

3000 DAYS AND COUNTING



Lanracorp team members have reached a milestone in May of 2015, and it's time to celebrate! "Injury-Free" for over 8 years! This is an outstanding accomplishment; it is a credit to each and every team member for continuing to make "SAFETY" a top priority!



QUARTERLY NEWSLETTER
SECOND QUARTER



LETTER FROM THE PRESIDENT

Faith • Family • Fitness/Health • Charitable Giving
Lanracorp
Engaged

Mini SERMON:
REQUIRING PROOF

"Objections that I have often heard from people about Christianity deal with the nature of faith. If Christianity is really about "faith" in Jesus, isn't the Christian life just about blindly believing a set of ideas? I believe it simply because I believe it? Regardless of evidence or proof, Christians believe a set of ideas? That is how many of the objections tend to go. For these type of people, they live much more evidence-driven lives. Unless I have proof of something, I will not believe it.

But most of us live lives of faith every day. When I turn the key in the ignition, I have faith that it is going to start. I can't explain how it starts (most of us anyway), and I can't comprehend how fuel injectors and gasoline and oil and all kinds of moving parts work together to create combustion and make a car move. I can't explain that, but I simply know that it has started in the past, so I trust that will start in the future. We don't start each morning making the objection, "Unless I have solid proof that my car will start, I refuse to turn the key." That would be absurd. There are so many examples in life where we take faith that something is going to work or happen the way we expect. From the inner workings of a car to our cell phone placing a call to a doctor performing surgery. We place great faith in any of these examples.

But when it comes to things of spirituality, we seem to have a different standard. Everything has to be proven before accepted, though we don't hold that standard to most things in life. Now, to be fair, the objection to this idea would be like this: "Yeah, but a car can be turned on and off over and over to be tested. I have witnessed a car turning on over and over. It's not the same thing." Though that is a valid point, the New Testament stated in 1 Cor. 15 that over 500 people witnessed Jesus walking around and talking after he had died a horrible death. From any journalistic perspective, 500 people would be more than a credible source to believe something happened.

This is the point I am trying to make. We live lives that require faith in almost everything we do. The very nature of faith requires that we take a risk and step out before "requiring proof." This is why Hebrews 11:1 says, "Now with is the assurance of things hoped for, the conviction of things not seen." We don't always have cold hard evidence for everything in life, but we continue to move forward in many areas regardless, trusting that things will work a certain way. The life of faith in God is not much different. We can have certainty regarding the things we believe, but we also need to take that "leap of faith" and trust when there is no proof. As Jesus said to Thomas after his resurrection in John 20:29, "Have you believed because you have seen me? Blessed are those who have not seen and yet have believed."

What a successful season so far! All of our ROW clearing crews are in full force and all of our weed spraying is ahead of schedule. We have truly been blessed. In this newsletter you will see improvements that we've made at Lanracorp. You will hear me mention regularly the idea of "continuous improvement". The belief that nothing is ever quite good enough and that everything can be improved upon. This past quarter we've added a software called BuilderTrend which helps to centralize and track important data and documentation regarding our work. This data collection will help in so many ways; landowner or other details we can share with customers, issues on the pipe, the list goes on and on. Our herbicide mix has improved in it's effectiveness and it's more environmentally friendly. We've added a new location in Bowling Green, OH. And last but certainly not least we continue to push our safety culture and implement ideas that make a difference in the safety of each employee. Just a few of the things at Lanracorp we are working on to help make for the best customer experience.

Another blessing the past few months has been building our workload for existing clients and adding a few new clients. After all, a job well done means more work next year! Our staff are to thank for this continued business from our customers.

We experienced a major accomplishment in the second quarter of 2015 by hitting 3,000 Incident Free Days! We are so proud of our employees in the field as well as our management staff for this major accomplishment and milestone. This is not something to be taken for granted but a reminder of the commitment to safety and to the development of a safety culture that is so important in achieving this goal as well as continuing that momentum. Let's look forward to celebrating 4,000 incident free days. All employees are invited to a reward party with a gift in July, more details coming.

We are in the midst of our busiest months at Lanracorp. The sun is shining, days are long, and the ground conditions are relatively favorable. Knowing this I want to ask for a continued focus on safety, knowing that while our workload is in full swing and deadlines are on the horizon that we not forget that safety is our #1 priority. This time of year is exciting for us here and we look forward to the challenge but we must not forget to keep safety first.

To all of our customers, thank you for your business so far this year and you should be seeing a lot of us over the next several months. I would love to sit down with you and do a midyear review. Feel free to reach out to me at anytime!

Be safe!

Brent Oberlink, President



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EMPLOYEES OF THE QUARTER



Kerry Henson

Kerry Henson is our very first employee to get selected twice for Employee of the Quarter for two consecutive years. There are many, many great things that we can say about Kerry. Accomplishing his fourth year of employment, Kerry continues to be one of our most dependable team members. His work is meticulous and efficient, while also providing our company with new ideas to improve work practices. He has built some solid relationships with our customers and willing to travel the distance to get any job completed in a timely manner. A big thank you and congratulations to Kerry Henson for Employee of the Quarter.



Marshall Cole

Marshall Cole is our second Employee of the Quarter. Marshall just completed his fifth year of employment. He is one of our few employees that does not physically report to our home office location, as he lives local to the job. Therefore, Marshall goes above and beyond to communicate daily with the home office to overcome this disadvantage. He is very punctual with the timelessness of his paperwork. Marshall has overseen one of our large refinery projects since 2009 and has performed consistently at a high standard. No safety incidents, high customer satisfaction, and a job well done top his list. Along with being a loyal and passionate employee he also has a tremendous attention to detail and organization that allows for his high customer satisfaction. We appreciate all that Marshall has done!



