

# dig DIFFERENT

*Think outside the bucket*

**SHOP TALK:**

**DRAWING ON  
ALTERNATIVE POWER**

**18**

**SMART BUSINESS:**

**TRAINING THAT  
DELIVERS RESULTS**

**20**

# X MARKS THE SPOT

**Atlanta hydroexcavation company  
builds huge customer base**

**12**

Neil Barrington  
Hydroexcavator operator  
Hydro-X

**COST EFFECTIVE. EFFICIENT. LIGHTWEIGHT.**



**RIVAL**  
HYDROVAC

1-844-Go-Rival • RivalHydrovac.com

**KEEP DIG  
DIFFERENT  
COMING FOR  
FREE →**



SCAN TO RENEW TODAY

OR return the postage-paid card INSIDE,  
OR visit digdifferent.com

**ANNUAL  
BUYER'S  
GUIDE**

**26**





[www.vac-con.com](http://www.vac-con.com)



X-Cavator CXT  
Hydrovac Truck

## **DAMAGE PREVENTION STARTS WITH VAC-CON.**

The Vac•Con line of vacuum excavators is designed for simple, powerful, effective non-destructive operations all day long, no matter how tough the job.

Select from truck and trailer-mounted options to custom fit our machine to your workload.

**Learn more at [www.vac-con.com](http://www.vac-con.com)**





**HDD LOCATING SYSTEMS**

# **SIMPLE POWERFUL AFFORDABLE**

- **NEW! SOLID CORE 3D ANTENNA CLUSTER**
  - » Extended Range for the Sub-kHz Frequencies
- **ECHO 75XF 19" TRANSMITTER**  
**Three Power Levels**
  - » Low: 114 Feet / 100 Hours
  - » Medium: 180 Feet / 60 Hours
  - » High: 278 Feet / 11 Hours
- **BUILT-IN DATA LOGGING**
  - » Simplified one-touch logging integrated into the remote drill display
  - » Rodwise and chart views with the ability to edit and add utility crossings
  - » Easily emailed directly from the display and synced to the UMapps web portal

## **MAG X PRO**

The Mag X Pro is our most powerful HDD Locating System to date. Paired with the New Echo 75XF and even the toughest jobs will be done with ease.

 **Underground Magnetics**  
*simple. powerful. affordable.*

**UMAGHDD.COM | 515.505.0960**

# Contents

NOVEMBER/DECEMBER 2023

Think outside the bucket

**digDIFFERENT**

FOCUS: Annual Buyer's Guide



## COVER STORY

### 12 **PROFILE: VACUUM EXCAVATION X Marks the Spot**

Ownership group invests big on equipment, leading Atlanta-based hydroexcavation company to see huge growth in service area and customer base.

By Ken Wysocky

#### ON THE COVER:

Operator Neil Barrington is part of a rapidly growing team at Atlanta-based Hydro-X, a hydroexcavation firm providing services throughout the southeastern U.S. (Photography by Matthew Odom)

## FEATURES

### 24 **Dig My Rig**

This issue features Blackwell's Inc., in LaGrange, Georgia.

### 26 **2023 Buyer's Guide**

## COLUMNS

### 8 **BELOW THE SURFACE: An Eye on the Market**

Take your time and do your homework when it comes to adding new equipment to your company fleet.

By Cory Dellenbach, Editor

### 22 **SAFETY FIRST: Recognizing the Danger**

Don't let a dismissive attitude lead to workplace injuries.

By Ronnie Freeman

### 18 **SHOP TALK: Unveiling the Future**

Several alternative power trends are hitting the utility construction industry and it's time to take a look at a few of them.

By The Utility Expo Staff

## IN EVERY ISSUE

### 10 **@digdifferent.com**

Visit daily for new and exclusive content.

### 44 **The Latest: Products**

This Issue's Feature: Agile excavator offers power in lightweight package.

By Craig Mandli

### 47 **The Latest: News**

### 49 **Happenings**

### 20 **SMART BUSINESS: Getting Investments on Training**

Explore these three root causes why training doesn't stick with your crew and make some changes.

By Kate Zabriskie

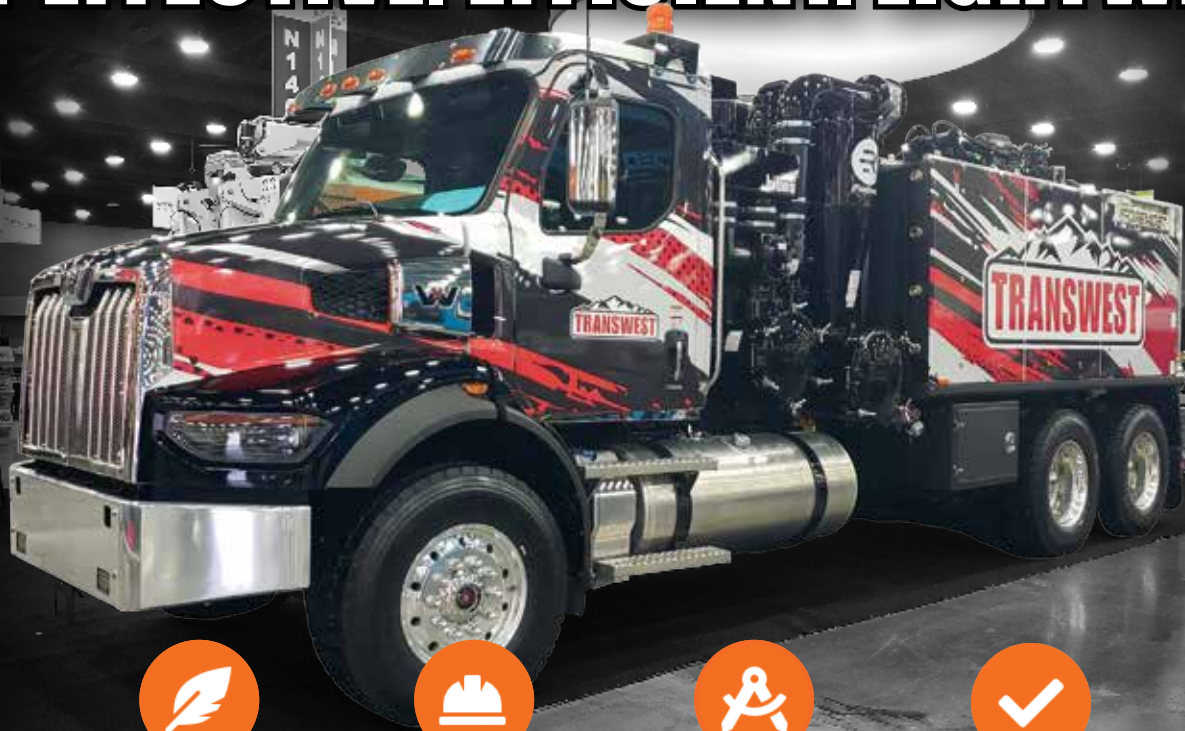
**NEXT ISSUE: January 2024**

FOCUS: WWETT Show Issue; Work/Mechanic Trucks, Mini Excavators, Mini Skid-Steers, Compact Utility Loaders and Attachments

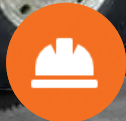
- Profile: Pro-Vac (Puyallup, Washington)



# COST EFFECTIVE. EFFICIENT. LIGHTWEIGHT.



LIGHTWEIGHT



SAFETY FOCUS



SUPERIOR DESIGN



EFFICIENT



**RIVAL**<sup>™</sup>  
HYDROVAC

**1-844-GO-RIVAL**

Rival Hydrovac Inc.  
Box 5, Major, SK S0L 2H0  
[rivalhydrovac.com](http://rivalhydrovac.com)



IF YOU'RE LOOKING FOR HIGH QUALITY GRAPHICS, WRAPS, SIGNS,  
LOGO DESIGN, CANVAS PRINTS OR ALL TYPES OF APPAREL,  
**GIVE US A CALL @ 403-358-5744, OR EMAIL [ORDERS@GFORCEGRAPHICS.CA](mailto:ORDERS@GFORCEGRAPHICS.CA)**



# Pipe Ram

**Trenchless pipe installation system.**

**Great for crossing under driveways, sidewalks and landscapes.**

**1" to 4" pipes**

- Landscapers
- Electricians
- Plumbers
- Communications

**Track it's every move!**



# RODDIE inc.

**See it Work!**  
 **YouTube**  
 Roddie Pipe Ram















**Dimensions: 24" x 15" wide • 170 lbs.**

**Patent Pending**

**RODDIE INC.** Phone: 888-406-3821 • [RoddieUnderground.com](http://RoddieUnderground.com) • Columbia Falls, Montana

## Advertiser Index November/December 2023

BOR-IT Mfg. Co., Inc. ....	42	 Rival Hydrovac Inc. ....	5
 Brandt Truck Rigging & Trailers ....	33	 Roddie Inc. ....	6, 45
 Cat Pumps .....	25	 Subsite Electronics .....	29
Eartec Co. ....	41	 Super Products LLC .....	11
 Easy-Kleen Pressure Systems Ltd. ...	37	Tech Products, Inc. ....	42
 GapVax, Inc. ....	51	Tellus Underground Technology ...	23
Handle-Tech .....	35	 TRUVAC by Vactor Manufacturing, Inc. ....	back cover
Imperial Industries, Inc. ....	19	Underground Magnetics Inc. ....	3
JDC .....	35	 Vac-Con, Inc. ....	2
John Brooks Company Limited (Dynablast) .....	33	Vanair .....	21
Kondex Corporation .....	49	Vermeer Corporation .....	17
Melfred Borzall, Inc. ....	15	Vivax-Metrotech Corp. ....	7
 Milwaukee Rubber Products, Inc. ...	39	VMAC .....	22
PE Equipment .....	37	WWETT Show .....	43, 48
Pressure Lift Corporation .....	47	<b>Classifieds</b> .....	46
ProCom Headsets .....	24	<b>Marketplace</b> .....	46
 Rapid Applications Group, LLC	9, 31		

## digDIFFERENT

*Think outside the bucket*

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

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

Website: [www.digdifferent.com](http://www.digdifferent.com) / Email: [info@digdifferent.com](mailto:info@digdifferent.com) / Fax: 715-350-8456

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

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

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

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



Tim Krueger

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

**DIGITAL REPRINTS AND BACK ISSUES:** Visit [www.digdifferent.com](http://www.digdifferent.com) for digital reprint options and pricing. To order back issues, call Holly at 800-257-7222 or email [holly.gensler@colepublishing.com](mailto:holly.gensler@colepublishing.com).

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

© 2023 COLE PUBLISHING INC.

No part may be reproduced without permission of publisher.

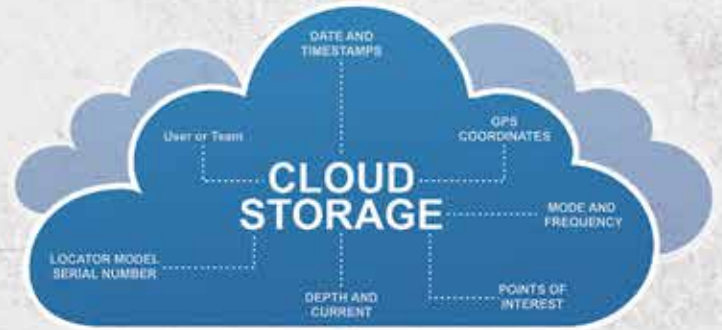




**VIVAX**  
**METROTECH**



# The vLoc3 Series of Utility Locators, Uncompromising Performance for Damage Prevention



vLoc3-Pro Precision Locator

RTK-Pro Locator with GNSS

Marker Locator Adapter (attaches to the receiver bottom)

- All in one precision locating and High Accuracy RTK GPS
- Real time data sync to VMap Cloud
- Data management for exporting .csv, .shp, .kml
- Automatic Sync to ArcGIS Online

**1-800-446-3392**  
Call us for a no-obligation on-site demonstration!

**Vivax-Metrotech Corporation**

3251 Olcott Street, Santa Clara, CA 95054, USA

SalesUSA@vxmt.com

www.vivax-metrotech.com



# An Eye on the Market

## TAKE YOUR TIME AND DO YOUR HOMEWORK WHEN IT COMES TO ADDING NEW EQUIPMENT TO YOUR COMPANY FLEET

BY CORY DELLENBACH, EDITOR



ONE TIP FOR WHEN YOU ARE 'SHOPPING' IS TO **MAKE SURE YOU WRITE DOWN THE POSITIVES AND NEGATIVES TO EACH PIECE OF EQUIPMENT YOU ARE SCOPING OUT.** IT WILL HELP YOU FINE-TUNE YOUR SEARCH AND WILL GIVE YOU SOMETHING TO LOOK BACK ON WHEN IT'S DECISION TIME.

**E**arlier this year I had the unfortunate task of searching for a new family vehicle after ours was totaled following an accident.

As many of you know, it can be a big pain looking for a new vehicle. You have to take the time to first decide what type of vehicle you want, then look at all the manufacturers on the market, then what options each vehicle has and how it compares to similar models on the streets.

It takes time, effort and patience as you seek out your next ride. I imagine it's even harder when you're in the market for a new piece of equipment for your company, whether it be a vacuum excavator, directional drill, trencher or any other that you use for work.

### GOING SHOPPING

In September I attended The Utility Expo in Louisville, Kentucky. It's always one of my favorite shows to attend because I get to meet many contractors working in the industry. Most of those contractors attending the show are shopping for that next piece of equipment to add to their company.

They're talking to manufacturers at the show, they're talking to other contractors, and they're trying the equipment. Those are all important steps to take if you're looking to make an equipment purchase. The manufacturer representatives will be able to answer any questions you have, the other contractors will give you their take on the equipment — good or bad — and trying it out yourself will give you an idea of how it will function for you and your team.

One tip for when you are "shopping" is to make sure you write down the positives and negatives to each piece of equipment you are scoping out. It will help you fine-tune your search and will give you something to look back on when it's decision time.

### TAKE EMOTION OUT OF IT

The best piece of advice I received when I was looking for a new vehicle was not to rush to a decision. It's hard to do sometimes when you're in a major time crunch, but try to take your time and look at everything.

You may love the first piece of equipment you see because it looks spiffy or has a feature on it that knocks its competitors' socks off, but you need to take the time to look at it closer and decide if you really need that feature or just want it because it has it.

The last thing you want to do is jump into a purchase quickly and then realize later that there was something else on the market that would've worked better or came at a better price point.

You really need to take five and decide if this purchase is right for you. You want something that will compliment what you are doing and make you and your team better.

### ALWAYS WATCHING

Even if you aren't in the market for a new piece of equipment right at this moment, make sure you are keeping your eye on what is out there. You never know when an equipment breakdown or other unfortunate accident might happen and you need something in a pinch.

Keeping tabs on what is on the markets and the features available will help narrow your time searching when it comes, and it could save you some headaches.

### YOUR TURN

What features or functions do you look for when shopping for a new piece of equipment? Is there a brand that you're loyal to or a feature that draws you to one? Let me know by emailing me at [editor@digdifferent.com](mailto:editor@digdifferent.com).

Enjoy this issue! ▼

**BREAKING  
GROUND**

with innovative  
alternative excavation.

Visit [www.digdifferent.com](http://www.digdifferent.com) to learn about the tools and techniques.

### ALSO:

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



# MAKE MORE MONEY

WITH SOFTWARE DEDICATED TO  
THE HYDROVAC INDUSTRY.



