

An aerial photograph of a dense forest. A dirt road or clearing runs vertically through the center of the image. A bulldozer is visible on the right side of the road, near the bottom. The text 'Lanracorp inc.' is overlaid in white, with a small leaf icon replacing the dot of the 'i'.

Lanracorp inc.

RIGHT-OF-WAY SERVICES

A LETTER FROM LANRACORP'S PRESIDENT

QUALITY AND SAFETY. ALWAYS.

While this may seem like a simple slogan, it guides our decisions and our company forward. I strongly believe our company is different, and we must push ourselves in the following categories to maintain this distinction:

- 1. SAFETY CULTURE:** A safety manual alone is a book of rules; creating *a culture of safety increases employee interaction and involvement.*
- 2. CONTINUOUS IMPROVEMENT:** Fostering an environment and business where status quo is never enough and there is always room to improve daily. *Complacency is dangerous.*
- 3. INTEGRITY:** Our staff spends a lot of time documenting our day, whether it's spreadsheets, GIS, before/after photos, or even our fleet tracking equipment. These are the details that show we care and give our customers an *honest day's work.*
- 4. BEST VALUE CONTRACTOR:** Our goal is to be the best contractor you can choose. One that places emphasis on safety and quality, landowner/customer relationships, transparency in auditing, and *long term value.*

At Lanracorp, we try to be proactive, not just reactive. We actively strive to think outside the box in regard to safety and our work methods; from Behavior-Based Safety (BBS), jobsite productivity and safety audits. We also have voluntary employee committees to gain feedback from the field, to methods of eliminating line of fire activities. This is the Lanracorp difference; this is what makes us stand out.

I appreciate your interest in our company and look forward to working with you in the near future.


Brent Oberlink, President

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ABOUT LANRACORP



Lanracorp is a forward-thinking leader in the pipeline and utility maintenance industries. We believe in a culture of continuous improvement in both our best practices and in safety. Creating a mindset that **good is never good enough** and that **safety is the ultimate priority** has allowed Lanracorp to achieve a tremendous safety record and high customer satisfaction.

A dedication to excellence and a willingness to challenge our own procedures has placed Lanracorp as a nationwide contractor. From jobs small to large, we have it handled safely and efficiently.

We place a huge value in our culture here. **We realize that culture is what differentiates great companies from the good ones.** It's this buy in to quality and safety, the relentless pursuit of being the best, and the competitive spirit that makes Lanracorp different. We seek to win at all levels.

OUR MISSION

To be a leader in our industry by creating a culture and a movement towards safety and quality. We believe in excellence at all levels - in the quality of our work, our interactions with others, and bringing the team home safely. We want to lead all contractors in this industry to take excellence in work and safety to the next level. **Quality is the Standard, Safety is the Priority.**



WHY LANRACORP?

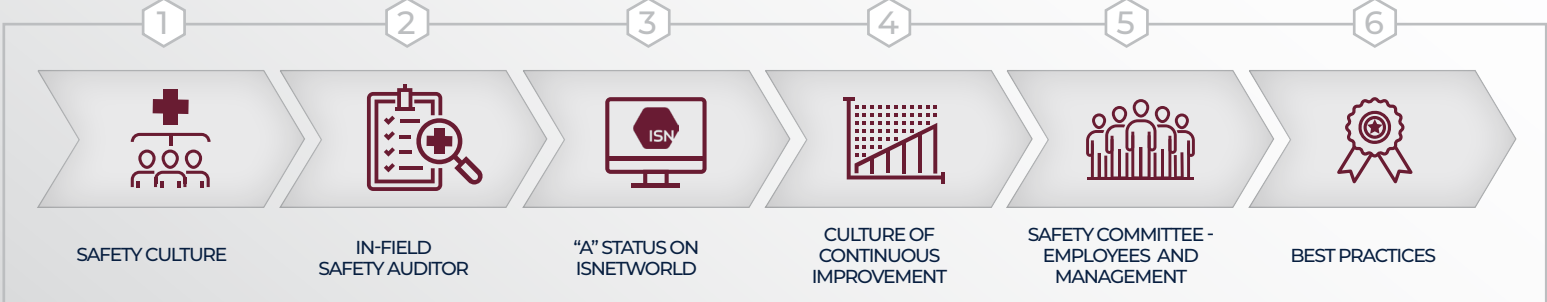
Lanracorp Goes Above & Beyond in Everything We Do!