SAFETY COMMITTEE SPOTLIGHT:

With the implementation of the Lanracorp Safety Committee in the beginning of 2015, we as a company want to grow and prosper as the year moves along. The "Newly" formed DOT compliance committee is off and running in 2015! This committee is made up of CDL/ Non-CDL drivers, Safety Manager, Fleet Mechanic, Operations Manager, and HR to help continue to make improvements in our DOT program. We will continue to strive for "0" violations as our goal and help educate all new/existing Lanracorp, Inc. team members.

Topics that will be covered are:

- Establish an incentive program for all CDL Drivers to reward those individuals who are compliant with DOT regulations.
- Establish goals for all Non-CDL/CDL drivers and encourage all team members to obtain these set goals.
- Review regulations to help educate Non-CDL drivers to ensure that they receive the proper training prior to getting their CDL.
- Promote safe driving habits among team members.

It is the committee's responsibility to establish goals for team members to achieve as we move forward towards the future. Each team member must have the willingness to learn and grow within the company. This committee will encourage other team members to recognize DOT concerns and how we as a company can make the necessary changes to ensure the every driver that leaves the shop is DOT compliant.



As we get closer to completing the first half of 2015, our BBS program has evolved into one of our most vital tools along side our Job Safety Analysis program. It has given our team members the ability to take a proactive approach towards the safety and well being for themselves and their fellow team members. By gathering the trending data and reviewing areas of "At-Risk" concerns, we are able to focus our attention to adding best practice solutions to eliminate needless injuries/accident that may have occurred. The following is trending data since the start of 2015:

At-Risk - 34 Safe - 1120 Completed BBS's - 116 Team member participation - 39%

Over the course of the winter months and early spring, the environment has been a contributing factor to the number of "At-Risk" found on the job site. Walking/ Working Surfaces have accounted for over 50% of the "At-Risk" noted on the BBS form. Various toolbox topics, JSA discussions, and safety training have helped us take the necessary precautions to avoid any possible injuries/accidents to occur.

BUILDER TREND APP



Lanracorp, Inc has introduced a new app, Builder Trend, to our working out in the field to bring the outside work inside our foremen are responsible for all data recording at the job site, from reporting square footage cleared to taking before and after photos at each job site. Every detail of information recorded was either emailed or handwritten and photos uploaded into albums or sent via text message. It was becoming very time consuming at the job site for the foreman to handle paperwork and waiting for files to upload. On the back end, managers were also experiencing similar time-consuming work by sorting all the information, searching for matching photos, electronically entering handwritten notes, and printing or electronic filing for every project. After a couple months would allow us to capture, organize, and store all information in one simple step of research and practice trials, Lanracorp, Inc found an app that The Builder Trend app is accessible on all mobile devices. The app allows each employee to set his or her own personal username for one or all the jobs that he or she may be working on. Each day the foreman will start a new Daily Log to track progress. The foreman's Daily Log includes records of site arrival; work performed and completed, before/after photos, and also site departure. Foreman and supervisors can also record any additional details that they want for each project. Each time the foreman submits information on the Daily Log it sends an email and text message to all supervisors associated with that project; there is no delay or waiting to the end of the week to get the details we need from our traveling crew. The Daily Log is a great tool for us to capture all the information we need (in real time) for all daily work and site information. This information is also electronically archived indefinitely. Everything is input by the foreman, with no middleman to sort, organize, or file it. It really does feel like our foremen bring the outside work inside our four walls at the home office.

All of our customers can also have access to these Daily Logs. Therefore, we encourage that any customer who would like to be added to this Daily Log viewing feature, to contact krystal.west@lanracorp.com.

OHIO SHOP AND OFFICE

We recently finalized our lease on a new shop and office located in Bowling Green Ohio. This was a huge step for us in continually increasing and broadening our operations. We chose Bowling Green Ohio for multiple reasons. First, we already have had a dedicated full time crew that has taken care of a local refinery over the last 5 years. This shop is very close for them to use as an office, storage, and to maintain equipment. This is also a great middle location for a lot of our ROW clearing work and spraying work that we perform. With this location we can base more work from here and take over some of the work that has been out of Illinois in the past. We are hoping this increases our responsiveness to more areas, and also help with maintaining costs. We are very excited about this new location and what we can do with the space over the next few years.

HERBICIDE UPDATE



Two to the furthest left are running off and are an old mix.



From the right has some growth coming back and our mix first from the right had more vegetation initially but has nothing coming back yet.

In April we completed our application of our trial herbicides. We selected 5 different herbicide mixtures and applied them in set areas. The herbicides that we selected to trial were our current mix, old mix, and some mixes that our chemical reps have suggested to us. The reason that we are performing these trials is to test the effectiveness of our chemicals, and also compare the effectiveness based on price. There are hundreds of chemicals on the market with a broad price range and we want to be able to provide our customers with the best product.

Our initial results have been very positive and we are having the best results with our current mix that we are using. The other herbicides we are testing are working well but we have noticed some movement of the herbicide and also some spots with vegetation that hasn't completely died. We will continue to monitor the first application site throughout the next year. We will also have an application of each chemical at a new site mid-summer, and also late fall to continue to test the long-term ability of these herbicides.

EQUIPMENT TODAY

We recently had the opportunity to be interviewed by Equipment Today magazine. The article highlighted the various applications that we use our Bobcat skid steers for. Bobcats have been our go-to machines for the last few years because of their reliability and versatility. Bobcat also has a great network of dealers and tremendous customer service. It was a great opportunity for us to take some time and highlight everything that these machines are capable of for us. Please check out the article online at forconstructionpros.com.