**RAPID  
APPLICATIONS  
GROUP, LLC®**



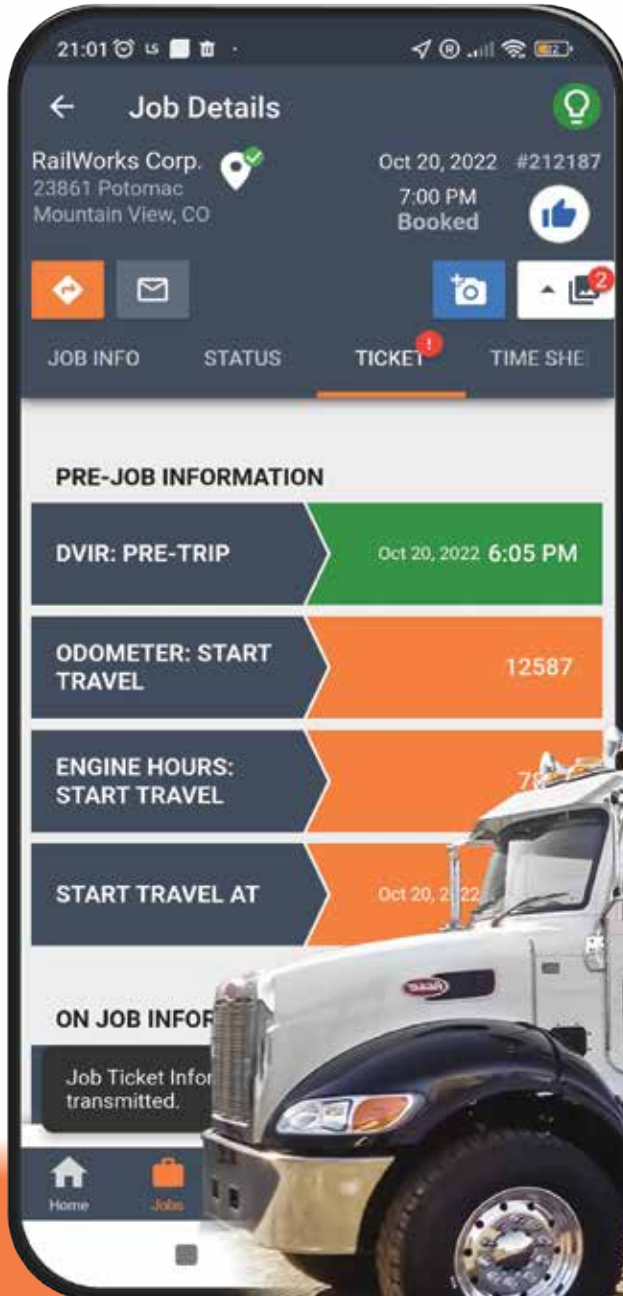
**RAPID  
BUSINESS  
SYSTEMS®**



**RAPID  
MOBILE  
SYSTEMS®**



**RAPID  
SUPPORT  
SYSTEMS®**



**RAPID ON THE GO!**

**RAPID ERP**

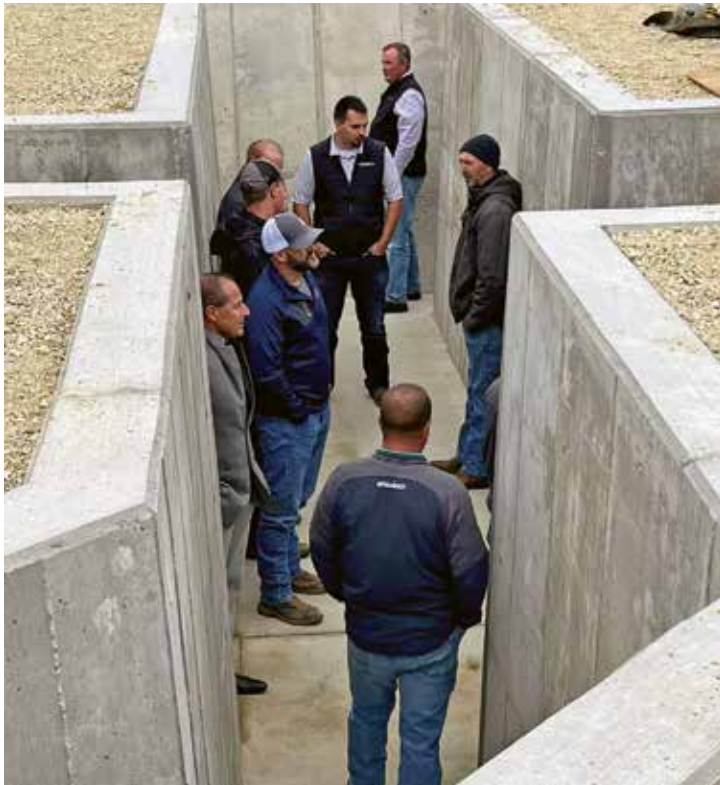


- Quoting
- Pricing
- Dispatching
- Clocking in and out
- Electronic Job Ticket
- On Job Safety Inspections
- Invoicing
- Maintenance
- Data Analytics
- Go Paperless With Our Phone Application
- 811 Tracking Integration
- GPS Tracking

**CALL TODD BULLIS AT  
(303) 500-3050 ext. 2**

**WWW.RAPIDAPPSINC.COM/HYDROVAC/**





## TRENCH RESCUE TRAINING

### State-of-the-Art Facility Opens

Realistic training for first responders is required to support successful trench rescues, and a new training site recently opened in Urbandale, Iowa. It will help play a crucial role in enhancing the safety of industry employees who work in subsurface excavations and help prepare those in the state who are leading the rescue at any accident scene.

[digdifferent.com/featured](https://digdifferent.com/featured)

## BREAKING BARRIERS

### Minority-Owned Business

Four of the six certifications promoted on the US Hydrovac's website are tied to company owner KP Panchal's heritage. That is, he was born in India, moved to the U.S. with his family at age 3 and grew up in Indiana as a minority. Learn more about what it means to be a certified Minority Business Enterprise in this online exclusive article.

[digdifferent.com/featured](https://digdifferent.com/featured)

## OVERHEARD ONLINE

"BEING ABLE TO BOAST ABOUT  
**YOUR ECO-FRIENDLINESS CAN  
GIVE YOU A DISTINCT ADVANTAGE  
OVER YOUR COMPETITION.**"

*Simple Strategies to Make Your Business More Sustainable*  
[digdifferent.com/featured](https://digdifferent.com/featured)

## EMPLOYEE RETENTION TAX CREDIT

### Do You Qualify?

To incentivize employee retention during the COVID-19 pandemic, the government provided a tax credit, initially authorized in March 2020, and renewed multiple times since then. It's called the Employee Retention Tax Credit, and if your business paid qualified wages to employees after March 12, 2020, then you may qualify. Here's everything you need to know.

[digdifferent.com/featured](https://digdifferent.com/featured)



[facebook.com/digdifferent](https://facebook.com/digdifferent)



[instagram.com/digdifferent](https://instagram.com/digdifferent)



[twitter.com/digdifferent](https://twitter.com/digdifferent)



[linkedin.com/company/dig-different-magazine](https://linkedin.com/company/dig-different-magazine)





# Super Products®

# 50<sup>TH</sup> ANNIVERSARY



# DIG SAFER. DIG SMARTER.



**Super Products®**  
An Alamo Group Company

Super Products LLC is a leading manufacturer of vacuum trucks for a wide variety of applications for industrial customers and municipalities.  
800.837.9711 | [info@superproducts.com](mailto:info@superproducts.com) | [www.superproducts.com](http://www.superproducts.com)





VACUUM EXCAVATION

*Profile*

**HYDRO**<sup>TM</sup>  
[www.hydroexcavators.com](http://www.hydroexcavators.com)  
877-649-3769

# X MARKS THE SPOT





One of the many job site teams at Hydro-X, located in Atlanta, includes, from left, operators Gary Ratliff, John Beam and Neil Barrington. The three stand near one of the company's many Mud Dog (Super Products) hydrovac units.

## OWNERSHIP GROUP INVESTS BIG ON EQUIPMENT, LEADING ATLANTA-BASED HYDROEXCAVATION COMPANY TO SEE HUGE GROWTH IN SERVICE AREA AND CUSTOMER BASE

STORY: KEN WYSOCKY PHOTOS: MATTHEW ODOM

**I**t's not unusual for contractors to invest in equipment so they can do the kind of work they typically hire subcontractors to do — and leave money on the table in the process.

But at Artera Services, a national pipeline and energy-service infrastructure company, officials took that strategy to a whole new level by establishing an entire new company — Hydro-X, based in Atlanta — in 2019 so the companies under its corporate umbrella wouldn't have to hire outside hydroexcavation contractors anymore.

The playbook worked so well that in 2021, Artera created another company — Hydro-X II, based in Wisconsin — to broaden its geographic reach in the hydroexcavation industry.

"We made a decision to keep that spend [on subcontractors] inside the company," explains Stan Pitts, president of both Hydro-X and Hydro-X II. "We knew there was a strong market for hydroexcavation in metro Atlanta and we wanted to capitalize on that — and we've been very successful at doing so."

The numbers back up Pitts' assertion. In just four years since the company's inception, its fleet of hydroexcavation trucks expanded to around 90, more than four times as many as the 20 vehicles Hydro-X started out with.

Employment rose to 160 workers (plus another 60 at Hydro-X II) compared to around 20 at the start. And along with its headquarters in Atlanta, the company now operates eight other facilities in four other states: Alabama, Florida, Mississippi and North Carolina.

"We've established a physical presence throughout the southeastern United States," Pitts notes. "Having this many trucks and facilities allows us to flex a bit on asset location, based on workloads or upcoming needs."

An expanded business base also testifies to the company's growth. At the outset, Hydro-X was hired primarily by Artera-owned companies, Pitts says.

"But now only 40% of our business in the South comes from Artera-owned companies," he explains. "That's a testament to our marketing efforts and our expansive capabilities."

The company's primary customers operate in the energy market, but it also provides civil infrastructure customers space with sewer cleaning and inspections and pipeline jetting.

"We do any kind of construction work where environmental issues or concerns about unknown utility lines are prevalent," Pitts explains.

### LARGE TRUCK FLEET

A key factor in the company's growth is the sheer size of its truck fleet, enabled largely by financial backing from Artera, Pitts says.

The company owns between 50 and 60 Mud Dog hydroexcavation trucks built by Super Products on Peterbilt chassis and featuring 12- and 16-cubic-yard debris tanks, 1,500- to 2,000-gallon water tanks and blowers built by Hibon Inc. (a division of Ingersoll Rand).

### Hydro-X Atlanta, Georgia



**OWNER:** Artera Services

**FOUNDED:** 2019

**EMPLOYEES:** 160

**SPECIALTIES:** Hydroexcavation services

**SERVICE AREA:** Primarily the southeastern United States

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





Hydroexcavator operator Neil Barrington (right) monitors the boom from the Mud Dog hydrovac as he uses the remote to move it into position at a job site in Atlanta.



The digging wand effectively exposes utilities using high-pressure water.

### SIZE IS AN ASSET

In 2021, that wide scope of capabilities helped Hydro-X more firmly establish its reputation in the southeastern United States after Hurricane Ida slammed into Louisiana's southeast coast on Aug. 29. Packing sustained winds of 150 mph, the Category 4 storm was one of the worst to ever hit the United States, killing more than 100 people and doing more than

\$75 billion worth of damages — including the destruction of more than 30,000 telephone poles, Pitts says.

“We took trucks from Georgia, North Carolina and Florida to do potholing for new telephone poles for a major utility there,” he says. more than 30,000 phone and power poles were broken. “We had 18 to 20 trucks working around the clock for more than two months.



Operator Gary Railiff uses the digging wand for soil trenching in preparation to install cables and other in-ground utilities.

**“WE’VE ESTABLISHED A PHYSICAL PRESENCE THROUGHOUT THE SOUTHEASTERN UNITED STATES. HAVING THIS MANY TRUCKS AND FACILITIES ALLOWS US TO FLEX A BIT ON ASSET LOCATION, BASED ON WORKLOADS OR UPCOMING NEEDS.”** Stan Pitts

“Having the resources to do all that solidified our position as a leader in the market,” Pitts continues. “Word gets around when you’re able to do things like that. It was pretty impressive.”

The trucks also offer two less tangible but important benefits: They help market the company and build positive brand recognition while also serving as employee-retention tools.

“Our trucks look really good and we work hard to maintain them,” Pitts says, noting the company recently hired a fleet director and a fleet manager.

“We have a contractor that regularly pressure washes our trucks in Atlanta,” he continues. “Taking pride in our equipment is critical. Our brand is very important to us and we have very positive brand recognition.”

### SOFTWARE BOOSTS EFFICIENCY

Investments in business-management technology also drove growth. A good example is the HydroTraX, a custom-built customer-relationship management platform. The system took about six months to develop and went online in 2022 at Hydro-X and 2023 at Hydro-X II, Pitts says.

“We use it for scheduling, invoicing, payroll and pushing all necessary information to our operators via tablets,” he continues. “It provides us with a high level of operational sophistication — makes us more than just a company that digs in the mud.”

The HydroTraX system significantly improved the company’s flexibility and responsiveness. For example, when an operator submits a completed work

Rounding out the fleet are model X-13 and X-15 hydrovac trucks from X-Vac (a brand owned by Hi-Vac Corp.). Built on Peterbilt chassis, they’re equipped with 15-cubic-yard debris tanks, 1,150-to-1,400-gallon water tanks and blowers from Roots (a brand owned by the Howden Group). Trucks from GapVax also factor in, featuring mostly Peterbilt chassis, 14-cubic-yard debris tanks, 1,600-gallon water tanks and blowers built by Hibon.

“We have a very large fleet of hydrovac trucks, which differentiates us from competitors,” Pitts points out. “That enables us to tackle larger jobs that smaller companies can’t tackle.

“We have the resources and the ability to go in ten different directions at one time.”

The company also owns Camel combination vacuum sewer trucks from Super Products. They’re built on Peterbilt chassis and used for jetting new pipelines prior to final inspections. They feature hose reels that can hold up to 1,000 feet of hose and rotate 270 degrees, 1,500-gallon water tanks and single-piston water pumps (3,000 psi at 100 gpm).



# JOBSITE TO JOBSITE



## ORDER HDD TOOLING FROM THE JOBSITE. GET HDD TOOLING DELIVERED TO THE JOBSITE.

We've taken our 77 years of HDD experience and uploaded it to your handheld smart device in your back pocket to make it the fastest, smartest way to order the right tool straight from [www.melfredborzall.com](http://www.melfredborzall.com). Simple and intuitive. No more guessing OEM threads or part numbers. Just go online and pick your HDD rig model, soil conditions, and tooling needs—our smart technology takes care of the rest. Guaranteed. We even have a Borzall specialist double-check your order to ensure accuracy. All orders placed by 6pm EST ship the same day for delivery to your jobsite or location or opt for local dealer pick-up. Shop [www.melfredborzall.com](http://www.melfredborzall.com) so we can help maximize your HDD production today!

**MELFRED  
BORZALL**

[www.melfredborzall.com/find-a-distributor](http://www.melfredborzall.com/find-a-distributor)  
800-558-7500 or 805-739-0118 (outside U.S.)



## An Employee-Centric Culture Helps Company Attract, Retain Employees

Attracting and retaining truck operators — and employees in general — is a widespread problem for contractors nationwide.

At Hydro-X, a regional hydroexcavation company based in Atlanta and owned by Artera Services, management is combatting the problem with a multifaceted approach that includes something that many people don't typically associate with heavy-equipment companies: building an employee-centric culture of continuous improvement.

From job reviews for all employees and competitive pay to performance bonuses and developing career paths, the company strives to let employees know it cares about their well-being, says Stan Pitts, president.

"I think these initiatives make a difference in the quality of our team," he says. "When I came on board, I was told we had a morale problem as well as some leadership and process gaps. And while sometimes people don't realize it, team members in the field feel those gaps."

After spending ample time observing operations, Pitts says the management team developed and implemented a plan that has made Hydro-X a much stronger company.

"We flipped the team upside down and brought in some fresh faces for leadership," he explains. "We also identified that we had an operator-quality problem. Our best employees appreciated the efforts we've made to improve the overall quality of the team."

"We asked multiple people to verify any problems we heard about and then fixed them," he adds. "It's all about transparency and walking the walk. We've received a lot of compliments from employees, which has been very satisfying."

To instill company loyalty and boost employee engagement, field workers get the same job reviews as office employees. Managers also

talk to them about career paths and the company strives to promote from within, Pitts says.

