

# Lanracorp inc.

## A LETTER FROM THE PRESIDENT



### I'VE SAID IT BEFORE AND WILL SAY IT AGAIN: I REALLY LOVE WHAT WE DO AT LANRACORP, ESPECIALLY IN THE SPRING.

Being out on the ROW this time of year is truly a blessing. From the beautiful views and big equipment to the fantastic people we work with – it's truly enjoyable to come to work here. That said, as the owner, I love to create, build, and improve. We always try to ensure our procedures, best practices, equipment, etc., are the best in the business – so good that our competitors follow our lead. On many occasions, I've seen that happen. There are three big things we've really been focusing on lately, and it goes back to engagement with you – our customer.

**First, we are doing much more with Integrated Vegetation Management (IVM) and how we can harness that to create a fully customized approach for you.** IVM looks at using mechanical and herbicide methods to develop the cleanest ROW most efficiently. This may mean that some areas are cleared, some are sprayed, and some are planted with native grasses – and in many cases, all of these ensure the

ROW is in the best possible condition. Using native grasses or pollinator programs is not only giving back to nature, but it can actually help improve public relations while choking out undesirable vegetation – which is the whole goal of ROW Clearing.

**Second, we are working more and more in GIS.** Our weekly customer reports, bid files, and post-job documentation have never been better. Using GIS has greatly benefited not only us but also our customers. Several of you have reached out, praising our GIS reports to you and how beneficial they are for your own record keeping. We will continue to build this service out more in 2023.

**Third, we keep improving on safety.** Our team has worked with The Better Contractor for the past few months to create top-notch employee training in our line of work. This training is groundbreaking and engaging, from leadership, equipment, and job site safety training to general safety discussion. The Better Contractor also offers consulting services for large corporations, looking at ways to improve contractor relations,

overall safety culture, and contractor selection. Check them out!

I always like to end these by saying thank you to all our customers. Without you, we do not get to do this job. We appreciate each of you and ask that you contact me with any questions or feedback. I encourage it!

Sincerely,

Brent Oberlink, President



# PARTNERING WITH A CONTRACTOR TO IMPROVE LANDOWNER ENGAGEMENT AND BUILD RELATIONSHIPS

As pipeline contractors, we all too often experience negative interactions with landowners. Whether discussing access to a pipeline right-of-way or a curious passerby, contractors often interact with the public. These interactions usually start with a negative tone because of misconceptions, negative prior experiences, or a lack of communication. A good portion of communication from pipeline companies is one-way, often with a written notification sent via postal mail. As a third party, pipeline contractors can engage landowners and facilitate building or improving relationships with positive two-way communication.

Here at Lanracorp, we aim to have a simple conversation with respect. Having this conversation shows that the pipeline operator cares about the landowners and is a good way to show that their safety and well-being are valued. Once they feel valued, they often become allies and help diminish the negative misconceptions.

To take this approach further, operators and contractors can partner with wildlife advocacy organizations to establish conservation programs and better vegetation management practices like integrated habitat management that drive down long-term costs and turn right-of-ways into assets rather than liabilities. This type of management practice improves relationships with whole communities, not just the landowners. These relationships aren't just for today or tomorrow, they are for future generations.

As a contractor, Lanracorp is poised to engage landowners, partner with pipeline operators, and work with wildlife organizations to move towards a better tomorrow. We all know relationships require work with a little planning and some foresight to look beyond what is in front of us today to see the future path for all with a mutually long-lasting relationship.

## SPRING COMPANY ANNIVERSARIES



**Jon Keck**  
*Project Manager*  
3 years



**Devin McDowell**  
*Foreman*  
2 years



**Doug Enloe**  
*Project Estimator*  
7 years



**John Carroll**  
*Operator*  
7 years

## ONE YEAR HONORABLE MENTIONS

Leo Krueger – Administrative Assistant  
Andrew Housholder – Refinery Crew Lead  
Shevan Ibrahim – Laborer

## WHAT TO LOOK FOR IN YOUR NEXT ROW CONTRACTOR?

Contractors are a dime a dozen, which is why you should look with a critical eye before choosing one for your next project. We have gathered some of the essential qualities you should look for in a ROW contractor:

