

April 2026

Hydrovac Industry Buyer's Guide



Photo Courtesy of Clearsite Industrial

A Hydrovac News Publication.

Message From the Founder

Welcome to the second edition of the Hydrovac Industry Buyers Guide!

Hydro Excavation is critical in protecting underground assets and the adoption is continuing to grow. At Hydrovac News we are driven to support and grow the industry through creating a community of resources where people can share, learn, develop and grow, as a person and as a business.

The Buyers Guide is our next step in our mission by creating a monthly publication that is always current and can be utilized by experienced business owners to source a new supplier, or a person newly



discovering the industry and wanting to compare their options when buying their first Hydrovac.

Thank you for being part of the Hydrovac News community and supporting our mission.

Troy Fimrite - Founder, Hydrovac News

Meeting Industry Demand

The Hydrovac Industry Buyer's Guide is the first-ever monthly publication dedicated exclusively to the hydrovac industry, designed to connect manufacturers, equipment suppliers, service providers, and related businesses with hydrovac contractors and operators nationwide.

Visit <https://www.hydrovacnews.com> for more information. For listing and advertising opportunities email: advertise@hydrovacnews.com

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Editorial Policy

Our editorial mission is to serve as the hydrovac industry's most comprehensive and reliable purchasing resource. We only feature products, services and suppliers directly relevant to hydrovac operations, ensuring every page delivers value to working contractors and operators.

Hydrovac Industry Buyers Guide

Hydrovac News Publication

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DIG RATE TRACKING - A VALUABLE ASSET

Dig Rate refers to the volume of material a hydrovac unit can excavate in a given period, most commonly expressed in cubic yards or cubic meters per hour. It is one of the most important performance indicators in the industry, directly tied to job efficiency, accurate estimating, and long-term profitability.

Variables Influencing Dig Rate:

- **Water pressure and flow volume (GPM)** — Pressure determines the force available to break up soil, while flow volume governs how efficiently material is moved away from the excavation point.
- **Vacuum system performance** (CFM and inches of mercury) — This dictates the speed at which slurry is drawn from the hole and transported to the debris tank.
- **Nozzle selection** — Choosing the right nozzle for the specific soil type and conditions can dramatically accelerate material breakdown and overall excavation speed.
- **Soil conditions** — Loose, granular soils excavate significantly faster than dense clay, compacted fill, or caliche. Frozen ground adds substantial resistance and must be factored into job planning.

- **Operator proficiency** — Experienced operators consistently achieve higher dig rates through refined lance technique and quick adaptation to changing conditions.
- **Hose length and diameter** — Longer or smaller-diameter suction hoses reduce vacuum efficiency and have a measurable impact on overall throughput.

From a business perspective, dig rate is foundational to accurate job costing. Proposals built on optimistic or imprecise production assumptions create financial risk when actual field conditions differ from the estimate. Tracking real-world dig rate data across different soil types, equipment configurations, and job sites allows contractors to bid more confidently and identify equipment or operational issues early, before they affect profitability.

New operators are encouraged to maintain a simple production log that records soil classification, operating pressure, time on site, and material volume removed.

Over time, this data becomes a valuable asset for improving estimating accuracy and objectively evaluating equipment performance.

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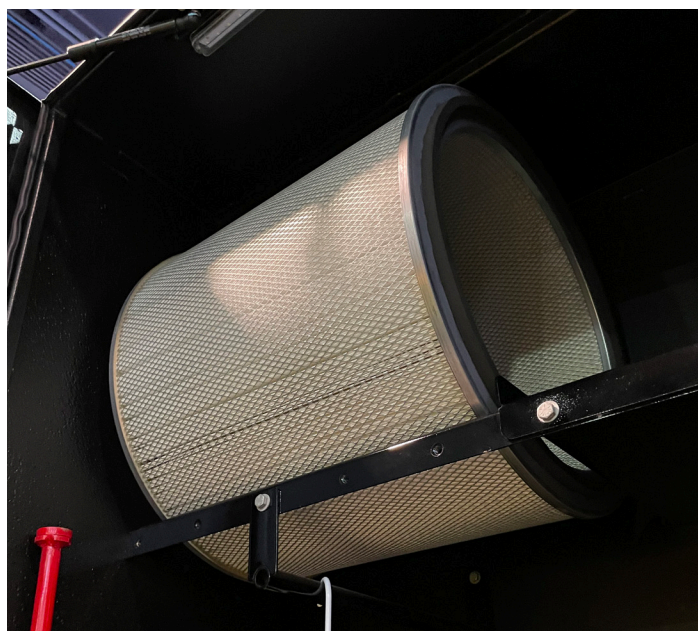
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www.faultlessolutions.com

