

Cal Contractor

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MAGAZINE



TRENCH SHORING CO.
Celebrates 40 Years



Los Angeles Headquarters.



TRENCH SHORING COMPANY

The Front Runner In Trench Safety & Service Since 1973

Trench Shoring Company has come a long way since Tom Malloy first started out 40 years ago, and a new generation is currently at the helm to help continue his legacy. You remember 1973 don't you? If not, let me jog your memory with a few editorial visuals. "I am not a crook," says President Richard Nixon, as he maintains his innocence in the Watergate Case. "Soylent Green is people," screams Charlton Heston, while being carted away on a stretcher. Tony Orlando and Dawn were busy belting out "Tie

A Yellow Ribbon 'Round The Ole Oak Tree", your kids were watching "The Waltons" before bedtime and you may have been making your first cell call from a device that looked more like a brick than a phone. Ok, you get the picture.

Tom Malloy decided to start Trench Shoring Company back in 1973 in order to meet the shoring needs of general contractors in the Los Angeles area on primarily public works type projects. He got his start in the construction business however, by partnering with his Dad,



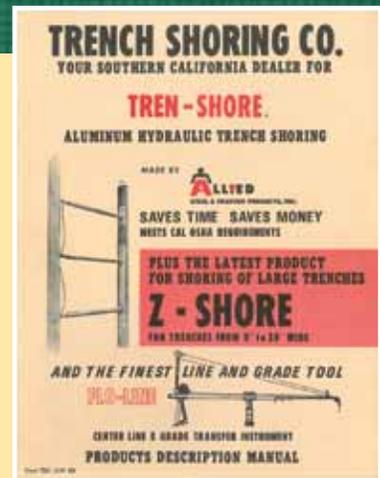
..... Tom Teaching a Safety Training Class.



1973



Tom Malloy promotes Kevin to President: (L-R) Tom Malloy, Owner; TSC, Kevin Malloy, President; Bridgett (Malloy) Baril, Vice President; Kelley Malloy, Vice President and Art Boquiren, CFO.



Above: 1974 TSC Brochure

Emmett, as a general engineering contractor for several years. His father passed away in 1972 and their construction business was just getting by at the time, so Tom decided to go into the shoring business. He reasoned that with OSHA's new standards, shoring would be a growing business for years to come. Tom started out with aluminum shores and then began manufacturing his own trench boxes and shore shields. He had a hand full of plates left over from his contracting days and began renting those as well. Different types of shoring products were added as they became available on the market. Tom Malloy even developed his own product back in the 70's. It was called the "Z" Shore and it was built around a system of hydraulic rams that feature a steel jacketed structure to withstand the rigors of heavy-duty jobs. The "Z" Shore is still a very popular product today and rented regularly. Trench Shoring Company started out small like most new companies with their corporate office in a trailer on Avalon Blvd. in Los Angeles. By 1980, Trench Shoring Company had grown enough inland to merit a Corona branch office that boasted a whopping eight employees. Still, Tom's dream of keeping contractors safe in the trenches through excellent, consistent service was beginning to be noticed by many and Tom's

children would soon be joining the ranks. "Words can not express just how proud my wife Sharon and I are of all four of our children," says Tom Malloy. "It was important to me that all of my children work for other companies before coming to work for Trench Shoring Company. It had to be a minimum of two years. I believe this experience has contributed greatly to their ability to manage properly and understand precisely what we owe to our customers and the industry we serve."

Bridgett (Malloy) Baril worked for three years at Proficient Food Company and Shaw Lumber after graduating from USC. She currently works in Trench Shoring Company's Lake Forest branch. Bridgett's husband John Baril has been the Lake Forest branch manager for 23 years.

After graduating from USC, Kelley Malloy worked for several years at a small advertising agency in Los Angeles, as well as Saatchi & Saatchi in Torrance. Kelley now works at the Trench Shoring Company Los Angeles branch.

