

10TH ANNUAL CONVENTION PROGRAM



February 21-23, 2024 • Hotel Monteleone • New Orleans, LA



BECOME A MEMBER OF NAXSA • VISIT WWW.NAXSA.ORG



Dane Bedinger, TX
BakerCorp.



Gary Carlson, MN
Gary Carlson Equipment



Ron Chilton, TX
National Safety Trench



Brian W. Crandall, NJ
Icon Equipment



David Dow, TN
Trench Safety & Supply Inc.



Ryan Zweerink, MO
Ozark Laser & Shoring



Ken Forsberg, MI
Efficiency Production Inc.



Dana Woudenberg, AZ
Trench Shore Rentals

**Celebrating NAXSA's 10th anniversary,
we thank our founding members!**



Graeme Gillilan, CA
Trench Plate Rental Co.



Ron Wey, MI
Trinity Shoring/Pro-Tec

**We proudly continue your vision and goal of zero injuries
and fatalities in the excavation shoring industry.**



Todd Hayes, NE
United Rentals, Inc.



Dennis Spencer, FL
Trench Shoring Services

**Expertise, training, events, tools, resources – and
opportunities to serve – now expand with
each year and each new NAXSA member.**



Steve Heneveld, OR
Cascade Shoring LLC

**We salute your lifesaving work
and industry leadership!**



Robert Pitts, CA
Pacific Shoring, LLC



Howard Nute, AZ
Underground Safety Equip.



David Nicoli, OR
D.P. Nicoli, Inc.



Kevin Malloy, CA
Trench Shoring Company



Jay Kerrigan, PA
Trenchtech Inc.



PRESIDENT'S WELCOME

A Message from NAXSA President, Kevin Malloy

Welcome to the 2024 NAXSA Annual Convention! I look forward to spending time with you at the historic Hotel Monteleone in the French Quarter, the oldest neighborhood in New Orleans. We'll share stories and ideas with like-minded people who share a passion for our industry, and for the safety and well-being of our contractor employees.

We've brought together our industry's stakeholders including representatives from rental companies, engineering firms, product manufacturers, truck and crane dealers, and suppliers of steel as well as any other companies involved in the cost-effective and safe support of excavations.

Don't miss the President's Reception Wednesday evening as NAXSA celebrates its 10-year anniversary by recognizing the pioneering founders of our organization!

On Thursday, enjoy a full day of activities with guest speakers, panel discussions and more. On Friday, we'll wrap up with breakfast in the exhibit hall and committee meetings full of terrific content and discussion topics. We hope you booked your departing flights for late afternoon in order to fully participate and gain the most from your convention investment. Your committee chairs worked very hard to develop presentations guaranteed to spark lively and informative conversations that benefit your business. The convention ends at 10:30 a.m. and then, the fun begins building for even more success in 2024 and beyond.

A special note that, at this convention, I'll be passing the gavel to our incoming President, Ryan Jaffe with D.P. Nicoli. Give him a warm welcome and all your support in the days ahead.

I look forward to seeing all of you at our 2024 convention. Come for the knowledge exchange, fun, and camaraderie as we all work together to reach NAXSA's goal of "zero deaths and injuries" in the excavation and shoring industry.



MISSION STATEMENT: The focus of NAXSA is to provide its' valued members with the tools and resources to help them and their businesses achieve success and recognition as leaders in the industry.

CONVENTION SPONSORS

AS OF 1/24/24

kloeckner metals



CATALYST
STRATEGIC ADVISORS



Join us for the April 19, 2024 Trench Safety Summit
at the Pera Club in Tempe, Arizona!

Stay tuned for more opportunities
to train lifesavers at 2024 Summits
in CA and elsewhere!





The NAXSA convention offers outstanding networking opportunities and educational sessions tailored exclusively for those in the excavation shoring industry.

TABLE OF CONTENTS

- NAXSA Founding Members Tribute 2
- President’s Welcome 3
- Mission Statement 3
- Convention Sponsors 4
- Golf Tournament Sponsors 6
- Additional Sponsors 7
- Convention Exhibitors 9
- Exhibitor Information 10-11
- Hotel/Meeting Room Floorplan 12
- Schedule at a Glance 13
- Convention Program & Schedule of Events 14-18
- Keynote Speaker 20
- Convention Program Speakers 21-25
- NAXSA Board of Directors 26
- 2025 Convention Dates & Location 27

Convention information is subject to change.
This convention program is current as of 1/24/2024.

GOLF TOURNAMENT SPONSORS

AS OF 1/24/24

PLATINUM SPONSORS



**TRENCH
SAFETY**



ARCOSA
SHORING PRODUCTS



**NATIONAL
TRENCH SAFETY**



DPNicolli
EQUIPMENT THAT SAVES LIVES



ARCOSA
SHORING PRODUCTS

PALFINGER

kloeckner metals



CERDA
INDUSTRIES



ADDITIONAL SPONSORS

AS OF 1/24/24

Thank you to the following members for sponsoring convention supplies and services:

Lanyards – Stemar Equipment

Signs – Sunstate Equipment

Banners – Trench-Ade



RENTALS • SALES • ENGINEERING • TRAINING • SERVICE

Get to know your Trench Shoring Expert...