These are things that differentiate Hydro-X from competitors and make it an attractive place to work. In fact, Pitts points out that in several instances, truck operators have left the company to get a nominal hourly pay raise and a promise of plenty of overtime work, only to come back and ask if they can work at Hydro-X again.

"If they had a good work record, we welcome them back," he says.

The company also is very particular about the people it hires, Pitts says, noting that it's important to hire people who will present themselves professionally and engage well with customers. "We have a very rigorous interview process."

In the end, it all boils down to treating people the same way you'd want to be treated, he says.

"You just treat people well," Pitts says. "For instance, if employees have an incident, we sit down and coach them through it."

"We emphasize that it's an investigation, not a witch hunt — we're just trying to prevent bad behavior and mistakes from happening again, without berating people," Pitts continues. "We use every opportunity as a learning experience and that has really improved our team and made our company a place where people want to work — and stay."

Pitts says he constantly emphasizes to managers that they should "feel the burden of the families of employees" every time they make a decision. That doesn't mean you don't make tough decisions, but it helps ensure they're made for the right reasons, he says.

"In the end, if you treat people well and do the right things, it builds a great reputation in the market and in the industry," he says.

order from a tablet, it automatically goes to a supervisor for review. If needed, a supervisor can send it back to an operator for refinement; then approve it and send it digitally to the billing and payroll departments.

"We can do in about four hours what used to take two days — and possibly even longer if a supervisor sent an invoice back to an operator for corrections," Pitts says. "It also improved cash flow and made us a virtually paperless operation."

"Almost everything is done electronically," he adds. "It also gives us a platform for communicating with customers — sending information back and forth. It's been very beneficial."

### BRIGHT OUTLOOK

Looking ahead, Pitts is very optimistic about continued growth at Hydro-X and Hydro-X II, especially as more and more entities mandate hydroexcavation services because they're so much safer and environmentally friendly than conventional excavation techniques.

"People are willing to pay a premium for the service because of the safety factors," he notes. "We recently completed a project in Atlanta and located 76 unknown, unmarked utilities — power lines, water and sewer lines, and gas and fiber optic lines."

"It's very likely that some of those lines would've been damaged by a backhoe had we not located them," Pitts continues. "Our customer was very pleased with the result of our services."

But Pitts isn't looking for exponential growth that could jeopardize customer service and work quality.

"We want sustainable, measurable and profitable growth," he explains. "I'd be disappointed if we didn't generate revenue and profitability growth year-on-year. And we should be able to keep doing that and keep our people safe, too."

"We see nothing but opportunity on the horizon." ▼



Neil Barrington removes a dig tube off the back of his truck for use on site.

### Featured products from:

**GapVax, Inc.**  
888-442-7829  
[www.gapvax.com](http://www.gapvax.com)  
(See ad on page 51)

**Hibon Inc. (a division of Ingersoll Rand)**  
888-704-4266  
[www.hibon.com](http://www.hibon.com)

**Hi-Vac Corporation**  
800-752-2400  
[www.hi-vac.com](http://www.hi-vac.com)

**Howden**  
800-557-8687  
[www.howden.com](http://www.howden.com)

**Super Products**  
800-837-9711  
[www.superproducts.com](http://www.superproducts.com)  
(See ad on page 11)



# PUT MORE FIBER ON THE MAP



**Vermeer is your headquarters  
for fiber installation solutions.**

Look to Vermeer for highly productive equipment for installing high-speed fiber networks. Whether your crews are busy laying fiber to connect urban and rural areas or performing short fiber drops within the community, Vermeer offers vibratory plows, horizontal directional drills (HDDs), vacuum excavators, tooling and the support equipment you need to help make your next fiber job quick and efficient.

**GO FOR MORE at [vermeer.com/fibersolutions](https://vermeer.com/fibersolutions)**

**Vermeer®**



Vermeer Corporation and Vermeer MV Solutions, Inc. reserve the right to make changes in engineering, design and specifications; add improvements; or discontinue manufacturing at any time without notice or obligation. Equipment shown is for illustrative purposes only and may display optional accessories or components specific to their global region. Please contact your local Vermeer dealer for more information on machine specifications. Vermeer, the Vermeer logo and Navigator are trademarks of Vermeer Manufacturing Company in the U.S. and/or other countries. © 2023 Vermeer Corporation. All Rights Reserved.



# Unveiling the Future

## SEVERAL ALTERNATIVE POWER TRENDS ARE HITTING THE UTILITY CONSTRUCTION INDUSTRY AND IT'S TIME TO TAKE A LOOK AT A FEW OF THEM

BY THE UTILITY EXPO STAFF

**S**ustainability initiatives, new regulations, and technological innovation have opened a world of possibilities for the utility industry.

With intense global initiatives to reduce carbon emissions, equipment manufacturers are exploring ways to lessen the carbon impact of their machines. A range of alternative power solutions are being considered: replacing the diesel engine, reconfiguring the engine to run on alternative fuels and making the diesel engine as efficient as possible.

### CHANGES TO DIESEL ENGINES

The utility industry is well on its way to lessening its carbon footprint with efficient diesel engines. Compared to Tier 1 engines, today's Tier 4 Final engines offer a 96% reduction of oxides of nitrogen and a 97% reduction in particulate matter.

The proposed Tier 5 emissions regulations will reduce emissions even further. The gradual retirement of an aging fleet will also reduce emissions, especially when you consider the significant reduction in emissions that occurred between Tier 3 and Tier 4.

## MANUFACTURERS ARE BEGINNING TO PRODUCE FUEL-AGNOSTIC ENGINES AND EXPLORE THE USAGE OF VARIOUS LOW-CARBON FUELS, INCLUDING HYDROGEN, NATURAL GAS AND ETHANOL.

Modifying these already efficient, conventional engines allows them to burn alternative fuels, which doesn't typically require widespread changes in job site practices, machine componentry or fueling infrastructure.

### ALTERNATIVE FUELS

Manufacturers are beginning to produce fuel-agnostic engines and explore the usage of various low-carbon fuels, including hydrogen, natural gas and ethanol.

Hydrogen, the most abundant element in the universe, can be used as both a low-carbon fuel and a fuel cell to charge a battery-electric machine. In a fuel cell, electrical energy and water are produced through an electrochemical



As more contractors push for different — cheaper and cleaner — fuel options, many manufacturers are looking at everything from changes to diesel engines to alternative fuels and electric-powered equipment.

process combining hydrogen and oxygen. A clean and renewable source of high-density energy with good energy efficiency, manufacturers are working alongside the U.S. Department of Energy in the early stages of hydrogen fuel cell implementation.

### FOCUS ON ELECTRIC

Much of the alternative power conversation has centered on electric, particularly in the compact and utility equipment industries.

Commercially available electric machines feature varying degrees of electrification, offering zero emissions, less noise and instant response while delivering the same breakout force as a diesel-powered engine. Battery power density continues to increase as manufacturers utilize technologies to make better use of battery energy.

The instant response of electric machines also correlates directly to real-time efficiency, minimizing idle time and reducing wear and tear on the machine. With fewer components and moving parts than their fuel-burning counterparts, electric machines typically require less overall maintenance, reducing downtime and operating expenses. As the reliability of these electric machines is validated in the market, the utility industry will begin to meet regulatory and societal pressures to reduce carbon emissions while seeing operational gains.

### NO SINGLE SOLUTION

There won't be one singular solution to reduce carbon emissions. The utility industry will adopt a variety of alternative power solutions over the next handful of years. ▼

Online Exclusives at [www.digdifferent.com](http://www.digdifferent.com)



# IMPERIAL INDUSTRIES' 4200-GALLON ALUMINUM HOIST UNIT



## Customizable Options on Your Hoist Unit



Full Opening Rear  
Door, Blower and  
Jetter Packages, Tank  
Capacities and  
Chassis Options

Imperial Industries designs and manufactures its own hoists in-house with multiple hydraulic functions, including three-stage hoist assemblies, full-opening rear doors, vacuum and blower systems, and special jetter installations.

We also routinely accommodate special customer requests from concept to assembly, working through detailed drawings to ensure all features are engineered as precisely as they were specified.



**IMPERIAL  
INDUSTRIES INC**

**imperialind.com  
salesinfo@imperialind.com  
1-800-558-2945**

# Getting Investments on Training

## EXPLORE THESE THREE ROOT CAUSES WHY TRAINING DOESN'T STICK WITH YOUR CREW AND MAKE SOME CHANGES

BY KATE ZABRISKIE

**E**ach year, businesses waste thousands of dollars on training that doesn't deliver expected results. Consequently, many company owners or managers determine that either training has no value to their employees, the training facilitators don't know what they're doing, the program designers are out of touch with reality, or all three.

If only the root causes of training failures were as simple as those. Even with willing learners, great content and strong facilitation, a host of problems could keep you from realizing strong returns on those training investments. If your training isn't delivering what you think it should, you may be suffering from one of three major problems that plague organizations large and small.

### PROBLEM 1: TRAINING ISN'T PART OF A LARGER LEARNING ECOSYSTEM

Just because people participate in a workshop, it doesn't mean they will change their behavior back on the job. In fact, even if while in class they demonstrate an ability and willingness to do whatever is being taught, all may be lost once participants exit the classroom.

Why does this happen? Good workshops usually fail to deliver because they are treated as a training solution instead of a component of one. In other words, a workshop isn't the answer in itself; rather, it should be part of a larger apparatus or ecosystem.

### SOLUTION

Creating a strong learning ecosystem is an ongoing and often complex endeavor. It takes time to build a holistic structure that supports continuous development. That said, start small. For example, ask yourself:

- Prior to training, do managers explain to workers why they will attend a course and how they are expected to use what's learned after the session?
- Will someone with authority in your company (other than the facilitator) launch the session by explaining how the workshop ties into the bigger picture?
- Are there check-in opportunities after training to ensure that participants are implementing new behaviors?

If you answer "no" to any of those basics, do what you need to do to shift those answers to "yes."

Next, think about the incentives you can put in place to encourage behavior change and the barriers you need to remove to encourage success, and the corrective action you will take if what's happening in the classroom isn't replicated on the job.

Once you start thinking holistically and view courses and workshops as a component of learning versus learning in its entirety, you will have taken the first step in getting the most out of your training dollars.

### PROBLEM 2: CONTINUOUS LEARNING ISN'T PART OF THE CULTURE, AND TRAINING ISN'T TREATED AS A PRIORITY

You have great content, you have a skilled facilitator in place, and half the people scheduled to attend the course don't attend because training isn't a priority.

When training occupies a position of "nice to have" and not "need to have," getting the most from it becomes problematic. This most often happens when people are in survival mode instead of on a growth trajectory. In other words, they are scrambling to get through the work instead of thinking mindfully about the work they're completing and how they're completing it.

In practical terms, if people are always putting out fires and don't regularly ask "what have we learned" and "how can we improve," why should they care about learning new skills?

### SOLUTION

Shifting from a reactive culture to one that is deliberate about its activities takes months or even years. However, it's not difficult to make big strides



Kate Zabriskie

**JUST BECAUSE PEOPLE PARTICIPATE IN A WORKSHOP, IT DOESN'T MEAN THEY WILL CHANGE THEIR BEHAVIOR BACK ON THE JOB. ... ALL MAY BE LOST ONCE PARTICIPANTS EXIT THE CLASSROOM.**

over time when you begin by asking the right questions up, down and across your workforce.

Start the improvement conversation at multiple levels and at different times. Frequently ask, "What have we learned?" "What do we need to do better next time?" "What do we wish we'd known earlier?" and other such questions after projects, meetings, presentations and so forth. In the rare instances when something goes perfectly, remember there are still questions to ask: "How can we replicate what we just did?" "Why did that work well?" "Is there any reason this approach won't work again in the future?" and so on.

When questioning becomes the norm, the solutions offered via training should have stronger importance and value. For example, if turnover is an issue, a learning organization wants to know why and may ask several questions: "Are we hiring the wrong people?" "Are we expecting too much?" "Is there something better for the same money somewhere else?" "Do our managers not manage well?" "Do we need to provide people with better tools?" and so on.



## REGARDLESS OF LEVEL, EVERY EMPLOYEE SHOULD HAVE A DEVELOPMENT PLAN AND SOME LEARNING AND GROWTH GOALS THAT CONNECT TO THE BIG PICTURE AND ENHANCE THEIR SKILLS.

Then, when learning and improvement are a priority, you'll hear such things as, "Today is a training day for me. I'll be unavailable until 4 p.m. If you have an emergency, please see my supervisor Melissa. The workshop I'm attending is of top importance and part of my effort to reduce the turnover."

Who can argue with that? The logic sounds right and ties into big-picture improvement goals.

To get larger returns from training, use questioning to drive improvement. The answers will help people connect the dots and understand why training is a priority and not just something they do because it's on the calendar.

### PROBLEM 3: FEW ANNUAL DEVELOPMENT PLANS EXIST

The world doesn't stagnate, and your employees shouldn't either. If they're doing their work the same way they were five years ago, and nobody is encouraging or demanding change, why should they care about training or think you care about them?

### SOLUTION

Regardless of level, every employee should have a development plan and some learning and growth goals that connect to the big picture and enhance their skills.

"I want to improve XYZ skill to drive ABC result, and 123 is how I plan to grow," is a quick and easy format to follow when setting development goals and three to five goals is a good number for most people.

Better still, if you can tie those goals to performance reviews, you'll be amazed at the interest people develop in improvement, training and implementing new skills.

As with the other two solutions, start small. If your company, for example, has no development plans, choose one area — such as service technicians — and pilot them.

### ACT NOW

Whether you suffer from one, two or all three of the problems described, take action now. When

thoughtful goals and development plans are put in place for workers, it is almost impossible not to realize a stronger return on your training dollars.

### ABOUT THE AUTHOR

Kate Zabriskie is president of Business Training Works Inc., a Maryland-based talent development firm. Reach her at [www.businesstrainingworks.com](http://www.businesstrainingworks.com).



## All New Viper™ Gas Air Compressor Unequaled Performance Unmatched Maneuverability

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

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



Scan the code for video



800.526.8817 [vanair.com](http://vanair.com)



COLE publishing

Keeping it GREEN since 1979

See all of our publications at [www.colepublishing.com](http://www.colepublishing.com)

# Recognizing the Danger

## DON'T LET A DISMISSIVE ATTITUDE LEAD TO WORKPLACE INJURIES

BY RONNIE FREEMAN

**W**e've probably all heard or used the phrase, "It's no big deal," in regard to safety concerns. Basically, a hazard isn't a big deal as long as no one gets injured. Until someone does get injured and then it becomes a big deal. Then we are getting a lot of people involved, there's investigations, there's medical involvement to deal with the injury and worst case there could be liability issues involving managers, lawyers, etc. So, how often does this phrase get used at your workplace?

Usually when this phrase gets used it means something has happened but it's not something that requires a lot of action or even getting excited about. It usually amounts to nothing and that's why we say, "It's no big deal."

How many times during a normal workday have you walked right past a hazard and kept on walking? You knew it was a hazard such as an unrolled electrical cord, an unsafe trench, a spilled chemical, unlabeled containers, damaged equipment, etc., but you made the decision to ignore it with the hope someone else would address it. Perhaps you were too busy at the moment and forgot about it later on. Maybe you didn't see the seriousness of the hazard. Or have you become complacent with having hazards around?

There are some other common phrases and excuses that contribute to this phenomenon. They include, but are not limited to:

**"It's not my job."** Perhaps it's not, but it's worth speaking up about to avoid getting someone injured.

**"It will be OK; someone will deal with it."** If we all think that way, nothing will get done and the hazard will continue to exist.

**"It's one of those things that has been that way for a long time."** There's no time like the present to correct a hazard to avoid an injury.

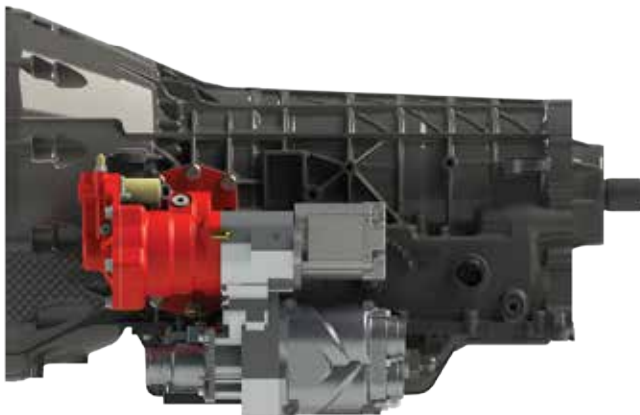
**"I don't have the time to deal with it right now."** But do you have the time to deal with an injury?