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Stettler, AB T0C 2L2 (587) 799-1222
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Weight Distribution Systems

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Lodi, CA 95240
(866) 901-7372
howard@cleralusa.com
<https://cleral-usa.com>

New Hydrovac Operators: Why Vacuum (Boom) Hoses Matter Most

New hydrovac operators are often surprised to learn that vacuum hoses, especially the boom hose, can be among the highest-cost consumables on the truck. They face constant abrasion from rocks and slurry, repeated flexing, dragging, and tough weather. Choosing the right hose directly affects productivity, downtime, and your bottom line.

Success comes down to three key factors: diameter, wall thickness, and material.

1. Diameter: Match It to Your Work and Truck

Hydrovac boom hoses are most commonly available in 6-inch and 8-inch sizes.

A 6-inch hose works best for precision excavation, tighter job sites, and better maneuverability. An 8-inch hose excels at high-volume work, moving

large amounts of slurry, wet dirt, or debris faster.

Pro Tip: Always match the diameter to what your truck's vacuum system is designed to handle. A hose that's too large can reduce suction and cause clogs. Check your truck specs before changing sizes.

2. Wall Thickness: Durability vs. Weight

Thicker walls resist abrasive soils, sharp rocks, and constant bending better, but they add noticeable weight that crews feel by the end of a long shift.

Many operators begin with a medium wall and move to thicker ones once they know how abrasive their typical jobs are. Strong internal helix reinforcement is also important to prevent collapse.

3. Material: Flexibility, Abrasion Resistance, and Weather

Rubber hoses stay flexible in cold weather, making them ideal for winter work and easier to handle. Polyurethane (PU) hoses offer superior abrasion resistance and often last two to three times longer in rocky or sandy conditions, though they can feel stiffer.

Smart Strategy: Many crews keep both types on hand and switch based on season and job type.

Bonus Tips for New Operators

- Inspect daily for cracks, bulges, flattening, or leaks. Replace before failure.
- Minimize sharp bends and dragging. Use protective sleeves on high-wear spots.
- Rotate the hose periodically (every month or after big jobs). This distributes wear evenly and extends hose life.
- Ensure couplings are secure to maintain strong suction.

The vendors in this section can help match the right hose to your truck, soil conditions, and climate.

Understanding these three factors will help you cut replacement costs, reduce downtime, and run more profitable jobs from day one.





TRUSTED LEADER IN THE VACUUM EXCAVATION INDUSTRY

Clearsite Industrial has spent the past eight years establishing itself as a trusted leader in the vacuum excavation industry. With locations across the East Coast, Clearsite delivers dependable hydrovac and industrial services backed by a team that takes pride in doing the job safely and doing it right.

From day one, the company has built its reputation on two core principles: safety as the foundation of every project, and strong client relationships drive long-term success. Even as a relatively young company, Clearsite stands on a foundation shaped by decades of industry experience. CEO Lou Galasso brings decades in the industrial services industry, while Vice

President Steve D'Angelo adds 25 years of knowledge in hydrovac technology. Together, their leadership has positioned Clearsite as a company trusted to execute any job safely and efficiently.

The company's origin traces back to Lou's brief retirement. After decades of owning an industrial services company, he stepped away, only to be drawn back in by the rapid evolution of vacuum excavation equipment. What began as a simple idea quickly grew into a company committed to raising the standards of safety, innovation, and professionalism. Clearsite exceeded its five-year growth trajectory early and has maintained steady 20% year-over-year growth.

Today, the company operates a fleet of 26 hydrovac trucks, two combo units, and a variety of Vac trucks for industrial services. With this, Clearsite provides hydrovac excavation, line jetting, sewer services, and a rapidly expanding industrial division that travels nationwide for tank cleaning, waste handling, and complex environmental work.

