



# 2018 ANNUAL CONFERENCE

April 17-21

Boca Raton Resort, Boca Raton, FL



SC&RA

70

YEARS OF  
EXCELLENCE

# SCHEDULE

## ▶▶ TUESDAY, APRIL 17

**10:00 am – 5:00 pm**  
REGISTRATION/INFO DESK

**8:00 am – 11:00 am**  
TENNIS TOURNAMENT

*See page 6 for details*

*Sponsor: Emmert International*

**8:30 am – 9:30 am**  
SC&R FOUNDATION: EXECUTIVE COMMITTEE

**9:30 am – 10:30 am**  
SC&R FOUNDATION: PR/DEVELOPMENT  
COMMITTEE

**12:00 pm – 6:00 pm**  
GOLF TOURNAMENT & AWARDS RECEPTION  
*See page 6 for details*

*Sponsors:*

*Awards: Harry Fry & Associates*

*Beverage Station: Ridewell Suspensions*

*Golf Giveaways: Transport Equipment Sales (T.E.S.)*

*Hole In One (\$10,000): Hays Companies*

*Hole In One (Car): Kitchen's Crane & Equipment*

*Lunch: Garrod Hydraulics, Inc.*

*Reception: Meritor, TransWorld Manufacturing,*

*WHECO Corporation*



- *Attire is business casual unless otherwise noted.*
- *All conference functions are acceptable for children 12 and older. Please make arrangements for children under 12.*

**7:00 pm – 8:30 pm**  
FIRST-TIMERS RECEPTION

*(By invitation only)*

*Sponsors: Talbert Manufacturing, Inc.,*

*TransMaster Trailers/Master Solutions Inc.*

**7:00 pm – 10:00 pm**  
PAST CHAIRMAN'S COUNCIL DINNER  
*(By invitation only)*

**8:30 pm – 10:00 pm**  
MEET & GREET  
*(Cash bar)*

## ADDITIONAL SPONSORS

### Charging Stations

A1A Software LLC

Fontaine Heavy-Haul

TransMaster Trailers/Master Solutions Inc.

### Meeting App

Fleet Cost & Care, Inc.

### Onsite Pocket Guide

Riggers Manufacturing Company

Rigging Gear Sales, Inc.

### Room Keys

USI Insurance Services LLC

### Wi-Fi Access

KHL Group

Scheuerle-Nicolas-Kamag-Tiiger

Transport Systems and Products, Inc.

## ▶▶ WEDNESDAY, APRIL 18

*Committee meetings are open to all attendees unless otherwise noted*

**6:30 am – 5:00 pm**  
REGISTRATION/INFO DESK

**6:45 am – 7:30 am**  
NCCCO 5K RUN/WALK

*Sponsor: Buckner Companies*

**7:15 am – 8:45 am**  
EXECUTIVE COMMITTEE

**8:00 am – 8:30 am**  
HAULING CONTESTANTS MEETING

**8:00 am – 8:30 am**  
RIGGING CONTESTANTS MEETING

**8:00 am – 9:00 am**  
MEMBERSHIP COMMITTEE

**8:00 am – 9:00 am**  
SC&R FOUNDATION:  
GRANT/SCHOLARSHIP COMMITTEE

**9:00 am - 10:15 am**  
CRANE & RIGGING GROUP  
SAFETY EDUCATION &  
TRAINING COMMITTEE

**9:00 am - 10:45 am**  
PERMIT POLICY COMMITTEE

**9:15 am - 10:30 am**  
ALLIED INDUSTRIES GROUP  
GOVERNING COMMITTEE & ANNUAL  
MEMBERSHIP MEETING

**9:30 am - 10:30 am**  
LADIES GROUP GOVERNING COMMITTEE  
*(All registered spouses and guests invited)*

**10:30 am – 11:30 am**  
CRANE & RIGGING  
GROUP LABOR COMMITTEE

**10:45 am – 12:15 pm**  
SPOUSES TIME OUT  
*(All registered spouses and guests invited)*  
*Sponsors: Ridewell Suspensions,  
Unified Logistics Operating Group*

**11:00 am – 12:30 pm**  
TRANSPORTATION GROUP SAFETY EDUCATION  
& TRAINING COMMITTEE

**11:45 am – 12:45 pm**  
TOWER CRANE COMMITTEE

**1:00 pm – 2:00 pm**  
SC&R FOUNDATION: RESEARCH COMMITTEE

**1:30 pm – 2:00 pm**  
NETWORKING BREAK

*Sponsors: Goldhofer Aktiengesellschaft,  
NCSG Crane & Heavy Haul Services, XL Specialized Trailers*