**"I don't want to cause trouble if I speak up."** If you don't speak up, how will you feel if someone is injured?

**"It's no big deal."** Hazards are always a big deal, and this can be reflected in your company's safety culture.

Bottom line, hazards are a big deal and can lead to serious injuries to employees. We have all seen a hazard that didn't get addressed, and we know they are workplace injuries waiting to happen. Knowing what needs to be done and doing the right thing can be two different things. Let's make them one by doing the right thing in speaking up about hazards and getting them corrected before they become a really big deal! ▼

## **VMAC'S DTM70-H AIR COMPRESSOR & HYDRAULICS EMPOWERS YOU... TO REDUCE GVW**



- » 600 lb lighter than competitive systems
- » Only 180 lb for the complete system
- » 50% smaller hydraulic tank & no air tank required
- » Frees up payload for other tools & equipment

Get The Specs: [VMACAIR.com/dtm70-h](http://VMACAIR.com/dtm70-h)





Rethink the way you locate  
underground utilities.

POWERFUL LIGHTWEIGHT DESIGNS WITH  
4-WHEEL DRIVE CAPABILITIES

## TAKE A FRESH LOOK AT VACUUM EXCAVATION



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

**TELLUS**  
UNDERGROUND TECHNOLOGIES, INC.

570.234.0325

[www.TellusUnderground.com](http://www.TellusUnderground.com)



# dig *my* RIG

## Blackwell's, Inc.

LAGRANGE, GEORGIA

The company calls it the Yeti! Anecdotal in the name or not, this wet/dry vacuum truck is a beast. Based in LaGrange, Georgia, Blackwell's Inc. uses its vacuum trucks for hydro-excavation and air excavation for potholing, sewer pipe jetting, manhole rehabilitation and stormwater collection system maintenance. The unit shown here is a GapVax HV56 on a 2023 Kenworth T880 chassis with a 15-cubic-yard debris tank. This GapVax has a 1,000-gallon freshwater tank and is capable of 19 gpm at 2900 psi from its GIANT LP 200 pressure washer system. The blower can produce 5250 cfm. The filtration system, with its six cyclonic separators, achieves very effective separation of heavier particles. The 40 filtration socks add an additional layer to help prevent secondary blowby. Equally important to the company in its industrial cleaning work is the truck's DPF/SCR exhaust/aftertreatment. The boom reach on this GapVax extends from 17 feet to 25 feet. Company president/CEO David Blackwell says the logo on the GapVax features the Blackwell's coat of arms from 12th century Anglo-Saxon ancestry. It was modified by adding a cross to the bottom of the crest. On the side of the truck is the quote "Safety, Integrity, Quality, Value, but above all Faith." More information on Blackwell's Inc. can be found at [www.blackwells-inc.com](http://www.blackwells-inc.com).



### Got a vacuum excavator or directional drill with real WOW appeal?

Show it off to *Dig Different* readers! Send photos of your truck or drill after it has been lettered with your company name. Please limit your submission to one piece of equipment only. Your Dig My Rig submission must include your name, company name, mailing address, phone number and details about the truck, including debris tank size, cab/chassis information, pump/blower information, the company that built the truck and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. Email your materials to [editor@digdifferent.com](mailto:editor@digdifferent.com). We look forward to hearing from you!

## PROCOM ATLAS PRO

INDUSTRIAL WIRELESS HEADSET

INCREASED PRODUCTIVITY | ENHANCED SAFETY

- Over 4X the Power of Other Headsets
- Easy to Use & Extremely Lightweight
- Highest Audio Quality
- No Base Station to Hassle With
- Two-Way Radio Compatible
- Most Rugged & Durable Design

Designed with the **highest-quality** materials, guaranteed to work **each and every time!**



Protected by U.S. Patent Numbers 11,165,551  
11,652,503 and 11,616,858

THE BEST PRODUCT AT THE BEST PRICE!

727-692-8700 | [PROCOMHEADSETS.COM](http://PROCOMHEADSETS.COM)





# IT'S A WHOLE NEW BELL GAME.



## 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.



**Cat Pumps is performance you can count on. Contact us today to learn more!**

[www.catpumps.com](http://www.catpumps.com) | [info@catpumps.com](mailto:info@catpumps.com) | (763) 780-5440

© 2023 Cat Pumps All Rights Reserved. 23130 6/23





Advertising company names have been listed in bold, orange and the page number of their ad has been included.

## ALPHABETICAL LISTINGS

### A

**Advanced Drainage Systems, Inc.**  
4640 Trueman Blvd.  
Hilliard, OH 43026  
800-821-6710 • Fax: 614-658-0204  
info@ads-pipe.com  
www.adspipe.com

**AGRU America, Inc.**  
500 Garrison Rd.  
Georgetown, SC 29440  
800-373-2478 • 843-546-0600  
Fax: 843-546-0516  
salesmkg@agruamerica.com  
www.agruamerica.com

**Applied Felts, Inc.**  
450 College Dr.  
Martinsville, VA 24112  
276-656-1904  
info@appliedfelts.com  
www.appliedfelts.com

### B



**Bit Brokers International**  
5568 Logan Rd.  
West Frankfort, IL 62896  
618-435-5811 • Fax: 618-435-2388  
bitsales@bitbrokers.com  
www.bitbrokers.com

### **BOR-IT Mfg. Co., Inc.**

PO Box 789  
Ashland, OH 44805  
800-289-6639 • 419-289-6639  
Fax: 419-289-6352  
info@bor-it.com  
www.bor-it.com  
Ad on page 42

### **Brandt**

**Brandt Truck Rigging & Trailers**  
1806 2 St.  
Nisku, AB T9E 0W8  
877-955-2770 • 780-955-2770  
www.brandt.ca/trucks  
Ad on page 33

### C

**Cat Pumps**  
1681 94th Ln. NE  
Minneapolis, MN 55449  
763-780-5440 • Fax: 763-780-2858  
info@catpumps.com  
www.catpumps.com  
Ad on page 25



**Cherne**  
2300 Vierling Dr. W  
Shakopee, MN 55379  
800-843-7584  
www.cherneind.com



**Cleral USA On Board Scales**  
PO Box 1524  
Lodi, CA 95241  
866-901-7372 • 209-224-7270  
howard@cleralusa.com  
www.cleral-usa.com

**CrewPlex**  
205 Technology Pkwy.  
Auburn, AL 36804  
833-321-2739 • 334-321-1400  
Fax: 334-321-1162  
sales@crewplex.com  
www.crewplex.com



**CUES, Inc.**  
3600 Rio Vista Ave.  
Orlando, FL 32805  
800-327-7791 • Fax: 407-425-1569  
salesinfo@cuesinc.com  
www.cuesinc.com

### D

**Dig Pig Products Inc**  
4902 44 Ave., Unit A  
Stettler, AB T0C 2L1  
587-799-1222  
info@digpig.ca  
www.digpig.ca

### E

**Eartec Co.**  
145 Dean Kanuss Dr.  
Narragansett, RI 02882  
800-399-5994  
info@eartec.com  
www.eartec.com  
Ad on page 41

**Easy-Kleen Pressure Systems Ltd.**  
41 Earnhardt Rd.  
Sussex Corner, NB E4E 6A1  
800-315-5533 • 506-433-3393  
Fax: 506-433-2443  
sales@easykleen.com  
www.easykleen.com  
Ad on pages 37 & 46



**Elvaan Equipment Solutions**  
2355 Cawthra Rd.  
Mississauga, ON L5A 2W7  
905-634-0669  
info@elvaan.com  
www.elvaan.com

### THE SHOOTER®

**EMAGINEERED SOLUTIONS INC**  
1830 SE 1st St.  
Redmond, OR 97756  
541-504-0416  
ray.i@emagineered.com  
www.theshooterccpp.com



# F

**Fruitland Manufacturing**  
324 Leaside Ave.  
Stoney Creek, ON L8E 2N7  
800-663-9003 • 905-662-6552  
sales@fruitland-mfg.com  
www.fruitlandmanufacturing.com

# G



**GapVax, Inc.**  
575 Central Ave.  
Johnstown, PA 15902  
888-442-7829 • 814-535-6766  
Fax: 814-539-3617  
inquiry@gapvax.com  
www.gapvax.com  
Ad on page 51

**General Pump**  
1174 Northland Dr.  
Mendota Heights, MN 55120  
888-474-5487 • 651-454-6500  
Fax: 651-454-8015  
sales@gpcompanies.com  
www.generalpump.com

**Global Pump**  
10162 E Coldwater Rd.  
Davison, MI 48423  
866-360-7867 • 810-653-4828  
Fax: 810-658-0632  
sales@globalpump.com  
www.globalpump.com

**Gorman-Rupp Company**  
600 S Airport Rd.  
Mansfield, OH 44903  
419-755-1011 • Fax: 419-755-1251  
grsales@gormanrupp.com  
www.GRPumps.com

# H

## HANDLE TECH



**Handle-Tech**  
551 Old Swede Rd.  
Douglassville, PA 19518  
610-385-6091  
info@handle-tech.com  
www.handle-tech.com  
Ad on page 35

**Hazeland Manufacturing Inc.**  
PO Box 722  
St. George, ON NOE 1N0  
519-448-1190  
info@hydrospace.com  
www.hydrospace.com



**HotJet USA**  
14773 Heritage Crest Way  
Riverton, UT 84065  
800-624-8186 • 801-545-0777  
sales@hotjetusa.com  
www.hotjetusa.com  
Ad on page 46



**Hydra-Flex, Inc.**  
8401 Eagle Creek Pkwy.  
Savage, MN 55378  
952-808-3640  
hello@hydralflexinc.com  
www.hydralflexinc.com

# I

**Imperial Industries, Inc.**  
550 W Industrial Park Ave.  
Rothschild, WI 54474  
800-558-2945 • 715-359-0200  
Fax: 715-355-5349  
salesinfo@imperialind.com  
www.imperialind.com  
Ad on page 19

**Infinity Tool Mfg.**  
11648 Skyline Dr.  
Benton, IL 62812  
888-838-6657 • 618-439-4042  
Fax: 618-439-4380  
sales@infinitytoolmfg.com  
www.infinitytoolmfg.com

# J



**JDC**  
777 Doheny Dr.  
Northville, MI 48167  
888-936-4369  
sales@dohenycompany.com  
www.teamjdc.com  
Ad on page 35



**John Brooks Company Limited (Dynablast)**  
2625 Meadowpine Blvd.  
Mississauga, ON L5N 7K5  
888-881-6667 • 905-867-4642  
Fax: 905-567-4330  
jthomson@dynablast.ca  
www.dynablast.ca  
Ad on page 33

# K

**KAISER PREMIER**  
2550 E Bijou Ave.  
Fort Morgan, CO 80701  
970-542-1975  
sales@kaiserpremier.com  
www.kaiserpremier.com

**Kondex Corporation**  
1500 Technology Dr.  
Lomira, WI 53048  
800-447-1860 • 920-269-4100  
hdd@kondex.com  
www.kondex.com/drill-defender.html  
Ad on page 49

# L

**Lansas Mfg. by Vanderlans & Sons Inc.**  
1320 S Sacramento St.  
Lodi, CA 95240  
800-452-4902 • 209-334-4115  
Fax: 209-339-8260  
info@lansas.com  
www.lansas.com

# M

**Melfred Borzall, Inc.**  
2712 Airpark Dr.  
Santa Maria, CA 93455  
800-558-7500 • 805-739-0118  
sales@melfredborzall.com  
www.melfredborzall.com  
Ad on page 15

# MRP

MILWAUKEE RUBBER PRODUCTS

**Milwaukee Rubber Products, Inc.**  
N52 W13319 Falls Creek Ct.  
Menomonee Falls, WI 53051  
800-325-3730 • 262-781-7888  
Fax: 262-781-1742  
sales@milwaueerubber.com  
www.milwaueerubber.com  
Ad on page 39

# P



**Pacific Tek**  
204 S 69th Ave.  
Phoenix, AZ 85304  
800-884-5551 • 714-835-3088  
sales@pacific-tek.com  
www.pacific-tek.com



**PE Equipment**  
485 Ash Rd.  
Kalispell, MT 59901  
406-499-8136  
info@pe-equipment.com  
www.pe-equipment.com  
Ad on page 37

**Pearpoint (USA)**  
39-740 Garand Ln., Unit B  
Palm Desert, CA 92211  
800-688-8094 • 760-343-7350  
Fax: 760-343-7351  
pearpoint.sales.us@spx.com  
www.pearpoint.com

**Pow-r Mole Trenchless Solutions**  
1400 Commerce Pkwy.  
Lancaster, NY 14086  
800-344-6653 • 716-683-2486  
www.powrmole.com

**Pressure Lift Corporation**  
4130 Buckthorn Ct.  
Flower Mound, TX 75028  
866-504-6596 • 972-355-0550  
debi@pressurelift.com  
www.pressurelift.com  
Ad on page 47

**Presvac Systems**  
4131 Morris Dr.  
Burlington, ON L7L 5L5  
800-387-7763 • 905-637-2353  
Fax: 905-681-0411  
sales@presvac.com  
www.presvac.com

**Pro-Mark Utility Supply, Inc.**  
2603 Pacific Park Dr.  
Whittier, CA 90601  
877-325-1525 • Fax: 562-906-2022  
promark@promarksupply.com  
www.promarksupply.com

## PROCOM WIRELESS HEADSETS

**ProCom Headsets**  
2773 Leechburg Rd.  
Lower Burrell, PA 15068  
724-337-1400  
sales@proacw.com  
www.procomheadsets.com  
Ad on page 24

## R



**RAMVAC Vacuum Excavators  
by Sewer Equipment**  
1590 Dutch Rd.  
Dixon, IL 61021  
888-477-7638  
sales@ram-vac.com  
www.sewerequipment.com

**Rapid Applications Group, LLC**  
2636 Leisure Ln.  
Little Elm, TX 75068  
888-217-4899 • 303-500-3050 ext: 2  
sales@rapidappsinc.com  
www.rapidappsinc.com/hydrovac/  
Ads on pages 9, 11



**Rival Hydrovac Inc.**  
Box 5  
Major, SK S0L 2H0  
403-550-7997  
tdell@rivalhydrovac.com  
www.rivalhydrovac.com  
Ad on page 5



**Rock Rental**  
4351 S 59th St.  
Clinton, IA 52732  
833-482-7625  
sales@rock-rental.com  
www.rock-rental.com

**Roddie Inc**  
4457 Trumble Creek Rd.  
Columbia Falls, MT 59912  
888-406-3821 • 406-730-1565  
Fax: 888-406-8282  
sales@roddieunderground.com  
www.roddieunderground.com  
Ads on pages 6, 45

## S

**Source One Environmental**  
300 S Dayton St.  
Davison, MI 48423  
877-450-3701 • 810-412-4740  
Fax: 810-412-4743  
service@s1eonline.com  
www.s1eonline.com

**Subsite Electronics**  
1959 W Fir Ave.  
Perry, OK 73077  
800-846-2713  
www.subsite.com  
Ad on page 29

## Super Products®

**Super Products LLC**  
130 W Boxhorn Dr.  
Mukwonago, WI 53149  
800-837-9711  
info@superproducts.com  
www.superproducts.com  
Ad on page 11

**Suttner America Company**  
14864 W Ridge Ln.  
Dubuque, IA 52003  
800-831-0660 • 563-556-3212  
Fax: 800-821-0660  
sales@suttner.com  
www.suttner.com

## T

## TAKEUCHI

*From World First to World Leader*

**Takeuchi Mfg.**  
519 Bonnie Valentine Way  
Pendergrass, GA 30567  
706-693-3600  
info@takeuchi-us.com  
www.takeuchi-us.com