A QUICK LOOK AT OUR NUMBERS

CURRENT EMR .75	AVERAGE MILES DRIVEN (Annually) 600,000+ 0 INCIDENTS	AVERAGE NUMBER OF EMPLOYEES 65
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OUR SAFETY CULTURE STANDS OUT



BEFORE



AFTER



RIGHT-OF-WAY SERVICES

LAND CLEARING - NEW PIPELINE

Clearing the way for new pipelines is not an easy task. Our teams have experience in this type of work, and more importantly, have a track record of doing this work safely. We recognize that every project is different: some require heavy equipment, and others must have a lighter footprint, due to environmental concerns. We have the skills and means necessary to accomplish both. Our employees are experienced in tree felling and in operating the large, specialized equipment required for this heavy clearing.

INCLUDES



Land clearing using forestry equipment and trained personnel



Environmental assistance (acquiring permits, habitat areas)



Restorations, including hydroseeding, sod and landscape



Site access roads



DID YOU KNOW?
**LANRACORP HAS CLEARED SEVERAL THOUSAND MILES
OF ROW IN THE PAST YEAR.**

RIGHT-OF-WAY CLEARING MAINTENANCE CYCLE

Maintaining a brush-free ROW with a clear view from ground to sky is important as there is increased scrutiny on maintaining the easement correctly. Lanracorp has helped our customers build a successful ROW Clearing Program that focuses on long-term results, flatline budgeting, and a perfectly maintained Right-of-Way. Often, this is a multipronged approach utilizing a combination of canopy trimming, forestry mulching, mowing, and herbicide applications.

INCLUDES



**ROW mowing and
clearing**



Canopy trimming



**Residential tree
removal**



**Emergency
response**



**Foliar, basal,
and cut-stump
applications**

PIPELINE DIGS AND HYDRO EXCAVATION

From mechanical digs to hydro excavation, we can take care of your dig needs. Some areas require less of a footprint and less damage; in these situations, a hydrovac truck is the tool for the job. In other areas, more traditional, mechanical methods using an excavator can be used. Either way, we have it covered and, as always, with our focus on safety and quality.

INCLUDES



**Traditional
excavation**



**Hydro
excavation**



Vac truck

ONE-CALL MONITORING

At Lanracorp, safety is our priority on every project. That means giving our customers, crews, contractors and homeowners the most accurate information on buried utilities and infrastructure. That protects our people, our clients' assets and nearby homeowners. Lanracorp provides a complete line locating, marking and flagging service for oil and gas pipelines, electric lines, water lines and communication lines.

INCLUDES



**Third-party
activity
monitoring**



**Work area
inspections**



**Protect your assets
from damage**

LAND AGENTS AND INSPECTORS

Land Agents that know the industry and who can help build good public relations are very valuable. Our goal is to provide the customer a point person in the field, someone they can trust to go above and beyond on gathering accurate information while building great landowner relations. Thorough field reporting is critical in keeping office personnel “in the know”.

INCLUDES



ROW assessments & easement resolutions



Environmental permit acquisition



Project leader & oversight of crews



Landowner notifications

PIPELINE SURVEILLANCE

Our world faces increased security threats, but luckily, we have better technology to protect against these threats. Protecting your assets should include patrols as well as security cameras. Our team can provide both. Pipeline surveillance cameras can be solar powered and outfitted with cellular connections to provide real-time activity monitoring remotely. The cameras can be placed at utility substations, pipeline block valves and stations, cell towers, and random spots along the ROW.

INCLUDES



24/7 monitoring & routine patrols



Solar-powered cameras with cellular connectivity

ROW ASSESSMENT

Right-of-Way Assessments give you accurate, up-to-date, and thoroughly documented data to help you analyze (from your office) the data we collect in the field. The information we collect is entered into our GIS software, along with photos, to make your analysis as accurate as possible. On Demand Quotes can be generated to address any immediate concerns or issues.

