



What a historic first half of 2020. From Covid, the stock market, to oil prices... a lot of history was made. At Lanracorp, we've been very blessed to be able to continue to work and service our clients. We've taken several extra safety precautions to ensure our team is able to work safely with guidelines from the CDC.

We are looking forward to the rest of 2020. Our workload is busy, we've added new clients, grown work with existing clients, and continue to perfect our craft. We love what we do and most importantly I genuinely say we have the best clients in the business.

One of the things I'm most excited about that is new for 2020 is our focus on GIS. It makes sense for us and our customers to offer GIS as an add-on service for ROW Clearing or as a stand alone service. Often we make contacts, document shallow pipe, install markers, report encroachments, and document further ROW Clearing needs. GIS allows us to gather, organize, and easily send this file to our clients that

"As our loyal clients know, we push to provide you a safer, better service...not one based on price alone."

select this service. We believe in doing the best, most innovative, and documented service we can for our clients. As our loyal clients know, we push to provide you a safer, better service... not one based on price alone. We believe in doing the best, most innovative, and documented service we can for our clients. As they know, we push to provide a safer, better service... not one based on price alone. We believe in quality and safety first, and that's our goal to our clients. GIS is just one more level of service that they love.

Some of you may have noticed that we have begun utilizing drones for bidding, ROW Assessments, etc. We have a drone pilot on staff and this has been another huge advantage for us from bidding, assessments, to aerial images of bad areas on the ROW.

Another item, not totally new, is our commitment to making our equipment fleet one of the most comprehensive in the industry. To have the equipment to do any/all types of jobs. We've continued to



grow our fleet, from remote control slope mowers, MarshMaster mowers, 90 foot arborist lift, to our Jarraffs... we have what it takes to get your job done and done right.

On a final note, I must continue to say how proud I am of our crews dedication to safety. This is our 13th year with Zero Lost Time Recordables, a difficult feat in our industry. It's our teams culture and attitude to safety. We realize that checking boxes isn't enough that safety is something that must be lived, talked about top down daily, and reiterated in every decision that is made. That's how culture is built.

Sincerely,

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

Brent Oberlink, President

Toledo Area Manager Brent Hoerig



One of the greatest quotes I can think of as we go through this new and unprecedented time comes from the great Tom Calahan Sr: "you're either growing, or you're dying." This is of course from the movie "Tommy Boy" but it does have a lot of meaning that we can apply in our business and personally. We can either approach challenges as a chance to grow and get better, or you can sit back and fade away. At Lanracorp, we are choosing to grow and get better.

Our efforts in Toledo is a perfect example of this. This spring we have taken the opportunity to expand and grow in the Toledo area and we are pushing forward with two very simple goals: 1. Retention and strengthening our current relationships, 2. Growth and development of new projects and personnel.

Retention and strengthening our current relationships. This will mark our 10th year that we have had a presence in Toledo. We have developed a few core relationships with our customers over the last few years and developed some great personnel. It is easy to ride out the relationships and take them for granted, but instead we are pushing to always continue to improve and give the best experience possible. This year we have already demoed more efficient machines to give a better service to increase our production and quality. We have invested in new equipment and tools to increase our safety, productivity, and efficiency. In addition to the equipment, we have been investing in our associates as well. We have been working with our most experienced associates on creating development plans, training, and leadership development with the goals of creating the best leaders in the industry.

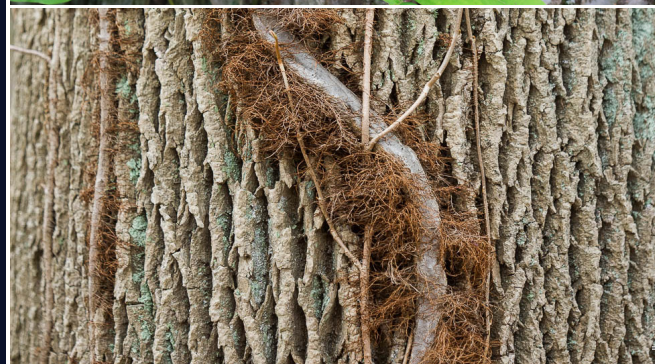
Growth and development of new projects and personnel. Over the last few years we have done more and more work in the Toledo area. We have done projects as far north as Michigan and as far east as Pennsylvania. These opportunities have been fantastic and we are using them as building blocks for more growth in this area. Having an office in Toledo, gives us the ability to reach farther than before for new projects and expands our service area. This means we can offer better pricing, quicker response time, and have the accessibility to additional resources in conjunction with our Illinois office to offer an even better product. The growth of this new work also means we are able to grow and develop new personnel based in Toledo. Currently we have been able to hire additional experienced employees and develop some of our current employees into new foreman and leaders.

