

Celebrating America's 250th Anniversary

HYDROVAC MAGAZINE

JULY 2026

WITH FEATURED BUYERS GUIDE



A Hydrovac News Publication.

Photo Courtesy of GroundBreakers

Message From the Founder

Welcome to the July edition of Hydrovac Magazine!

We are proud to mark this 250th Anniversary Edition as the nation celebrates its independence. It is a fitting time to recognize the role hydrovac professionals play in protecting this country's infrastructure.

The strong response to our first two issues confirms what we have always believed. This industry deserves a dedicated, professional publication to call its own.

With that momentum behind us, we are proud to continue delivering Hydrovac Magazine as a monthly resource for the entire hydro excavation industry. Each edition features the Hydrovac Industry Buyers Guide alongside industry news, product highlights, company spotlights, guest articles, and the latest advancements in technology. Our goal remains the same: a publication that is practical and informative for seasoned professionals and those new to the field.

We are also pleased to welcome our new advertising partners. Their support strengthens the publication and reflects the growing recognition of hydrovac work in protecting underground infrastructure.



At Hydrovac News, we have always been committed to building an industry community where knowledge is shared, businesses are strengthened, and professionals are supported in their growth. Hydrovac Magazine is the continuation of that commitment, and we are just getting started.

Thank you for your ongoing support. We look forward to continuing this journey together.

Troy Fimrite - Founder, Hydrovac News

Meeting Industry Demand

Hydrovac Magazine, featuring the Hydrovac Industry Buyers Guide, is the first-ever monthly publication dedicated exclusively to the hydro excavation industry. It is designed to connect manufacturers, equipment suppliers, service providers, and related businesses with hydrovac contractors and operators nationwide.

Each monthly edition delivers the trusted Buyers Guide alongside industry news, product highlights, company spotlights, guest articles, technology updates, and more, giving businesses the visibility they deserve and professionals the information they need to make confident decisions.

For listing and advertising opportunities, email: advertise@hydrovacnews.com

Visit us at www.hydrovacnews.com for more information, and subscribe to our weekly newsletter to stay connected with the latest from the hydrovac industry.

Editorial Policy

Our editorial mission is to serve as the hydro excavation industry's most comprehensive and reliable resource.

Hydrovac Magazine features only products, services, suppliers, news, and information directly relevant to hydrovac operations, ensuring every page delivers real value to the contractors, operators, and businesses that drive this industry forward.

Our readers can trust that what appears in these pages is relevant, accurate, and worth their time.

Hydrovac Magazine

Hydrovac News Publication

ISSUE 3 / July / 2026

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JULY 2026

Hydrovac Industry Buyers Guide

Air Systems, Components & Accessories, Digging & Excavation Tools, Equipment Manufacturer, Hose, Sales & Rentals, Services, Technology, Vacuum Systems, Water Systems, and more!

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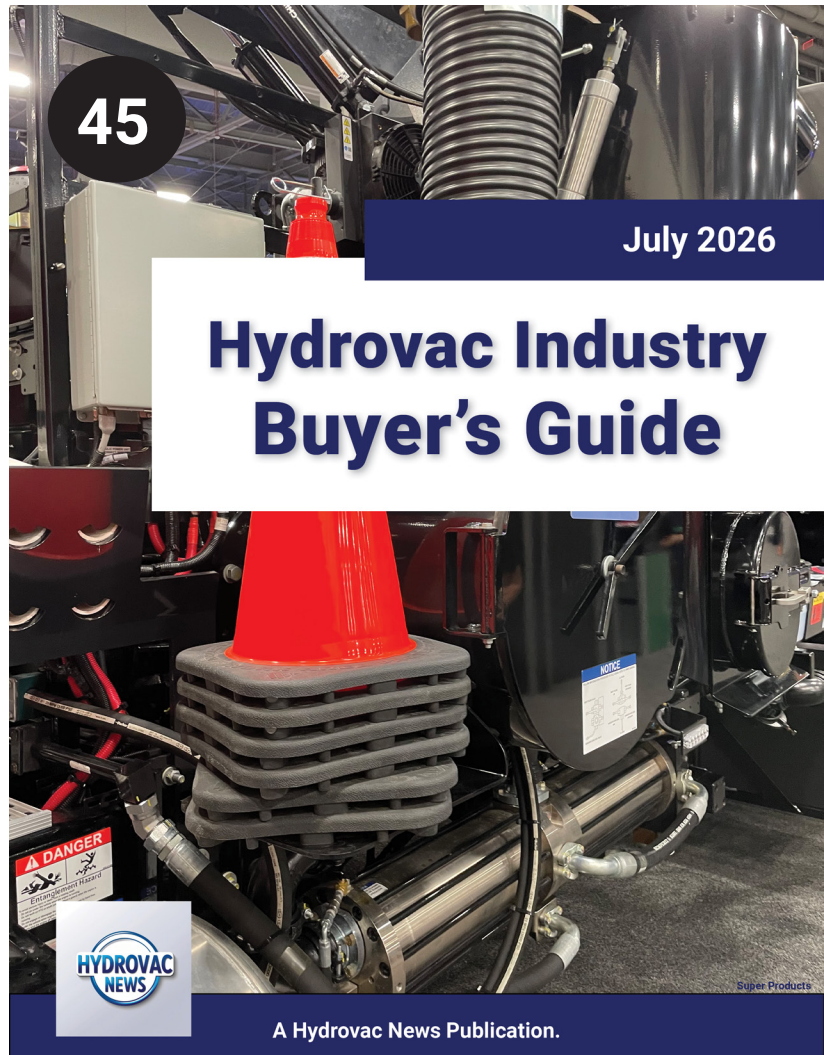
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The Demand Supercycle: Data Centers, the Grid, and Years of Hydrovac Work

US electricity demand is rising for the first time in roughly two decades, with data centers driving nearly half the growth through 2030. This surge is fueling a massive wave of underground infrastructure, generation ties, transmission, substations, fiber, water lines, and distribution, all requiring careful excavation near live utilities.

For hydrovac service companies, **this represents a structural tailwind** that shifts the industry's primary constraint from demand to supply: crews, trucks, and disposal capacity.

After two decades of flat electricity consumption, **the load curve has bent sharply upward**. Efficiency gains and the service economy had kept demand stable, but computing

power has changed that.

The International Energy Agency projects global data center electricity use will **more than double from 415 TWh in 2024 to 945 TWh by 2030**. In the US, data centers already accounted for about 4.4% of national electricity in 2023 (176 TWh) and are expected to reach 6.7–12% by 2028.

Each new gigawatt of load triggers a predictable chain: new generation, high-voltage transmission, substations, distribution, fiber networks, and water/sewer infrastructure for cooling. Much of this work occurs in developed corridors alongside energized lines, gas, water, and existing fiber, conditions that mandate non-destructive daylighting and potholing rather than backhoe trenching.



