



Rival Hydrovac Weights and Dimensions, Western Star 4700 Tandems

Tare Weights:

Steer Axle: 13978 LBS or 6353 KG
Tandems: 19313 LBS or 8778 KG
Total Tare: 33290 LBS or 15131 KG

Loaded with Clay, ¼ Tank Water:

Steer Axle: 15476 LBS or 7034 KG
Tandems: 34656 LBS or 15752 KG
Total: 50132 LBS or 22787 KG

Loaded with Sand, No Water:

Steer Axle: 15312 LBS or 6920 KG
Tandems: 35530 LBS or 16150 KG
Total: 50842 LBS or 23110 KG

Dimensions

Length: 30' 11"
Width: 8'
Height: 11' 3"

Feature Highlights

- Best priced mid-sized Hydrovac available
- Excellent weight distribution
- Will run loaded with debris in most conditions
- The truck is very easy to operate. All automatic transmissions. No transfer cases. You just put the truck in neutral, hit “PTO” and get out of the truck. The rest of the operations are made from the panel or the remote control.
- Extremely simple design without complicated sensors or electronics.
- Aarcom remote system that comes with a spare handheld. This remote system also shows the weight of the truck on the handheld.
- The Aarcom system also comes with a new technology, the “SmartWand”. This tool shuts the water pump off when the wand is dropped.
- Insulated “Robox” blower cube built by Robuschi. This allows for quieter operation and the ability to pressure off loads. The cube also track temperature and relieves itself when it reaches maximum temperature. This blower is very powerful and offers full vacuum.
- The pressure off ability allows for the emptying of the debris body in under a minute with flowable loads. It also allows for contained offloading into tanks, other trucks, etc. The boom is shut off via a pneumatic ball valve in the boom actuated curbside. It is also useful to shut the boom off when doing remote work, so you can just pull from a rear valve directly. Additionally, if the boom is jammed, you can pressure up and try to push the blockage back out the boom. That often works, but not always.

During our first year pushing these trucks we have had unusually good success.

The reasons for the acceptance have been:

1. Increased enforcement on the weight problems that plague this industry. Running heavy is no longer an option for most Canadian operators within the city. The fines are enormous, and the liability is even worse.
2. Further to the weight discussion, our view is that eventually these units will be further scrutinized by the DOT. Because of this we did not want them to be able to be filled too much. If we did that operators would overfill them. To build a truck lighter than prior units, which is the general trend, but to still have them able to be overloaded, seemed like an improvement but not a solution. Forgetting weight distribution for a minute, each truck has a tare weight, a GVW and a debris tank size.

Debris will weigh between 2200 and 2800 lbs per yard. So, the calculation on whether a unit is legal is not too hard to figure. For example, if a truck weighs 50,000 lbs and holds 12 yards, you can get it to 82,000 without any fresh water in it. Unless you can license to 82,000 and have exact appropriate weight distribution between the drives and the steers, you can overfill it.

3. Difficulty in finding good drivers, which make a smaller truck, without gears to shift attractive. Getting the transfer case out of the possible places to have issues is an additional advantage.
4. The Telecom upgrades going on in our major markets.
5. I am biased, but I believe we can relate to the customers situation. All the Rival guys have operated service companies and understand the challenges a prospective client may face.

Some of the objections we get:

1. No level gauge in the debris tank. We do it by weight, which is displayed on the remote. At 50,000 you are full. We cannot find a place to put a mechanical gauge, except at the rear head, which will then get material dumped on top of the float when it enters the tank. This has not really been an operational issue to date.
2. Guys are used to more storage. We give them two laydown boxes for tools, fittings, etc. We have a locker box that will house boots and coveralls, but that's about it. We have integrated a sign box back of cab for safety signs. We offer a tool rack for hand tools. The main reason for this was our effort to keep the truck short and keep enough weight forward on the steer axles.
3. We offer a 6" system. Meaning, the boom is 6" and the tubes are 5". Some guys for sure want 8". We cannot accomplish this with this model. The boom part is easy, but we need more blower to not lose performance. With our blower, you get lots of air speed in a 6" system. It sucks good. But if the client needs a bigger hose, I usually just tell them that even if you make a hockey net bigger, you will hit the post sometimes. Not sure if that is relevant but they usually stare at me which I take as agreement.
4. Obviously, lots of people will not buy this truck because it is too small. We are good with that. If weight is not a concern, you can gain productivity in other ways.

Our general philosophy is to tell all interested parties all the information we have. No exaggeration. No pretending this truck is better than any other truck in all applications. This truck was built to allow full loads to be driven in cities and to allow for operation by a decreasing availability of qualified operators.

We would rather lose deals than to confuse buyers.



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