Even though things have been very crazy with the COVID-19 pandemic and presented us with new challenges to overcome, we have great momentum moving forward in 2020 to continue to solidify our position in Toledo. We have set very high expectations for 2021 and are already working on our next steps to make these a reality while still focusing on giving the best experience possible to our current customers. Our goals are always safety and quality always; and we will continue to demonstrate that in Toledo as we continue to grow.

SUMMER: Poison Ivy Hazard Awareness

Poison Ivy Rash is caused by an allergic reaction to an oily resin called urushiol. This oil is in the leaves, stems and roots of poison Ivy, poison oak and poison sumac. In the top picture poison Ivy climbs up inside an evergreen then sends its branches outwards looking for sun. When there are no leaves climbing poison ivy can almost always be identified by the hairy root. All Vegetation Managers must be aware of the hazard and take precautions.

- Learn to recognize this hazard - not just the leaves but also the vines.
- Long pants and sleeves should be worn along with your other PPE.
- Ivy pre-wipes can be used to provide protection ahead of time.
- Clean all your clothes, shoes, PPE, and tools.
- Remember, you don't get a rash because you came into contact with the poison ivy - you get the rash because you don't remove the oils thoroughly. So wash vigorously with soap, water and a washcloth.



QUALITY AND SAFETY. ALWAYS.

At Lanracorp, safety is at the forefront of everything we do. It isn't just part of our job, it's a priority. Our safety record proves that. We have a safety record of 13 years – zero lost time. We take safety seriously. It's not just a manual, it's a culture of safety.

CHECK OUT OUR NEWER SERVICES!

GIS: We can use GIS in a multitude of ways. We use GIS to track data from ROW Clearing, gather and present data from our land agents activities, and perform vegetation or other assessments. We can even update our clients' GIS files. This is a powerful tool in our line of work.

ROW Assessments: Using GIS we can gather information by performing a ROW Assessment. This can be a vegetation survey, depth of cover survey, encroachment survey, etc.

Depth of Cover Survey: Using GIS and line locators we will determine depth of cover and present a GIS file back to the customer showing depth along the pipe and flagged all shallow pipe. Photos included. Most customers also have us replace or install line markers during this process.

We are utilizing the latest in advanced technology to gather data from the field as well as provide full transparency to our crews' location and progress.