DEALERS WANTED

www.iconjds.com

CALL DIRECT NOW: (800) 836-5011
Family Owned and Operated

- Trench Shoring Manufacturing Nationwide
- Steel Trench Boxes, Manhole Boxes, Stone Boxes
- Aluminum Trench Boxes
- Slide Rail Shoring Systems
- LARGE FLEET Available for RE-RENTAL Projects.



Over 40 Years
Experience in the
Trench Shoring &
Shielding Industry



MADE IN THE USA
DURABLE • STRONG • RELIABLE



STEMAR EQUIPMENT

353 S. CENTRAL AVENUE, LOS ANGELES, CA 90013
800-992-0100 • STEMARINC.COM

SALES • RENTAL • SERVICE



TRASH PUMP BYPASS • HYDRAULIC SHORING • PIPE PLUGS

EMERGENCY RESPONSE / SAME DAY DELIVERIES AVAILABLE





CONVENTION EXHIBITORS

AS OF 1/24/24

ARCOSA

SHORING PRODUCTS



BEAVER TECHNOLOGY SERVICES
PTY LIMITED



**SIGNATURE
SYSTEMS**



PRODUCTS

Manufactured by Vanderlans & Sons, Inc.

PALFINGER

ROUSE

LOCK LIFT



**Pacific
SHORING**
TRENCH SHORING & SHIELD PRODUCTS

**CRANE
WORKS**
www.Crane-Works.com
Raising the bar in lifting equipment



NAXSA
North American
Excavation Shoring Association

alliance
An OSHA Cooperative Program

NAXSA and OSHA: Partners for Safe Trenching and Excavation

NAXSA and six leading construction industry groups have joined in a Partners for Safe Trenching and Excavation Operations Alliance, with a goal of "forg[ing] innovative, creative, and effective ways to fill the gap in trench and shoring safety communication and education between industry, government, and small- to medium-sized contractors."

NAXSA is proud to partner with these organizations to reach our goal of zero injuries and fatalities among workers engaged in some of the construction industry's most hazardous work:

Association of Equipment Manufacturers (AEM)
National Utility Contractors Association (NUCA)
Common Ground Alliance (CGA)
Associated General Contractors (AGC)
International Union of Operating Engineers (IUOE)
Laborer's International Union of North America (LIUNA)



Arcosa Shoring Products, Inc. – #7

Arcosa Shoring Products is one of the largest trench protection equipment manufacturers in the country. The company operates its sales, marketing, and dealer network under their four legacy brands: GME, Pro-Tec Equipment, Efficiency Production, and Cerda Industries. Arcosa Shoring Products is part of Arcosa Incorporated's Construction Products Division.



BEAVER TECHNOLOGY SERVICES
PTY LIMITED

BTS – #3

BTS is a designer and manufacturer of equipment to allow contractors to meet their obligations around OSHA regulatory requirements for managing the risks associated with falls from heights in and around trench excavations. Under the brand BTrenchSafe, the range of equipment includes portable man & material rated davits, guardrails in various lengths, multiple access platforms & walkways, that are designed to be used to provide a safe, effective, and efficient way to protect workers from the dangers of trenching operations.



Cherne Industries – #10

Cherne has led the industry in developing innovative solutions that deliver increased productivity and reliability for commercial, industrial, municipal, and residential plumbing systems. Whether it's through our world-leading pneumatic plugs, mechanical plugs, gauges, testing equipment or other tools and accessories, we are dedicated to delivering advanced solutions for contractors everywhere.



CraneWorks, Inc. – #1

CraneWorks, Inc. supplies truck mounted hydraulic articulating and telescoping cranes to the trench shoring industry with 10 branch locations throughout the USA.



LANSAS Products Inc. – #6

For almost 70 years LANSAS Products, Mfd. by Vanderlans & Sons, Inc. - Lodi, CA, U.S.A. has been making the most innovative, durable, and easy to use Pipe Plugs and Pipeline Testing Equipment available. Used in sanitary sewer, water, and other pipe structures. LANSAS offers plugs, flow-thru plugs, air test equipment, manhole vacuum test equipment, high pressure test plugs, and joint test equipment. LANSAS is also a Master Distributor for HURCO Technologies allowing us to offer, deflection gauges (mandrels), hydrostatic test pumps, ventilation units and smoke testing equipment. LANSAS Products continues to be "BETTER BY DESIGN" since 1955.