- **Experience and Knowledge** - Typically, an experienced contractor has the necessary credentials to make your dream a reality while staying safe. A good contractor will also pay employees a decent wage thus retaining and attracting the best talent for your project.
- **Reputation** - A company or contractor should have an excellent reputation among its peers, clients, and suppliers. Use companies like ISNetworld or others to see the track record and safety of the contractor. Also, check out reviews.
- **Communication** - Communication is key in every relationship – even in the workplace. Whether by phone, email, or in person, a solid contractor should get back to you in a timely manner. Not only should a contractor be communicative during the onboarding process, but throughout the job as well.
- **Safety** - Safe practices are essential within a contracting company – no ifs, ands, or buts. From PPE and training to the newest equipment and incident reporting, safety should cover all aspects of a job. More importantly, make sure employees have a safety culture that they live and breathe and don't just pay lip service to.
- **Quality of Work** - Check out their other jobs and see if they meet your standard.

Stop awarding work to contractors only based on price. The old saying that “you get what you pay for” is 100% true. Trying to save money usually only costs you in incidents and issues.



## EQUIPMENT HIGHLIGHT: LIMB BEAVER

The ol' groundhog might have seen his shadow when he rose from his burrow earlier this year, but he also saw the LIMB BEAVER busy eating up the edges of clearings. Lanracorp has a new attachment that can help trim the lower canopy (up to 22 feet high) for those areas not accessible with larger equipment like our Jarraff canopy trimmers. The attachment can also flip down and out to the side to trim along creek banks, roadways, ditches, and other slopes. Its tooth design chews the limbs off instead of tearing them off, as is the case with some rotary blade cutters. This makes for a cleaner cut that helps the tree's health and the overall look of the clearing job. We continue to add innovative equipment like the Limb Beaver.



**THE BETTER**  
CONTRACTOR

## **SAFETY CONSULTING — IMPROVE YOUR SAFETY METRICS AND CULTURE**

Receive safety consulting for your pipeline or utility company from someone that understands what it takes to build a true safety culture with engagement internally and with vendors or contractors.

There has been an uptick in safety incidents for many companies after COVID. Unfortunately, part of this is due to a lack of a safety culture and, thus, buy-in from employees and contractors.

Consultants at the Better Contractor help companies improve their safety programs in the field by creating a culture of safety rather than just slapping some rules on a poster. If your safety numbers aren't where you want them to be, it could be as simple as buy-in from your team or contractors in the field. The Better Contractor can help you build the safety culture you want – sometimes, a fresh set of eyes from people specializing in this is all you need to make an effective change.

**Learn more about safety consulting on [thebettercontractor.com](https://thebettercontractor.com)**



# IT'S TIME FOR A SAFETY CHANGE

**It may be time for a change. Let TBC help you take your safety culture and buy-in to the next level by reviewing your:**

- Incident response procedures.
- Contractor selection and review processes.
- Safety team's involvement with vendors and contractors.
- Mitigation procedures.
- Company policies towards sharing incidents, near misses, and mitigation steps.
- Company involvement with contractors and the culture it instills in them.
- Vendors and contractors to gauge their level of buy-in and culture and ways to improve.

**After their review and discussions with your team, they will recommend ways to:**

- Improve the culture of your company, vendors, and contractors.
- Improve buy-in for your company, vendors, and contractors.
- Improve mitigation procedures and shares.
- Improve your contractor selection process and create a better relationship so that you work together to prevent incidents before they happen.

## RECEIVE SAFETY CONSULTING FROM THE EXPERTS IN CULTURE

If you are ready to take your safety program to the next level, contact The Better Contractor for grade-A safety consulting services. You know it's time for a change; continuous improvement is the only way to do that. So, let TBC take a look at your processes, poke holes in what's not working, and determine a solution together that works for your team.

For accurate pricing information, please email [info@TheBetterContractor.com](mailto:info@TheBetterContractor.com) with details about your unique safety situation.

**THE BETTER**  
CONTRACTOR

## WE CONTINUE TO GOBBLE UP THE RIGHT OF WAYS

By keeping our right-of-way easements clear and accessible, we help keep America safe and the pipeline assets going where they can be utilized. The pipelines transport the fuels that end up in our cars, in our homes, in the restaurants we eat at, and in the jets or ships we take on vacation.

As we clear them, we also make perfect Strut zones for our wild turkeys to strut their stuff and do a little gobbling of their own.