**Tech Products, Inc.**  
105 Willow Ave.  
Staten Island, NY 10305  
800-221-1311 • 718-442-4900  
Fax: 718-442-2124  
DOConnor@TechProducts.com  
www.techproducts.com  
Ad on page 42

**Tellus Underground Technology**  
PO Box 157  
Portland, PA 18351  
570-234-0325  
www.tellusunderground.com  
Ad on page 23

## the Water expo



**The Water Expo**  
8900 SW 107 Ave., Ste. 313  
Miami, FL 33716  
305-412-3976  
mail@TheWaterExpo.com  
www.thewaterexpo.com



**Transway Systems Inc.**  
314 Lake Ave. N  
Hamilton, ON L8E 3A2  
800-263-4508 • 905-578-1000  
sales@transwaysystems.com  
www.transwaysystems.com

## TRIC

**TRIC Tools, Inc.**  
415 Pendleton Way  
Oakland, CA 94621  
888-883-8742 • 510-865-8742  
john.rafferty@trictools.com  
www.trictools.com

**TRUVAC by  
Vactor Manufacturing, Inc.**  
1621 S Illinois St.  
Streator, IL 61364  
815-672-3171  
sales@truvac.com  
www.truvac.com  
Ad on page 52

## U

**Underground Magnetics Inc.**  
5401 NW Beaver Dr.  
Johnston, IA 50131  
515-505-0960  
support@umaghdd.com  
www.umaghdd.com  
Ad on page 3

## V

**Vac-Con, Inc.**  
969 Hall Park Rd.  
Green Cove Springs, FL 32043  
888-920-2945 • 904-284-4200  
info@vac-con.com  
www.vac-con.com  
Ad on page 2

**VACUTEK Rental and Sales**  
6694 Oak Ridge Commerce Way  
Austell, GA 30168  
404-737-8822  
Bholliday@vacutek.com  
www.vacutek.com



## VAN AIR

MOBILE POWER SOLUTIONS®

**Vanair**  
10896 W 300 N  
Michigan City, IN 46360  
800-526-8817 • 219-879-5100  
info@vanair.com  
www.vanair.com  
Ad on page 21

**Vermeer Corporation**  
1210 E Vermeer Rd.  
Pella, IA 50219  
www.vermeer.com  
Ad on page 17



## VIVAX METROTECH

**Vivax-Metrotech Corp.**  
3251 Olcott St.  
Santa Clara, CA 95054  
800-446-3392 • 408-734-1400  
salesUSA@vxmt.com  
www.vxmt.com  
Ad on page 7

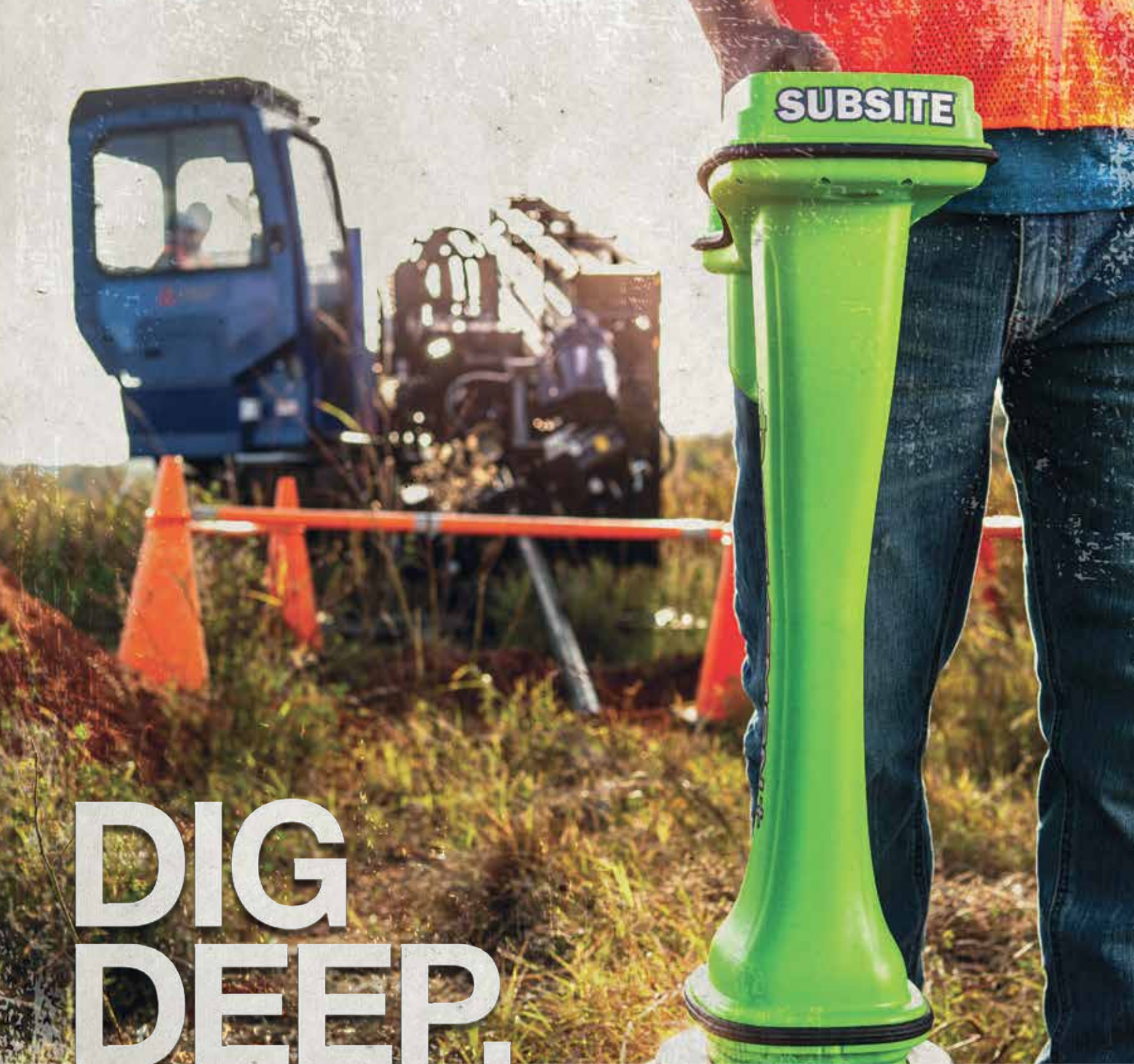
**VMAC**  
1333 Kipp Rd.  
Nanaimo, BC V9X 1R3  
800-738-8622 • 250-740-3200  
Fax: 250-740-3201  
marketing@vmacair.com  
www.vmacair.com  
Ad on page 22

## W

**Warrior Trenchless Solutions**  
1400 Commerce Pkwy.  
Lancaster, NY 14086  
716-601-7760  
www.thermoformliner.com

**WWETT Show**  
222 W Las Colinas Blvd., Ste. 450E  
Irving, TX 75039  
972-536-6453  
wwett.info@informa.com  
www.informalexhibitions.com  
Ad on pages 43 & 48





# DIG DEEP.



The **Marksman Plus HDD Guidance System** cuts through interference, communicating with the beacon at extended depths (130+ feet).

*Learn more from your Ditch Witch® dealer.*



[subsite.com](https://www.subsite.com)



# LISTINGS BY CATEGORY

## Air Excavation Equipment

**GapVax, Inc.**  
888-442-7829 • www.gapvax.com  
Ad on page 51

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35

**KAISER PREMIER**  
970-542-1975 • www.kaiserpremier.com

**Pressure Lift Corporation**  
866-504-6596 • www.pressurelift.com  
Ad on page 47

**Presvac Systems**  
800-387-7763 • www.presvac.com

**RAMVAC Vacuum Excavators  
by Sewer Equipment**  
888-477-7638 • www.sewerequipment.com



**Rival Hydrovac Inc.**  
403-550-7997 • www.rivalhydrovac.com  
Ad on page 5

**Super Products LLC**  
800-837-9711 • www.superproducts.com  
Ad on page 11

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23

**Transway Systems Inc.**  
800-263-4508 • www.transwaysystems.com

**TRUVAC by  
Vactor Manufacturing, Inc.**  
815-672-3171 • www.truvac.com  
Ad on page 52

**VACUTEK Rental and Sales**  
404-737-8822 • www.vacutec.com



**Vanair**  
800-526-8817 • www.vanair.com  
Ad on page 21

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Aluminum Tubing



**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

## Auger Machines

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Blower Rebuilding/ Repairs

**Presvac Systems**  
800-387-7763 • www.presvac.com

## Blowers

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

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

**Presvac Systems**  
800-387-7763 • www.presvac.com

**VACUTEK Rental and Sales**  
404-737-8822 • www.vacutec.com

## Boring Machines

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Bucket Machines

**RAMVAC Vacuum Excavators  
by Sewer Equipment**  
888-477-7638 • www.sewerequipment.com

## Cable Reels

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

## CIPP Equipment and Materials



**Applied Felts, Inc.**  
276-656-1904 • www.appliedfelts.com

## THE SHOOTER®

**EMAGINEERED SOLUTIONS INC**  
541-504-0416 • www.theshootercipp.com

**Source One Environmental**  
877-450-3701 • www.s1online.com

**Vanair**  
800-526-8817 • www.vanair.com  
Ad on page 21

**Warrior Trenchless Solutions**  
716-601-7760 • www.thermoformliner.com

## Coatings/Linings/ Sealants

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**Source One Environmental**  
877-450-3701 • www.s1online.com

**Warrior Trenchless Solutions**  
716-601-7760 • www.thermoformliner.com

## Communication Equipment



**CrewPlex**  
833-321-2739 • www.crewplex.com

**Eartec Co.**  
800-399-5994 • www.eartec.com  
Ad on page 41



**ProCom Headsets**  
724-337-1400 • www.procomheadsets.com  
Ad on page 24

## Compact Equipment



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

**VACUTEK Rental and Sales**  
404-737-8822 • www.vacutec.com

**Vanair**  
800-526-8817 • www.vanair.com  
Ad on page 21

## Construction Equipment

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42

**Brandt Truck Rigging & Trailers**  
877-955-2770 • www.brandt.ca/trucks  
Ad on page 33

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

**CrewPlex**  
833-321-2739 • www.crewplex.com



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

**Subsite Electronics**  
800-846-2713 • www.subsite.com  
Ad on page 29

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23

**Transway Systems Inc.**  
800-263-4508 • www.transwaysystems.com

**VACUTEK Rental and Sales**  
404-737-8822 • www.vacutec.com

**Vanair**  
800-526-8817 • www.vanair.com  
Ad on page 21

**VMAC**  
800-738-8622 • www.vmacair.com  
Ad on page 22





## **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!

## Consulting/ Engineering/ Design Services

**Source One Environmental**  
877-450-3701 • www.s1eonline.com

## Containers - Storage

**Imperial Industries, Inc.**  
800-558-2945 • www.imperialind.com  
Ad on page 19

## Dealer/Distributor

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

**Dig Pig Products Inc**  
587-799-1222 • www.digpig.ca

**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

## Decals/Magnets/ Signage/Labels/Tags

**Pro-Mark Utility Supply, Inc.**  
877-325-1525 • www.promarksupply.com

**Tech Products, Inc.**  
800-221-1311 • www.techproducts.com  
Ad on page 42

## Detection Equipment

**Subsite Electronics**  
800-846-2713 • www.subsite.com  
Ad on page 29

## Drain Tile

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

## Drill Bits

**Bit Brokers International**  
618-435-5811 • www.bitbrokers.com

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

**Infinity Tool Mfg.**  
888-838-6657 • www.infinitytoolmfg.com

## KONDEX

**Kondex Corporation**  
800-447-1860  
www.kondex.com/drill-defender.html  
Ad on page 49

**Melfred Borzall, Inc.**  
800-558-7500 • www.melfredborzall.com  
Ad on page 15

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Drilling Fluids

**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Drills

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Dust Control

**Imperial Industries, Inc.**  
800-558-2945 • www.imperialind.com  
Ad on page 19

## Easement Machine

**RAMVAC Vacuum Excavators by Sewer  
Equipment**  
888-477-7638 • www.sewerequipment.com

## Education/Training

**Source One Environmental**  
877-450-3701 • www.s1eonline.com

**WWETT Show**  
972-536-6453 • www.informaexhibitions.com  
Ad on pages 43 & 48

## Equipment Parts and Services

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

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

## Erosion Control

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

## Excavating Equipment

**Brandt Truck Rigging & Trailers**  
877-955-2770 • www.brandt.ca/trucks  
Ad on page 33

**CrewPlex**  
833-321-2739 • www.crewplex.com

**Easy-Kleen Pressure Systems Ltd.**  
800-315-5533 • www.easycleen.com  
Ad on pages 37 & 46

**KAISER PREMIER**  
970-542-1975 • www.kaiserpremier.com

**Pacific Tek**  
800-884-5551 • www.pacific-tek.com

**Pressure Lift Corporation**  
866-504-6596 • www.pressurelift.com  
Ad on page 47

**Super Products LLC**  
800-837-9711 • www.superproducts.com  
Ad on page 11

**Takeuchi Mfg.**  
706-693-3600 • www.takeuchi-us.com

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23

**Transway Systems Inc.**  
800-263-4508 • www.transwaysystems.com

**VACUTEK Rental and Sales**  
404-737-8822 • www.vacutec.com

## Excavators

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

**Pacific Tek**  
800-884-5551 • www.pacific-tek.com

**Super Products LLC**  
800-837-9711 • www.superproducts.com  
Ad on page 11



**Takeuchi Mfg.**  
706-693-3600 • www.takeuchi-us.com

**VACUTEK Rental and Sales**  
404-737-8822 • www.vacutec.com

## Flags/Markers/Tape

**Pro-Mark Utility Supply, Inc.**  
877-325-1525 • www.promarksupply.com

**Tech Products, Inc.**  
800-221-1311 • www.techproducts.com  
Ad on page 42

## Generators/ Air Compressors

**John Brooks Company Limited  
(Dynablast)**  
888-881-6667 • www.dynablast.ca  
Ad on page 33



**Vanair**  
800-526-8817 • www.vanair.com  
Ad on page 21

**VMAC**  
800-738-8622 • www.vmacair.com  
Ad on page 22

## GPS/Fleet Management Software

**Rapid Applications Group, LLC**  
888-217-4899  
www.rapidappsinc.com/hydrovac/  
Ads on pages 9, 31

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17



# Dynablast

A DIVISION OF JOHN BROOKS COMPANY LIMITED

## THE ONLY CHOICE FOR HYDROVAC!

### HYDROVAC



#### HOT WATER HEATERS

- 200,000 to 900,000 BTU
- 12v to 120v
- Schedule 80 Coil
- High Pressure Schedule 160 Coil
- Steam & Non-Steam

#### WATER PUMPS

- Female Spline
- Bell Housing
- 5 to 24 GPM
- Up to 5800 PSI
- PA Accessories

#### UNLOADER & SAFETY VALVES, WASHGUNS & NOZZLES

EXCLUSIVE CANADIAN DISTRIBUTOR FOR OVER 35 YEARS



**Pratissoli**



1-905-867-4642

WWW.DYNABLAST.CA



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
- Quiet, compact design & low tare weight