LOCK-N-LIFT, Inc. - #11

Lock-N-Lift, Inc. manufactures and provides dovetail-style tools designed to lift steel trench plates. All Lock-N-Lift tools have a working load limit of four tons with a 5:1 minimum safety factor. Our tools make your job of lifting and handling heavy steel trench plates safer and easier, and eliminate the need to ever put a hand, foot, or any tooling under a trench plate.

EXHIBITOR INFORMATION

Pacific Shoring LLC – #8

Founded in 2004, Pacific Shoring Products is one of America's leading manufacturers of both steel and aluminum underground safety equipment used in the trench shoring and shielding industry. Pacific Shoring supplies dealers across the U.S., Canada, and abroad. The company designs, manufactures and inventories its products from three geographically convenient locations Santa Rosa, CA, Houston, TX, and Graham, NC. Pacific Shoring's experienced in-house engineering team enables Pacific Shoring to produce the ideal custom assembly solutions for its customers.



Palfinger USA – #5

PALFINGER is shaping the future of our customers' lifting solutions with our customized knuckle boom crane packages. We have the solutions you need to get the job done efficiently and quickly. Our mobile field service offers field inspections and repairs with fully equipped service vehicles to help you extend the life of your investment.

PALFINGER

Plug Technologies, Inc. – #2

Plug Technologies, Inc. (PTI) is a manufacturer of inflatable pipe plugs and testing equipment. Our product offering includes a complete line of single size and multi-size inflatable plugs including our FatBoy Plugsters, Tester, and Guzzler plugs. PTI also offers a complete line of manhole vacuum testing equipment and sewer air test equipment. We also offer specialty plugs including our Max-Guzzler for bypassing flow and high and medium pressure Max-Seal.



Rouse Services – #4

Rouse is the leader in construction equipment market intelligence. In decades of service exclusively to the construction equipment industry, Rouse Services has built a legacy of deep expertise, unrivaled data precision, and unparalleled customer service. Today, Rouse is the gold standard for appraisals, used equipment sales support, and rental metrics benchmarking for customers throughout the United States, Canada and the United Kingdom. Rouse's information service focuses on delivering timely equipment metrics with accuracy and reliability unmatched by anyone else in the industry.



Signature Systems – #9

Signature Systems protects our customers around the world by designing, engineering, and manufacturing premier composite matting systems that keep people, property and equipment safe.



CONVENTION FLOOR PLAN



Hotel Monteleone

*Contact our sales team
to plan your event!*

504-523-3341 800-535-9595
FAX 504-681-4491



CONVENTION FACILITIES

25,000 square feet of meeting space | 25 ballroom, meeting and reception rooms | Largest at 6,236 square feet accommodating up to 500

SCHEDULE AT A GLANCE



DATE/TIME

ACTIVITY/EVENT

LOCATION

WEDNESDAY, February 21, 2024

6:45 a.m.	Golf Tournament Buses Depart Hotel Monteleone	
8:30 a.m. – 2:00 p.m.	10th Annual NAXSA Golf Tournament	English Turn Golf Club
9:30 a.m. – 2:00 p.m.	Spouse/Guest Program (Bus departs hotel lobby at 9:30 a.m.)	New Orleans City Tour and Lunch
10:00 a.m. – 5:00 p.m.	Registration Open	Iberville Mezzanine
5:30 p.m. – 7:00 p.m.	President's Welcome Reception	Queen Anne Ballroom

THURSDAY, February 22, 2024

7:30 a.m. – 4:00 p.m.	Registration Open	Iberville Mezzanine
7:30 a.m. – 8:00 a.m.	Exhibits Open – Coffee Service/Danish	Iberville Ballroom
	GENERAL SESSION	Iberville Ballroom
8:00 a.m. – 8:30 a.m.	Plated Breakfast Served	
8:30 a.m. – 9:00 a.m.	NAXSA President's Remarks and Welcome	
9:05 a.m. – 9:10 a.m.	Brief Remarks from Incoming NAXSA President, Ryan Jaffe	
9:15 a.m. – 10:15 a.m.	Keynote Speaker, Kevin Mooney	
10:15 a.m. – 10:30 a.m.	Refreshment Break – Exhibit Area Open	
10:30 a.m. – 12:10 p.m.	Wired for Fraud...	
12:10 a.m. – 12:55 p.m.	Lunch Served and Exhibit Area Open	
1:00 p.m. – 1:50 p.m.	Rouse Services...	
1:55 p.m. – 2:55 p.m.	Reducing the Impact of Seasonality...	
2:55 p.m. – 3:15 p.m.	Refreshment Break	
3:20 p.m. – 4:30 p.m.	Use of Trench Boxes...	
5:30 p.m. – 6:30 p.m.	Networking Happy Hour	Riverview Room