## GIS ON THE ROW - WE RECOMMEND IT.

**Geographic Information System (GIS)** is a digital tool to visually display geographic information. GIS gathers information from the field and attaches the data to specific locations. GIS can:

- Import data and create maps.
- Mark access points, hazards, lines, encroachments, vegetation issues, shallow pipes, landowner information, and more.
- Track the location and time of completed tasks as well as areas that need further ROW clearing.

The best way to clear ROW is to have full knowledge of what is on the ground – vegetation needs, shallow pipe, trees above the pipe, etc. Using GIS to perform this initial assessment and during the ROW Clearing process is key to a successful program and recordkeeping.

**“HE SHALL COME DOWN LIKE RAIN UPON THE MOWN GRASS: AS SHOWERS THAT WATER THE EARTH.”**

*Psalm 72:6*

Jesus Christ will prove to be refreshing like the spring rains -  
**Will we let him?**



## WHY WE RECOMMEND A ROW ASSESSMENT.

Maintenance of your ROW is critical to ensure the reliability of the asset. Whether that is vegetation encroachment or asset issues, a ROW assessment is something you should be doing.

If a customer expresses any concerns or issues, Lanracorp is there. **Our assessments can gather a variety of data depending on your needs:**

- Line markers
- Shallow pipes
- Waterways
- Exposed pipes
- Wetland issues
- Encroachments
- Vegetation
- Close Interval Survey

ROW assessments are an essential preventative measure we take for our clients. Lanracorp prioritizes safety, and ROW assessments are a way we prove that idea to customers. Assessments allow our customers to mitigate problems before they become major issues.



## INTEGRATING ROW CLEARING AND HERBICIDE APPLICATIONS WITH NATIVE GRASSES AND POLLINATOR PROGRAMS

As this is being written, spring is here! It's early April, which is not always spring weather in the Midwest; however, we've had a couple of nice weeks where temperatures are suitable, the grass is green, lawn mowing has started, trees are blooming, and of course, WEEDS have sprouted!

Our bare-ground herbicide spray crews are handling customer needs, getting the pre- and post-emergent herbicides down on rock/gravel areas at tank farms, stations, valve sites, etc. This is a very fast-paced and exhausting time of year for our techs. It's not only hard work, but the weather controls it! Wet conditions and wind can hinder production in most of the work we do on ROW; however, for herbicide spraying, these conditions can shut us down completely and set our schedule back. We've got an excellent start to our full schedule, and we're locked in to get done as we work south to north for our customer base from Southern IL and MO to Northern MI and MN. We utilize the best herbicides on the market to control weed growth pre- and post-emergence. Contact us for your future bare-ground spraying needs!

As we move into peak season, Lanracorp ROW crews and our herbicide techs have a new focus on Integrated Vegetation

Management, IVM. Our crews will mow, trim the canopy, and reclaim ROW as usual. In addition, we've introduced new services in the last couple of years that gives our customers the long-term goal they've strived to meet - to keep ROW maintenance and reclamation needs down by controlling the vegetation using options like seeding wildflowers and native grasses post-ROW mow and utilizing herbicides to contain invasive woody plant material. Seeding options post-mow or clear are great as the ground is roughed up, and seeds find their homes in the soil. Summer spraying of foliage in previously mowed ROWs from winter is a great way to control woody vegetation within the ROW; the growth is low, and easy to spray utilizing the least number of herbicides possible. Every mile of ROW is different. We can use our GIS Assessments to help plan where it makes sense to control your ROW by mechanical means, with herbicides, native grasses or pollinators, or a combination of all the above. Contact us for your future ROW needs and a long-term plan!

### **IVM benefits after initial ROW clearing, reclamation, and canopy work:**

- Low-growing grasses or pollinators thrive and choke out the unwanted vegetation keeping the line of sight

required and ensuring sites can be walked out or accessed much easier.

