11.6-cubic-yard debris tank.

Nimble enough for urban settings, the HX120 helps contractors work more efficiently with maximized legal load weights, quicker debris loading and unloading time, and the capacity to take on larger jobs without load weight concerns.

Real-time measurement of water and overall truck weight enables operators to make quick, informed decisions, which reduces the risk of damage or overweight penalties.

The new unit features a 28-foot boom reach with 340-degree rotation.

Brandt

The Brandt Group of Companies is a dynamic and diverse group of companies headquartered in Regina, Saskatchewan. Brandt employs over 6,000 people and services markets in Canada, the United States, Europe, Australia, New Zealand and Asia.

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ID#15786

ALL NEW 2023 BRANDT HX120 HYDROVAC

HX120 FEATURES

- 2023 Peterbilt 567 chassis
- 1150 USG water tank & 11.5 yd3 debris tank
- 28' boom reach with 340-degree rotation
- Hibon Vac system, 4000CFM@27 inHg
- Optimized 2650 wash pump, 16GPM @ 3000 PSI
- 705,000 BTU diesel fired coil burner
- Payload accuracy, 4-point load cell system
- Rear-door safety lock out and hoist lift
- Abrasion-resistant, steel plate turret
- 100' 3/8", high-temp, electric rewind reel
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Zip Tube Designed With Durability in Mind

Milwaukee Rubber Products Inc. has announced it is now distributing the Zip Tube — a new hydroexcavation suction/water erosion nozzle engineered with a rugged build to withstand harsh environments.

The Zip Tube is built with a 0.100-inch wall, 6- or 8-inch Tuff Tube, and is equipped with an external stainless steel water ring containing 10 (6-inch) or 12 (8-inch) stainless steel replaceable jets that pulverize soil with water pressure. Soil is then removed by vacuum suction through the tube.

It's available with a Vactor style 6- or 8-inch flange, and Super Products Bandlock or Aquatech connection options.

ENGINEERED FOR SAFETY

Features of the Zip Tube include an adjustable handle with a rubber bump stop inside the water ring. The bump stop protrudes forward to help safeguard the water ring jets against abrasion from rocks, debris and underground services.

There's also a rubber safety tube attached to the exterior of the water ring that helps control the spray of water and eroded material that can splatter during the hydroexcavation process.



Milwaukee Rubber Products Inc. has been in business more than 65 years and is based out of Menomonee Falls, Wisconsin. The company stocks and distributes hoses, couplings, valves, pumps, vacuum accessories and safety equipment. It also custom builds rubber parts to exact specification for its clients.

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ProCom Headsets are trusted in a variety of industrial applications, from the factory floor to first responders and everything in-between. ProCom requires no base station. You can choose the equipment that fits your needs, as the company offers a totally wireless all-in-one design, as well as belt packs with interchangeable headset options like a heavy-duty hard hat-compatible version and a discrete in-ear alternative. You won't have to worry about interference with ProCom's extremely secure encrypted talk channels, and the products are built to last with a rugged design and are highly water resistant. "With ProCom, you're getting the power, durability, security and reliability your operation needs to succeed," says Frank Girardi, industrial sales manager for ProCom.

A WIRELESS SOLUTION

For those looking for a completely wireless option with or without the need of hard hats, the ATLAS Pro All-In-One is a suitable headset design. A flip-to-mute boom mic makes communication quick and easy, and large raised buttons announce what you're pressing as you press it, from volume level to channel name. If you have a two-way radio system, ProCom can easily interface with your radios, covering hands-free communication among ProCom users and PTT capability across your entire radios system.



PROCOM

Westcom has been dedicated to providing high-quality technology and communication products since 1974. Located in Pittsburgh, ProCom's parent company began by developing CoachTalk, the first completely wireless headset system in football.

In the 2000s, the company debuted its game film software APEX, which became the industry standard. Today, its flagship product is the new ProCom Atlas - line of wireless headset systems, which sets the bar for wireless communications.

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Reduce Job Costs and Increase Footage with Kondex Drill Defender HDD Components

Kondex Drill Defender HDD components provide drillers with improved product life and performance thanks to the company's patented laser cladding application that outlasts hard-face welding.

Kondex's sonde housings, cobble and dirt bits, starter rods, and collars are raising the bar on wear protection while minimizing your labor costs as you no longer need to apply hard face welding. Get better protection right from the start with Kondex laser cladding, which adds a very carbide-dense layer of protection that's metallurgically bonded to the base material so it won't easily chip or wear off. And because it's robotically applied, you gain wear protection in areas that require pinpoint accuracy to protect.

"You'll notice a big difference in your toughest conditions," says a company spokesperson.



KONDEX Kondex Corp. was founded in 1974 and manufactures and engineers high-quality, wear-resistant components for the construction, agriculture and commercial turf care industries. Its Drill Defender enhanced HDD components provide longer product life and greater drilling distances. Visit the online store at www.kondexparts.com/hdd.

