

Together with industry expert contributors, the authors bring decades of combined experience supporting recalls, contributing to global regulatory standards, and developing engineered containment solutions.

**AUTHOR BIO: ROBBY KINSALA**

Robby Kinsala
Chief Executive Officer
Americase International

Robby Kinsala is Chief Executive Officer at Americase International, leading strategy, innovation, and global growth. With deep expertise across company operations, his strategic vision and leadership helped evolve the organization into a global provider of end-to-end protective solutions supporting highly regulated, mission-critical industries where failure is not an option.

Robby's connection to Americase began early. At just nine years old, he helped build the company's first dedicated facility, and throughout his teenage years he learned the business from the ground up—working every station across every product line. In the early 2000s, he assumed leadership roles as Plant Manager and Office/Accounting Manager, strengthening the company's operational foundation.

Recognizing opportunities for expansion, Robby focused on research and development, regulatory engagement, and securing critical certifications—strategic moves that enabled Americase to enter new vertical markets and establish itself as an industry leader in mission-critical protective solutions. In 2014, he formally stepped into the role of President & CEO, accelerating growth while reinforcing the company's reputation for engineering excellence, regulatory leadership, and protection without compromise.

Recognitions & Affiliations

- **The Council on Safe Transportation of Hazardous Articles (COSTHA)**
- **Rechargeable Battery Association (PRBA)**
- **Danger Goods Advisory Council (DGAC)**
- **SAE G-27 Lithium Battery Packaging Performance Committee**
- **SAE J3303 Lithium and Lithium-Ion Cell and Battery Containment Performance for Storage Committee**
- **UN Informal Working Group on Hazard Classification of Lithium Batteries**
- **Medical Device Transport Council (MDTC)**

AUTHOR BIO: CHRIS EGLOFF



Chris Egloff
Chief Revenue Officer
Americase International

Chris Egloff serves as Chief Revenue Officer at Americase International, where he leads high-impact initiatives for some of the company's largest and most complex clients. He oversees strategic execution while serving as a trusted authority on regulatory navigation, containment strategy, and compliant transport solutions.

At the core of Chris's role is advocacy—ensuring customers have a knowledgeable visionary partner who understands both the technical and regulatory landscape of dangerous goods. He works closely with clients to align engineering innovation, safety performance, and compliance requirements—delivering protection without compromise.

With more than 25 years of sales and consulting experience, Chris developed a strong foundation in consultative sales, partnership development, and long-term customer success. Across industries, he has consistently prioritized integrity, product excellence, and relationship-driven collaboration—principles that continue to guide his work today.

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- **NAAT Batt International**

AUTHOR BIO: RYAN PAQUET



Ryan Paquet
President
HazMat Safety Consulting

Ryan serves as President of HazMat Safety Consulting, bringing more than 20 years of leadership experience in hazardous materials transportation safety, regulatory policy, and international standards development. He provides clients with strategic insight grounded in firsthand government leadership—helping organizations navigate complex regulatory frameworks with clarity and confidence.



AUTHOR BIO: RYAN PAQUET, CON'T.

Prior to joining HazMat Safety Consulting, Ryan served for a decade as Director of the Approvals and Permits Division at the Pipeline and Hazardous Materials Safety Administration (PHMSA) within the U.S. Department of Transportation. In that role, he led the evaluation and issuance of special permits and approvals, coordinating with domestic agencies, foreign governments, and international regulatory bodies. His leadership spanned high-profile regulatory actions, global product recalls, national emergency responses, and the safe integration of emerging technologies into the U.S. marketplace.

Ryan previously served as PHMSA's Assistant Director of International Standards, representing the United States as part of its delegation to the UN Sub-Committee of Experts on the Transport of Dangerous Goods and to the International Maritime Organization. He has led numerous international delegations and diplomatic engagements that resulted in meaningful advancements to global dangerous goods transportation standards.

Recognized throughout the dangerous goods community for his ability to bridge regulatory, governmental, and industry perspectives, Ryan helps clients anticipate risk, secure regulatory approvals, and implement compliant, defensible safety strategies.

Ryan is a Licensed Professional Geologist and holds a Bachelor of Science from the University of Connecticut and a Master's degree in Organizational Development and Leadership from Fielding University. He resides in Rhode Island with his wife and two children.

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- **Medical Device Transport Council (MDTC)**
- **Americal Pyrotechnics Association (APA)**

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