ASK ABOUT OUR RENTALS OR RENTAL PURCHASE OPTIONS

1806 2 Street, Nisku, AB, Canada T9E 0W8  
brandt.ca/trucks | 1-877-955-2770



Truck Rigging & Trailers

## Ground Cover Mats

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

## Ground Penetrating Radar

### Subsite Electronics

800-846-2713 • www.subsite.com  
Ad on page 29

## Underground Magnetics

### Underground Magnetics Inc.

515-505-0960 • www.umaghd.com  
Ad on page 3

## Hand Tools

### Handle-Tech

610-385-6091 • www.handle-tech.com  
Ad on page 35

### Tellus Underground Technology

570-234-0325 • www.tellusunderground.com  
Ad on page 23

## Hazardous Vacuum/Cleaning

### Imperial Industries, Inc.

800-558-2945 • www.imperialind.com  
Ad on page 19

### Presvac Systems

800-387-7763 • www.presvac.com

## Horizontal Directional Drilling



**Elvaan Equipment Solutions**  
905-634-0669 • www.elvaan.com

### Infinity Tool Mfg.

888-838-6657 • www.infinitytoolmfg.com

## KONDEX®

### Kondex Corporation

800-447-1860  
www.kondex.com/drill-defender.html  
Ad on page 49

### Melfred Borzall, Inc.

800-558-7500 • www.melfredborzall.com  
Ad on page 15

### Pow-r Mole Trenchless Solutions

800-344-6653 • www.powrmole.com

### Subsite Electronics

800-846-2713 • www.subsite.com  
Ad on page 29

## Underground Magnetics

### Underground Magnetics Inc.

515-505-0960 • www.umaghd.com  
Ad on page 3

### Vermeer Corporation

www.vermeer.com  
Ad on page 17

## Hose & Accessories

### Dig Pig Products Inc

587-799-1222 • www.digpig.ca

### GapVax, Inc.

888-442-7829 • www.gapvax.com  
Ad on page 51

### Handle-Tech

610-385-6091 • www.handle-tech.com  
Ad on page 35



### Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

### Presvac Systems

800-387-7763 • www.presvac.com

### Suttner America Company

800-831-0660 • www.suttner.com

### Transway Systems Inc.

800-263-4508 • www.transwaysystems.com

### VACUTEK Rental and Sales

404-737-8822 • www.vacutec.com

## Hose - High Pressure

### Dig Pig Products Inc

587-799-1222 • www.digpig.ca

### Easy-Kleen Pressure Systems Ltd.

800-315-5533 • www.easykleen.com  
Ad on pages 37 & 46

### Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

### Suttner America Company

800-831-0660 • www.suttner.com

### VACUTEK Rental and Sales

404-737-8822 • www.vacutec.com

## Hose Reels

### Easy-Kleen Pressure Systems Ltd.

800-315-5533 • www.easykleen.com  
Ad on pages 37 & 46

### General Pump

888-474-5487 • www.generalpump.com

### John Brooks Company Limited

#### (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33

### Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

### Suttner America Company

800-831-0660 • www.suttner.com

### VACUTEK Rental and Sales

404-737-8822 • www.vacutec.com

## Hot Water Boilers

### Easy-Kleen Pressure Systems Ltd.

800-315-5533 • www.easykleen.com  
Ad on pages 37 & 46



### John Brooks Company Limited

#### (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33

## Hydraulic Parts and Components

### Cherne

800-843-7584 • www.cherneind.com

### Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

## Hydroexcavation Equipment



### Brandt Truck Rigging & Trailers

877-955-2770 • www.brandt.ca/trucks  
Ad on page 33

### Cleral USA On Board Scales

866-901-7372 • www.cleral-usa.com

### Dig Pig Products Inc

587-799-1222 • www.digpig.ca

### Easy-Kleen Pressure Systems Ltd.

800-315-5533 • www.easykleen.com  
Ad on pages 37 & 46



### GapVax, Inc.

888-442-7829 • www.gapvax.com  
Ad on page 51

### General Pump

888-474-5487 • www.generalpump.com



### Hazeland Manufacturing Inc.

519-448-1190 • www.hydrospade.com



### HotJet USA

800-624-8186 • www.hotjetusa.com  
Ad on page 46

### JDC

888-936-4369 • www.teamjdc.com  
Ad on page 35



### John Brooks Company Limited

#### (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33



## KAISER PREMIER

### KAISER PREMIER

970-542-1975 • www.kaiserpremier.com

### Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

### Pacific Tek

800-884-5551 • www.pacific-tek.com

### Pressure Lift Corporation

866-504-6596 • www.pressurelift.com  
Ad on page 47

### Presvac Systems

800-387-7763 • www.presvac.com

### RAMVAC Vacuum Excavators

by Sewer Equipment  
888-477-7638 • www.sewerequipment.com



### Rival Hydrovac Inc.

403-550-7997 • www.rivalhydrovac.com  
Ad on page 5

### Super Products LLC

800-837-9711 • www.superproducts.com  
Ad on page 11

### Suttner America Company

800-831-0660 • www.suttner.com

### Tellus Underground Technology

570-234-0325 • www.tellusunderground.com  
Ad on page 23

### Transway Systems Inc.

800-263-4508 • www.transwaysystems.com





# LET US DO YOUR DIRTY WORK.

TRY IT 30-DAYS RISK FREE

## Let Handle-Tech help carry the load.

Handle-Tech's patented, sturdy design makes it easier to **grip, lift and drag hoses and pipes**. So you can get more work done, more efficiently...and stay cleaner while you do it. Want to save time *and* money? **Give Handle-Tech a try!**



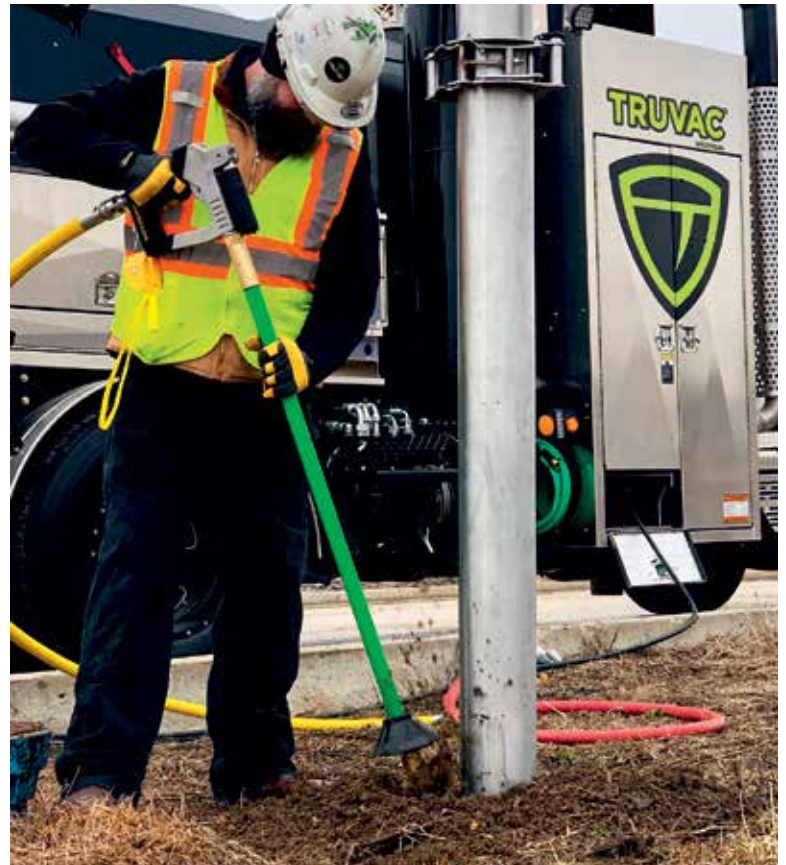
**SCAN to WATCH HANDLE-TECH in ACTION**

or visit:

<https://www.handle-tech.com/DDBG23>



## HANDLE TECH



# JDC

## MAKE VACUUM EXCAVATION EASY WITH AIRSPADE.

TeamJDC.com | 800.336.4369

## CELEBRATING 50 YEARS.



## Dig Different is FREE!

Subscribe/Renew Online at [www.digdifferent.com](http://www.digdifferent.com)

**TRUVAC by**  
**Vactor Manufacturing, Inc.**  
 815-672-3171 • www.truvac.com  
 Ad on page 52

**Vac-Con, Inc.**  
 888-920-2945 • www.vac-con.com  
 Ad on page 2



**VACUTEK**  
**VACUTEK Rental and Sales**  
 404-737-8822 • www.vacutec.com



**VANAIR.**  
 MOBILE POWER SOLUTIONS®

**Vanair**  
 800-526-8817 • www.vanair.com  
 Ad on page 21

**Vermeer Corporation**  
 www.vermeer.com  
 Ad on page 17

## Inspection Equipment

**Cherne**  
 800-843-7584 • www.cherneind.com



**CUES, Inc.**  
 800-327-7791 • www.cuesinc.com

**KAISER PREMIER**  
 970-542-1975 • www.kaiserpremier.com

**Pearpoint (USA)**  
 800-688-8094 • www.pearpoint.com

**Pow-r Mole Trenchless Solutions**  
 800-344-6653 • www.powrmole.com

**Subsite Electronics**  
 800-846-2713 • www.subsite.com  
 Ad on page 29

**Vanair**  
 800-526-8817 • www.vanair.com  
 Ad on page 21



**Vivax-Metrotech Corp.**  
 800-446-3392 • www.vxmt.com  
 Ad on page 7

## Jet/Vac Combination Machines



**GapVax, Inc.**  
 888-442-7829 • www.gapvax.com  
 Ad on page 51



**HotJet USA**  
 800-624-8186 • www.hotjetusa.com  
 Ad on page 46

**JDC**  
 888-936-4369 • www.teamjdc.com  
 Ad on page 35



**KAISER PREMIER**  
 970-542-1975 • www.kaiserpremier.com

**Presvac Systems**  
 800-387-7763 • www.presvac.com

**RAMVAC Vacuum Excavators by Sewer Equipment**  
 888-477-7638 • www.sewerequipment.com

**Super Products LLC**  
 800-837-9711 • www.superproducts.com  
 Ad on page 11

**Transway Systems Inc.**  
 800-263-4508 • www.transwaysystems.com

**Vac-Con, Inc.**  
 888-920-2945 • www.vac-con.com  
 Ad on page 2

**VACUTEK Rental and Sales**  
 404-737-8822 • www.vacutec.com

**Vermeer Corporation**  
 www.vermeer.com  
 Ad on page 17

## Jetters - Portable



**Easy-Kleen Pressure Systems Ltd.**  
 800-315-5533 • www.easycleen.com  
 Ad on pages 37 & 46



**HotJet USA**  
 800-624-8186 • www.hotjetusa.com  
 Ad on page 46

**Milwaukee Rubber Products, Inc.**  
 800-325-3730 • www.milwaukeerubber.com  
 Ad on page 39

**Suttner America Company**  
 800-831-0660 • www.suttner.com

**VACUTEK Rental and Sales**  
 404-737-8822 • www.vacutec.com

## Jetters - Truck & Trailer

**Easy-Kleen Pressure Systems Ltd.**  
 800-315-5533 • www.easycleen.com  
 Ad on pages 37 & 46



**GapVax, Inc.**  
 888-442-7829 • www.gapvax.com  
 Ad on page 51



**HotJet USA**  
 800-624-8186 • www.hotjetusa.com  
 Ad on page 46

**Presvac Systems**  
 800-387-7763 • www.presvac.com

**RAMVAC Vacuum Excavators by Sewer Equipment**  
 888-477-7638 • www.sewerequipment.com

**Super Products LLC**  
 800-837-9711 • www.superproducts.com  
 Ad on page 11

**Vac-Con, Inc.**  
 888-920-2945 • www.vac-con.com  
 Ad on page 2

**VACUTEK Rental and Sales**  
 404-737-8822 • www.vacutec.com

**Vermeer Corporation**  
 www.vermeer.com  
 Ad on page 17

## Loaders



**Takeuchi Mfg.**  
 706-693-3600 • www.takeuchi-us.com

## Location/ Leak Detection

**Cherne**  
 800-843-7584 • www.cherneind.com



**Lansas Mfg. by Vanderlans & Sons Inc.**  
 800-452-4902 • www.lansas.com

## Locators - Electronic

**Pow-r Mole Trenchless Solutions**  
 800-344-6653 • www.powrmole.com

**Pro-Mark Utility Supply, Inc.**  
 877-325-1525 • www.promarksupply.com

**Subsite Electronics**  
 800-846-2713 • www.subsite.com  
 Ad on page 29



**Underground Magnetics Inc.**  
 515-505-0960 • www.umaghd.com  
 Ad on page 3

**Vermeer Corporation**  
 www.vermeer.com  
 Ad on page 17



**Vivax-Metrotech Corp.**  
 800-446-3392 • www.vxmt.com  
 Ad on page 7

## Mud Recyclers

**Vermeer Corporation**  
 www.vermeer.com  
 Ad on page 17

## Non-Hazardous Vacuum/Cleaning

**Imperial Industries, Inc.**  
 800-558-2945 • www.imperialind.com  
 Ad on page 19

**Presvac Systems**  
 800-387-7763 • www.presvac.com

**Super Products LLC**  
 800-837-9711 • www.superproducts.com  
 Ad on page 11

**Tellus Underground Technology**  
 570-234-0325 • www.tellusunderground.com  
 Ad on page 23

**Transway Systems Inc.**  
 800-263-4508 • www.transwaysystems.com

**VACUTEK Rental and Sales**  
 404-737-8822 • www.vacutec.com

## Nozzles - High Pressure

**Dig Pig Products Inc**  
 587-799-1222 • www.digpig.ca

**General Pump**  
 888-474-5487 • www.generalpump.com

**Hydra-Flex, Inc.**  
 952-808-3640 • www.hydralflexinc.com

**JDC**  
 888-936-4369 • www.teamjdc.com  
 Ad on page 35



# TWO MACHINES IN ONE

Simple  
Modular  
Effective  
Trenchless Waterline Rehabilitation  
Rod Pushing and Pipe Bursting

[www.pe-equipment.com](http://www.pe-equipment.com)



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



SCAN THIS  
TO VIEW OUR  
CATALOG!



**"THE BEST VAN PACK IN THE BUSINESS"**

- BRAD SIMS, MR. ROOTER

### INSTALL READY FOR PICKUP OR VAN



**GROUNDHOG  
JETTER** 

*Dependable, user-friendly,  
and cost-effective solution  
for you to easily clear  
drains, pipes, and culverts.*

- ◀ The unit featured is a EZJ3512G.
  - 35 HP Vanguard Gas Engine
  - 12 GPM @ 3500 PSI
  - Heavy Duty Triplex Plunger Pump
  - 10 Gallon Poly Fuel Tank
  - 200 Gallon Poly Water Tank
  - 12 V Hose Reel complete with Hose Guides, Super Swivel & Foot Pedal Control
  - 300' of 3/8" Jetter Hose
  - Remote Control - Standard

### ACCESSORIES

#### ADD ON A HEATER PACK!



- 440,000 BTUs
- Oil Fired Burner

**Add hot water to your Sewer Jetter System with a Modular Heater.**

Increases speed and efficiency when cleaning out ice or grease.