Damage statistics reinforce the need. The Common Ground Alliance's 2024 DIRT Report showed continued high utility damages, particularly in water/sewer and telecom, highlighting the risks of working near buried



assets and strengthening regulatory and insurance pressure for vacuum excavation.

Four Key Streams of Work

- **Power Infrastructure:** Record utility spending—\$208 billion in 2025 and over \$1.1 trillion through 2029—targets transmission and distribution

upgrades. The DOE forecasts massive interregional transmission expansion.

- **Fiber and Telecom:** Data centers and substations demand dense, redundant fiber, often installed in congested corridors.
- **Water and Sewer:** Cooling needs are significant, with direct water consumption for US data centers projected to rise sharply by 2028.
- **Interconnection Backlog:** Roughly 2,300 GW of generation and storage sit in queues with multi-year timelines, creating a visible, long-duration pipeline of ground-disturbing work.

Regional Hotspots

Demand concentrates geographically, creating local capacity crunches. Northern Virginia leads, with Dominion Energy's aggressive buildout. Texas (ERCOT), central Ohio, and Georgia are also seeing explosive growth as regulators approve large-load tariffs and resource plans.

Implications for Operators

Publicly traded Badger Infrastructure Solutions reported strong 2025 results, with revenue per truck rising alongside fleet expansion, an indicator of demand outpacing supply. Pricing power is emerging, but constraints are real: skilled operators are scarce, truck lead times limit rapid scaling, and slurry disposal capacity is tightening.

Continued on page 6

Challenges and Counterweights

Reshoring momentum has cooled from its 2024 peak, and long interconnection queues mean work releases unevenly. Timelines can slip due to permitting and local opposition.

The macro picture is clear: after two decades of replacement and locating work, hydrovac service companies finally have a durable, continent-scale demand driver. The supercycle is real. Success will belong to those who proactively manage labor, equipment, and disposal rather than simply chasing opportunity. Capacity, not demand, is now the decisive factor.



Read the full article here: <https://www.hydrovacnews.com/news/data-center-grid-buildout-hydrovac-demand-2026>

The Demand Supercycle: Data Centers, Grid, and Hydrovac Work

Grid Investment

\$208B
2025

>\$1.1 T
2025-2029

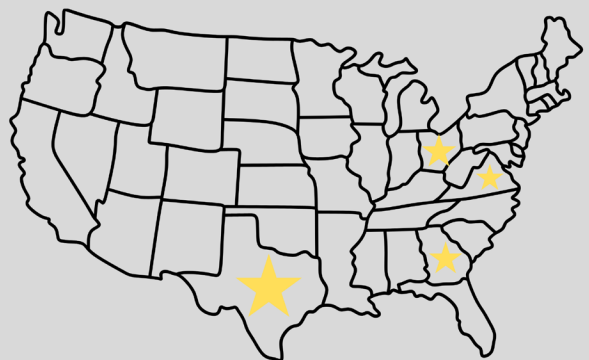
<2300 GW
interconnection
queue

Water Cooling Demand

17B
gallons


2028

38-73B
gallons



Hot Spots: Northern Virginia, Texas, Ohio, Georgia

Badger Infrastructure Solutions

Q3 2025 Revenue
\$237.3M (+13%)

“Demand is here. Supply (crews, trucks, disposal) is the new constraint.”

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What It Takes to Qualify for a Hydro Excavation Business Loan

By Hydrovac News Staff

Hydrovac trucks are a serious investment. New units typically run from around \$350,000 to \$700,000 or more, depending on size, capacity, and options. Well-kept used trucks often fall in the \$80,000 to \$350,000 range. For most contractors, financing is the realistic path to getting trucks on the road and working.

The good news is that more lenders understand the Hydrovac business model and the steady demand that comes with utility and municipal work. Qualification is often more flexible than operators expect.

Credit Score

Your personal credit score is one of the first things lenders review, but the bar changes depending on the loan type.

Equipment financing is usually the most forgiving because the truck itself serves as collateral. Many lenders look for scores in the 600 to 650 range. Some specialty lenders will work with scores as low as 550 when the rest of the application is strong, especially if you have solid revenue or contracts lined up.

Working capital loans follow a similar pattern, often starting around 550 to 600. Business lines of credit generally want 600 or higher, with the best rates going to scores above 680. SBA loans sit higher on the scale and typically look for 650 to 680 or better, along with a clean business credit history.

Time in Business

How long you have been operating matters, but the requirement depends on where you apply. Alternative and specialty lenders may approve financing with as little as six months in business, and terms often improve after 12 to 24 months. Conventional banks usually want at least two years, with a preference for three or more. SBA loans generally require two years of operating history plus proof of profitability.

Revenue and Cash Flow

Lender expectations grow with the size of the loan. For a single truck financed up to \$150,000, annual revenue in the \$100,000





to \$250,000 range is a common benchmark. For loans between \$150,000 and \$300,000, lenders often want to see \$250,000 to \$500,000 in annual revenue. On larger fleet deals, the focus shifts to your debt service coverage ratio. Most lenders like to see at least \$1.25 in operating cash flow for every \$1.00 of debt you take on. Demonstrated contracts and manageable debt levels help your case.

Down Payments, Guarantees, and Other Factors

Down payments typically range from 0 to 20 percent on equipment

loans, with higher amounts sometimes required for lower credit scores or used trucks. Some lenders offer 100 percent financing on strong deals. Most require a personal guarantee. Strong collateral, proper licensing, insurance, and DOT compliance all strengthen an application. Lenders also appreciate proof of reliable disposal sites and basic safety protocols.