Leadership now includes Lou, Steve, and Otis Johnson, General Manager of the Industrial Division, supported by a team Steve describes as “a horizontal line, not a pyramid,” emphasizing the collaboration across every aspect of the business that allows it to thrive. “There’s no one at Clearsite who could do their job without others in the company,” he says.





Clearsite delivers a comprehensive range of services designed to support projects across rail, utilities, water and sewer, construction, and oil and gas. At the center of its capabilities is hydrovac and vacuum excavation, providing a safe, precise method for exposing underground infrastructure and reducing the risk of costly damage. With both air and water excavation options, Clearsite performs utility locates, potholing, gas service installations, and a wide range of excavation tasks with accuracy and minimal disruption.

A major differentiator for the company is its dedicated industrial division. Staffed by personnel trained under strict safety protocols, this division handles high-risk, high-complexity work including tank cleaning, industrial site maintenance, waste disposal, oil/water separator cleaning, and advanced water-blasting applications. Whether the job requires confined-space entry, specialized equipment, or rapid mobilization, Clearsite brings the expertise, manpower, and resources to complete the work safely, efficiently, and in full compliance with regulatory standards.

Clearsite's service quality is reinforced by continuous investment in the newest equipment on the market. The company prioritizes technology that improves efficiency, enhances safety, and delivers better results for customers. This forward-thinking approach allows Clearsite not just to keep pace with industry trends, but to stay ahead of them and help set the standard for modern excavation and industrial services.





“We’ve been faced with some challenging projects, but we’re lucky to have an experienced team that’s able to use their expertise to navigate any situation.”

- Vice President Steve D’Angelo



On the administrative side, Clearsite uses an all-in-one digital system that streamlines daily ticketing, invoicing, and project documentation. This ensures smoother communication, faster turnaround times, and a more seamless experience for clients from start to finish.

Safety remains the company's defining value.

Operators can earn Clearsite's Master Operator status by meeting rigorous program criteria, including hands-on testing across multiple practical applications. It's one more way the company ensures every project is completed with the highest level of skill and care.

Clearsite's experience is evident in the challenges it has taken on. Early in the development of its industrial division, Clearsite was called to the port of Baltimore to aid in a coal ship with contaminated product requiring immediate, safe, and environmentally responsible handling. The project demanded logistical strategy under high stakes to move the contaminated material from the ship into a staging area. The team executed a solution efficiently and, more importantly, safely.



"We've been faced with some challenging projects, but we're lucky to have an experienced team that's able to use their expertise to navigate any situation" said Vice President Steve D'Angelo. "All of our operators are trained with an emphasis on safety, and that really translates to the work we do. Even in complex circumstance, safety is at the heart of our work."

As the industry continues to evolve, Clearsite remains focused on staying ahead of emerging trends. The company consistently evaluates new equipment, technologies, and operational practices to remain as efficient as possible and to help shape the future of vacuum excavation and industrial services. Clearsite's leadership believes the industry is moving toward greater digital integration, more environmentally conscious operations, and increased demand for non-destructive excavation. By investing early in advanced hydrovac systems, digital workflows, and high-efficiency industrial equipment, Clearsite positions itself not just to follow trends, but to lead them.

Clearsite proudly serves clients across the East Coast and throughout the United States, offering rapid response times and **24/7 availability** for emergency work. Customers can reach the team at **1-833-SAFE-VAC** or submit inquiries through the Clear-Estimate online form. With a commitment to safety, reliability, and long-term partnerships, Clearsite continues to be a trusted resource for construction, utility, and industrial professionals across the region.

Contact: Clearsite Industrial

Phone: 1-833-723-3822

Website: <https://clearsiteind.com>

Dig Nozzles & Tips

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www.faultlessolutions.com

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info@digpig.ca

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Hydrovac Hack

Bigger Orifice Isn't Always Better - Select the smallest orifice that delivers your required GPM/PSI – it creates tighter, more powerful streams that dig faster and use less water than larger, less focused tips.

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<https://sewerequipment.com/>

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Nisku, AB T9E B7 (780) 955-9344

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Perry, OK 73077 (580) 336-4402

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Harrisburg, SD 57032 (800) 888-1436

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Improve Safety, Accuracy, and Efficiency in Hydro-Vac Operations with On-Board Weighing

Howard Baker
Cleralusa National Distributor

Hydro-excavation continues to set the standard for safe, non-destructive digging. But as job demands increase and regulations tighten, operators face growing pressure to improve safety, maintain compliance, and control operating costs. One of the most effective ways to meet these demands is by implementing **on-board weighing systems** — a solution that delivers immediate and measurable impact across your operation.