For many years Ryan Malloy pursued his interest in music, playing bass guitar with his Orange County band Melee. They toured all over the US, Europe and Asia while signed with Warner Music. Ryan is currently working in the Lake Forest branch as a rental coordinator.



..... Corona Location Opens.



..... Lake Forest Location Opens.

1978

1990



1,400 TSC TrenchTops® covering 14 miles were utilized for Endeavour's Final trip.

Kevin Malloy spent a little over two years at Dun & Bradstreet after graduating from the University of San Francisco, majoring in Finance. He then joined Trench Shoring Company as an assistant to then General Manager, Jim Coffelt. Kevin remained in this capacity for several years, learning all of the ins and outs of the business, until Jim decided to retire in 1996. Kevin assumed he responsibility and title of General Manager and was promoted to President of the company in 1999, when his father, Tom Malloy, stepped away from day-to-day operations. "Many, including myself, thought that it would be all but impossible for my dad to hand over daily operations to anyone else. But he has done just that and it has been a great experience for me. My dad has allowed me to fully experience and learn from both my failures and success. He remains as our company's CEO and is always available for good council, and I do go to the well from time to time," says Kevin. "We are very proud of the fact that Trench Shoring Company has remained a family business. We are a true working family business in that each of us contributes to the success of the company on a daily basis."

Trench Shoring Company's customer base has expanded into a much broader range of business types since their inception back in 1973. From primarily public works type contractors, the company now services a variety of utility contractors, oil and gas companies, Edison, Sempra Energy, fire, sprinkler and electrical contractors, site development and of course a long list of general engineering construction firms. "Further diversification within our relatively small niche market has helped us through the downturns. While one business segment may not be doing well, another may be thriving and that has been good for our business," says Kevin Malloy. "What separates us from the other shoring companies is definitely our commitment to safety and service. As a former contractor, our dad knows the importance of avoiding downtime. He has been a great mentor and example to all of us here at Trench Shoring Company and his commitment to safety and customer service is truly his legacy." Trench Shoring Company's commitment to safety and customer service is not just a tag line or something that appears on a business card. For Trench Shoring Company it is about



..... Moorpark Location Opens.
 (L) Ken Slaughter Sr.
 (R) Tom Malloy.





being part of the solution at all cost. This means counseling a potential client on not what you can sell them, but rather on what they need. Talk is not enough; action is what separates the professionals from the amateurs. "Our dad has poured his heart and soul, as well as his money into this company over the past 40 years. We are somewhat unique in that we have not allowed ourselves to become distracted from our priorities. If we require equipment or additional materials to take care of a customer, it is a green light from our owner (Tom) to get it. Our inventory has grown dramatically over the years and we can compete with anyone on both availability and price," says Malloy. "

Trench Shoring Company has grown from a few hard working individuals back in 1973 to around 200 employees today. Their growth over the last 40 years is also evident in their now nine locations that are fully stocked and ready to serve all of Southern California. Three years ago, Trench Shoring Company added a branch office in Las Vegas and just recently purchased and moved to their new location on Flossmoor St. The property is situated just across Craig Rd. on a three and a half acre lot. The facility includes a nice front office, shop and warehouse, where the equipment and inventory is stored and maintained. In addition, Trench Shoring Company has very recently been handed the keys to their new Bakersfield branch. It is also located on around three and a half acres and was purchased from one of the large oil service companies in Bakersfield. Phones, alarm systems and even a new slurry seal for the yard are currently being installed and an open house is being planned for the end of the year.

Trench Shoring Company remains on the leading edge of the technological end of their business. If something new comes long, they are the first to do the necessary research to determine if it is a viable solution for their clients. For instance, back in the 90's,

(1) Tom Malloy, CEO.

(2) Kevin Malloy, President.

(3) Kelley Malloy, Vice President.

(4) Bridgett (Malloy) Baril, Vice President.

(5) Ryan Malloy, Rental Coordinator, Lake Forest Branch.



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San Diego Location Opens.

2000



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Fullerton Location Opens.