FRIDAY, February 23, 2024

7:30 a.m. – 8:00 a.m.	Breakfast Served In Exhibit Area – Exhibits Open	Iberville Ballroom
8:00 a.m.	Friday Welcome	
8:00 a.m. – 8:15 a.m.	There's a Science...	
8:15 a.m. – 10:00 a.m.	COMMITTEE MEETINGS	
	Manufacturers	Orleans A
	Communications	Orleans B
	Membership	Orleans C
	Engineering	Orleans D
	Insurance	Iberville Ballroom
	Safety (Training)	Bienville C
10:00 a.m. – 10:10 a.m.	Convention Closing Remarks	
10:10 a.m. – 10:30 a.m.	Closing Break	

CONVENTION PROGRAM & SCHEDULE



WEDNESDAY, February 21, 2024

- 8:30 a.m. – 2:00 p.m. **10th Annual NAXSA Golf Tournament**
Location: English Turn Golf Club
(Buses depart Hotel Monteleone at 6:45 a.m.)
- 9:30 a.m. – 2:00 p.m. **Spouse/Guest Program**
(Bus departs hotel lobby at 9:30 a.m.)
New Orleans City Tour and Lunch
- 10:00 a.m. – 5:00 p.m. **Registration Open**
Location: Iberville Mezzanine
- 5:30 p.m. – 7:00 p.m. **President's Welcome Reception**
Location: Queen Anne Ballroom
Sponsored by: Trench Shoring Company



THURSDAY, February 22, 2024

- 7:30 a.m. – 4:00 p.m. **Registration Open**
Location: Iberville Mezzanine
- 7:30 a.m. – 8:00 a.m. **Exhibits Open – Coffee Service/Danish**
Location: Iberville Ballroom

kloeckner metals

THURSDAY GENERAL SESSION

Location: Iberville Ballroom
Sponsored by: Kloeckner Metals

- 8:00 a.m. – 8:30 a.m. **Plated Breakfast Served**
Sponsored by: Trench Shore Rentals



- 8:30 a.m. – 9:00 a.m. **NAXSA President's Remarks and Welcome**
Speaker: Kevin Malloy, NAXSA President and President, Trench Shoring Company
Introduction of Slate of New Officers and Membership Vote
Passing of the Gavel to Incoming President Ryan Jaffe, Vice President, D.P. Nicoli
- 9:05 a.m. – 9:10 a.m. **Brief Remarks from Incoming NAXSA President, Ryan Jaffe**

PROUD FOUNDING MEMBER



Congratulations

RYAN JAFFE

DP NICOLI

NAXSA PRESIDENT 2024—2025

Thank You

KEVIN MALLOY

TRENCH SHORING COMPANY

NAXSA PRESIDENT 2023—2024

FROM ALL OF US AT



"Commitment To Safety & Service"
Since 1973



TrenchShoring.com/Training

TrenchShoring.com

Compton - Corporate Office - 310-327-5554

Bakersfield	Banning	Corona	Fresno	Fullerton	Lake Forest	Moorpark	San Diego	San Leandro	Las Vegas
805-396-9160	951-846-1811	951-734-4290	558-891-4123	714-679-1805	949-434-9858	805-529-4814	650-530-2508	510-880-0589	702-851-9820

CONVENTION PROGRAM & SCHEDULE

THURSDAY, February 22, 2024 (cont.)

9:15 a.m. – 10:15 a.m.

Keynote Speaker

Speaker: Kevin Mooney - Shipyard and Maritime Industry Executive And Leadership and Management Advisor

Safety and Crisis Response Leadership – Key Takeaways for Leaders and Team Members

Kevin Mooney, leadership advisor, retired Nuclear Submarine Commanding Officer, and former Shipyard President and Senior Executive will discuss Safety and Crisis Response Leadership, including best practices and lessons learned from more than 37 years of managing safety outcomes in high-risk military and heavy industrial environments.

Kevin will provide a riveting and gritty account of real-world crisis response and risk management following the high-speed underwater grounding of USS San Francisco (SSN-711) in January 2005. You will learn ways to manage stressful and dangerous situations as well as post-crisis recovery.

10:15 a.m. – 10:30 a.m.

Refreshment Break – Exhibit Area Open

Sponsored by: GME Trench Protection Specialists



10:30 a.m. – 12:10 p.m.

Wired for Fraud: An Uncompromising Approach to Scams and Other Cyber Skullduggery

Speakers: Blake Dickens, HUB International
Greg Moreno-Earle, National Trench Safety
Brian Schnese, HUB International

