



## Letter from the President

Another year marks another major milestone. I'm so proud of our crews and safety team for making it 13 years with Zero Lost Time! Our crews and team are working hard to make 2020 another great and safe year. In 2019, we experienced solid, steady growth on target for what we wanted to achieve. Our team has continued to add new and exciting pieces of equipment, from multiple arborist aerial lifts to more Jarraffs and upgraded trucks... we are heading into 2020 on the right path!

**“Our goal is to go above and beyond in every interaction with our customers to provide them the safest and best experience.”**

We have continued to be a proactive, forward-thinking leader in the ROW Clearing industry, leading the entire industry to a higher standard. In 2019, we added vegetation management surveys using drones. This allows us to provide our customers a much better experience, more accurate bidding, and amazing before/after documentation of work completed. Add in our new GIS system and you have a ROW Clearing contractor giving you the most bang for

your buck and providing you with digital documentation that not many in this industry offer. This is the Lanracorp difference.

As we move into 2020, you'll see more improvements! We are growing our second office in the Toledo, OH, area. Our site manager there will oversee operations in our Northeast area from ROW Clearing and Land Agents to Industrial Site Maintenance. We've got it covered! Our asset tracking, GIS, custom software and drone use will continue to improve in 2020 to provide an even better customer experience.

Excited for the future of Lanracorp and blessed for the progress so far! Thank you to all of my customers and employees. Blessed to have you all on Team Lanracorp!

Sincerely,

Brent Oberlink





## CONGRATULATIONS!

Lanracorp would like to send best wishes to our Land Agent, Jake Robertson, and his new wife, Taylor. They were recently married on January 4, 2020. God's blessings to you both on your new journey together.

## LANRACORP'S CORE VALUES

### #1 Safety Above All

Our company is taking off for 2020 by reviewing our core values. Our number one core value, and by far the most important one we base our work on, is **"Safety Above All."** Our employees praised our safety program during their evaluations, saying "...anyone can tell that this company wants to make sure everyone is going back home safe," and "[Lanracorp] takes safety very seriously and will do all it can to equip [their employees] to practice it." It's no wonder that we can say with pride that Lanracorp has been putting "Safety Above All" into practice for 13 years.

## TEAM MEMBER Anniversaries

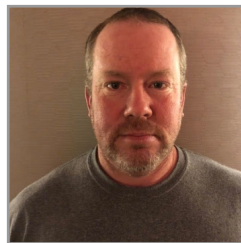
The best part of Lanracorp is by far our employees. We would like to recognize and say thank you to our employees with anniversaries for the months of November, December, January, and February.



**Kerry Henson**  
(9 years)



**Clint McElroy**  
(5 years)



**David Reed**  
(6 years)



**Keith Resch**  
(2 years)



**Dan Sigrist**  
(4 years)

## One Year



**James Atwood**



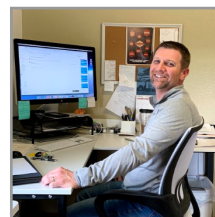
**Cody Brooks**



**Dalton Buff**



**Cody Evans**



**Jay Keppler**



**Elizabeth Soltwedel**

# NEW EQUIPMENT FOR 2020

As you know, we are constantly looking at our equipment to ensure we have the best machinery in the industry. We are continuing to expand our fleet and equipment. We have another specialty arborist backyard lift on the way (90 feet!), another Jarraff arrived recently, and we are continuing to add more fleet trucks and attachments!



## ADDITIONAL OFFICE IN TOLEDO, OH

Our former Operations Manager, Brent Hoerig, who worked at our home office near Wood River, IL, has returned. He has taken the position of our Operations Manager for the new Toledo, OH office. He will oversee additional ROW Clearing crews along with our Industrial Maintenance crews. This will be our Northeast area hub.

**CONTINUOUS  
IMPROVEMENT,  
NEVER SETTLE,  
AND ALWAYS  
OVER-DELIVER**

It's a way of life, it's how we make decisions, and it's how we approach our work. See the Lanracorp Difference!

## BROTHERS KEEPER

Isn't it a good feeling to know others have got your back? If all of us lived by the idea of looking out for those around us, the world would be a much safer place.

What is the best way to know others are looking out for YOU?

**Look out for them FIRST!**

It's the same concept as how to acquire really good friends... you have to BE a really good friend first.

*How can you apply this at your job?*

View everyone you work with as your brother, your buddy (even if they aren't your best friend).

