



## A LETTER FROM THE PRESIDENT

I've always been one that likes to build things, challenge the norm, and push to innovate. You may have seen in the past year or so, we've pushed our "value added" services like GIS, IVM, etc – things that I strongly believe should be done as a part of ROW Clearing. Too many people perform ROW Clearing the wrong way – it's a reactive, shotgun style approach to something that really needs to be more strategically planned. As a result, they overspend, under delivery, and their ROW looks terrible. I'm excited that recently, there has been a lot more interest, discussions, and action taken on incorporating GIS and IVM into the ROW Clearing process – things I've been pushing and talking about for a few years. Why? Because it's the right way to do it. If I was in my customers shoes combined with my experience, this is the only way I would go about it. It's structured, budgeted, detailed, and specific. As a result, the outcome is better and the whole process is more efficient. We are leading the industry on this and others are starting to take note, which is awesome. It will be how ROW Clearing is done in the future.

Innovation is key in any business. We aren't just looking at GIS and IVM. We are also always looking at best practices, safety procedures, and innovative equipment through our Innovate4Safety program.

I believe a lot of business growth in the future will be based upon that businesses ability to innovate and pivot quickly. This is our goal at Lanracorp, to lead the industry in innovation, safety, and through our best practices.

As I wrap up this short letter, I want to challenge you to think outside the box, to ask if what you are doing is the best way to do it. Do your vendors or contractors meet your expectations and are they representative of you and your values in the field? If not, it's time for a change. Please feel free to give me a call or email to discuss any of the above. It's the way ROW Clearing will be done in the future and you need to be a thought leader on it in your business.

Check out our podcast at [thebettercontractor.com](http://thebettercontractor.com)!

Sincerely,

A handwritten signature in black ink that reads "Brent Oberlink".

Brent Oberlink, President





# THE INTEGRATED HABITAT MANAGEMENT APPROACH TO VEGETATION

The practice of Integrated Habitat Management or IHM is the holistic approach to managing vegetation on Rights-of-Way. The primary goal of IHM on ROW is to balance the needs of maintenance and operation with the conservation of biodiversity and ecosystems. Typically, IHM considers the entire habitat within and adjacent to the ROW, rather than focusing solely on vegetation directly within the ROW. This approach recognizes that ROW corridors can serve as valuable habitat for various wildlife species. There is often collaboration between ROW Managers or Owners and environmental organizations, government agencies, and other stakeholders. These groups often have different perspectives, which can address multiple objectives, such as reducing maintenance costs, enhancing safety, and conserving biodiversity.

IHM incorporates various vegetation management techniques tailored to specific environmental characteristics of a ROW. These techniques may include selective mowing, targeted herbicide application, prescribed burning, and planting native vegetation. The goal is to maintain a diverse and hardy plant community that supports wildlife habitat while minimizing the need for mechanical management practices such as mowing or mulching. The purpose of IHM is to enhance the habitat for wildlife species that inhabit ROW corridors. This can involve creating wildlife-friendly vegetation zones, installing bird nesting nest structures, and planting pollinator habitats or plants native to the region. These are strategies to control invasive plant species that can outcompete native vegetation and disrupt the ecosystem.

It is typical to monitor the effectiveness of management practices and adjust strategies as needed. Routine monitoring of vegetation and wildlife populations ensures that the IHM objectives are being met. This type of vegetation management often helps promote better relationships between ROW owners and landowners or even whole communities. Engaging with local communities can foster support for IHM initiatives and encourage participation in conservation efforts.

Overall, IHM on ROW represents a proactive approach to managing Rights-of-way by promoting conservation while meeting the needs of ROW users and operators.





# GLYPHOSATE TOXICITY MYTH

Glyphosate, the active ingredient in the popular product Roundup, is often greatly feared by the general public. Especially those who are unfamiliar with the chemical. There is a myth that Glyphosate is a highly toxic chemical. Many who are familiar with the chemical know that it has a lower acute toxicity to humans compared to many common household chemicals. Acute toxicity refers to the ability of a substance to cause harmful effects shortly after a single exposure or ingestion.