INCLUDES



Line markers



Photo report



Waterways



Encroachments



ROW clearing needs



GIS



Shallow or exposed pipe



DRONES

Drones have become a valuable tool in the oil/gas and power industries. These can serve various needs but the most common requests we get are:

- Aerial Mapping: Provides real-time aerial imaging vs. older Google Earth last upload
- Vegetation Management Planning/Surveys: Sky to Ground view of spots needing cleared along with estimates
- Lidar Imaging
- Inspections of areas the pilot can't see, but we can fly lower and gather imaging in those areas
- Imaging can be input into GIS software to provide aerial views

INCLUDES



Lidar imaging



GIS



Aerial mapping



GIS MAPPING

GIS Mapping allows Lanracorp to create or update landowner information, show work performed by us with date, notes and photos, identify hazards such as shallow or exposed pipe, or other safety concerns found.

Custom Maps: Import .kml files or create custom maps that will be uploaded for online editing and collecting.


Workforce App: Create multiple projects that will be assigned to the app where field agents or crew can login and start the project and track progress along the way.

Collector App: Field users such as field agents and crews can collect information and pinpoint it on the map, tying it to the project. Collected information may include landowner details, dates, times, pictures, notes, hazards, and more.


Real Time Collection: Track crew progress and location on the job.

Workforce To-Do List: List out all projects by priority.


INCLUDES



Custom maps



Priority to-do lists



Real-time data collection

DAMAGE PREVENTION

Locating Services: Our goal is to protect our clients buried infrastructure as well as protect nearby homeowners. We provide a complete mark-out/flagging service for:

INCLUDES



Oil and gas pipelines



Electric lines



Water lines



Communication lines



GIS



Our team will provide photos which are time, location and date stamped showing proof of completion.

Watch and Protect: Often times, after our locate services are utilized we are asked to remain on site to monitor construction or other activities. Our job then becomes to monitor the job site so that all of our client's safety procedures are followed by the contractor working.

- Asset Monitoring
- Public Safety
- Verification of Safety Procedures
- Photos, Reports, and Assistance on Safe Working Conditions

Shallow Pipe - Lower, Cover, and Protect: Our crews can lower your pipeline, re-coat, and install erosion or protective matting above and around the pipe to protect it against erosion.

Erosion Blankets and Creek Crossings: Our crews can install erosion blankets and barriers to prevent further erosion and also clean up at creek or river crossings. Floating debris can damage pipelines.

PIPELINE RESTORATIONS AND EROSION CONTROL

PIPELINE RESTORATIONS

Pipeline Restoration is a critical step in achieving a positive relationship with the landowner and the general public. Our goal is to make the site more aesthetically appealing than before construction or clearing activities began. We want the landowner to be impressed with this final step, the care taken to restore their property and make it more visually appealing than it was before.

INCLUDES



Hydroseeding
& tree planting



Rock & limb
removal



New topsoil &
grading



Soil decompaction
& tilling



Native grass
establishments

EROSION CONTROL

Areas near waterways where the pipe is often exposed must be stable. Lanracorp offers several options from concrete matting, rip-rap, and grading of the slope.

INCLUDES



Rock matting &
concrete blankets



Soil grading



Hydroseeding



INDUSTRIAL SITE MAINTENANCE

DID YOU KNOW?
**WE HAVE HANDLED SITES FROM ONE ACRE TO
THOUSANDS OF ACRES.**

INDUSTRIAL SITE MAINTENANCE

We allocate dedicated crews and keep the equipment on site to ensure we deliver the highest quality and safety possible. This approach allows us to learn the jobsite and safety rules, tailor herbicides, and perform maintenance more efficiently than a rotating crew would.

Specialized mowing equipment and the best herbicide mix on the market ensures the job is done safely and efficiently. From slope mowers to our BBS program, our team can ensure the safety of our men as well as the quality of their work.

INCLUDES



Brush hog
mowing



Lawn
care



Snow
removal



Site clearing and
reclamation

VEGETATION MANAGEMENT

The effectiveness of herbicide applications are dependent upon three things: 1) selection of the correct herbicides, 2) timeliness of application, and 3) mother nature. We can control the first two.

