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and Government*

**An Affiliate of the
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Trenchless Technology**

NASTT

**1655 N. Fort Myer Dr.
Suite 700
Arlington, VA 22209
Phone: (703) 351-5252
Fax: (703) 739-6672
E-mail: nastt@nastt.org
Web site: www.nastt.org**

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International Representative**
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WSA Trenchless Consultants

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TT Technologies

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Fall Is Close at Hand, and It's Time to Look to the New Year

by Piero Salvo, 2008 NASTT Chairman

As Fall approaches, the leaves start changing color and the air is crisper and cooler (at least on the East Coast), we start to look at the Thanksgiving Day holiday, with the Yuletide spirit not far behind. Therefore, we start looking at the New Year and what is in store for us.

Our industry is unique given that with the aging infrastructure in need of replacement, it is often selected to be rehabilitated using a trenchless technology. The North American trenchless market is moving ahead at a steady pace.

Why trenchless? One may ask the question and there are many valid and viable answers available. By using trenchless technology, we reduce the carbon footprint impact of underground construction in our communities. The benefits are priceless. The use of trenchless technology offers minimal

surface disruption and trenching, reduces public inconvenience and traffic congestion and is often more cost-effective than open-cut methods.

NASTT continues to be the leader in promoting the use of trenchless technology for the public benefit. Thanks to the support of our members, NASTT provides top-notch trenchless education and training courses. NASTT courses provide city, municipal, engineering and contractor personnel the information they need to use trenchless methods to repair and rehab existing infrastructure and to learn the different types of trenchless methods available for new construction.

NASTT has been extremely active this year with its training and outreach programs. Your continued support of NASTT is what allows us to update and perfect the courses offered to our members across North America. For our

Strong Exhibit Sales for the Toronto No-Dig Show 2009

NASTT is pleased to report that exhibits are 75 percent sold for the International No-Dig Show 2009 in Toronto, March 29 – April 3 at the Sheraton Centre Hotel.

"With only six months to go, exhibit space is selling at a brisk pace," said program chairman Joe Loiacono. "At this rate, we anticipate a packed, sold-out show."

The International No-Dig Show 2009 is the premiere event for product launches and introducing new methods to the trenchless marketplace. The 50,000-sq ft exhibit area will showcase a wide range of trenchless vendors – from manufacturers of microtunneling and pipe bursting equipment to suppliers of coatings and linings materials.

"Trenchless companies are really stepping up their booth space for 2009," reported Loiacono. "Larger booth spaces have been reserved for bigger equipment displays. I hear talk of product launches being planned, specifically at No-Dig. The show is really creating a buzz."

It is not surprising that exhibitors are

upgrading the size of their booth space. Attendees will travel from around the world to visit the 100-plus exhibiting companies. Nearly 2,000 people are expected to attend, promising face-to-face networking on a global scale.

"We anticipate that the turnout will be amazing," predicted Loiacono. "Last year's attendance was record-breaking, but with the international delegates expected to attend in 2009 and the number of exhibitors reserved at this time, we will surely have another record-breaking event in Toronto."

The No-Dig reputation is built upon quality, not just quantity. The event attracts quality, key decision-makers from utilities, engineers, contractors, manufacturers and suppliers, who are there to do business in one forum that is dedicated to exclusively promoting trenchless technology. Eighty percent either approve or recommend purchases in buying equipment, supplies or services for their organization.

Many attendees will be there to learn new methods and techniques that will help save money and improve infrastructure, like John Huber, engineer for Constellation Energy,

CHAIRMAN'S REPORT



Piero Salvo

members, please renew your dues for 2009 and if you are not a current member, please consider joining us and the 1,200 professionals and leaders in providing trenchless solutions for our infrastructure challenges.

Membership offers a number of benefits, including continuing education and training, registration discounts to attend the annual No-Dig Show and NASTT training programs, discounted pricing on NASTT publications, monthly subscriptions to industry magazines, a bi-monthly newsletter, members-only access to published papers and the opportunity to participate in committees and to become involved in your regional chapter.