In today's operating environment, on board scales are no longer a luxury, they are a necessity.

Safety Starts with Proper Weight Control

Overloaded trucks create serious risks—both on the road and at the job site. Without accurate weight data, operators are forced to rely on estimates, increasing the likelihood of unsafe conditions.

On-board weighing systems help:

- Maintain **proper weight distribution**, critical to safe operation and reducing company liability
- Prevent underweight and overweight axle loads
- Improve overall vehicle control during transport

The result is a safer operation that protects drivers, equipment, and your business.





Real-Time Visibility. Smarter Decisions.

Modern weighing systems provide operators with **real-time weight visibility in or out of the cab**, eliminating guesswork and improving decision-making in the field.

With immediate access to accurate data, operators can:

- Know exactly when optimal load capacity is reached
- Avoid unnecessary trips or partial loads
- Operate with greater confidence and consistency

Advanced solutions from providers like Cleral Inc. are designed to deliver this visibility in a simple, operator-friendly format—without adding complexity to daily operations.

Stay Compliant and Avoid Costly Penalties

Hydro-Vac trucks often carry loads with varying densities, making it difficult to estimate weight accurately. This can easily lead to overloading.

On-board scales help ensure:

- Compliance with DOT and local weight regulations, including **SPIF compliant regulations**
- Reduced exposure to fines and penalties
- Elimination of costly offloading delays



STX (Wi-Fi transmitter/receiver for air/mechanical sensors)

By knowing your exact axle and payload weights, every trip can leave the job site with confidence.

Drive Efficiency and Lower Operating Costs

Every extra trip to a disposal site impacts productivity, fuel usage, and labor costs.

With on-board weighing systems, fleets can:

- Maximize payload on every load
- Reduce total trips required per job
- Increase daily production rates

At the same time, avoiding overload conditions helps reduce:

- **Fuel consumption**
- **Tire wear**
- **Vehicle Downtime**
- **Risk of accidents**

This combination of efficiency and cost control delivers a strong and measurable return on investment.

“In today’s operating environment, on board scales are no longer a luxury, they are a necessity.”

Howard Baker, Cleralusa National Distributor

Built for Tough Environments

Hydro-Vac operations demand equipment that can withstand harsh, unpredictable conditions. The right weighing system should be designed with durability and reliability in mind.

Key features to look for include:

- High accuracy and repeatability
- Clear, easy-to-read displays (in-cab and remote)
- Simple installation and calibration
- Rugged components built for demanding environments
- Minimal maintenance requirements
- Reliable service and support

Companies like Cleral Inc. focus on delivering systems that meet these requirements, helping ensure long-term performance in real-world applications.

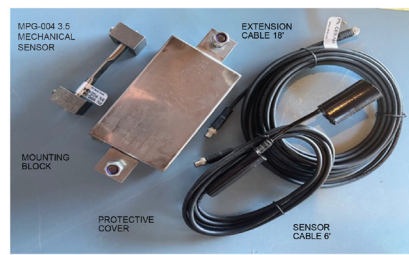
A Smarter Investment for Long-Term Performance

On-board weighing systems are more than just a tool—they are a strategic investment in safety, efficiency, and profitability.



Mechanical Sensor Kit SMK-246 or SMK-426

CLERAL'S mechanical sensor was developed for mechanical suspensions on tractors and semi-trailers. The installation of these sensors requires no modifications to the vehicle. Innovative dynamic sensor technology makes it the most precise, compact axle weight sensor on the market. Installing the sensor requires no costly vehicle modifications. Stainless steel materials combined with a high tech sealing process provide CLERAL'S sensors with long term reliability.



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Power:	9v -24v DC
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Suspensions:	Mechanical
Dimensions:	Length Diameter .5"
Resolution:	.25 micro strains
Operating temp.:	40°F - 125°F
Length of cable	30'
Connector	Weather tight - NEMA 6P, 13: IEC IP67
Cable Jacket	PVC
Protective cover	Stainless steel

(866) 901-7372  cleral-usa.com

For Hydro-Vac operators looking to stay competitive, reduce risk, and improve operational performance, the value is clear.