**Help to keep each other SAFE.**







**DONE  
RIGHT**

## WHY IS ROW CLEARING SO IMPORTANT?

- Line of sight.
- Eliminates corrosion issues caused from tree roots.
- Provides easy access during an emergency.
- Lets the public know you have a utility underground. A well-marked and cleared easement lets the public know it isn't just woods or an ATV trail, but that an underground utility is present.
- Allows other contractors to traverse and do their work on the ROW much easier.

**BOOK NOW**

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If you haven't already booked with us, do so soon! Our schedule fills up quickly!  
Email us at [info@lanracorp.com](mailto:info@lanracorp.com) and we'll get you a quote.



# Message from The Superintendent

Wow, last year sure did fly by fast! Especially our fourth quarter when we were slammed with all the clearing needs our customers had come year end! It's been great to be a part of working with such a wonderful customer base, and I can't wait for 2020 to get started down the same path.

**"It's been great to be a part of working with such a wonderful customer base, and I can't wait for 2020 to get started down the same path."**

Looking ahead through our first quarter, we're filling up quickly, so it doesn't look like we'll miss a beat rolling into 2020. We've added some additional trucks in late 2019 and we just added a second Ommelift in January 2020. Of course, this is in addition to our third Jarraff we added in Fall 2019. Having the right tools for the job is extremely important, and we're forever reviewing our needs for new or additional equipment that'll not only keep us safe, but improve our quality of work.

For 2020 projects, we'll continue the use of drone footage to better identify work needs and really fine-tune our bids to make sure we come in at the right price for the work to be done. We will also be continuing our GIS efforts to lay out maps and track the work done along the way.

CrewTracks was a system we rolled out in 2019 that we mainly used for time tracking and job allocation. However, for 2020, we'll continue to evolve towards measuring productivity to budget and focus on the project management tools the software has to offer!

It's great to work for a company of employees that takes pride in their work. I'm excited for the future here and our planned expansions starting first quarter of 2020!

Sincerely,



Jay Keppler, Project Superintendent



ID# 400-149083



# WHAT ARE SOME KEY FACTORS IN MAINTAINING A GOOD ROW?

- Get the ROW reclaimed (if not already) and then set up all ROWs on a regular maintenance schedule. It is much cheaper to mow/canopy trim every few years on light brush than on larger, heavy brush which requires our heavier equipment and more people.
- Pick a good contractor. You pay for what you get. You need more than just clearing done quickly. You need documentation of what was done, skipped, or any land owner issues. You need to know where you have further widening that needs done, where pipe is shallow, etc. We do all of that while we clear. Communication and knowledge are key. It takes a little more time, but the end result is much better.
- Plan in advance – Sell your ROW Clearing plan, sell it and get the budget needed. Get a contractor selected and do a detailed plan addressing red items first and then to green items as budget permits.
- Develop a long-term ROW Clearing plan.

We do all of these with our customers. We can do it separately or with their help, whichever is preferred. Our goal is that you have a solid and detailed plan put together for years out that can be easily budgeted for.





# 13 YEARS

ZERO LOST TIME INJURIES

## WE HIT ANOTHER MAJOR MILESTONE!



NEW PIPELINE CLEARING



ROW CLEARING MAINTENANCE



LAND AGENTS



ONE-CALL MONITORING



ROW ASSESSMENTS



PIPELINE SURVEILLANCE



RESTORATIONS



EROSION CONTROL



LARGE SITE MAINTENANCE

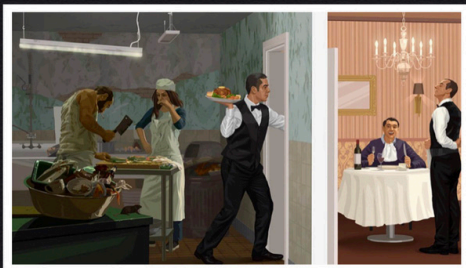


EMERGENCY RESPONSE

Did you know we offered all of these?  
These are our core services.

### Customer Service

Unlike this Kitchen



At Lanracorp, we serve our customers a quality product and we care about what goes on behind the scenes. We are transparent, honest and have integrity. We strive for continuous improvement. 2020 will be no exception! Get added to the schedule today.

### Safety Reminder Scriptural Thought

Proverbs 22:3

**3** The shrewd one sees the danger and conceals himself,  
But the inexperienced keep right on going and suffer the consequences.\*

At Lanracorp, all learn from others' mistakes in this industry so that we don't repeat them. Good catches and near misses are shared regularly. We believe in our Behavior-Based Safety program and use it to make real changes in unsafe acts! We boast well-trained and experienced employees who choose to do it the Right Way every time.



WINTER 2020  
NEWSLETTER



Lanracorp, inc.

619 South 3rd Street  
Brownstown, IL 62418

WINTER 2020  
NEWSLETTER