Documentation

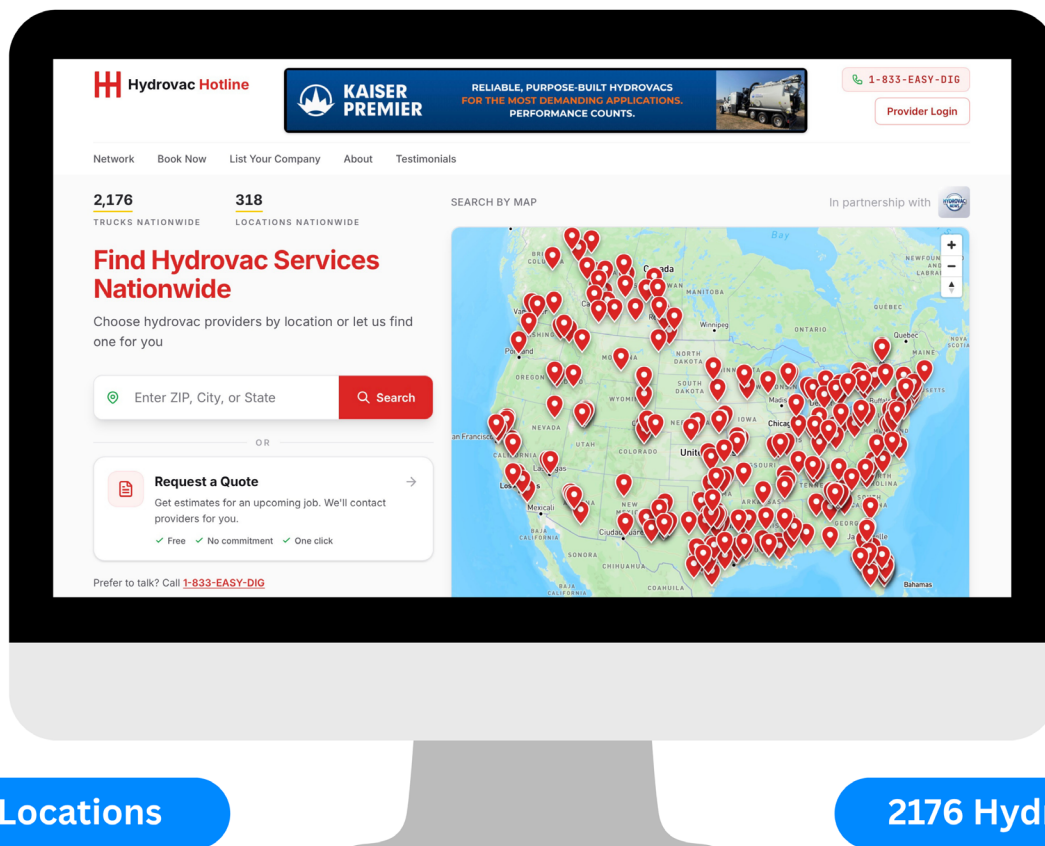
Most applications ask for similar paperwork. Expect to provide three to twelve months of business bank statements, one to two years of

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2176 Hydrovacs

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business and personal tax returns for owners with 20 percent or more ownership, equipment quotes, business formation documents, licenses, and sometimes accounts receivable aging reports.

The Bottom Line

Whether you are buying your first truck or adding capacity to an established fleet, there is a financing path that fits your situation. Strong personal credit and solid collateral can help offset shorter time in business. Established revenue and operating history open the door to better rates and larger deals. The key is matching the right product, equipment financing, working capital, a line of credit, or an SBA loan, to where your business stands today.

Prepare ahead of time. Clean up your credit where you can, gather your documents, put together a simple business plan that shows your contracts and growth potential, and talk to a few lenders who understand Hydrovac equipment and the realities of utility contracting. With steady infrastructure work and ongoing demand for safe excavation, this remains a practical time to invest in your operation.

Criteria and rates vary by lender and current market conditions. This information is for general guidance only. Speak with a qualified lender, accountant, or financial advisor for advice tailored to your business.



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Hydro Excavation vs Air Excavation: Picking the Right Tools for the Job

Both hydro excavation and air excavation protect underground utilities far better than mechanical digging. *They are the go-to non-destructive methods for good reason. Yet they work differently, and experienced crews know that matching the method to the conditions makes a real difference in speed, cost, safety, and how smoothly the job finishes.*

Hydrovac trucks dominate most fleets because they handle a wide range of soils and weather. Air excavation still earns its place on certain jobs. Understanding where each one shines helps operators, supervisors, and fleet managers make smarter calls in the field.

How Each Method Works

Hydro excavation uses high-pressure

water to break up and liquefy soil. Most units run between 1,500 and 3,000 PSI, with some heavy-duty machines going higher when conditions demand it. Flow rates usually sit in the 10 to 20 gallons per minute range. The resulting slurry gets vacuumed straight into the debris tank. In cold weather, onboard boilers heat the water so crews can keep working through frozen ground.

Air excavation uses compressed air, typically in the 100 to 250 PSI range, pushed through a lance or knife to fracture and loosen soil without adding moisture. The dry material is then vacuumed away. Both systems rely on strong vacuum power, but the spoil material and production feel very different on the job.

Real-World Production Rates

In favorable conditions, hydro excavation can reach peak rates around 300 cubic feet

FACTOR	HYDRO EXCAVATION	AIR EXCAVATION
Best soil types	Compacted, clay, frozen, dense	Loose, sandy, friable
Dig Rate	Up to 300 cu ft/hr	150-200 cu ft/hr
Spoils	Wet slurry, requires disposal	Dry, often reusable on site
Key Advantage	Faster cutting in tough ground	Simpler logistics, lower disposal costs
Main Challenge	Water sourcing & slurry disposal	Slower in dense soil, dust generation
Ideal for	Large/tight-deadline jobs, cold climates	Small potholes, electrical work, backfill

per hour. Air excavation often lands in the 150 to 200 cubic feet per hour range under similar conditions. Hydro generally moves more material faster on most soil types, especially compacted clay, dense fill, or frozen ground.

Those numbers are best-case peaks, though. Actual daily output depends on soil type and moisture, hole depth and access, machine specs, operator skill, and whether you are doing small precise potholes or larger excavations. Water refill trips and slurry disposal add time on hydro jobs. Air excavation avoids those runs but can slow down in heavy or wet soils where the air has trouble fracturing the ground.



Many fleets run combo units or keep both capabilities available so crews can switch when conditions change mid-job.

Safety, Regulations, and Site Practicalities

Both methods dramatically cut the risk of utility strikes when locates are accurate and operators follow proper technique. Hydro excavation brings high-pressure water hazards, so crews need solid training and the right PPE. Air excavation creates dust and airborne debris that must be controlled, especially near traffic or occupied buildings.

Regulatory and disposal rules vary by location. Slurry from hydro work often requires testing, manifesting, or hauling to approved sites. Dry spoils from air excavation are frequently treated more like native soil and can sometimes go right back in the hole as backfill. Water use and runoff also matter more in drought areas or environmentally sensitive spots.

Mentorship

We need your perspective!



Our Industry Mentorship Program is gaining momentum and we need more Mentors!

Here are some of the requests we are receiving:

- I am looking for help with determining proper rates, estimating and scaling up from our current base business to the next level.
- For founders who had to get a contractors license prior to beginning operations, how did you go about getting the experience or searching for a qualified employee?
- Does anyone have any guidance on available apprenticeship programs for Hydrovac operators and laborers that help fulfill compliance on IRA projects without being union. Additional Context: The Inflation Reduction Act (IRA) represents the most significant legislation to invest in clean energy and climate change in our nation's history. It is estimated that more than 70% of that investment will be delivered through tax incentives. The law will drive investment and economic growth, create new opportunities for workers by supporting prevailing wage jobs and Registered Apprenticeship programs in the energy industry and lower costs for America's families as we build a clean energy economy.