#### EASY-KLEEN'S STAINLESS STEEL HOSE REEL



Can be mounted on various units. Rated at 5000 PSI

HOS-HR300HP-A-SS-IH

EZ0440



[easykleen.com](http://easykleen.com)

1-800-315-5533

[sales@easykleen.com](mailto:sales@easykleen.com)



## John Brooks Company Limited (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33

## Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

## Pressure Lift Corporation

866-504-6596 • www.pressurelift.com  
Ad on page 47

## RAMVAC Vacuum Excavators by Sewer Equipment

888-477-7638 • www.sewerequipment.com

## Super Products LLC

800-837-9711 • www.superproducts.com  
Ad on page 11

## Suttner America Company

800-831-0660 • www.suttner.com

## Vac-Con, Inc.

888-920-2945 • www.vac-con.com  
Ad on page 2

## VACUTEK Rental and Sales

404-737-8822 • www.vacuterk.com

## Pipe

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

## Pipe - Couplings/Fittings

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

## Pipe - Polyethylene

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**Pro-Mark Utility Supply, Inc.**  
877-325-1525 • www.promarksupply.com

## Pipe - Polypropylene

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

## Pipe Bursting

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

### PE Equipment

406-499-8136 • www.pe-equipment.com  
Ad on page 37

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

### Roddie Inc

888-406-3821 • www.roddieunderground.com  
Ads on pages 6, 45

### Source One Environmental

877-450-3701 • www.s1eonline.com



### TRIC Tools, Inc.

888-883-8742 • www.trictools.com

## Pipe Fusion

### Vanair

800-526-8817 • www.vanair.com  
Ad on page 21

## Pipe Jacking

### BOR-IT Mfg. Co., Inc.

800-289-6639 • www.bor-it.com  
Ad on page 42

## Pipe Parts - Fittings & Components

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**Source One Environmental**  
877-450-3701 • www.s1eonline.com

## Pipe Plugs

**Cherne**  
800-843-7584 • www.cherneind.com



**Lansas Mfg. by Vanderlans & Sons Inc.**  
800-452-4902 • www.lansas.com

**Source One Environmental**  
877-450-3701 • www.s1eonline.com

## Pipeline Rehabilitation/Lining

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**Applied Felts, Inc.**  
276-656-1904 • www.appliedfelts.com



**CUES, Inc.**  
800-327-7791 • www.cuesinc.com



**Easy-Kleen Pressure Systems Ltd.**  
800-315-5533 • www.easykleen.com  
Ad on pages 37 & 46

## THE SHOOTER®

**EMAGINEERED SOLUTIONS INC**  
541-504-0416 • www.theshooterripp.com



**PE Equipment**  
406-499-8136 • www.pe-equipment.com  
Ad on page 37

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

**Source One Environmental**  
877-450-3701 • www.s1eonline.com

### Vanair

800-526-8817 • www.vanair.com  
Ad on page 21

**Warrior Trenchless Solutions**  
716-601-7760 • www.thermoformliner.com

## Pipeline Surveying & Mapping (GPS/GIS)

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35



**Vivax-Metrotech Corp.**  
800-446-3392 • www.vxmt.com  
Ad on page 7

## Pressure Washers and Sprayers



**Easy-Kleen Pressure Systems Ltd.**  
800-315-5533 • www.easykleen.com  
Ad on pages 37 & 46

## THE SHOOTER®

**EMAGINEERED SOLUTIONS INC**  
541-504-0416 • www.theshooterripp.com



**HotJet USA**  
800-624-8186 • www.hotjetusa.com  
Ad on page 46

**Hydra-Flex, Inc.**  
952-808-3640 • www.hydralflexinc.com

## John Brooks Company Limited (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33

## Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com

Ad on page 39

**Suttner America Company**  
800-831-0660 • www.suttner.com

## Pulling Swivels

### Vermeer Corporation

www.vermeer.com  
Ad on page 17

## Pump Controls

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## Pump Parts/Components

**Cat Pumps**  
763-780-5440 • www.catpumps.com  
Ad on page 25



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

**General Pump**  
888-474-5487 • www.generalpump.com

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com



## John Brooks Company Limited (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33

## Milwaukee Rubber Products, Inc.

800-325-3730 • www.milwaukeeerubber.com

Ad on page 39



## Pumps - Centrifugal

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## Pumps - Dewatering/Bypass

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## John Brooks Company Limited (Dynablast)

888-881-6667 • www.dynablast.ca  
Ad on page 33

## Pumps - Diaphragm

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## Pumps - High Pressure



**Cat Pumps**  
763-780-5440 • www.catpumps.com  
Ad on page 25

**General Pump**  
888-474-5487 • www.generalpump.com

**Global Pump**  
866-360-7867 • www.globalpump.com

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaueerubber.com  
Ad on page 39

## Pumps - Mud/Slurry

**General Pump**  
888-474-5487 • www.generalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

**Pressure Lift Corporation**  
866-504-6596 • www.pressurelift.com  
Ad on page 47

## Pumps - Portable

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## Pumps - Solids/Sludge

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## Pumps - Submersible

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com

## Pumps - Triplex/Plunger



**Cat Pumps**  
763-780-5440 • www.catpumps.com  
Ad on page 25

**GapVax, Inc.**  
888-442-7829 • www.gapvax.com  
Ad on page 51

**General Pump**  
888-474-5487 • www.generalpump.com

## Pumps - Vacuum



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

**GapVax, Inc.**  
888-442-7829 • www.gapvax.com  
Ad on page 51



**Lansas Mfg. by Vanderlans & Sons Inc.**  
800-452-4902 • www.lansas.com

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaueerubber.com  
Ad on page 39

**Pressure Lift Corporation**  
866-504-6596 • www.pressurelift.com  
Ad on page 47

**Presvac Systems**  
800-387-7763 • www.presvac.com

**Transway Systems Inc.**  
800-263-4508 • www.transwaysystems.com

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



**Kanaflex KanaVacU**  
• Polyurethane Flexible Suction Hose  
• Dry Materials

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

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

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

Mention this ad for an exclusive discount!

**MRP**  
MILWAUKEE RUBBER PRODUCTS

**1.800.325.3730**  
**MilwaukeeRubber.com**

## Pumps - Washdown



**Cat Pumps**  
763-780-5440 • www.catpumps.com  
Ad on page 25

**GapVax, Inc.**  
888-442-7829 • www.gapvax.com  
Ad on page 51

**General Pump**  
888-474-5487 • www.generalpump.com

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

## Pumps - Water

**Cat Pumps**  
763-780-5440 • www.catpumps.com  
Ad on page 25

**General Pump**  
888-474-5487 • www.generalpump.com

**Global Pump**  
866-360-7867 • www.globalpump.com

**Gorman-Rupp Company**  
419-755-1011 • www.GRPumps.com



**John Brooks Company Limited (Dynablast)**  
888-881-6667 • www.dynablast.ca  
Ad on page 33

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

**Transway Systems Inc.**  
800-263-4508 • www.transwaysystems.com

## Reamers

**Bit Brokers International**  
618-435-5811 • www.bitbrokers.com

**Infinity Tool Mfg.**  
888-838-6657 • www.infinitytoolmfg.com

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Rental Equipment

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42

**Global Pump**  
866-360-7867 • www.globalpump.com

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35



**Lansas Mfg. by Vanderlans & Sons Inc.**  
800-452-4902 • www.lansas.com

**RAMVAC Vacuum Excavators by Sewer Equipment**  
888-477-7638 • www.sewerequipment.com

**Rock Rental**  
833-482-7625 • www.rock-rental.com

**Super Products LLC**  
800-837-9711 • www.superproducts.com  
Ad on page 11

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23

## Rock Drills/Saws

**Infinity Tool Mfg.**  
888-838-6657 • www.infinitytoolmfg.com

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Safety Equipment/ Personal Protection

**CrewPlex**  
833-321-2739 • www.crewplex.com

**Eartec Co.**  
800-399-5994 • www.eartec.com  
Ad on page 41

**Handle-Tech**  
610-385-6091 • www.handle-tech.com  
Ad on page 35

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeeerubber.com  
Ad on page 39

**Pro-Mark Utility Supply, Inc.**  
877-325-1525 • www.promarksupply.com



**ProCom Headsets**  
724-337-1400 • www.procomheadsets.com  
Ad on page 24

**Tech Products, Inc.**  
800-221-1311 • www.techproducts.com  
Ad on page 42

## Scales - Onboard

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

## Service Company

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35

## Software - Business

**Rapid Applications Group, LLC**  
888-217-4899  
www.rapidappsinc.com/hydrovac/  
Ads on pages 9, 31

## Software - Inspection/ Mapping



**CUES, Inc.**  
800-327-7791 • www.cuesinc.com

**Pearpoint (USA)**  
800-688-8094 • www.pearpoint.com



**Vivax-Metrotech Corp.**  
800-446-3392 • www.vxmt.com  
Ad on page 7

## Software - Monitoring/Tracking

**Rapid Applications Group, LLC**  
888-217-4899  
www.rapidappsinc.com/hydrovac/  
Ads on pages 9, 31

## Stormwater Collection Systems

**Advanced Drainage Systems, Inc.**  
800-821-6710 • www.adspipe.com

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**Tech Products, Inc.**  
800-221-1311 • www.techproducts.com  
Ad on page 42

## Subsurface Equipment

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23

## Surveying/Mapping

**Tech Products, Inc.**  
800-221-1311 • www.techproducts.com  
Ad on page 42

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23



**Vivax-Metrotech Corp.**  
800-446-3392 • www.vxmt.com  
Ad on page 7

## Trade Show



**The Water Expo**  
305-412-3976 • www.thewaterexpo.com

## WWETT Show

972-536-6453 • www.informaexhibitions.com  
Ad on pages 43 & 48

## Trailers

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

## Trailers - Lowboy/ Equipment

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

## Trenching Equipment

**CrewPlex**  
833-321-2739 • www.crewplex.com

**Hydra-Flex, Inc.**  
952-808-3640 • www.hydralflexinc.com

## Trenchless Pipe Jacking/New Installation

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

## Trenchless Pipe Replacement

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**Applied Felts, Inc.**  
276-656-1904 • www.appliedfelts.com

**PE Equipment**  
406-499-8136 • www.pe-equipment.com  
Ad on page 37

**Pow-r Mole Trenchless Solutions**  
800-344-6653 • www.powrmole.com

**Source One Environmental**  
877-450-3701 • www.s1eonline.com

**Warrior Trenchless Solutions**  
716-601-7760 • www.thermoformliner.com



## Truck Parts/ Accessories

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

**Milwaukee Rubber Products, Inc.**  
800-325-3730 • www.milwaukeerubber.com  
Ad on page 39

**VMAC**  
800-738-8622 • www.vmacair.com  
Ad on page 22

## Trucks - Dump

**Cleral USA On Board Scales**  
866-901-7372 • www.cleral-usa.com

**Imperial Industries, Inc.**  
800-558-2945 • www.imperialind.com  
Ad on page 19

## Tunneling

**AGRU America, Inc.**  
800-373-2478 • www.agruamerica.com

**BOR-IT Mfg. Co., Inc.**  
800-289-6639 • www.bor-it.com  
Ad on page 42

**CrewPlex**  
833-321-2739 • www.crewplex.com

## Utility Plows

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

## Vacuum Trucks - Water Recycling/Reuse



**GapVax, Inc.**  
888-442-7829 • www.gapvax.com  
Ad on page 51

**Imperial Industries, Inc.**  
800-558-2945 • www.imperialind.com  
Ad on page 19

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35



## KAISER PREMIER

**KAISER PREMIER**  
970-542-1975 • www.kaiserpremier.com

**RAMVAC Vacuum Excavators  
by Sewer Equipment**  
888-477-7638 • www.sewerequipment.com

**Super Products LLC**  
800-837-9711 • www.superproducts.com  
Ad on page 11

**Vac-Con, Inc.**  
888-920-2945 • www.vac-con.com  
Ad on page 2

## Vacuum Trucks/Trailers - Ind., Wet/dry, Non-Haz.



**GapVax, Inc.**  
888-442-7829 • www.gapvax.com  
Ad on page 51



## IMPERIAL INDUSTRIES INC

**Imperial Industries, Inc.**  
800-558-2945 • www.imperialind.com  
Ad on page 19

**JDC**  
888-936-4369 • www.teamjdc.com  
Ad on page 35

**Pacific Tek**  
800-884-5551 • www.pacific-tek.com

**RAMVAC Vacuum Excavators  
by Sewer Equipment**  
888-477-7638 • www.sewerequipment.com

**Super Products LLC**  
800-837-9711 • www.superproducts.com  
Ad on page 11

**Tellus Underground Technology**  
570-234-0325 • www.tellusunderground.com  
Ad on page 23

**Transway Systems Inc.**  
800-263-4508 • www.transwaysystems.com

**Vermeer Corporation**  
www.vermeer.com  
Ad on page 17

# Hands-Free Wireless



**EVADE**  
Intercom Systems

*Affordable Full Duplex  
Self Contained - No Wires  
All Digital - Crystal Clear*



Free Case with Code DIGDIFF  
Eartec.com  
1.800.399.5994

Scan  
with  
Mobile  
Camera



**Vacuum Trucks/Trailers  
- Wet/Dry Hazardous**

**Cleral USA On Board Scales**  
866-901-7372 • [www.cleral-usa.com](http://www.cleral-usa.com)



**Imperial Industries, Inc.**  
800-558-2945 • [www.imperialind.com](http://www.imperialind.com)  
Ad on page 19

**Super Products LLC**  
800-837-9711 • [www.superproducts.com](http://www.superproducts.com)  
Ad on page 11

**Valves - Unloader**



**John Brooks Company Limited  
(Dynablast)**  
888-881-6667 • [www.dynablast.ca](http://www.dynablast.ca)  
Ad on page 33

**Suttner America Company**  
800-831-0660 • [www.suttner.com](http://www.suttner.com)

**Vehicles - Rubber  
Track Crawler Carriers**



**CUES, Inc.**  
800-327-7791 • [www.cuesinc.com](http://www.cuesinc.com)

**Waterline Replacement**

**PE Equipment**  
406-499-8136 • [www.pe-equipment.com](http://www.pe-equipment.com)  
Ad on page 37

**Welders**

**Vanair**  
800-526-8817 • [www.vanair.com](http://www.vanair.com)  
Ad on page 21

REFERENCE THE digDIFFERENT

**2023**

**BUYER'S GUIDE**

ANYTIME AT:

[digdifferent.com/buyers-guide](http://digdifferent.com/buyers-guide)

**GLOWING PERFORMANCE!**

Throughout the world count on our nine tough models, augers and cutting heads ranging from 4" to 60" diameter, heavy-duty gear reduction boxes, repair service and tooling. What more can you ask for. Choose Bor-it, the hottest choice in the industry.

P.O. Box 789, Ashland, Ohio 44805  
419-289-6639 800-289-6639 e-mail: [sales@bor-it.com](mailto:sales@bor-it.com)  
[www.bor-it.com](http://www.bor-it.com)

**TECH**

PRODUCTS, INC.

**Signs,  
Tags &  
Markers**

Indestructible Signs  
Hazmat Compliance  
Tags & Decals  
Marker Flags  
Pipeline, Transmission  
EVERYTHING!

**AD PRIVATE PROPERTY NO TRESPASSING VIOLATORS WILL BE PROSECUTED**

**GAS**

**WATCHED BURIED GAS PIPELINE**

The World's Most Durable Signs

ALL APPLICATIONS

Oil & Gas Mining Electric Pipeline  
Construction Traffic

[WWW.TECHPRODUCTS.COM](http://WWW.TECHPRODUCTS.COM)





# ARE YOU READY FOR THE PIPELINE TO MORE?



## WHAT CAN I EXPECT FROM THE EXPO HALL?

- 500+ exhibiting companies
- Exclusive in-booth events
- Cutting-edge products & trending industry services
- Interactive demos & display areas



## WHO WILL I MEET DURING THE SHOW?

- 12,000+ professionals
- Local and international wastewater vendors
- Experts industry educators
- Potential customers & business partners



## WHAT WILL I SEE IN THE EDUCATION PROGRAM?

- 90+ classes spanning 3 days
- Hours of CEUs and PDHs
- Comprehensive training
- Expert-lead workshops
- Networking opportunities & technical tours



**CONFERENCE:** January 24-26  
**EXPO HALL:** January 25-27  
Indiana Convention Center

Using promo code

# EB45

When you register today at [wwettshow.com](http://wwettshow.com)

# THE LATEST: Products



1

## 1. Cat Pumps hydroexcavating pumps

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

## 2. Southco Universal Latch Sensor

Southco's Universal Latch Sensor is a simple magnet that attaches to an existing latch, and a magnetic sensor that attaches to the inside of an existing door frame. When the door is closed, and the latch is engaged, the magnet comes into proximity with the sensor, sending an electronic signal to a security system. This lets you know the door is closed and the latch is secure. The ULS can be used in a variety of ways, from integrating security systems, to turning on existing lights inside an enclosure. The ULS monitors the latch itself, so users always know if a door is closed, and the latch is secure. **610-459-4000; www.southco.com ▼**

## This Issue's Feature:

### Agile excavator offers power in lightweight package

BY CRAIG MANDLI

When you work smaller jobs — the type that typically take only a few hours to complete — the ability to schedule several jobs a day is important. That means time is money.

For contractors looking for an excavator that can help complete jobs faster, **Komatsu's** upgraded **PC130LC-11** with a longer undercarriage design increases lifting capacity by up to 20% compared to the previous model. This durable, reliable and productive 97.2 hp small conventional tail-swing excavator is easily transportable, and according to Andrew Earing, director of tracked products for Komatsu, it offers a unique combination of lightweight power and agility in a small package.