Using one of the best herbicide mixtures on the market has allowed us to achieve a standard of less than 10% respray during the growing season. However, weeds become resistant to the same herbicides applied year after year, so each year we evaluate our mix and adjust it slightly.

Over the past few years, new herbicides have increased effectiveness as well as reduced the risks of runoff. These lower use rate herbicides add considerable value.

INCLUDES



Low risk runoff



Invasive species controlled



Quick response



Less than 10% respray



At Lanracorp, our culture is based on the fundamentals of safety and hard work. Culture is what separates great companies from good companies. It's the culture that drives productivity and safety on the job and at home. It becomes a lifestyle. That's why at Lanracorp, you will see us push SAFETY CULTURE over just a training manual. It takes both.

Lanracorp inc. CREATING CULTURE

- WHAT YOU PAY ATTENTION TO AS A LEADER WILL AFFECT YOUR TEAM FOCUS.
- YOUR ACTIONS SPEAK VOLUMES, WORDS ARE NOT ENOUGH TO LEAD BY.
- CONSISTENCY IN MESSAGE AND YOUR ACTIONS DRIVE YOUR TEAM TO THE GOAL.
- RESPECT IS KEY. DELIVER UPON WHAT YOU SAY, KEEP YOUR WORD.
- BE HONEST, DELIVER THE GOOD NEWS AND THE BAD. HOLD EVERYONE INCLUDING YOURSELF ACCOUNTABLE TO THE TEAM'S GOALS.
- ALWAYS OVER-DELIVER.

These may seem simple and common sense but to drive home a true safety culture, solid and consistent work quality, those key values must be evident.

SAFETY CULTURE - LEADING OUR INDUSTRY

SAFETY IS NOT A MANUAL. IT IS A CULTURE.

Observing fellow team members in a positive way as they complete routine tasks helps to improve our work processes so incidents can be avoided. BBS programs push a safety mindset of being proactive rather than reactive.

- ENCOURAGES TEAMWORK
- TRENDS DATA ON ALL "AT-RISK" BEHAVIORS
- USES DATA TO HELP EDUCATE TEAM MEMBERS
- PUSHES A PROACTIVE RATHER THAN REACTIVE MINDSET



QUALITY & SAFETY.



ALWAYS.

MEET THE PRESIDENT

As a guy who enjoys working outdoors and loves heavy equipment, it was a natural fit for Brent to start a business in the pipeline industry. Having some background in industrial site maintenance for oil companies, Brent decided to start Lanracorp and pursue pipeline services. So far, this has primarily focused on ROW Clearing, Land Agent Services, and is now branching into excavation, drone services and many more related activities.

Brent is a very Type A personality and takes great pride in anything that he does; he wants it to be the best or he doesn't want to mess with it. Brent has been around the contracting industry for years, and it always irritated him that only a few companies seemed to really take pride in simply doing their "craft" the best way possible, or promoting a safety culture vs. pencil whipping a checklist, or just simply being "okay" with status quo workmanship. He wanted to start a company that had **a culture of excellence: in safety, in quality, and in the customer experience.** At Lanracorp, we push so hard for buy-in at all levels to this idea. That excellence is the only standard to live by. That we must create an experience for our customers and **go above and beyond for them.** Otherwise, we are just a commodity and the same as everyone else - and that is boring.

Aside from Lanracorp, Brent enjoys traveling, collecting and fixing up Land Cruisers, is a bit of a foodie, and enjoys men's fashion. He also owns an upscale men's barbershop and small goods/menswear store in St. Louis. Brent grew up on a farm and tries to make it back when he can to help there some - not as often as he'd like, but it's such a good experience when he can. He loves the hard work it takes, the time alone and how it forces him to enjoy nature and the simpler things in life while still working and accomplishing something. In addition to that, he's a dog dude.



An aerial photograph of a dirt road winding through a dense, lush green forest. A backhoe loader is parked on the right side of the road, and a few small figures of people can be seen further down the path. The overall tone of the image is dark and moody, with a blueish-grey tint.

QUALITY AND SAFETY. ALWAYS.

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