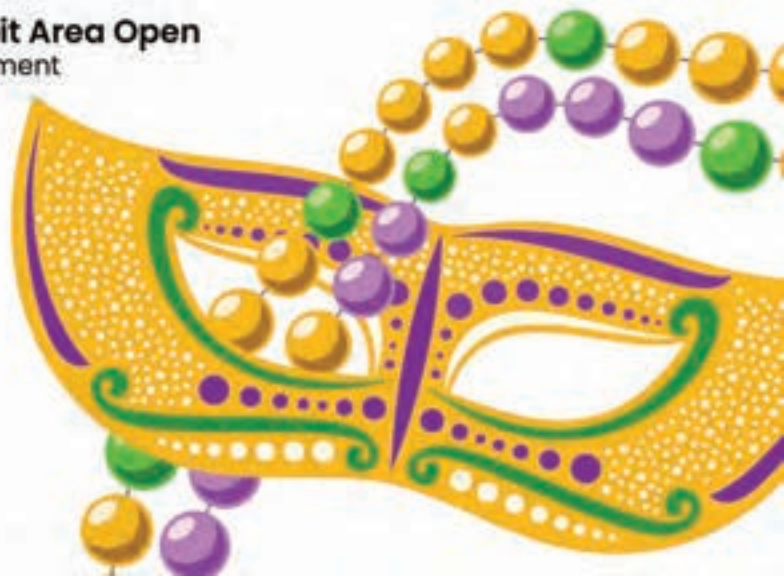
Imposters. Hucksters. Fraudsters. Tricksters. Scammers and hackers continue to come up with more sophisticated ways to infiltrate organizations. Business email compromise and wire transfer fraud are the latest threats driving major losses, but even those with established controls are becoming victims of social engineering scams. All this against the backdrop of a ransomware epidemic. Threat actors have upped their manipulation game by using new tools, such as artificial intelligence (AI), to swindle, swipe and steal.

These newer and more innovative fraudulent practices stem from the pervasiveness of digitalization. Join HUB International's Executive Vice President, Blake Dickens, National Trench Safety's VP of Information Technology, Greg Moreno-Earle, and former FBI Special Agent, Brian Schnese, for a threat briefing that will feature important case studies, trending methods of compromise, and the best solutions to prevent them.

12:10 p.m. – 12:55 p.m.

Lunch Served and Exhibit Area Open

Sponsored by: Stemar Equipment



CONVENTION PROGRAM & SCHEDULE



THURSDAY, February 22, 2024 (cont.)

1:00 p.m. – 1:50 p.m.

Rouse Services: Benchmarking Your Rental Performance

Speaker: Phil Mause, Rouse Services

You make critical purchasing, sale, and pricing decisions every day that affect your profitability. Accurate, actionable information from Rouse Services empowers you to make those decisions with confidence. Rouse collects rental and sale invoices and daily fleet snapshots from over 350 companies across North America. This information accounts for over \$85 billion of fleet on a cost basis, \$42 billion of annual rental revenue, and \$30 billion in private party retail sale transactions, and is used to provide clients with comparisons of their rental rates, utilization, equipment values, and other key performance metrics to industry benchmarks. All data is aggregated and de-identified to ensure confidentiality.

1:55 p.m. – 2:55 p.m.

Reducing the Impact of Seasonality in Our Industry

Speakers: Victor Cerda, Arcosa Shoring Products/Cerda
Joe Zylman, Arcosa Shoring Products

The goal of this presentation is to promote awareness. We will explain the challenges we face as manufacturers, and how they impact our customers and end users. In general, every year, manufacturers must flex way up in Q2 and Q3 and then flex way down in Q1 and Q4. The challenge is really the employees and certainly, every company is experiencing this difficulty. In the past (10 to 20 years ago), we would lay off our welders and they would wait to be called back. Today, we really can't afford to do that because they will find a different job and it is very difficult to find qualified replacements (especially with welders for the larger steel products).

The result is a win-win scenario. If some of our customers consider shifting their buying practices regarding stocking orders or expansion startups, then all manufacturers will be able to improve lead times for rental companies and end users. Also, by some customers buying earlier than normal, it will provide more leverage to secure better pricing and more favorable delivery/payment terms. It will also allow us to retain talented production employees so we can build upon that foundation. As an industry, we have been doing the same thing over and over again for almost 20 years while expecting a different result. Better lead times will help our customers get more deals and hopefully, due to this, end users will rent and buy more shoring rather than employ sloping, or worse yet...nothing at all.

2:55 p.m. – 3:15 p.m.

Refreshment Break

Sponsored by: Catalyst Strategic Advisors



3:20 p.m. – 4:30 p.m.

Use of Trench Boxes in Non-Standard Configurations and the Effects of Various Surcharges

Speakers: Jasper Calcara, P.E., D.H. Charles Engineering, Inc.
Braxton Erbe, P.E., Sunbelt Rentals Inc.
Brad Sims, P.E., B.A. Sims Engineering Inc.
Joe Turner, P.E., CER Engineering

This engineering panel will be a discussion on the use of trench boxes in non-standard configurations and the effects of various surcharges. Key industry engineers will lead this discussion with a Q&A at the end of the presentation.

5:30 p.m. – 6:30 p.m.