"The upgraded PC130LC-11 excavator can easily handle a wide variety of utility work or small construction jobs," Earing says. "It provides a versatile workhorse for you as your business expands and grows."

Engineered for efficiency, the PC130LC-11 uses up to 12% less fuel than Komatsu's previous similar-sized model, the PC130-8. Fuel consumption on this excavator can also be reduced with an auto idle shutdown feature that can be set to automatically stop the engine after a preset amount of idle time. The Komatsu diesel oxidation catalyst helps reduce particulate matter by using passive regeneration over 98% of the time. An equipment management monitoring system continuously monitors machine operation and vital systems to identify machine issues and assist with troubleshooting.



PC130LC-11 from Komatsu

Komatsu excavators benefit from fast cycle times, seamless multifunction motions, exacting bucket movements and exceptional lifting capabilities. On the updated PC130LC-11, high hydraulic pressures help optimize high arm and bucket digging forces. For long-term durability, steel castings in the boom foot, boom nose and arm tip help spread working loads away from high-stress areas. In addition, a longer undercarriage design increases track length by 8%, improving lifting capacity by 20% versus the previous model. This new design also increases stability and can help to boost overall productivity. A variable-flow turbocharger improves engine response and provides optimum airflow under all speed and load conditions. The large one-piece hood, ground-level grease points, engine oil and fuel filters provide quick-and-easy service access for this upgraded excavator.

"A powerful engine and heavy-duty work equipment provide exceptional performance in an easy to transport package," says Earing. "A conventional cab provides a quiet, comfortable and spacious work environment."

**847-437-5800; www.komatsu.com**





# Got a RIG that you really DIG?

Show it off to *Dig Different* readers!

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

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

Email your materials to [editor@digdifferent.com](mailto:editor@digdifferent.com)

PLEASE LIMIT YOUR SUBMISSION TO ONE RIG ONLY

*We look forward to hearing from you!*

**dig**  
*my* **RIG**

**R-8**  
Pipe Bursting System

See it Work!  
YouTube  
Roddie, Inc

**RODDIE** inc.

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

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

50 Series Polishing Burring Blade  
Pure cutting system

Range: 50'+

**Pipe Ram**  
Cross under Sidewalks & Driveways  
1" - 4" Pipes


**888-406-3821**

Patent Pending • [RoddieUnderground.com](http://RoddieUnderground.com)



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

**VAN PACK JETTERS**  
12 GPM @ 3500 PSI



**OPEN JETTER TRAILERS** GROUNDHOG JETTER



20 GPM @ 4000 PSI

**ENCLOSED JETTER TRAILERS**  
(Hot Water)



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




YouTube  
www.youtube.com/easyklean

**1-800-315-5533**  
www.easyklean.com  
sales@easyklean.com

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

SINCE 1982  
WOLVERINE  
DRY STEAM GENERATORS



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


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

YouTube  
www.youtube.com/easyklean

**1-800-315-5533**  
www.easyklean.com - sales@easyklean.com

**HOTJET II**

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



- JETTER
- HYDRO-EXCAVATOR
- VACUUM
- POWER WASHER

HotJetusa  
OVER 30 YEARS BUILDING QUALITY EQUIPMENT

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

PRICES SUBJECT TO CHANGE - CONTACT US FOR A QUOTE!



Receive Email News Alerts At  
[DigDifferent.com/alerts](http://DigDifferent.com/alerts)

**digDIFFERENT**

# Classifieds

NOVEMBER/DECEMBER 2023

**digDIFFERENT**

## EQUIPMENT AND TOOLS

**Complete LMK T-liner system** for sale with many extras. Listed below is the main items. Please reach out for more pictures and details. T-Liner equipment for sale 3 - 8" launchers 2 - 10" launchers 1 - 12" launcher old orange launcher 1 - 15" launcher with wheels 4 lay flat hoses 2 Air carts 2 Stands 3 rollers

[kyle@accujetiowa.com](mailto:kyle@accujetiowa.com)

**515-505-0755**

\$70,000

(D11)

ADVERTISE  
HERE



[digdifferent.com/classifieds/place\\_ad](http://digdifferent.com/classifieds/place_ad)

AVAILABLE ANYTIME,  
ANYWHERE, ANY DAY



**REACH**  
your target audience  
with *Dig Different*<sup>™</sup>

[digdifferent.com/classifieds/place\\_ad](http://digdifferent.com/classifieds/place_ad)



Place your classified ad today.  
[digdifferent.com/classifieds/place\\_ad](http://digdifferent.com/classifieds/place_ad)

It's your magazine.  
Tell your story.



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

- Success Stories:** How you met a serious jobsite challenge to delight a customer.
- Shop Talk:** Innovative work vehicles or tools that you use to conquer many jobsite challenges.

**digDIFFERENT**

Send your ideas to  
[editor@digdifferent.com](mailto:editor@digdifferent.com) or call 715-350-8436



## THE LATEST:

# News

### Vanair expanding operations in Indiana

Vanair Manufacturing, based in Michigan City, Indiana, announced plans to expand its facilities and create additional employment opportunities in the region. The expansion project will involve the construction of a new facility and is expected to generate 75 new jobs. This is Vanair's third expansion in 15 years to accommodate the addition of new staff to meet the demand of rising sales.

### Ditch Witch enters agreement with HEC to offer HDD training

Ditch Witch has entered into a unique partnership with Heavy Equipment Colleges of America, a nationally accredited institution recognized by the Department of Education. Through this partnership, HEC is now a Ditch Witch authorized provider of training courses and brings instructor-led training that covers basic machine operation and job site safety applications. Course materials cover everything from proper PPE and job site preparation to the importance of traffic control and equipment inspection procedures. Participants will receive hands-on training in mud mixing and drilling, along with HDD tracking and locating.

### Komatsu donates \$250,000 to Vision 2025 initiative


To address the current skills gap and workforce shortage issues facing OEMs and equipment distributors, the AED Foundation created Vision 2025. It's a project aimed at helping to increase the number of qualified technicians entering the equipment distribution industry. Komatsu announced it has contributed \$250,000 toward this important initiative. Vision 2025 aims to address these issues by growing the foundation's impact to include a minimum of 120 accredited college programs (currently 71) and a minimum of 200 recognized high school programs (currently 36).

### Sierra Machinery acquired by ROMCO Equipment

ROMCO Equipment, a Volvo Construction Equipment dealer that has been serving Texas for over 60 years, is expanding its footprint in the Southwest with the acquisition of Sierra Machinery. ROMCO and its parent company, SMT, have acquired 100% of Sierra Machinery, which has been the exclusive Volvo CE dealer in southwestern Texas and southern New Mexico. SMT is a global Volvo Group dealer with Volvo CE distribution in North America, Great Britain, the Netherlands, Belgium, Luxembourg and more than 26 African countries.

### CASE and Team Rubicon expand its heavy equipment operator training

Last fall, CASE Construction Equipment asked its dealers to help support a new initiative with Team Rubicon: train more volunteers to operate heavy equipment for its veteran-led humanitarian organization that serves global communities before, during and after disasters and crises. Earlier this year, the pilot program commenced with two of the interested CASE dealers: RPM Machinery, out of their Franklin, Indiana, location; and Lawrence Equipment, at their Roanoke, Virginia, store. On a monthly basis, these dealers provide machines for Team Rubicon volunteers to train on, an indoor classroom and outdoor operating space. This training has been put to use by Team Rubicon in all phases of the disaster cycle across the United States and Canada, including wild-fire mitigation, hurricane response and long-term storm recovery. CASE and Team Rubicon plan to expand the number of dealers participating in this heavy equipment operator training program in 2024. ▼

 [Facebook.com/DigDifferent](https://www.facebook.com/DigDifferent)

## PL PRESSURE LIFT PUMP DEEPER, PUMP FASTER



Power Booster®

HydraBore™

Pressure Lift's patented **POWER BOOSTER®** and **HYDRABORE™** technologies are the only tools on the market capable of **PUMPING DEEPER** and **FASTER, AT DEPTHS MUCH DEEPER THAN 500 FEET.**

Visit our website for more details



### PLC also offers Coxreels packages

Whatever you need, we've got it.



We have been proud distributors of Coxreels products for over 10 years

Save time and money with our Coxreels kits!

#### 1125-200 Kit

- includes 200 ft. of ½ in. air line
- includes everything you need to hook it up to the back of your truck

Each kit is only \$1160

#### 1125-300 Kit

- includes 300 ft. of ¾ in. air line
- includes everything you need to hook it up to the back of your truck

Call for specs

Call for specs



### HANDLE TECH HELPS YOU:

- clamp onto hoses from 2" to 12"
- lift hoses up to 400 lbs
- make your job easier
- lower your risk for back/hand/foot injuries



PressureLift.com

972-355-0550 | 866-504-6596

We also offer all **MASPORT** pumps and products



## Get new content right to your inbox!

[www.DigDifferent.com/alerts](https://www.DigDifferent.com/alerts)

Visit [www.digdifferent.com](https://www.digdifferent.com) daily for exclusive news, features and blogs.



# THE PIPELINE TO MORE CONTACTS IS HERE.

Great businesses are built upon great relationships. Even in this digital age, the best way to establish invaluable relationships is with a face-to-face interaction. Where can you wastewater professionals like yourself? Right here at The WWETT Show.

The WWETT Show is the the world's largest annual trade show for wastewater and environmental service professionals. Take part in a myriad of social events, attend our accredited education program, consult with industry experts, and bump into old friends in the massive Expo Hall. Did we mention the fan-favorite Welcome Party attended by thousands of your colleagues from all over the world?

**Grab a beer, share some laughs, and get business done in Indianapolis. While you're at it, invite a friend and make WWETT 2024 the social event of the year!**

 **CONFERENCE:** January 24-26  
**EXPO HALL:** January 25-27  
Indiana Convention Center

Using promo code  
**EB45**  
When you register today  
at [wwettshow.com](http://www.wwettshow.com)



# Happenings

**Jan. 21-26, 2024**

**Underground Contractors Association of Illinois Annual Convention**, Casa de Campo Resort, Dominican Republic. Visit [uca.org](http://uca.org).

**Jan. 24-27**

**Water & Wastewater Equipment, Treatment & Transport (WWETT) Show**, Indiana Convention Center, Indianapolis. Visit [wwettshow.com](http://wwettshow.com).

**Feb. 22-23**

**Horizontal Directional Drilling Academy: Undergrounding Utility Infrastructure**, Arizona State University SkySong Center, Scottsdale. Visit [hddacademy.com](http://hddacademy.com).

**March 4-13**

**Ohio Contractors Association Annual Convention**, Fairmont Grand Del Mar San Diego, San Diego. Visit [ohiocontractors.org](http://ohiocontractors.org).

**March 19-21**

**Underground Construction Technology International Conference & Exhibition**, Oklahoma City Convention Center, Oklahoma. Visit [uctonline.com](http://uctonline.com).

**March 19-21**

**Global Excavation Safety Conference**, Earnest N. Morial Convention Center, New Orleans. Visit [globalexcaavationsafetyconference.com](http://globalexcaavationsafetyconference.com).

**March 21-23**

**Mid-America Trucking Show**, Kentucky Expo Center, Louisville. Visit [www.truckingshow.com](http://www.truckingshow.com).

**March 27-28**

**Atlantic Heavy Equipment Show**, Moncton Coliseum, Moncton, New Brunswick, Canada. Visit [ahes.ca](http://ahes.ca).

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

**Unplug.** A print subscription to *Dig Different* is free.

Visit [www.digdifferent.com](http://www.digdifferent.com) to subscribe, and to check out the quick and extensive digital resources that are also available.

Does your work involve residential or commercial drain and sewer maintenance, cleaning and repair?

# Cleaner

Then don't miss out on this important read.®

FREE SUBSCRIPTION CLEANER.COM

# REDUCE JOB COSTS!

Kondex laser clad HDD products outlast and outperform hard facing at competitive costs

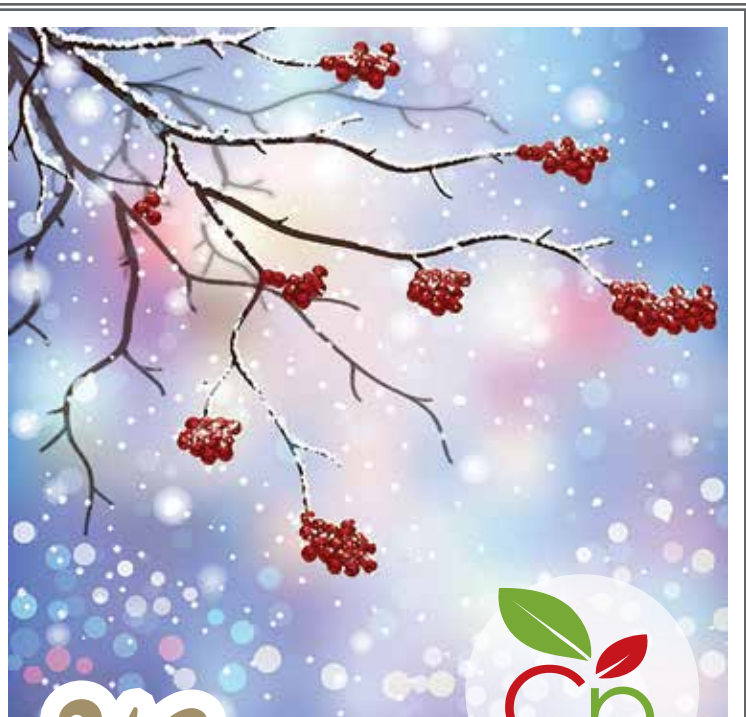


Shop Online



# KONDEX®

[kondexparts.com](http://kondexparts.com)  
920.238.2915



Wishing you a magical holiday season.

YOUR FRIENDS AT COLE PUBLISHING

# Think outside the bucket

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

**It's FREE.**

**SEND A FREE\* SUBSCRIPTION OF DIG DIFFERENT TO:**



Contact Person

Company Name (optional)

Job Title (optional)

Address

City

State/Province

Zip/Postal Code

Phone

Phone Extension (optional)

Fax

Cell Phone (optional)

Email

What is your company's primary service?

Excavation/Grading    Utility Contracting    Government/Municipal    Vacuum Excavation  
 Industrial/Commercial/Municipal Services    Dealer/Distributor/Manufacturer

Other \_\_\_\_\_

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

Yes    No

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

Not at all involved    Somewhat involved    Heavily involved    Final decision maker

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

1-3    4-5    6-7    8-9    10+

What is your annual equipment budget?

\$1-50K    \$51K-75K    \$76K-150K    \$151K-250K    \$251K-350K    \$350K+

What services do you perform on a regular basis?

Excavating    Vacuum Excavating    Trenching    Horizontal Directional Drilling  
 Boring    Pipe Bursting    Utility Location/Leak Detection

Other \_\_\_\_\_

**FAX** this form to 715-350-8456

\*U.S., Canada and Mexico only

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

DIG1123

**SUBSCRIBE ONLINE at [digdifferent.com](http://digdifferent.com)**



281-884-8658  
LA PORTE, TX

# GapVax®

888-442-7829  
JOHNSTOWN, PA



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



 #BESTTRUCKSINTHEBUSINESS

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

**WJTA-IMCA®**  
WATERJET TECHNOLOGY ASSOCIATION AND  
INDUSTRIAL & MUNICIPAL CLEANING ASSOCIATION

OCTOBER 30 - NOVEMBER 1, 2023

**3 Rivers  
Wet Weather**

Improving our region's water quality

NOVEMBER 1-2, 2023

**Wishing you all a Safe and Happy Holiday Season!**





**PEAK PERFORMANCE.  
PEAK PRODUCTIVITY.  
PEAK PAYLOAD.**

TRUVAC APXX™ is the peak performer of heavy-duty vacuum excavators. Built to operate in the most rugged climates and environments, it reaches new heights by delivering a combination of standard features that make this machine rise to a class of its own. Manufactured by Vactor® Mfg., LLC, with a variety of training, service and support options available.

**LEARN  
MORE  
TODAY**



**TRUVAC.COM**    