Are you willing to share your knowledge and experience? Go to:
<https://www.hydrovacnews.com/mentorship>

Matching the Method to the Job

Smart crews weigh several factors together before choosing:

- Soil type and current conditions. Test pits or local knowledge help here.
- Job size and schedule. Hydro's speed advantage grows on bigger or time-sensitive work.
- Water access and slurry disposal logistics and cost.
- Need for immediate backfill or minimal surface disturbance.
- Weather, especially freeze-thaw cycles.
- Specific utilities on site. Air often gets the nod around sensitive fiber or electrical lines.
- Crew experience and what equipment is already on hand or nearby.

Many successful operations keep both options ready. Some crews even combine techniques on complex sites, starting with air where it makes sense and switching to hydro for tougher sections.



Bottom Line for Hydrovac Professionals

Hydro excavation remains the versatile workhorse for the majority of non-destructive digging. It excels where speed, cold-weather performance, and broad soil capability matter most. Air excavation carves out strong niches where dry spoils, minimal water use, or extra caution around sensitive utilities drive the decision.

The best crews do not treat this as an either-or choice. They match the tool to the conditions, train people on both methods, and bid jobs accordingly. That practical flexibility reduces incidents, controls hidden costs like disposal, and keeps clients happy with clean, on-time results.

Understanding these differences in detail lets operators and fleet managers deliver safer, more efficient work every day.



NEVEX: Redefining Vacuum Excavation Across New England

Matthew Bergeron

NEVEX - New England Vacuum Excavation

When North Shore Drain & Sewer re-branded as NEVEX, New England Vacuum Excavation, in 2024, it wasn't just a name change. It was a declaration of purpose. Operated by EKB Equipment LLC and headquartered in Essex, Massachusetts, NEVEX specializes in hydro vacuum excavation, dry vacuum excavation, and hydro jetting of heavy debris, serving commercial, municipal, and industrial clients across Massachusetts, Southern New Hampshire, and Southern Maine.

At the helm is Matt Bergeron, who brings more than 22 years of experience in the excavating utility industry. Under his leadership, NEVEX holds its equipment and personnel to exacting standards, a commitment that shows in every project.

Their vacuum excavation trucks are engineered to safely expose underground utilities and perform excavations in sensitive environments, minimizing disruption while maximizing precision. The company proudly supports DigSafe, reinforcing a culture of safety that runs from the office to the job site, a standard matched only by their dedication to the customer. The team at NEVEX is truly committed to customer service on a daily basis. Matt promotes unique individual customer service as one of their team's top priorities just below safety.

We caught up with Matt to talk about the rebrand, the realities of running a Hydrovac operation in New England's unforgiving terrain, and where NEVEX is headed next.

1. You started as North Shore Drain & Sewer before rebranding to NEVEX in 2024. What drove the decision to pivot your identity around vacuum excavation specifically, and what did that transition look like operationally?

We purchased our first Vac truck back in 2018. The 2002 Vactor 2110 was primarily used for our own water/sewer lateral and main repair jobs. While operating as NSD&S, seeing the efficiency and safety the vacuum truck provided on our jobs showed us this was a



service that could be utilized in an ever-changing underground utility space. Operationally, the transition went well. We remained in the utility repair space for about six months before switching over to strictly vacuum excavation, my relationships within the underground utility industry were helpful in keeping the vacuum trucks moving.

2. With 22 years in the excavating utility industry, what has changed the

most about how contractors and municipalities think about hydro excavation versus traditional mechanical excavation?

Safety of personnel, less damage to other conflicting utilities, and a smaller footprint of impact on utility repair sites in urban areas. The workforce is changing as well. Some veteran excavation contractors dislike changing their practices and are astonished when we use a vac truck

on their sites, especially when trying to locate a pipe installed years ago for future use when the as-built records are unavailable.

3. You offer hydro excavation, dry vacuum excavation, and hydro jetting of heavy debris. How do you determine which method is right for a job?

We provide hydro excavation services to our customers that require soft excavation around existing utilities

or a more precise excavation. Some of our clients request hydro jetting to clear debris out of storm water, sanitary sewer, and conduits. Typically, our customers describe their needs in the initial request for services.

4. New England has notoriously difficult digging conditions, rocky soil, frozen ground, dense urban infrastructure. How do those factors shape how you run a Hydrovac operation compared to the Southeast or Midwest?

Being in a coastal area rocks are always a challenge and really cut down on efficiency. Frozen soil is easily handled by our trucks' hot water heaters, which also help keep the truck from freezing. There are a lot of utilities buried underground, some being abandoned in place, so being able to make smaller more precise excavations in urban areas has been super helpful to

our customers. The massive size of the hydro excavation trucks can be a challenge in some city settings, but we all seem to manage.

5. Your service area covers Massachusetts, Southern New Hampshire, and Southern Maine, what does it take logistically to serve that footprint effectively, and where is demand growing fastest?

Heavy traffic and travel distances are common challenges in metropolitan areas, so we strategically schedule our trucks to make sure we meet our customers' scheduled start times. We also prioritize routine maintenance to reduce downtime and keep our customer's projects on schedule. I have found that demand for services comes in geographical pockets, sometimes within a few miles of our headquarters to 50+ miles away.





6. Safety and DigSafe compliance are prominently featured on your website. Walk us through what a job looks like from a safety protocol standpoint before the digging actually begins.

Our team members complete daily pre-trip and safety inspections of our trucks before rolling out to the site. The contractor that hires NEVEX will call Dig Safe, and our team members are trained to recognize the colored markings of the respective utilities marked out. We have extensive training in safety protocols and damage prevention while digging with high pressure water and the weight of the dig tubes. All team members are required to wear PPE regardless of the job's magnitude and are armed with skills to identify possible hazards on the road and job sites.

7. You serve commercial, municipal, and industrial clients, which of those segments is driving the most work right now, and what are they typically calling you for?

We continue to see a strong demand with commercial and municipal customers. Commercial contractors frequently call us for utility locating, potholing, trenching, sign and pole installations, and exposing underground infrastructure before construction. Municipal clients typically rely on us for water and sewer maintenance, catch basin and drainage work, utility repairs, and emergency response.

8. You recently joined Hydrovac Hotline to receive job quote requests. What was the thinking behind that, and how do you expect it to change the way new customers find you?



We joined Hydrovac Hotline to increase our visibility and provide another way for new customers to find us. Expanding our access to job opportunities beyond our existing relationships gives us the opportunity to demonstrate the quality and reliability of our services on a larger scale. Ultimately, we hope it leads to new long-term customer relationships and continued growth for our business.

9. Where is NEVEX headed in the next 3-5 years, and what would you want contractors or municipalities across New England to know about what you can do for them?

We want to continue growing our fleet and building our team in a way that maintains a high level of service and reliability to our customers.

We want contractors and municipalities to know we can provide reliable, safe, and efficient vacuum excavation services that protect underground infrastructure while minimizing ground disturbance. We can be of help in a variety of projects including locating utilities, trenching, potholing, catch basin and drainage cleaning, sign and pole installation, and utility repair. We get calls for all different types of projects from vacuum excavation around inground pools to inside buildings. We love a new challenge so call to see if we can help.