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Patent No. 11,525,313



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Protect the Interior of Your Van With Custom Linings by Legend

Imagine yourself at the end of the day on Friday, ready for the weekend. You want to throw all your tools into the back of the van and get home to your family. With bare metal walls on the interior of your van, you would risk damaging your van. But if your van was protected with custom linings built to withstand daily damage, life on the road becomes much easier.

Legend Fleet Solutions provides high quality van interior linings that completely resist damage. The company's mission has always been to make your workplace – your van cargo space – safe to work in through nonslip finishes, interior durability and light weight, removing unnecessary payload.

"Legend is here for you, and although we can't lessen your workload, we make your day safer and remove concerns about protecting your van interior," says a company spokesperson. "You'll find your day becomes easier and your end-of-day more satisfying. Consider Legend to upfit your van."



Legend Fleet Solutions was created in 2004 when a British rubber business moved to Canada to spread its wings. Now with an extensive network of dealers across North America, the company is committed to providing your fleet with interior protection to safeguard your investment, by offering a wide range of products. Legend has become an industry leader in fleet vehicle rigid flooring, rubber mats and wall liners.

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THE LATEST: Products



1. Cat Pumps hydroexcavating pump

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

2. Hitachi Construction Machinery ZAXIS-7 compact excavators

ZAXIS-7 compact excavators from Hitachi Construction Machinery Americas efficiently complete tasks on today's urban job sites. An ultra-



short-tail swing radius on the ZX75US-7 allows access to confined spaces while an ultra-short-tail swing radius with swing boom model ZX85USB-7 productively digs next to walls and guard rails. The Yanmar diesel engine's power mode provides higher engine speeds when extra horsepower is needed, while the economy mode reduces engine speed when performing normal work. A standard auto idle system automatically reduces the engine to idling speed when all control levers are left in neutral for longer than 4 seconds. When the levers are moved again, the engine speed immediately resumes to the preselected engine speed, reducing noise and exhaust emissions, and saving energy and running cost. A standard blade float feature allows the blade's own weight to smoothly grade with simple control-lever operation. There is also an optional angle blade with blade float. 866-973-0394; www.hitachiconstruction.com ▼

This Issue's Feature:

Hydrovac manufacturer offers host of custom options

BY TIM DOBBINS

Rebel designed and constructed the first **Hurricane Hydrovac** after observing a need in the utility market for the noncode hydrovac units. Now, the company builds five different models of the Hurricane — the **H1, H2, H3, H4 and H5**.

"The H1 is our largest capacity unit built for big jobs and remote locations," says Duane Hirsekorn, sales and production manager for Rebel. "The H2 and H3 are mid-size units for a mix of urban and remote locations, and the H4 and H5 are our compact and lightweight models specifically designed for the urban market to get into small areas."

Hirsekorn says Rebel understands there is not one perfect design that will work for everyone as each customer may need specific requirements due to different job descriptions, geography or versatility of the units. Because of that, they used as much customer feedback as possible when designing the units and still offer custom work when building any truck.

"We can mount our equipment on any brand of truck, but the most common we get are Kenworth, Peterbilt and then Western Star," Hirsekorn says. "We build on class 4, 5, 6, 7 and 8 chassis."

Rebel thinks carefully about what goes into each build. "Weights are extremely important to consider as it will affect how much payload our customers can haul legally," Hirsekorn says. "Because that can drastically affect cost, time



Hurricane Hydrovac from Rebel

and efficiency, Rebel will look at where we think we can save weight without sacrificing quality and durability, and then engineer and design around that with lighter materials."

Hurricane tanks, booms and silencers are made from mild steel and the fenders and toolboxes are either mild steel or aluminum. The boom measures 8 inches by 26 feet long. Rebel uses Cat and Pratissoli wash pumps that can range from 10 gpm at 3,000 psi to 20 gpm at 4,000 psi depending on the model of unit and customer requirements. Units are also equipped with Hibon and Robuschi blowers ranging from 1,400 to 6,500 cfm.

"The Rebel 'D' door is our best-selling feature that customers love," Hirsekorn says, "The dumping and cleaning out of the tank is quick, easy and efficient and ultimately saves time and money."

Other features users will find standard on Hurricane units are calibrated SS float level in epoxy-coated debris and water compartments, heated valves, a grease manifold at ground level, access ladder and walkways positioned so anything that needs to be changed or serviced is easily accessible, and a hot-shift PTO option with automatic transmission.

403-314-2265; www.rebelvac.ca

Vermeer opens new global parts distribution center

Vermeer opened a new 312,000-square-foot global parts distribution center in Pella, Iowa, as part of the manufacturer's Vermeer Mile. The center is located at the end of the old runway where company founder Gary Vermeer once delivered parts to customers by plane. Three times more space than the previous building, the new center includes 23 dock doors, a warehouse management system and improved warehouse technology.



