

Member Profile- Plug Technologies Inc.

It's been over 7 years since pipe plug industry veterans Marc Bevacco and Karl Trott teamed up with the business acumen of Glen Meyer to form a powerful team and a new business entity to serve the underground industry with their new business Plug Technologies Inc. In addition to many innovative product ideas and a commitment to one-on-one customer service PTI soon realized that the newly formed NAXSA would make a perfect distribution channel for their new products.

Bevacco who serves as President and Design Engineer and Trott who affectionately calls himself The Plug Peddler have known each other for years working together in competitor's businesses and had a vision of what they would want to offer their new customer base both for product and services. Mr. Meyer rounds out the founding team and brings a legal background and functions as the company's CFO. Shortly after opening, Greg Majernik, another long-time industry veteran was brought in to handle production and the manufacturing process. This team at the onset had accrued over 50 years of industry experience and hit the floor running in their new home located in Hanover Minnesota.

PTI has grown its product line steadily since first opening its doors and now currently handles plugs up to 60" in diameter and a full compliment of products including Air Testing and Vacuum Testing Equipment. In addition to some proprietary manufacturing processes, PTI believes part of their success has been in their attention to detail in providing a robust and functioning plug testing system. These details include American made accessories in items like fittings, hoses, and gauges. Trott states we know how hard the rental applications for these products can be and we set out to make both a durable and simple product that would provide operators a longer life and better ROI.

Success hasn't come easily or instantly for PTI but thru hard work, dedication, and a great product they have made steady strides to become one of the industry stalwarts. Trott relives the story of taking their first batch of products and loading his min- van full for six weeks of barnstorming the country demonstrating products and selling out of the back. Many of us in the industry can remember those early sales call fondly with The Plug Peddler.

The pandemic has changed many of the ways a lot of us market our products but PTI has pledged to continue to do the simple things that make them successful like answer the phone with a real person, ship orders in a timely manner, and offer innovative quality products.

NAXSA is proud to have quality manufacturing members like Plug Technologies Inc. who have supported our association since the beginning and builds a product tailored to our needs.