Contact: NEVEX - New England Vacuum Excavation

Phone: 978.774.0749

<https://www.nevex.work/home>

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4TH OF JULY

**CELEBRATING 250 YEARS OF
AMERICAN INDEPENDENCE**



"This photo captures what our team is most proud of: American-made equipment built by American workers. Every X-Vac hydro excavator is manufactured in the USA, reflecting the craftsmanship, innovation, and work ethic that drive our company every day. As we celebrate our nation's independence, we're honored to contribute to the industries that keep America moving and to support the communities we serve across the country."

X-Vac - Marietta, OH

"Our vector team with our Veteran lead, Brandon Turner. It was taken in Howell, Michigan. We had so much fun with the whole project; it was such a great way to visually put some American pride into our work. As a USA-loving company through and through, thank y'all so much for giving us an excuse to have some creative fun and highlight our hard workers."

Titan Plumbing Group - Howell, MI



TITAN PLUMBING GROUP

RIPROCK



HYDRO EXCAVATION

RIPROCK HYDRO EXCAVATION

RIPROCK LLC is a veteran-owned hydro excavation company based in Idaho, proudly serving clients throughout the Mountain West. Founded and solely owned by Preston Halfacre, Riprock was built on a commitment to hard work, discipline, and excellence.





After serving in the United States Army, Preston used his GI Bill to attend Northwest Lineman College, where he trained for a career in the utility industry. He went on to work as an apprentice lineman and gained extensive field experience in utility and infrastructure

projects. After working alongside hydrovac crews on numerous job sites, Preston recognized

the critical role hydro excavation plays in modern construction and utility work. Seeing an opportunity to raise the standard in the industry, he made the decision to bet on himself, step away from the trade, and found RIPROCK LLC.

Today, Riprock has built a reputation for elite customer service, uncompromising safety, and exceptional operator proficiency. The company is committed to delivering efficient, precise, and dependable hydro excavation services while maintaining the highest standards in the industry. Riprock also invests heavily in the development of its team, believing that strong

individuals build strong companies. In a unique reflection of its culture, Riprock pays employees to train in Brazilian Jiu-Jitsu and sponsors team members competing in tournaments throughout the Northwest. This commitment reinforces the discipline, resilience, and mental toughness that define the company both on and off the job.

As a certified Service-Disabled Veteran-Owned Small Business (SDVOSB), Riprock continues to grow with a mission rooted in service, accountability, and operational excellence.







PATRIOT INDUSTRIES, LLC



GROUNDBREAKERS

Groundbreakers is 100% women and veteran owned.

Supporting veterans is deeply ingrained in our mission. We actively seek out and empower veterans as part of our workforce, recognizing the unique skills and leadership qualities they bring from their military service. Their contributions drive the success of both the team and the communities we serve.

Q&A

Evervac Equipment



Evervac Equipment was founded in 2022 by Austen Everett with a simple mission: provide Florida customers with quality equipment, responsive service, and long-term support. What started as an idea has grown into a full-service dealership representing some of the most respected brands in the infrastructure maintenance industry.

We caught up with Austen and Vice President,

Will Anoka, to talk about building a dealership from the ground up, what sets GapVax apart in a crowded equipment market, and how Evervac is helping Florida contractors navigate the growing demand for hydro excavation.

1. You carry GapVax jetting and vacuum equipment as a flagship line. What made GapVax the right manufacturer partner for Evervac?

When building Evervac, we evaluated every major equipment brand we had operated and worked around over the years. One name consistently stood out: GapVax.

In this industry, it's difficult to find anyone with a negative opinion of a GapVax truck. Their reputation has been built through decades of producing equipment that is engineered for performance, durability, and reliability, not simply

appearance. GapVax is a family-owned, American-made manufacturer whose values closely align with ours. They focus on building equipment that operators depend on every day, and that commitment to quality made them the ideal partner for Evervac Equipment.

2. For Hydrovacs specifically, what trends are you seeing in truck specs, jetting pressure and flow, or vacuum capacity that contractors are asking for right now?

Florida presents unique challenges for hydro excavation contractors. While vacuum excavation is not yet mandated statewide, adoption continues to grow as contractors recognize its safety and productivity benefits.

Because of Florida's high water table and diverse soil conditions, including sand, clay, coral, and rock, contractors often require larger debris capacities and specialized options tailored to their region. In South Florida, hydrovacs are commonly equipped with air compressors to support

pneumatic tools for coral excavation.

Along the Gulf Coast, contractors often prioritize enhanced filtration systems to efficiently handle sandy conditions.

As Florida's GapVax and hydro excavation specialists, we work closely with customers to build trucks specifically for their applications. Our most common configuration includes a 1,000-gallon water tank, 12-yard debris body, 13 GPM at 3,000 PSI water pump, enhanced filtration package, dipping boom, 28-inch positive displacement blower rated at approximately 5,300 CFM, and an integrated sludge

pump system.

3. What's the most common customization request you get on a Hydrovac unit?

One of the most valuable options for Florida contractors is an 800 GPM sludge pump system.

Due to the state's high groundwater levels, contractors often vacuum significant amounts of water during excavation. A sludge pump allows operators to offload excess liquid from the debris tank while remaining on the jobsite and continuing excavation operations. This greatly improves productivity, reduces downtime, and maximizes revenue-generating hours.



4. Your website emphasizes

"exceptional customer care is our most valuable product." What does that look like day-to-day, beyond the sale?

We don't view ourselves as traditional salespeople. Our goal is to become a trusted resource for our customers throughout the life of their equipment.

Customers call us daily for operational advice, application recommendations, troubleshooting assistance, and ideas for improving productivity and profitability.

We strive to be equipment specialists, problem solvers, and long-term partners, not just sales representatives.

Service is equally important. Downtime costs customers money, so our focus is rapid response. Depending on location, our mobile service team is typically on-site the same day or next day. By helping customers keep their equipment productive and profitable, we build relationships that last a lifetime.

5. You offer a guaranteed top buy-back on GapVax equipment. How did that program come about, and how does it change the conversation with purchasers weighing new versus used?

One of the most telling indicators of a product's value is its presence in the used market. We often challenge customers to find a used GapVax truck available for sale. Compared to some brands that have hundreds of units listed nationwide, used GapVax trucks are exceptionally difficult to find.





The reason is simple: owners keep them. GapVax equipment is known for its durability, longevity, and performance, which translates directly into strong resale value.

Because of that demand, Evervac can confidently offer some of the industry's strongest buy-back opportunities. Our long-term vision is to create a pipeline of quality pre-owned GapVax units that have been properly maintained and supported throughout their service life.