Patent approved for Felling Trailers' Air Bi-Fold Ramps System

Felling Trailers was awarded a U.S. patent grant for their Air Bi-fold Ramps System, U.S. Patent 11,613,197. The Air Bi-fold Ramps system was first introduced to the construction and paving industry at the 2020 CON-EXPO-CON/AGG show. The system was featured on Felling's 25-ton FT-50-3 LP, a tri-axle low-profile flat-bed tag trailer. Key features of the design are the operation of the flip ramp and also the controlled flow air ramp technology.

NVE announces new investments in factory

National Vacuum Equipment announced further investments in its Traverse City, Michigan, factory to increase production capabilities and further enhance customer service. The investment will involve the purchase and implementation of advanced machinery, increasing manufacturing capacity. The new machines are designed to optimize the manufacturing process, allowing for streamlined production cycles. The improvements will translate into shorter lead times, improved product availability and a heightened ability to respond promptly to customer demands.

VMAC recognized with several awards

VMAC was recognized at the 2022 BC Export Awards for its outstanding contribution to British

Columbia's economic growth. The rotary screw air compressor and multi-power system manufacturer earned two awards: Manufactured Products and the top award, BC Exporter of the Year. Each of VMAC's rotary screw air compressors and multi-power systems is designed, manufactured and assembled in Nanaimo, British Columbia, at its 44,000-square-foot facility, which includes a foundry, machine shops, fabrication shop, quality assurance lab and assembly. VMAC also announced it has received the Canada's Best Managed Companies award for the fifth consecutive year, maintaining its Gold Standard designation. The Canada's Best Managed Companies recognition is awarded annually to Canadian companies that demonstrate exceptional performance and business practices.

DEVELON names its top 10 dealers of 2022

DEVELON annually recognizes its equipment dealers that have excelled in providing top-level performance in sales, parts and service to customers in their respective markets. The following enterprises have been recognized as the top 10 DEVELON dealers of 2022: Equipment East, Dracut, Massachusetts; Bobcat of Mandan, North Dakota; Barry Equipment Co., Webster, Massachusetts; GF Preston Sales and Service, Sundridge, Ontario; Equipment Rentals, Watertown, New York; Texas Timberjack, Lufkin, Texas; Westerra Doosan Enterprise, Abbotsford, Brit-

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ish Columbia; Best Line Leasing, State College, Pennsylvania; Hartington Farm Services Limited, Hartington, Ontario; Wilson BC Cos., Central Point, Oregon.

CASE launches new lease program for heavy excavators

Through a new lease program called The CASE Power Lease from CASE Construction Equipment and CNH Industrial Capital, equipment owners throughout the U.S. and Canada can get behind an all-new CASE D Series or E Series excavator (13-metric ton and larger) with the ability to apply a credit for up to 300 unused hours at the end of the term towards the purchase of a new CASE excavator, 13-metric ton or larger. The CASE Power Lease on full-size excavators delivers lease rates for 36 months/3,000 hours, plus full machine warranty and all planned maintenance for the life of the lease. Another customer benefit includes an additional 1 year/1,000 hours of powertrain warranty, if purchased at the end of the lease.

Imperial Industries opens new plant, names two new repair shops

Imperial Industries announced it opened a new assembly plant in Parsons, Kansas. The expansion will allow for production of more tank-mounted trucks. The company also named new dealer partners that are certified repair shops: Erickson Tank and Pump based in Quincy, Washington; and Vacuum Sales based in Lindenwold, New Jersey. ▼

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Happenings

CALENDAR

Sept. 11-13
Breakthroughs in Tunneling Short Course, University of Denver
– Joy Burns Center, Denver. Visit www.tunnelingshortcourse.com.

Sept. 14
Underground Contractors Association of Illinois Annual Business Meeting, Venuti's Italian Restaurant & Banquet Hall,
Addison, Illinois. Visit www.uca.org.

Sept. 24-26
Tunneling Association of Canada Toronto Conference, Westin
Harbour Castle, Toronto. Visit www.tunnelcanada.ca.

Sept. 26-28
The Utility Expo, Kentucky Exposition Center, Louisville, Kentucky.
Visit www.theutilityexpo.com.

Sept. 30 - Oct. 4
96th Annual Technical Exhibition and Conference, McCormick
Place, Chicago. Visit www.weftec.org.

Oct. 12-14
**National Utility Contractors Association Annual Convention
& Exhibit**, Hyatt Regency Resort & Spa at Gainey Ranch, Scottsdale,
Arizona. Visit www.nuca.com/convention.

Oct. 25-28
NUCA Annual Convention and Exhibit, Naples Grande Beach
Resort, Naples, Florida. Visit www.nuca.com.

Jan. 21-26, 2024
**Underground Contractors Association of Illinois Annual
Convention**, Casa de Campo Resort, Dominican Republic. Visit
www.uca.org.

Jan. 24-27
**Water & Wastewater Equipment, Treatment & Transport
(WWETT) Show**, Indiana Convention Center, Indianapolis. Visit
www.wwetshow.com.

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