Taking the Next Step

If you're evaluating ways to improve your Hydro-Vac operation, implementing an on-board weighing system is one of the fastest ways to see measurable results.

Working with experienced providers like Cleral Inc. can help ensure you choose a solution that fits your fleet and delivers long-term value.

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Phone: (866) 901-7372

Hose Reels

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info@faultlessolutions.com
www.faultlessolutions.com

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www.faultlessolutions.com

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Stettler, AB T0C 2L2 (587) 799-1222
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Market growth: The global hydrovac truck market is expanding rapidly, with strong demand driven by infrastructure and safety regulations.

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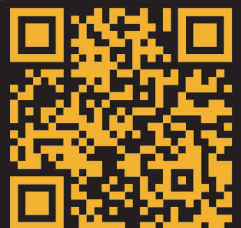
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info@digpig.ca

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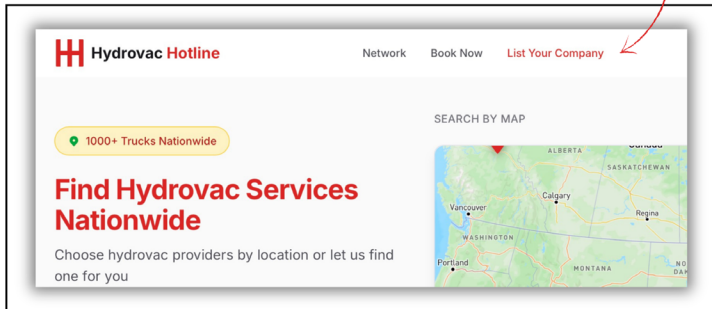
Hydrovac Hotline

Follow the steps below to register your company

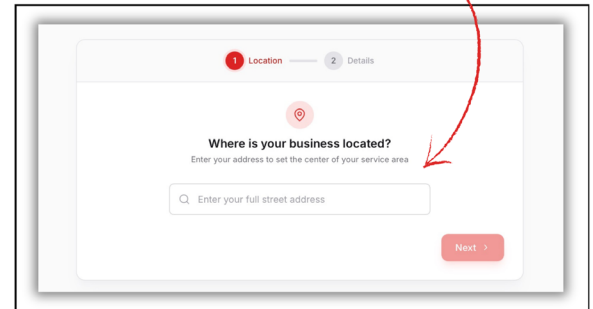


Step 1. Go to www.hydrovachotline.org or use the QR code here

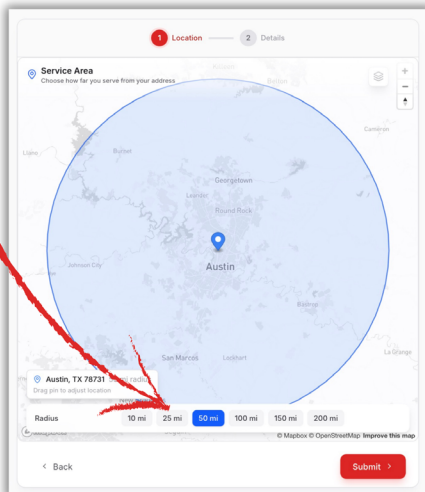
Step 2. Click on the “List Your Company” tab here



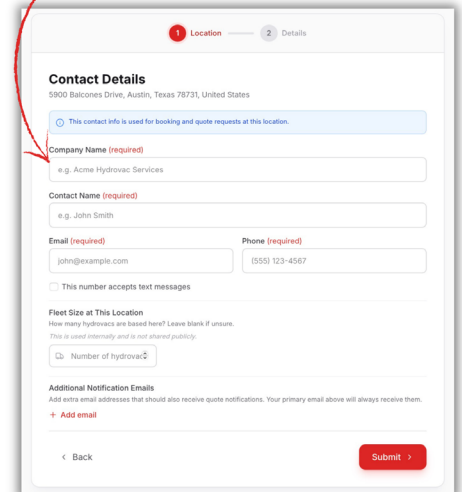
Step 3. Enter your address where the Hydrovacs are based out of here