6. What's driving demand for Hydrovac and vacuum excavation in Florida right now?

Demand is being driven by a combination of utility protection, project specifications, safety requirements, and growing contractor awareness.

While Florida does not currently require vacuum excavation across all applications, many utility owners and project contracts already specify its use. Contractors who invest in dedicated hydro excavation equipment today are positioning themselves ahead of the market and preparing for increasing demand as industry standards continue to evolve.



7. Where do you see Evervac in the next three to five years?

Our primary goal is to continue expanding our service and support capabilities throughout Florida.

We want Evervac Equipment to be recognized as the premier equipment specialist for every product line we represent. Rather than carrying dozens of unrelated brands, we are committed to maintaining a focused lineup of industry-leading equipment and providing unmatched expertise, parts support, and service. Our growth strategy is centered on becoming the best, not simply the biggest.

8. What advice would you give a municipality or contractor who's never purchased Hydrovac equipment before and doesn't know where to start?

The first question we ask is simple: How often are you already performing hydro excavation without realizing it?

Whether it's locating utilities, exposing water mains, responding to emergency repairs, stormwater work, or soft digging around critical infrastructure, many organizations regularly encounter applications where a hydrovac provides significant advantages.

A hydro excavation unit is not a luxury purchase. In the right application, it becomes an essential tool that improves safety, reduces utility damage, increases efficiency, and creates new opportunities for revenue and project success.

9. Is there anything you'd like Hydrovac Magazine readers to know about Evervac that doesn't usually come up in a sales conversation?

At the end of the day, Evervac is built by real people who genuinely care about our customers' success.

We're not focused on making a quick sale. Our goal is to help customers grow their businesses, improve their operations, and maximize the value of their equipment investments. When our customers succeed, we succeed, and that's the foundation of every relationship we build.

Contact Evervac Equipment

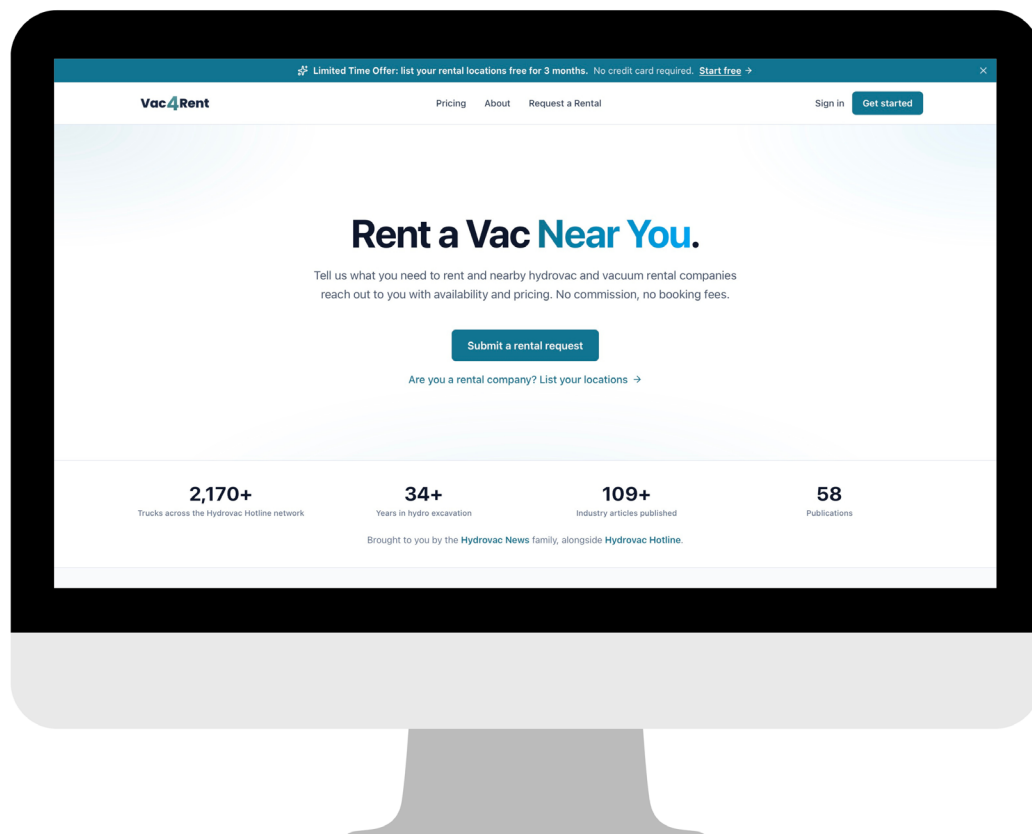
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The Hidden Cost Of Underground Strikes: Why Hydro Excavation Is Essential

1-2

strikes every
61 seconds in the U.S.

400k-800k

utility strikes
estimated annually
(U.S.)

\$30B

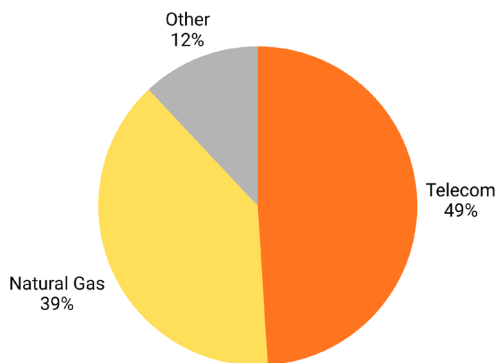
annual cost in repairs,
delays & losses (U.S.)

400+

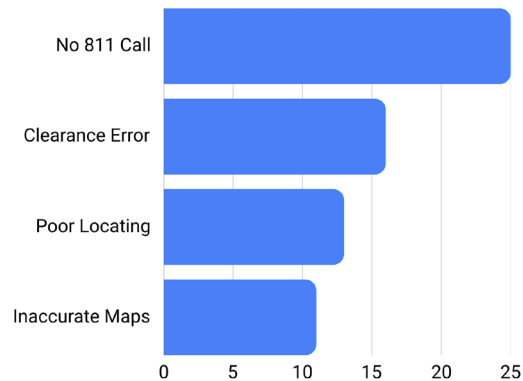
deaths from utility &
pipeline strikes in
recent decades

One strike averages \$56,000 in direct costs — but indirect losses multiply that to \$120,000+
For every \$1 in direct damage, indirect costs add \$29 more · Source: CGA DIRT Report 2024

What Gets Hit the Most



Top Root Causes



CONSEQUENCES OF A SINGLE STRIKE

- **Emergency service disruption** — affecting thousands of homes and businesses
- **Project shutdown delays** ranging from days to weeks; cascading schedule impacts
- **Fines, litigation, and insurance claims** that can erase a contractor's full project profit
- **Explosion and fire risk** when gas lines are severed — life-safety emergency
- **Environmental damage** from gas leaks, sewage spills, or contaminated soil

Water and vacuum instead of metal on metal — the only truly non-destructive method

