

New Member Spotlight:

Can Trench, Ltd. newest NAXSA member but industry veteran

It really was a matter of when, not if, **Alex Nedeltchev** would enroll his Canadian-Based engineering consultation firm, **Can Trench, Ltd.** with NAXSA. After all, Nedeltchev has been an active participant in the engineering and manufacture of trench safety equipment since 2006 which he joined NAXSA member Efficiency Production as their Director of Engineering. Then in 2012, Nedeltchev and his wife Daniela Stefanova registered *Cantrench Group, Inc.* in Windsor, Ontario, Canada. However, later the name was simplified just to Can Trench, Ltd.

Though founded in Windsor, Can Trench's Canadian home office is in... Bulgaria? "We are a 100 percent Canadian Owned Company," says Nedeltchev. "Danny and I are both Canadians with European roots. We simply run a business from Sofia, Bulgaria, due to existing and emerging new opportunities in Europe," adds Nedeltchev.

Ninety percent of Can Trench's business is with North American companies. Nedeltchev doesn't find the distance from work office to workplace difficult to manage at all. "We all live in the 21st Century and I like to think of us as a typical 21st Century company," Nedeltchev explains. "E-mail, *Google*, and any kind of software you can imagine; we have no problem communicating with our customers," he says. "And with the ubiquity of *Skye*, *Viber*, *FaceTime*, and *WhatsApp*; it's still a very 'in-person' business for us," says Nedeltchev.

"We started Can Trench, Ltd. small and simple," Nedeltchev continues. "Over the years we've gained more customers in the United States and Canada; both manufacturers and trench shoring distributors and dealers," he says. "We are providing engineering services to our clients with an essence of time, budget and technical excellence. Currently, we have licensed Engineers in eight Canadian Provinces and the State of Michigan; not to mention the 27 countries of the European Union."

Because Can Trench has expanded its services to both manufacturers and dealers, Nedeltchev felt it was time to officially join NAXSA. "Put simply, when one of your mentors like Joe Turner is a member and so many of your well respected engineering colleagues are also in the organization as well, it just made sense to finally join the association," Nedeltchev says.

"We hope that joining NAXSA will give us a chance to keep up-to-date with the developments in the industry, because we learn from each other regardless of how you look at it," says Nedeltchev. "At the end of the day, the safety of the public is our paramount duty to the society as Professional Engineers and Trench Shoring Specialists," Nedeltchev confirms.

For more information about Can Trench, Ltd., visit www.ct-shoring.com or email cantrench@gmail.com