Networking Happy Hour

Location: Riverview Room

Sponsored by: Trench Shore Rentals



A Division of Woodward Enterprises • Established 1962

CONVENTION PROGRAM & SCHEDULE



FRIDAY, February 23, 2024

7:30 a.m. – 8:00 a.m.



**TRENCH
SAFETY**

Breakfast Served in Exhibit Area – Exhibits Open

Location: Iberville Ballroom

Sponsored by: Sunstate Equipment

8:00 a.m.

Friday Welcome and Announcement that Committee Meetings will Begin in 15 minutes

Speaker: Ryan Jaffe, NAXSA President, Vice President, D.P. Nicoli

8:00 a.m. – 8:15 a.m.

There's a Science to Reaching Small- to Medium-Sized Contractors

Speaker: Monica Worth, BoldWorks

NAXSA can reach – and engage in safer practices – the huge universe of small- to medium-sized contractors using a simple, scientific strategy. It is based on a synthesis of 508 studies on how people adopt innovation. The findings show how, over time, an idea or product builds momentum in waves, creating action within a group of people or organizations. Good news: NAXSA may need to activate a handful of people in just seven or eight states to reach the target audience of contractors in most of the 50 states. This 10-minute presentation will show how, and why success is more a matter of “when” than “if.”

8:15 a.m. – 10:00 a.m.

Committee Meetings

Manufacturers: Orleans A

Communications: Orleans B

Membership: Orleans C

Engineering: Orleans D

Insurance: Iberville Ballroom

Safety (Training): Bienville C

10:00 a.m. – 10:10 a.m.

Convention Closing Remarks

Speaker: Ryan Jaffe, NAXSA President

10:10 a.m. – 10:30 a.m.

Closing Break

Sponsored by: Glendale Steel





A Division of Woudenberg Enterprises • Established 1962

WE'VE GOT YOU PROTECTED!



**Hablamos
Español**



A Division of Woudenberg Enterprises • Established 1962

We Deliver World Class Customer Service

TrenchShoreRentals.com

- Hydraulic Shores
- Trench Boxes
- Trench Plates
- Slide Rail

- Confined Space Equipment
- Competent Person Training



Proud Founding Member of



PHOENIX
(602) 253-3311

TUCSON
(520) 352-3311

EL PASO
(915) 885-7100

LOS ANGELES
(866) 270-9960

SAN BERNARDINO
(909) 381-0244

SAN DIEGO
(800) 321-5285

Kevin Mooney

Leadership Advisor and Retired Nuclear Submarine Commanding Officer

Kevin Mooney has over 37 years of leadership and management experience in both private industry and the U.S. Navy. Over the past 16 years, he has held senior leadership positions in two large North American shipyards. Kevin had previously served for 20 years as a nuclear submarine officer in the US Navy. Kevin has guided numerous organizations through challenging circumstances including transformations, turnarounds and integration following acquisition. He gets results by building strong teams and creating an atmosphere of mutual trust, respect, and accountability.

His community involvement has included service on the Board of Directors of the San Diego Chamber of Commerce and the Board of Advisors of Workshops for Warriors, a non-profit organization providing manufacturing skills training to transitioning members of the Armed Forces. He is a guest lecturer at the Los Angeles Fire Department Leadership Academy.

Kevin graduated from Duke University with a B.S. in Electrical Engineering and earned a M.S. in Engineering Management from the Catholic University of America. He has also completed the Executive Program Manager's Course at the Defense Acquisition University.



PROGRAM SPEAKERS



Jasper Calcara, P.E. | D. H. Charles Engineering, Inc.

Jasper Calcara, PE has been designing site-specific shoring solutions, developing new shoring equipment for contractors for over 25 years, with his passion ignited by the fast-paced and highly complex daily challenges facing the industry. Over that period of time, Don Charles, the original founder of D.H. Charles Engineering Inc., and Jasper, worked to grow DHC from three employees to one of the national leaders in construction engineering throughout North America. His desire to move the industry forward and promote safety through education, has landed him as the engineering committee chair for NAXSA, where he's worked closely with leaders of our industry to make serious and impactful changes.

Victor Cerda | Arcosa Shoring Products, Inc./Cerda Industries

Victor Cerda began his manufacturing career in 1982 in the residential and commercial skylight industry. In 1988, he joined Speed Shore in their aluminum department, where he worked for seven years as Production Manager. After leaving Speed Shore, he moved to Phoenix where he worked for Safe-T-Shore for three and a half years as Operations Manager and then, as General Manager. After leaving Safe-T-Shore, Victor started Cerda Industries in 1999, doing general fabrication which later included trench safety equipment. He sold Cerda in 2014 and started All Pro Machinery Movers. Four years later, he repurchased Cerda Industries and continued to grow the company in the shoring industry. In March 2023, Victor sold Cerda Industries, for the last time, to Arcosa Shoring Products.