Our members often join for one reason, only to discover the value of many of the others. I can personally attest to the rewarding relationships I have cultivated over the years through

my membership and involvement in NASTT. I encourage you to join/renew your membership for 2009. Together, we can continue to improve NASTT and advance the application of trenchless technologies. By renewing online, you'll save paper and reduce postage costs. Go to www.nastt.org and join or renew today!

On a personal note, this current newsletter is one of importance as I prepare to pass the baton in 2009 to current Vice-Chairman Chris Brahler. However, before the year is out, NASTT will have held its Board meeting in Chicago and will have gone to Mexico to introduce our organization and trenchless technologies to our colleagues.

A mis colegas en México, visita NASTT en la conferencia de ANEAS en Guadalajara del 3 de noviembre al 8 de noviembre de 2008. Su participación es qué permitirá que las tecnologías

trenchless sean utilizadas más a menudo en su país. Non olvide reservar del 29 de marzo al 3 de abril de 2008, de modo que usted pueda atender al Conferencia Internacional No-Dig 2009 en Toronto, Canadá.

Sans oublier mes collègues au nord de la frontière, votre participation, comme toujours est la bienvenue et attendue afin de voir la croissance d'utilisation des technologies sans-tranchée. Donc, veuillez renouveler votre adhésion à NASTT pour la prochaine année et profiter de tous les avantages d'être membre et surtout réserver vos places pour la Conférence International No-Dig 2009 qui aura lieu à Toronto.

I wish you all a very safe and wonderful Fall and make sure you take the time to enjoy the Thanksgiving holiday.

based in Maryland and a past No-Dig attendee. "The No-Dig exhibit hall was nice and had a good sample of available options for repair," said Huber. "Overall, visiting the exhibits was well worth my time to come out and see everything."

"I have attended almost every No-Dig since they started. The level of interest in No-Dig projects from the attendees is exceptional," said Joe Abbott, national sales manager for Godwin Pumps and also an exhibitor. "They were not talking about what might happen in the future, but of actual project experiences and future planning using No-Dig construction techniques. No-Dig made for a very enjoyable show."

"Whether you're a potential No-Dig attendee, exhibitor or sponsor, don't miss this opportunity to establish new relationships and grow your current business at the international level," said Loiacono. "It's not too late to get involved. Sponsorships and booth spaces are still available."

Sponsoring the International No-Dig Show is a great opportunity to get your company name in front of the industry on

an international level. Contact Lindsie Bowman at Benjamin Media at ph: (330) 467-7588 or visit our Web site at www.nodigshow.com for a current floor plan and exhibitor/sponsor prospectus.

NASTT Corporate Membership Saves You Money

If you're not already a member of NASTT, we invite you to consider joining as a corporate member, which is the best value for your company. Here are the benefits:

- Discounted Booth Space at No-Dig – Corporate members save \$800 per 10-ft x 10-ft booth space at No-Dig. This item alone may pay for your corporate membership.
- Best Value for Your Company – A corporate membership includes (1) primary representative and (5) additional representatives for a total of six memberships! This is a savings of \$200.
- Investment in the Future of Trenchless Technology – This is an opportunity for you to invest in the education of

professionals who will use or specify various trenchless methods.

- Leadership Opportunities – Corporate service, citizenship and leadership opportunities are available for your employees to serve on NASTT committees and the Board of Directors.
- Products & Services Directory – Complimentary and exclusive listing of your products and services on the NASTT Web site, as well as link to your company's Web site.

By renewing online, you'll save paper and reduce postage costs. Go to www.nastt.org and join or renew today!

Upcoming NASTT Conferences, Training & Chapter Events

- Nov. 12, New Installation Methods Course: Edmonton, Alberta
- Nov. 13, Alberta Trenchless Conference: Edmonton, Alberta
- Jan. 20, 2009, HDD Good Practices Guidelines Course: San Antonio, Texas