Glyphosate has a relatively low acute toxicity to humans when used as directed. The LD50, which means the "median lethal dose", of glyphosate in rats is relatively high, indicating that it is not highly toxic. Furthermore, glyphosate is classified as "slightly toxic" or "practically nontoxic" by various regulatory agencies when used according to label instructions.

In contrast, some household chemicals can pose significant acute toxicity risks if ingested, inhaled, or absorbed through the skin. For example:

Vinegar or Acetic Acid is generally safe for household use and ingestion in small quantities, concentrated acetic acid can be corrosive and pose risks if ingested in large amounts. Ingesting undiluted vinegar can lead to irritation of the throat, stomach, and gastrointestinal tract.

Table Salt or Sodium Chloride is commonly used in food and household applications, ingestion of large quantities of salt can lead to acute toxicity known as salt poisoning or hypernatremia. This can occur if someone ingests large amounts of salt at once or over a short period, leading to dehydration, electrolyte imbalance, and potentially life-threatening complications.

It's vital to handle all chemicals, including glyphosate, vinegar, and table salt, with care and follow proper safety precautions and usage instructions to minimize risks of exposure and toxicity. While glyphosate and most other herbicides have a lower acute toxicity compared to many household chemicals, proper handling, storage, and disposal are essential to ensure everyone's safety.



## LANRACORP'S MISSION

Our mission at Lanracorp is to provide our customers an experience that stands out among all contractors they've used in the past. Lanracorp has built a Management Team and Staff that is bought into this mission and end goal for the customer. We strive to be the best.

Over the last few years our team has added advanced software for time tracking, notes, photos as well as GIS Mapping to track projects, truck and equipment tracking for crews and of course we've built our daily processes around the safety of our crews and the people around them. We've developed mitigation plans for scenarios that have happened to us and most contractors in the industry and been proactive in additional plans to keep us safe. We are driven by our core values with key ones being safety above all, teamwork, pride in work and continuous improvement. We focus on our mission and company vision through our core values and expect our team of employees at Lanracorp to do the same.

Reach out to discuss how we can be of service to you! We can utilize our GIS mapping program to work with drone flights identifying vegetation, shallow pipe, exposures, and more. Our boots on the ground collect data such as shallow pipe, exposures or wash outs, vegetation issues, marker issues, encroachments, and track crew progress for work being completed vs skipped due to unforeseen landowner issues or weather driven issues. Contact us today for your Fall and 2025 needs!

# STILL STIHL

Stihl Equipment has served Lanracorp well for over a decade. The German manufacturer of chainsaws and other handheld power equipment including trimmers, blowers and pole saws was founded back in 1926, 98 years ago! We just received a new shipment in that will be out there working hard for the hard working.

The Stihl logo, consisting of the word "STIHL" in a bold, white, italicized sans-serif font, set against a solid orange rectangular background.

## HERBICIDE SPRAYING

Herbicide Spraying for weed control has begun! (around the rains & wind of course) Lanracorp spray techs and lawn mow crews have kicked off a little earlier this year. It's nice to have some warmer weather in March and April compared to what we're used to most years. We'll move through our bare ground spraying of facilities such as tank farms, stations, valves and into our ROW foliar spraying for selective invasive species and unwanted vegetation. Remove the brush & saplings and let the grasses and pollinators thrive.

Fall Herbicide Spraying is a thing! We're moving to do some bare ground spraying in the Fall as it has proven to be beneficial to Spring weed control, so if you'd like us to put together a Fall Herbicide Program for you, please reach out and we'll get the pre-emergent down in the Fall to avoid those Spring Weeds! No inspectors available, no problem. Our techs utilize our GIS mapping system to be most efficient in travel to all sites and track all completion of the work. We can map out your sites and handle them on our time saving you extra payroll costs.

The Lanracorp, inc. logo, featuring the company name in a white, lowercase, sans-serif font with a small blue arrow pointing to the right, set against a dark red, rounded rectangular background.





## WHO DO YOU WANT TO BE?

What are your Values? Put a mark by each you value.