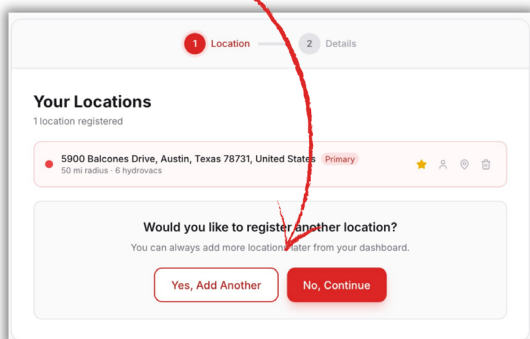
Step 4. Choose how far away from your base that you service here



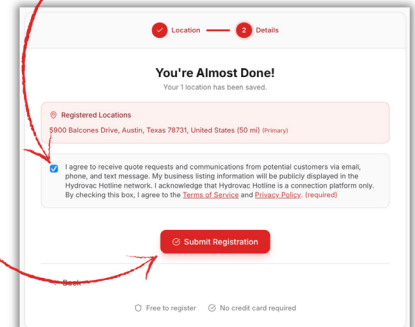
Step 5. Enter your company details here



Step 6. Choose if you would like to add another location



Step 7. Click to agree to the terms here



Step 8. Submit your company by clicking here



All done!
Your details will be reviewed
and then added to the
Hydrovac Hotline!

Thank you!

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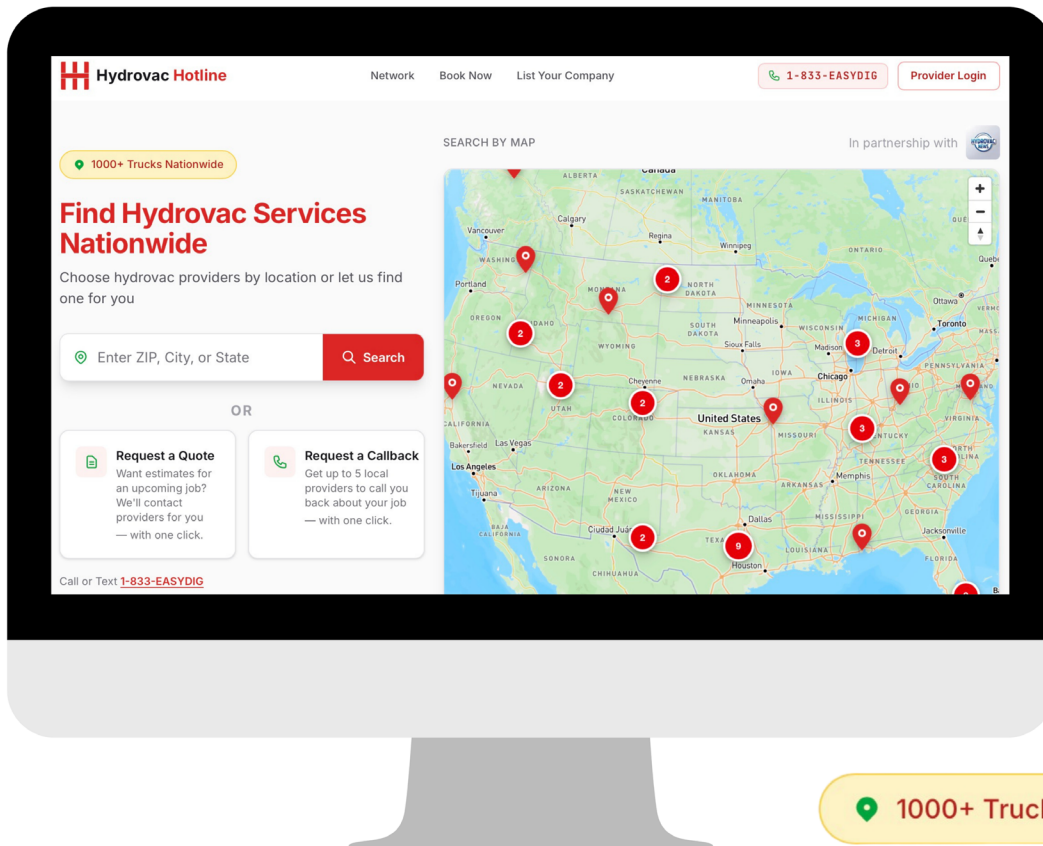


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