

Robby Kinsala
CEO
Americase, LLC

As Chief Executive Officer of Americase, a sister company of Fulcrum Testing, Robby Kinsala provides effective leadership managing a custom container manufacturer and precision metal fabrication company of over 35 years. Robby has been actively engaged in R&D of fire and heat mitigating containers for air transport of Oxygen products as outlined in 49CFR, as well as a focused effort in testing thermally protective containers for Lithium Batteries. As a result, Americase is the leading provider globally of DOT31FP containers for Oxygen Cylinders and Oxygen Generators shipped by air. In addition, Americase has successfully developed and provides packaging solutions that utilize proprietary fire and heat mitigating materials to substantially reduce the risk of transporting new as well as damaged, defective, or recalled lithium batteries. As a Fulcrum Testing partner, Robby contributes time to the SAE G-27 Testing Group, for which Fulcrum conducts baseline testing and round robin validation testing in order to compare results with other labs in the G-27 Testing Group.

Relevant Skills:

- Expert in fire and heat mitigating packaging design and testing
- UN Packaging and ATA 300 Container testing
- Executive level management, leadership, and business analytics
- LEAN, ISO 9001, and AS 9100 implementation

Key Achievements:

- Provided instructional training for the regulatory members of the Department of Transportation (DOT)
- Presented as a lithium battery packaging expert for International Civil Aviation Organization Dangerous Goods Panel (DGP) 24 in 2013 and DGP/25 in 2015
- Engineering and Design Consultant for several consumer electronics corporations, NASA, United Airlines, SATAIR, B/E Aerospace, and AVOX Systems on fire and heat mitigating packaging.

Organizational Achievements:

- Americase has been awarded 4 special permits from the Department of Transportation (DOT) for transport of lithium batteries.
- Americase was the first packaging specialist to receive a special permit from the Department of Transportation and the Pipeline of Hazardous Materials Safety Administration (PHMSA) for the air transport of damaged and defective batteries.
- 35+ years in business, highlighted by consistent innovation and organic growth

Professional Qualifications:

- Standards Committee Member, SAE G-27 Committee (Lithium Battery Packaging Performance)
- Standards Committee Member, Airlines for Americas (formerly the ATA 300 Air Transport Association)
- Member of Council on Safe Transportation of Hazardous Articles (COSTHA)
- Member of Danger Goods Advisory Council (DGAC)
- Member of The Rechargeable Battery Association (PRBA)