2001



(Above) SBH Slide Rail system, flexibility of design allows unlimited adaptations to accommodate a variety of sheeted excavation requirements. Virtually any configuration is possible using combinations of single, double or triple Slide Rails, corner rails, side panels and in-line sheeting templates.

Slide Rail systems were just starting to be used by contractors in California. "Our customers started asking for Slide Rail, because a local competitor had just started making it available. At first we were quite apprehensive, so my dad and I made a trip to ConExpo to check out a Slide Rail manufacturer by the name of SBH," said Malloy. "Slide Rail is a business that you are either in or out of and it is a huge commitment. We jumped in feet first and today our SBH Slide Rail system is a big part of our business. Our growth will always be dependent on what is best for our customers and not just growth for growth's sake."

A variety of protective systems have been engineered and manufactured over the years, from the use of timbers in the early days to today's steel and aluminum shoring, manhole shields, trench boxes and Slide Rail systems. Many factors must be taken into consideration when designing a trench protective system including: soil classification, depth of cut, water content in the soil, weather conditions, adjacent loads and other activities in the general vicinity. Adding new or different solutions to any business can be tricky and it must be done right. The Slide Rail system for instance is appropriate only in certain situations and will only work correctly and safely if the company installing it knows precisely what they are doing. "Aluminum shoring is appropriate if the ground is relatively stable and firm. If there are issues with the stability of the soil, you go with trench box and if you still need more reinforcement, you bring in beam and plate. The Slide Rail system falls somewhere in the middle of the



..... Banning Location Opens.

2006



trench box and beam and plate, and if done properly will result in a dramatic savings," says Kevin. "Our field representatives sit down with our clients and figure out the safest, most economical solution. We see thousands of scenarios a year and after 40 years, we have seen just about every challenge out there. We all look forward to another 40 years of keeping our customers and their employees safe with the industry's best customer service."

Trench excavation is clearly one of the most hazardous operations a contractor will face on any given jobsite. Trench cave-ins pose a great risk and are a major contributor to excavation related accidents and worker fatalities on a jobsite. The Occupational Safety and Health Administration (OSHA) issued its first Excavating and Trenching Standard in 1971 to protect workers from excavation hazards. In 1978, OSHA mandated the use of a protection system for all excavations deeper than 5 feet. Since then, OSHA has amended the standard several times to increase worker protection and to reduce the frequency and severity of excavation accidents and injuries. Trench Shoring Company, the entire Malloy family and all of their 200 plus employees are dedicated to protecting individuals and companies since 1973 and it is their steadfast service that continues to set them apart today.

Trench Shoring Company sits on the Cal/ OSHA advisory board and over the years their efforts have helped to implement life saving strategies and new regulations. Trench Shoring Company also offers two NUCA Training Seminars; Competent Person Training and Confined Space Entry Training. The Competent Person Training Seminar covers the CAL-OSHA Title 8, Section 1540 through 1541.1 and Fed OSHA 1926 subpart P requirements pertaining to excavations, trenching and sloping techniques, protective systems and soils



Above: Kevin, Kelley and Tom posing with original signage.

classification with an introduction to confined space entry safety. The Confined Space Entry Training Seminar is intended to provide managers, foremen, competent persons, and workers with basic information regarding entry into confined spaces.

Trench Shoring Company has in stock, or will custom design and fabricate, the required equipment to help you get the job done quickly and efficiently. Their very own Flex-Shield™ trench boxes, unique Z-Shore™, SBH Slide Rail System, Aluminum Hydraulic Shores, Mechanical Screw Jacks, Trench and Manhole Boxes, Flo-Line™, Steel Shoring Plates, Crossing Bridges, Bedding Boxes, TRACKCLEAN® and other solutions including traffic management are all available for rental and purchase. For full detailed information on all of their solutions and offerings, please visit them online at www.TrenchShoring.com or call 800-423-4411 for the location nearest you. **Cc**



Las Vegas Location
Opens.

2009



Bakersfield Location
Opens

2013