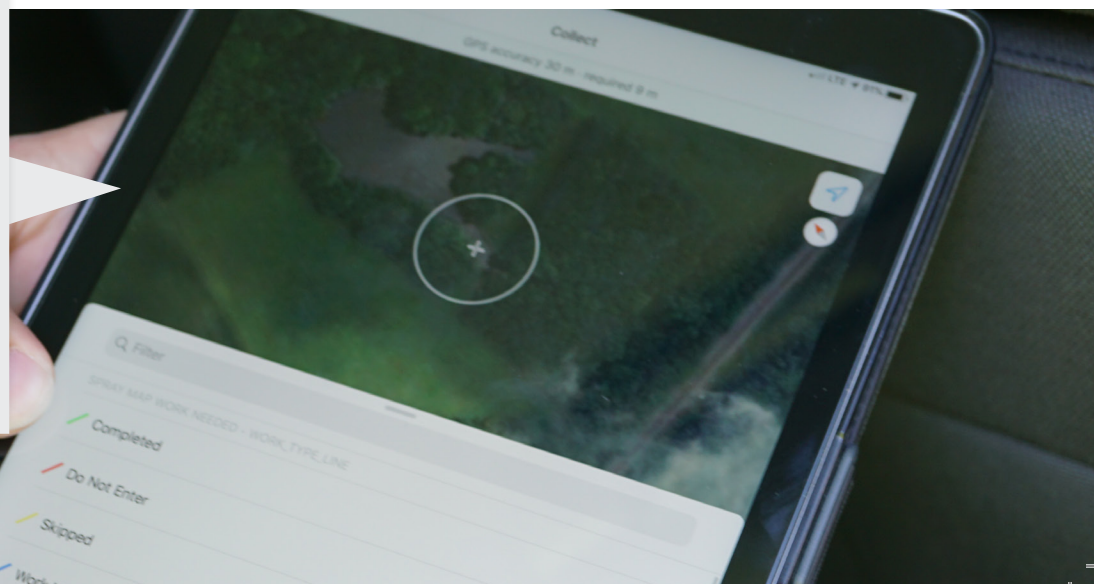
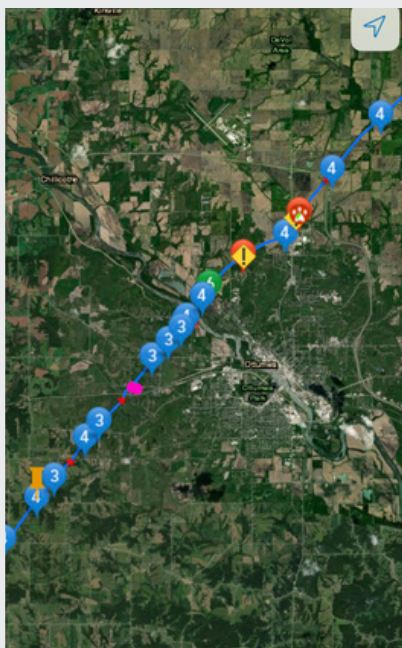
One Call/Watch and Protect

Often times, after our One Call or 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

Our crew will be your eyes and ears in the field. ROW Clearing, Asset Monitoring, and our other array of ROW Maintenance Services ensure proactive protection for your assets.

From One Call services to watching your assets during construction or other ground activities, our Watch and Protect crew is there within 48 hours to assist you when you are in a bind.



What is Lanracorp's Culture?

At the beginning of 2020, the management team discussed the goals for the company. We discussed what we believe Lanracorp's Culture is and how we strive for it to be.

"Culture means to me the customs, manifestations and achievements of a group. For Lanracorp, that is 'Safety and Quality Always' and is summarized by our 9 core values. We have safely cleared over 1,000 miles of ROW in the last year. Zero Lost Time Safety Record... we do continually improve & are not just satisfied with what we did yesterday. We, (Lanracorp), really do try to be proactive, not just reactive. We certainly do try to learn from (our lessons) & promote all to be involved in safety and I'm proud to say our employees' evaluations reflect that. We strongly promote being a good honest person at work & at home. We do have good guys and have 90 percent customer retention. We do have a group of people that know we represent 'Safety and Quality Always'."

- Dan Sigrist, Safety Manager

"Culture, to me, is how our company is viewed from the outside (customers & the public) and the inside (employees). Management and their actions drive it and enforce it. The outcome depends on the execution. We all know we've got work to do to continue cultivating our culture and keep a true team!"

- Jay Keppler Project Superintendent

"To me, culture is safety and quality always. Leading by example to show this and truly meaning it when this is put to the test. Not cutting corners to save some money, but doing things right, always. Setting ourselves apart from others by being an elite contractor that focuses on the end product and the experience of having someone that cares. Always striving to improve and pursuing ways to become better in all aspects. Not becoming complacent and being content when we think we have it figured out but pushing to consistently improve."

- Brent Hoerig, North East Operations Manager

"Culture, the word should instill a way of living your life. It will affect everyone around you that you interact with be it at work or home."

- Doug Enloe Midwest Operations Manager

"To me culture in a company is a driving force of good or bad towards a certain belief. That we are collectively working together daily to achieve X because we believe in Y. At Lanracorp, I believe we have pushed the safety culture very well. That we are a company that is a leader in safety and we have a duty to be safe. I think we do a good job also of being respectful to others, pushing improvement, and delivering to our customers."

- Brent Oberlink, President

TEAM MEMBER Anniversaries

One Year Anniversary: Eric Holaday and Brett Madeker.