Reduces utility strike incidents by up to 90% vs. mechanical excavation

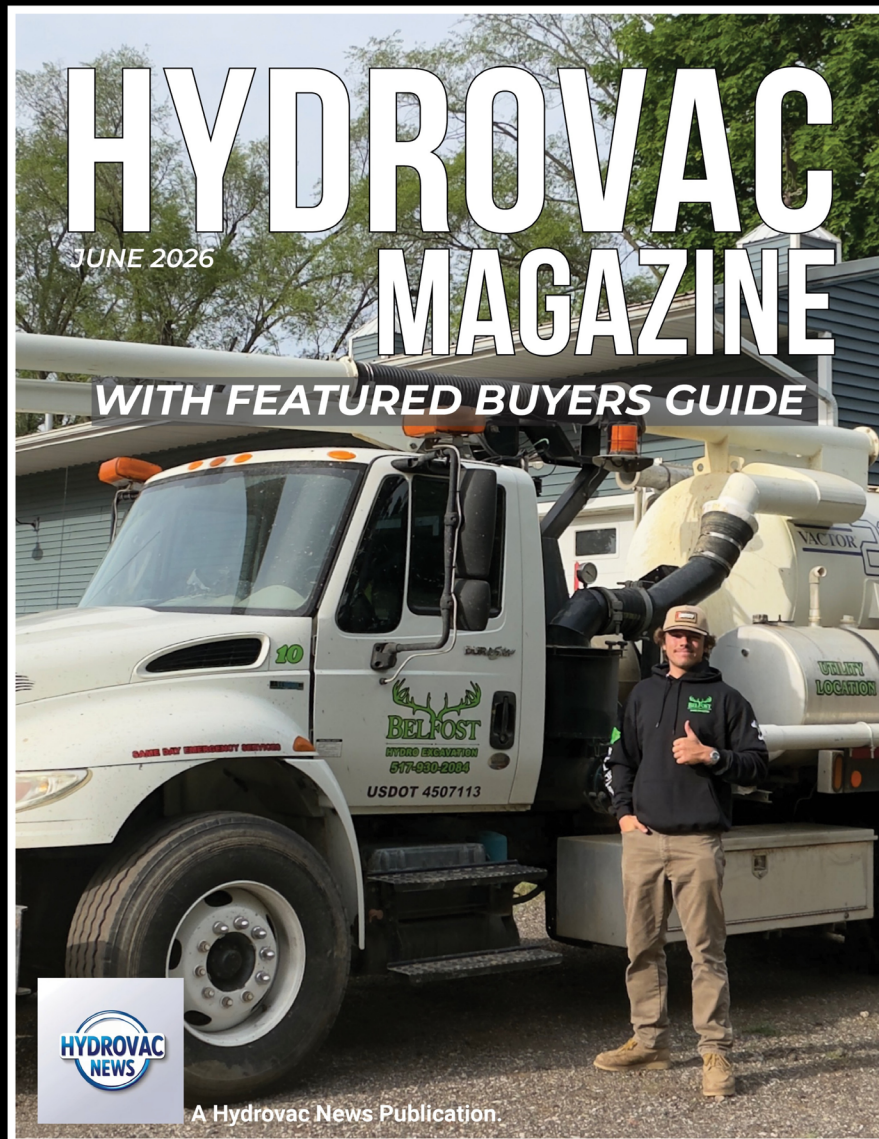
Eliminates spark risk — pressurized water creates no ignition hazard near gas lines

Real-time visibility of underground infrastructure as the hole forms

Fewer change orders, less rework, lower all-in project cost on utility-adjacent sites

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***“If you wait for the robins,
spring will be over.”***

— Warren Buffett

That line from Warren Buffett has stuck with him for years, and a couple of years ago, he finally acted on it. After a career on Wall Street and an MBA from the University of Virginia's Darden School, he had built the resume of a finance executive. But he had always carried the heart of a builder, and he decided it was time to stop waiting for the right moment and start creating one.

Rather than launch something new, he went looking for something worth continuing, a legacy he can build on. He found it in an Eastern-based water and wastewater services company built over forty years by a single founder who was ready to retire and spend more time traveling with his family. The company provides routine maintenance, inspection, assessment, and meter services, as well as emergency response, and has completed

thousands of miles of water and sewer line condition assessments for municipal clients across the Mid-Atlantic and Southeast.

He negotiated the acquisition and stepped into the CEO role at the start of 2025, not to flip the business, but to own it permanently, and to build it into a best-in-class company over the long term. That kind of ambition is easy to state and hard to earn. It takes humility to walk into a company you didn't build and admit you have more to learn than to teach. It takes patience to let trust develop on its own timeline, with field crews who are skeptical of ownership change, and with customers and suppliers who have to decide, on their own terms, whether the new leadership deserves the same confidence they gave the last one, or, in some instances, another chance. Acting before you feel ready and

committing to the long game turn out to be the same instinct, just applied at different moments: one gets you in the door, the other keeps you there.

He has spent his months doing exactly that: learning the operation from the ground up, listening to the crews, and building relationships with the company's decades-long customers. The work is showing results, with strengthened operations and an expanded footprint, including a new Southern location opening, but he is quick to point out that none of it is finished – it is only the very beginning. Building something that lasts, he says, isn't a milestone you reach. It's a discipline you keep practicing, one decision at a time, for as long as you're willing to show up. It is a life's journey.

"This time around, I was older, more experienced, and had a good sense for the type of business leader I wanted to be," he says. "So I decided to look for an established company I could acquire and operate for the long term, permanently, in fact."

Now, he's putting his entrepreneurial and finance instincts to work, growing the company, serving more customers, and partnering with business owners who are asking themselves the same question he once did: what comes next....

... to be continued in the August edition of Hydrovac Magazine.

Secret Shout out!

Hydrovac Provider Pick Of The Month



1888 was founded in 2008 as a service provider for Oil & Gas companies.

Over the past 15 years, we have gained extensive experience in the fabrication and repair of equipment, the construction, installation, maintenance, and restoration of facilities, as well as the transportation and management of hazardous fluids and waste.

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Colombia



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MOVING SOUTH

Azuria Water Solutions Acquires TeleVac South, Extending Its Vacuum Excavation Reach

Azuria Water Solutions has acquired TeleVac South, a Pompano Beach, Florida contractor with more than 30 years of experience in sewer and storm drain services across the Southeast U.S.

Founded by Dennis Simmons in 1993, TeleVac South offers vector operations, hydro excavating, lift station cleaning, root cutting, manhole rehabilitation, smoke testing, laser profiling to Florida DOT standards, and trenchless pipe repair

using sectional CIPP technology. The team brings over 50 combined years of experience addressing infiltration in sewer and storm drainage systems, using CCTV to identify pipeline issues and working closely with engineers to develop targeted repair solutions.