Blake Dickens | HUB International/HMP Insurance

Blake Dickens is the Executive Vice President HUB International Mid-South. For more than a decade in insurance, his focus has been helping businesses in and around the construction industry create risk management programs to help them protect their people, property, and profitability. His company has been working with Trench shoring companies for more than 20 years.

Blake currently serves as the NAXSA Insurance Committee Chair and has been working with NAXSA to develop insurance programs for its members for the last 7 years.

Braxton Erbe, P.E. | Sunbelt Rentals, Inc.

Braxton is a project engineer at Sunbelt Rentals and has been with the company for 5 years. His main area of work involves designing shoring systems such as sheet piles with hydraulic wale supports. He has a Masters degree in Civil and Environmental Engineering from the University of Maryland and currently lives in Arizona.



PROGRAM SPEAKERS

Ryan Jaffe | D.P. Nicoli, Inc.

Ryan Jaffe was born and raised in the Pacific Northwest. He attended Central Washington University and graduated with a Bachelor of Arts degree in Communications. Upon graduating college, he went to work for D.P. Nicoli, Inc. out of Tualatin, Oregon. Over the past 30 years, Ryan has been involved in sales and management within the piling/shoring rental industry and he is currently the Vice President of Sales and Business Development at D.P. Nicoli. He has helped develop D.P. Nicoli locations throughout Oregon, California, Washington, and Idaho.

For years, Ryan has been involved with and volunteered in construction-based organizations. He is currently the NAXSA President-Elect, after previously serving on the Board of Directors and as the Chairman of the Safety Committee.



Kevin Malloy | Trench Shoring Company

Kevin Malloy is the President of Trench Shoring Company and the current President of NAXSA. He started working at the family business in 1986 initially working in the yard and as a driver before moving into the office as a customer service representative. Later he moved into the Branch Manager role then was General Manager before being appointed President of the company in 1999.

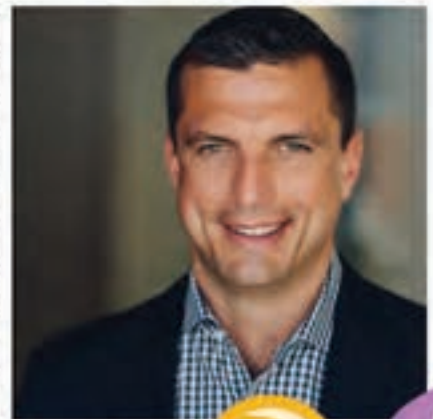
Kevin, with support from his dad Tom Malloy and his co-owners and siblings Bridgett Baril, Kelley Malloy, and Ryan Malloy, has guided the company through measured growth while maintaining excellent customer service and ensuring that the company maintain the largest rental fleet of shoring and steel traffic plates in the markets TSC serves.

The thing that Kevin is most proud of in his career is continuing the tradition started by his father and company founder, Tom Malloy, of handing out custom leather jackets to every employee that reaches the milestone of twenty years of service with the company. To date the Malloy family has handed out over seventy of the twenty years of service jackets.



Phil Mause | Rouse & SmartEquip

Phil leads Rouse Services, the construction equipment industry's leading provider of insights on used equipment and rental markets. Phil started working in the construction equipment rental industry as a consultant in 2007 before joining Rouse Services in 2010 to build Rouse Analytics. Phil led Rouse Analytics through its launch 2011 and its rapid growth over the past decade into the leading provider of rental market insights. Today, Rouse Analytics provides rate and utilization benchmarking to over 350 rental companies and dealers across North America, the United Kingdom, and Australia. Rouse collects nightly data on over \$85 billion of fleet and \$42 billion in annual rental transaction volume.





**NATIONAL
TRENCH SAFETY**

**WE SELL
SAFE EXCAVATIONS**

888.234.9244 • NTSAFETY.COM

ROAD PLATES • PIPE PLUGS • SLIDE RAIL • TRENCH BOXES
TRAFFIC SAFETY • ALUMINUM BOXES • IN-HOUSE ENGINEERING

PROGRAM SPEAKERS



Greg Moreno-Earle | National Trench Safety

Greg Moreno-Earle joined the NTS team in the role of Chief Information Officer in 2021. Mr. Moreno-Earle's responsibilities include overseeing all technology and cybersecurity related activities. During his time at NTS Greg has transformed the technology landscape, from implementation of cloud-based infrastructure, applications, and services to development of digital capabilities for customers and employees to establishing a robust Cybersecurity program.

Prior to joining NTS, Greg served as Vice President, Information Technology, for Key Energy Services, a portfolio company of Platinum Equity. His main area of focus was leading the company through a digital transformation. He also held senior leadership positions at Buckeye Partners, Superior Energy Services, Continental & United Airlines, and Dresser-Rand. Greg earned a Bachelor's Degree in Decision & Information Science from the University of Florida.