Marshall Cole
(11 years)



John Feltner
(9 years)



Charles Maroon
(5 years)



John Carroll
(4 years)



Doug Enloe
(4 years)



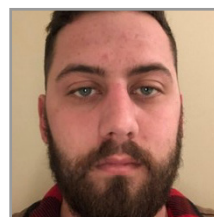
Chad Wehrle
(3 years)



Keith Taylor
(3 years)



Josh Struble
(3 years)



Randy Strong
(2 years)



Dalton Maroon
(2 years)



Corey Schaal
(2 years)



JOHN MCGINNESS

Ever since John joined the Lanracorp team, he has continuously set goals for himself and achieved each and every one of them. From getting his CDL to getting his spray license, if John says he's going to do something, we can count on it being done. We appreciate your determination, John, and are proud to have you on Team Lanracorp.

SPRING TIME BLESSINGS

On April 1st, one of our shop mechanic's, Brian Lovett and his wife Crystal, welcomed the birth of a healthy baby boy. Both mother, father, and new big sister are elated on the new addition to their family.

Message from The Superintendent

Well, here we find ourselves in the middle of COVID-19 stay-at-home orders. However, we're busy as ever! We've been very fortunate here at Lanracorp to not have any members of our team or family sick during this time. We've all stayed healthy and done the best we can at following our social distance plans and making sure our equipment stays disinfected as much as possible. We're serving customers as usual without any major interruptions.

We have some really great news for Spring 2020! We've rolled out our new GIS mapping program to start collecting on the spot data which loads right into a web map identifying site locations, access points, hazards along the ROW, and much more. Crews can even show what work has been completed, still needs worked, or skipped sections due to water, crops, landowners, etc.

We're so excited to be offering this service to our customers. We can easily drop pins on a map identifying exposures, shallow pipe, hazard trees, as well as make notes and take pictures right there on the spot and share on our web map immediately! We have our line finders linked up with our phones to find pipe and create maps for those companies that do not already have .kmz or .kml files.

We can now not only offer mapping and custom reports to our customers for the work we've done, but we can easily offer this same service to our customers for other contractors they have in place that might not be as good with the 'paperwork' side of the job.

Sharing maps and data can be done by a viewer license, exporting as kml data for google earth, exporting to .csv file or if you already have a GIS program, we can simply export as a geodatabase and share all detail with you including our pictures as pop-ups on the map.

"We can easily drop pins on a map identifying exposures, shallow pipe, hazard trees, as well as make notes and take pictures right there on the spot and share on our web map immediately!"

Another new service we have put together is a customer portal on our website. We can set you up with a login to access photos and/or documents vs having to fight emailing large files, mailing flash drives, etc. We can simply drop files into our portal and you can pull them.

Hit us up for all our new services that include, GIS Mapping, Parcel & Land Owner info, Inspections, Audits and of course our ROW clearing, lawn mowing, weed spraying services as usual. 2020 is going to be a great year for Lanracorp growth, even with COVID-19!

Sincerely,



Jay Keppler,
Project Superintendent



Help each other when we can.



Protect ourselves and others too.

COVID-19 CHANGED US

Lessons

After taking this roller coaster ride the last few months, COVID-19 has taught us all a few things. For Instance...

- Health care workers are Amazing!
- Delivery men and women and shelf stockers have been underestimated.
- We eat out a lot!
- We are super social creatures and community and culture are missed. (remember handshakes)
- I would pay twice as much for gas if I could go somewhere.
- God, Family and Friends are a call away.

We continue to monitor the Pandemic. The safety & wellbeing of our customers and staff is our top priority. We have not and do not anticipate any interruptions in our service.

MAKING AN IMPACT:

On Memorial Day I had a conversation with a good friend about our country today, I was reminded of the great sacrifices so many American men and women made so that we could have the great freedoms we do. People fought and died, gave up everything because they believed in this country and our freedom so much. They sacrificed so that we may live free and in a better world. What they did made an impact. Are we living our lives in such a way that their sacrifice was worth it? Are we bettering our world for the next generation? Are we making an impact in our communities, families and businesses so that America continues to innovate, grow and prosper so that future generations have it even better than we do?

Live by example, lead by example. Choose to make an impact. Do good. Help others and change lives.

All great leaders made an impact for generations to come.

SPRING 2019
NEWSLETTER



Lanracorp, inc.

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