- Authenticity
- Beauty
- Justice
- Compassion
- Courage
- Adventure
- Friendship
- Discipline
- Acceptance
- Ability
- Excitement
- Happiness
- Independence
- Accountability
- Gratitude
- Creativity
- Collaboration
- Leadership
- Competence
- Achievement
- Loyalty
- Honesty
- Equality

Setting your Core Values is the foundation in finding your purpose in life. They remind us and others what's important to us and who we really are.



# ESSENTIAL TIPS FOR THE SEASON

It's important to be mindful of safety hazards that come with the changing seasons. Here are some essential tips to keep you and your loved ones safe:

1. **Watch Out for Allergens**: Changing seasons brings blooming flowers and trees, but also allergens like pollen. Keep allergy medications handy, monitor pollen counts, and consider wearing a mask when doing outdoor activities if you're allergic.
2. **Stay Hydrated**: With warmer weather, it's easy to get dehydrated. Carry a reusable water bottle and drink plenty of fluids, especially when engaging in outdoor activities.
3. **Sun Protection**: As the sun gets stronger, protect your skin by wearing sunscreen with at least SPF 30, sunglasses with UV protection, and hats with wide brims.
4. **Outdoor Safety**: Whether it's gardening, hiking, biking or working always wear appropriate safety gear. Check equipment for wear and tear and be mindful of uneven terrain or obstacles.
5. **Beware of Pests**: Warmer weather also means the return of insects like mosquitoes and ticks. Use insect repellent, wear long sleeves and pants when in wooded areas, and check for ticks after spending time outdoors.
6. **Cleaning Out Safety**: While decluttering and tidying up, be cautious of heavy lifting to prevent strains or injuries. Use proper equipment and techniques, and consider hiring professionals for tasks that require it.
7. **Water Safety**: If you're planning water activities like swimming or boating, ensure everyone wears appropriate flotation devices, never swim alone, and always supervise children.
8. **Prepare for Severe Weather**: Many seasons can bring unpredictable weather, including thunderstorms and tornadoes. Stay informed about weather forecasts, have an emergency kit ready, and know where to seek shelter if needed.
9. **Home Maintenance**: Check your home for any winter damage, especially to roofs, gutters, and outdoor structures. Addressing issues early can prevent accidents or further damage.
10. **Drive Safely**: Be mindful of changing road conditions, such as wet or slippery surfaces from rain showers. Slow down, maintain a safe distance from other vehicles, and watch out for pedestrians and cyclists.

By following these safety tips, you can fully enjoy all that new seasons have to offer while minimizing risks. Remember, staying safe is the best way to make lasting memories this season.







## TALKING TRASH

I saw a billboard the other day that read- “Don't let your spring-cleaning turn into litter.” Makes ya think, right?

Keep our planet clean. Our roadways, waterways and rights of ways are littered with trash. One study estimates over 6 billion pieces of litter larger than a dollar bill trash up our landscape. Wow...

**Do Your Part To Stop It!**





**RECENT PROJECTS**

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# A SEASON FOR REFRESHING

Most of us look forward to spring. Springtime is a season of refreshing changes. The coldness of winter surrenders to the warm air of spring. We delight to see renewed life and longer days. Let us pray for God's blessings and forgiveness of our sins. Enjoy "seasons of Refreshing" through gaining a good relationship with our Heavenly Father. Acts 3:19



## EMPLOYEE SPOTLIGHT

Scott will be celebrating his 10-year anniversary in September. He began as a Laborer and has worked his way up to a Foreman position in a short amount of time. He took a pay cut to join the Lanracorp team because he could see the opportunity to move up and grow in his career with our team. Along with working his way up to become a Senior Foreman, Scott also got his CDL, applicators license, and is now currently working on getting his drone license. When asked what the secret is to become successful in our line of work like he has, Scott said "Oh, that's simple, it's follow through. Don't just sit there and say you're gonna get this or do that. Get up and go do it, don't just talk the talk, which is what Lanracorp does." When Scott is not working on his goals at Lanracorp, he likes to unwind playing video games and growing his large firearms collection, watching the Lakers play and the occasional football games. Scott is a born and raised native of Brownstown, IL and still resides there with his dog, Puck.

### SCOTT FINLEY

SENIOR FOREMAN