Brian J. Schnese | HUB International

Brian J. Schnese is a Senior Risk Consultant with HUB International's Risk Services Division and Assistant Vice President of the Division's Organizational Resilience consulting team. Brian is a former FBI Special Agent and was most recently a Senior Manager in the National Investigations Center of a Fortune 50 corporation. He has extensive training and experience in functional areas related to theft and fraud, law enforcement, crisis management, intelligence gathering/production, money laundering, organized retail crime, safety and security risk, non-violent intervention, assets protection, and investigations. Brian brings deep subject matter expertise in assessing and implementing internal controls, conducting complex financial fraud investigations, and building internal fraud prevention and resolution strategies.

As a member of HUB's Organizational Resilience Team, Brian specializes in developing and delivering fraud prevention and preparedness focused solutions in addition to Enterprise Security Risk Management, Business Continuity Management, Cyber Risk Management, and Critical Incident Response Management solutions.



Brad Sims | B.A. Sims Engineering, Inc.

Brad Sims, President of Sims Engineering, Inc., came to Los Angeles in 1995 after graduating with an engineering degree from Purdue University. Los Angeles is a 'hotspot' for required site-specific engineering and Sims studied and learned how to design shoring while working at Colich and Sons, a large underground pipeline company. After receiving his engineering license in 1998, Sims began engineering all of Colich's in-house shoring designs and eventually, went out on his own in 2011. Presently, Sims Engineering designs hundreds of shoring systems every year, plus other structural and civil engineering projects.



PROGRAM SPEAKERS

Joe Turner | CER Engineering

Joe Turner, P.E., is one of the most recognized figures in the trench safety industry, having provided trench safety plans for the last 25 years and has over 35 years of experience in the engineering construction field. Among his many accomplishments, is the book *Excavation Systems, Design, Planning and Safety*, which was published by McGraw-Hill in 2008 and is still used today as a reference for many students and professionals regarding proper shoring engineering techniques.



Monica Worth | BoldWorks

Monica Worth works within media, Congress, federal and state government, and at the roots of communities to help organizations advance urgent missions, messages, projects, and solutions. She provides strategy, planning, and products that leverage the outreach of respected advocacy groups, the agendas of government and market leaders, and the power of the press to stimulate movement on vital topics and policy. She has appeared on "Nightline," "Today," "Oprah," "Larry King Live," and "20/20," among other media. Worth and her team assist NAXSA in building its online presence, membership, and overall footprint through BoldWorks, a group of seasoned executives that help organizations doing bold work say it, do it, lead it, faster.



Joe Zylman | Arcosa Shoring Products, Inc.

Joe Zylman graduated from Michigan State University with a BA in Materials and Logistics Management in 1993. A short while later he started working for the company that would eventually be called Arcosa Shoring Products, Inc. Joe started his career in purchasing and worked his way into production management. Eventually he gravitated towards sales and sales management and most recently took the helm of Arcosa Shoring in 2016 when his former boss retired.



2023 NAXSA BOARD OF DIRECTORS



OFFICERS



PRESIDENT
Kevin Malloy
President
Trench Shoring Company
Los Angeles, CA



PRESIDENT-ELECT
Ryan Jaffe
Vice President
D.P. Nicoli, Inc.
Seattle, WA



IMMEDIATE PAST PRESIDENT
Brian Crandall
President and CEO
Icon Equipment Distributors
East Brunswick, NJ



SECRETARY/TREASURER
Phil Mason
CEO
National Trench Safety
Houston, TX



EXECUTIVE DIRECTOR
Melanie McKee
NAXSA
Mount Juliet, TN

DIRECTORS



Tim Christian
Executive Vice Pres.
Pacific Shoring
Products
Pasadena, TX



Nick Cook
Branch Manager
Herc Rentals
Paso Robles, CA



Gary Donovan
Owner/CEO
Roadplate Group, LLC
Walpole, MA



Armando Garcia
Phoenix, AZ



Steve Hanley
Dealer Support
Arcosa Shoring
Products/Cerda
Houston, TX



Adam Huffman
General Manager
Woudenberg Enterprises
Scottsdale, AZ



Tim Markonich
General Manager
Stemar Equipment
Los Angeles, CA



Steve Simon
Regional Manager
Sunbelt Rentals, Inc.
Memphis, TN



Joe Turner
President
Construction Engineer
Resource, Inc.
Santa Rosa, CA

PAST PRESIDENTS



Ron Chilton
Founder
National Trench
Safety
Houston, TX



Dave Nicoli
President and CEO
D.P. Nicoli, Inc.
Tualatin, OR



Dana Woudenberg
President
Woudenberg Enterprises
Scottsdale, AZ



SAVE THE DATE

11th Annual NAXSA Convention & Golf Tournament

February 26-28, 2025

Wyndham Grand Clearwater Beach
Clearwater Beach, FL





P.O. Box 964 • Mt. Juliet, Tennessee 37121
615-488-0902 • info@naxsa.org
www.NAXSA.org