The acquisition adds specialized vacuum excavation and trenchless capabilities to Azuria's portfolio of more than 1,200 products and services delivered to municipalities across North America. All TeleVac South staff will remain in place in Pompano Beach.



WASTE AWAY

TPG Acquires Waste Eliminator and Liberty Waste Solutions, Building a Southeast Waste and Recycling Platform

Global alternative asset manager TPG has agreed to simultaneously acquire Waste Eliminator and Liberty Waste Solutions from Allied Industrial Partners through its Transition Infrastructure strategy, marking the fund's third investment.

Waste Eliminator provides solid waste hauling, disposal, and recycling to commercial and industrial customers across Georgia and South Carolina, while

Liberty Waste Solutions serves residential, commercial, and municipal clients throughout North Carolina. Together, the companies form a complementary Southeast platform spanning 14 permitted facilities and more than 500 fleet vehicles, covering collection, transfer, processing, recycling, composting, and disposal across multiple waste streams.

The combined platform currently diverts approximately 60% of waste from landfills, with that figure expected to grow as composting capacity expands. The deals are expected to close by Q3 2026.



PIPE DREAM

Vortex Companies Acquires Municipal Pipe Tool, Deepening Its Midwest Trenchless Footprint

Houston-based Vortex Companies has acquired Municipal Pipe Tool Company LLC (MPT), an Iowa-based sewer maintenance and rehabilitation contractor, further advancing its push into the Midwest.

Founded in 1967, MPT serves municipalities and industrial clients across Iowa, Kansas, Nebraska, Missouri, North Dakota, and South Dakota — and has long had ties to Vortex as an early licensee of CIPP Corp., a Vortex-owned cured-in-place

pipe network.

MPT president Mark Kaler and the existing operations team will remain in place following the transition. Vortex CEO Mike Vellano cited MPT's regional reputation and customer relationships as key draws, while COO Ryan Graham pointed to growing demand for trenchless rehabilitation as a driver for the deal. Vortex now operates across 50 locations worldwide.



"The consolidation of two or more companies and their operations is a faster way to achieve growth than almost any other approach. The world's largest companies, all of which, without exception, have used acquisitions as a growth strategy, are testament to this."

- Kison Patel, Founder & CEO of DealRoom



Rear View



Side View



Interior Cab

2023 PETERBILT 348 TORNADO F3 ECO-LITE

\$365,000

Chassis & Engine

Peterbilt 348 • 2023 • PACCAR PX-9 370HP • Allison 3000RDS Auto • Tandem Axles + 2 Watson-Chalin Pusher Axles • **75,696 miles** • **7,378.5 hrs** • 66,000 lb GVWR

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Tornado F3 Eco-Lite • **10 yd Debris Tank** • **1,250 gal Water Tank** • Robuschi 125 Blower (3,800 CFM / 28" Hg) • Pratissoli KT28A Pump (2,900 PSI @ 18 GPM) • **8" Telescopic Boom (26ft Reach, 342° Rotation)**

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Lanin Soft Track Carrier 2013 Foremost Unit

\$439,900 CAD (~\$310,200 USD)

Specs:

Engine: 8.3 Cummins • **10,900 hrs**

Foremost Hydrovac System

Ground Compaction & Weight Information

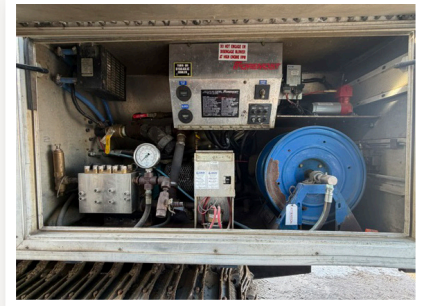
Track Width = **40"**

Track Length (Ground Contact) = **142.5"**

Ground Surface Area: (40" wide x 142.5" length x 2 tracks) = **11,400 inches²**

Empty: 43,320 lb / 11,400 inches² = **3.9 PSI of Ground Pressure**

Fully Loaded: 51,414 lb / 11,400 inches² = **4.51 PSI of Ground Pressure**



Contact Rod: (403) 507-3270

More Info at: <https://www.hydrovacnews.com/marketplace/rvrz7jc5>



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The background of the cover is a photograph of industrial machinery. In the upper left, a red fire extinguisher is visible. The machinery features various components like hoses, pipes, and a large cylindrical part with horizontal ridges. A blue banner at the top right contains the date. The main title is centered in a large white box. The bottom of the cover features a detailed image of a machine with a red cone on top, a warning label, and the Hydrovac News logo.

July 2026

Hydrovac Industry Buyer's Guide



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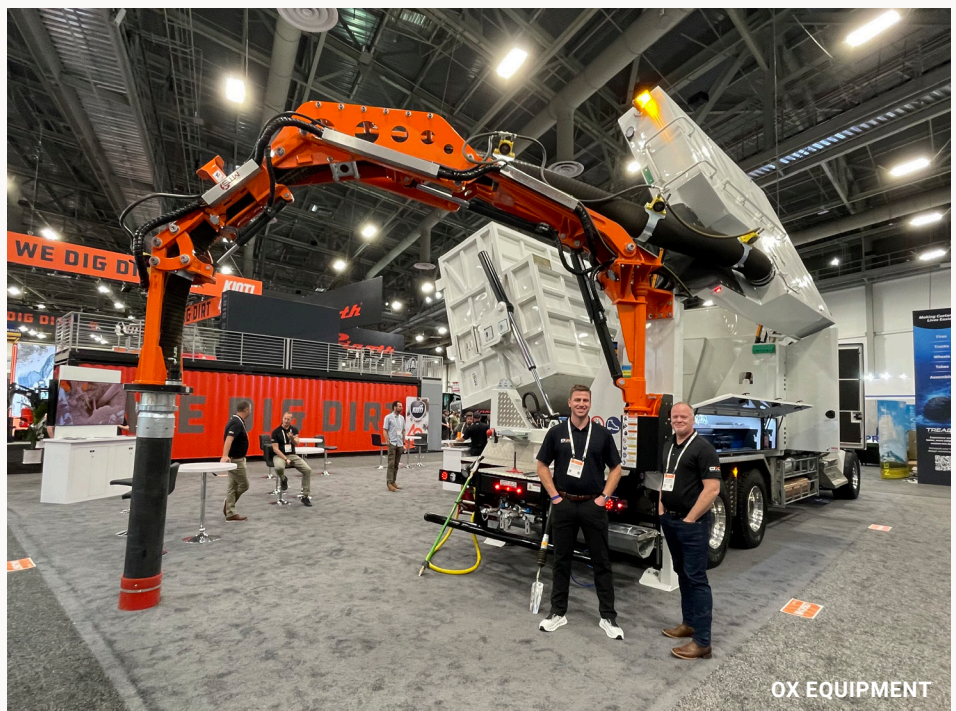
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