



## **2021 Convention General Sessions - Educational Sessions**

### **Title/Description/Speakers**

#### **Thursday, November 11, 2021 – General Session Topics/Speakers**

##### **Presentation Title: Possible Changes in the Trench Safety Industry Now and in the Future**

**Session Description:** The trench safety industry is a very important part of the infrastructure of the United States. Many changes have taken place over the years, with improvements in products, training, and safety in the forefront. Ron will provide his take on the past as well as offering what he envisions the future may be for trench safety.

**Speaker:**        **Ron Chilton, National Trench Safety**

##### **Presentation Title: 2021 Update and 2022 Economic Forecast**

**Presentation Description:** Randall will present his findings on the construction indicators including housing permits, non-residential construction as well as highway and transportation spending. What the impact might be if the infrastructure legislation passes, general economic data and a 2022 forecast about inflation, interest rates and other economic indicators.

**Speaker:**        **Randall Shaffer, CTR Forecast**

##### **Presentation Title: Pipe Plug and Testing Equipment Panel Discussion: Profit not Pain, While Renting and Selling Pipe Plugs**

**Presentation Description:** Pipe plugs and test equipment can be a very profitable line to compliment your trench safety equipment offering. Join us Thursday afternoon from 3:45 – 4:45pm for a panel discussion on some of the best practices to incorporate into your operating procedures and some of the pitfalls to avoid. The panel also takes on the most difficult plug question: How do you block a pipe plug? The panel will help take the pain out of renting and selling pipe plugs and test equipment.

**Moderator:**     **Dennis Parker, GME**

**Speakers:**      **Karl Trott, Plug Technologies**  
                     **Skip Summers, Lansas/VanderLans & Sons**  
                     **Jason Maglietta, Cherne Industries, Inc.**  
                     **Jasper Calcara, P.E., D.H. Charles Engineering, Inc.**

## **Thursday, November 11, 2021 – Educational Sessions**

### **Session Title: End Loading Trench Shields – Hazards & Solutions**

**Session description:** The most common tab data non-compliance for shielding products in our industry is the leaning or hanging of steel plates and other sheathing against the spreaders to obtain three or four-sided pits. This can prove to be a very dangerous practice as the slender pipes and tubes are often under extreme compression loads from the shield walls and can buckle and collapse when side loaded. This session will spotlight some of these hazards as well as outline safe and legal practices developed by manufacturer's tabulated data or technical data sheets as well as site specific details to better support contractors and keep them safe and legal.

**Speakers:** Luke Griffis, SE, PE  
Tim Dey, PE, Arcosa Shoring Products

### **Session Title: Safe Equipment Handling and Best Practices**

**Session Description:** The NAXSA safety committee has identified a few key areas across multiple companies where hazards persist, and injuries occur. This session will focus on three main areas: loading/unloading including cargo securement, shore assembly/disassembly, and build-a-box assembly/disassembly. Our panel of safety professionals hopes to provide members with a guide, recommendations, and best practices they can apply at their companies to create a safer industry for all. The Safety committee aims to be a resource and answer any questions members may have. (Q & A will take place the last 10 minutes of this session.)

**Speaker and Moderator:** Danielle Willis, Trench Shoring Co.  
**Speakers:** Tim O'Keefe, Sunbelt Rentals, Inc.  
Jay Roth, National Trench Safety

### **Session Title: NAXSA Website Tour and the Importance of social media in Business-to-Business**

**Session Description:** Join us for the "tour" of the newly designed NAXSA website. We will explore the many offerings available throughout the website including the new on-line NAXSA member directory, dedicated committee pages, real project solutions, FAQs for excavation and shoring solutions, manufacturers products, insurance, and much more!

NAXSA recognizes that the importance of social media marketing has never been greater. Considering the world is digital, it makes sense that social media has become the go-to place for brands and businesses. Promoting the name of your brand and building stronger relationships with existing customers: the end goal is to use your online presence to create more business opportunities. NAXSA is your partner in that endeavor, and we want you to know what we're doing and how we can work together.

**Speakers:** Brian Crandall, NAXSA President and Icon Equipment Distributors  
Maarten Shafer, Coolbrands

## **Friday, November 12, 2021 – General Session Topics/Speakers**

### **Presentation Title: State of the Rental Services M&A Market**

**Presentation Description:** Mr. Hudson will discuss the current state of the M&A market for Rental Services companies. This discussion will provide an update on current trends, demand dynamics, institutional activity, and valuations. Understand the importance of effectively positioning your Trench Shoring and Safety Solution business to achieve optimal shareholder value. Learn the key steps to take if you are considering selling your business.

**Speaker:** Matthew Hudson, Oppenheimer & Co., Rental Services Investment Banking Group

### **Presentation Title: Teamwork, Teambuilding and Leadership in Today's World**

**Keynote Speaker:** Dr. Ivan Joseph

Dr. Joseph, the award-winning performance coach, will inspire us all to maximize our potential with his keynote address on Teamwork, Teambuilding and Leadership Skills in Today's World. Joseph has spent his career leading cultural transformation, helping people believe in themselves, and creating cohesive teams. He speaks about self-confidence, embracing the "grit" to persevere in spite of setbacks, and leading teams to success, drawing from the lessons he's learned from a life in sport.