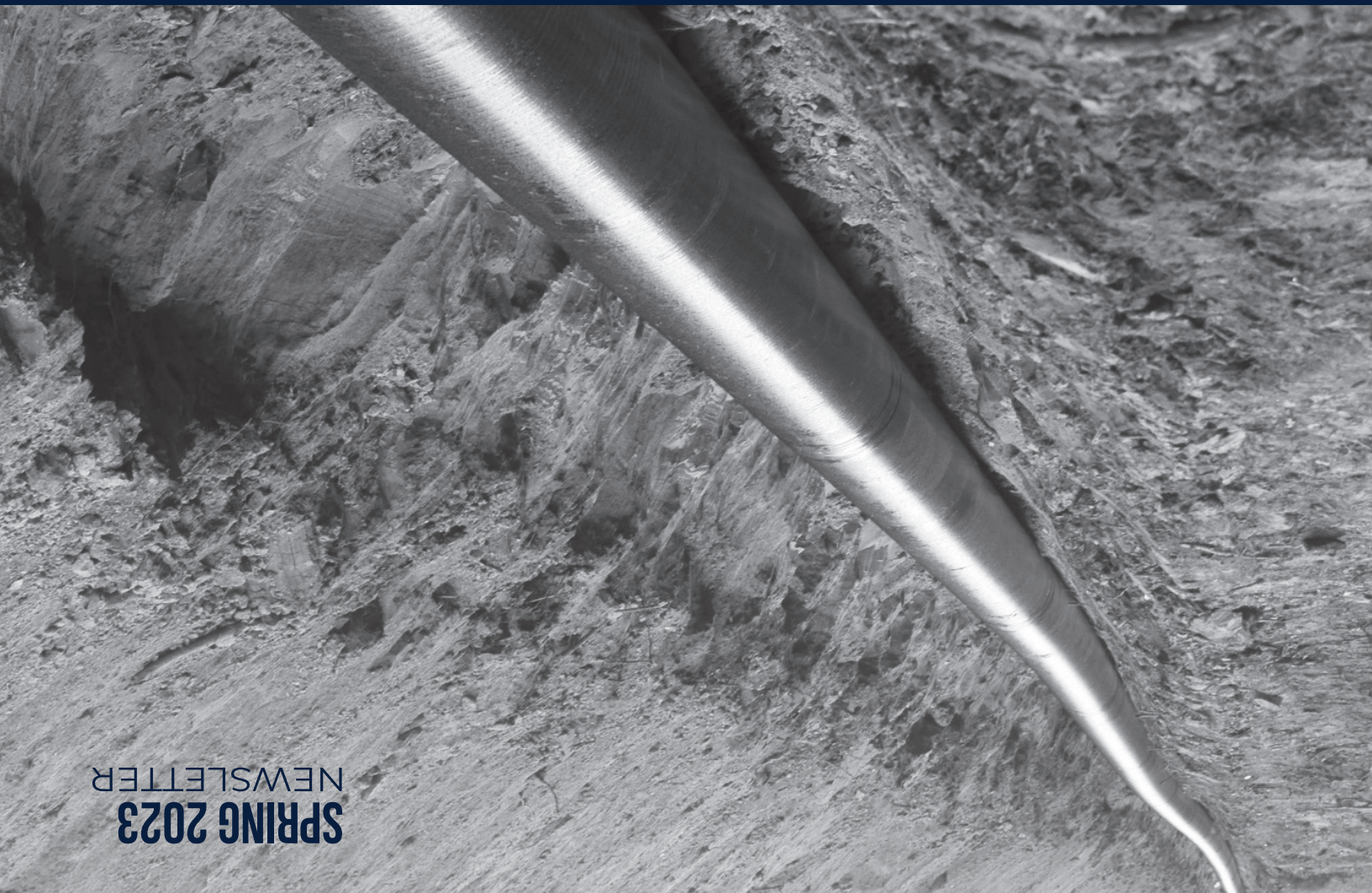
- Mowing maintenance schedules can be extended by years, saving costs for these services.
- Selective herbicides are more effective at vegetation control than mechanical methods such as mowing and hand cutting.
- Herbicides control the unwanted vegetation and allow the wanted plants to thrive, introducing forage and habitat for wildlife on the ROW.
- Use selective herbicides to increase populations of bees, birds, small mammals, deer, reptiles, amphibians, and beetles.

Lanracorp is dedicated to providing our customers with services to meet their long-term goals. We're innovative and always searching for new ways to deliver cost-effective services. Contact our project team to discuss your needs and allow them to work up a plan that works best to meet your goals! Our team can use drones to fly ROW, build maps, create clearing or maintenance schedules, handle ROW management, and provide all required services.

Lanracorp, inc.

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# SPRING 2023 NEWSLETTER



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