**2:00 pm – 3:00 pm**  
OPENING SESSION: THE HEART-LED LEADER

Speaker: Tommy Spaulding  
*Sponsors: Lifting Gear Hire, Lift Systems, Inc.,  
Riggers Manufacturing Company*

**3:15 pm – 3:45 pm**  
INSURANCE & RISK MANAGEMENT COMMITTEE

**4:00 pm – 5:30 pm**  
EDUCATION SESSION:  
KEY STANDARDS OF CARE FOR  
CRANE & TRANSPORT COMPANIES

Speaker: Bill Smith, EVP Claims & Risk Management,  
NBIS (NationsBuilders Insurance Services, Inc.)

**5:30 pm – 6:30 pm**  
FREE HEADSHOT SESSION

*Take advantage of this opportunity to have  
your professional headshot taken by SC&RA's  
photographer. No cost. First come, first serve.*

**7:00 pm – 8:30 pm**  
PRESIDENT'S RECEPTION

*Sponsors: Kobelco Construction Machinery USA, (KCMU),  
Liebherr, Tadano America Corporation, Terex USA, LLC,  
The Manitowoc Company*

Attire is professional/jacket optional



# SCHEDULE

## ▶▶ THURSDAY, APRIL 19

*Committee meetings are open to all attendees unless otherwise noted*

**7:30 am – 5:00 pm**  
REGISTRATION/INFO DESK

**7:30 am – 7:45 am**  
ASSOCIATION NOMINATING  
COMMITTEE

**7:45 am – 9:00 am**  
LINK-BELT BREAKFAST:  
THE GAME-WINNING 3

Speaker: Dave Davlin  
Sponsor: Link-Belt Cranes

**9:30 am – 11:00 am**  
CRANE & RIGGING GROUP  
GOVERNING COMMITTEE

**9:30 am – 11:00 am**  
TRANSPORTATION GROUP  
GOVERNING COMMITTEE

**10:30 am – 12:30 pm**  
LADIES GROUP ANNUAL MEMBERSHIP  
MEETING & BRUNCH  
*(All registered spouses and guests invited)*  
Sponsor: Anderson Trucking Service, Inc.

**11:30 am – 12:30 pm**  
HAULING JUDGES' MEETING

**11:30 am – 12:30 pm**  
RIGGING JUDGES' MEETING

**1:00 pm – 2:00 pm**  
EDUCATION SESSION:  
THE HERO EFFECT

Speaker: Kevin Brown  
Sponsors: Python America,  
Truck & Equipment Specialists, Inc.



**2:30 pm – 3:30 pm**  
EDUCATION SESSION: HOW DO YOUR  
NUMBERS STACK UP?

Speakers: Rebecca Brewster, President,  
American Transportation Research Institute  
Bob Costello, Chief Economist,  
American Trucking Associations  
Ken Simonson, Chief Economist,  
Associated General Contractors

**4:00 pm – 5:00 pm**  
EDITORIAL ADVISORY BOARD  
*(Committee members only)*

**6:30 pm – 11:30 pm**  
FOUNDATION GALA:  
RACING TOWARD OUR FUTURE  
*(Tickets required)*  
Gala Sponsors: BOSS Crane & Rigging,  
Doral Equipment Rental, Keller Permit Service,  
Landstar Transportation Logistics, Inc.,  
Mammoet, Meritor, Miller Transfer,  
NBIS (NationsBuilders Insurance Services, Inc.),  
PSC Crane & Rigging, Trail King Industries, Inc.,  
Western Star Trucks, White Brothers Trucking Company

Attire is casual. Wear your race day outfits!

*Proceeds go to the SC&R Foundation.*



## ►► FRIDAY, APRIL 20

**7:30 am – 4:00 pm**  
REGISTRATION/INFO DESK

**7:30 am – 9:00 am**  
TRAIL KING BREAKFAST: ROCK, ROLL  
AND LAUGH YOUR WAY TO THE TOP

Speaker: Greg Schwem

Sponsor: Trail King Industries, Inc.

**9:00 am – 12:00 pm**  
PRODUCTS FAIR

Refreshment & Lunch Sponsors:

CraneTrader.com, H&E Equipment Services,

J&R Engineering Co., Inc.,

Versa-Lift (Custom Mobile Equipment)

**12:00 pm – 1:00 pm**  
SC&R FOUNDATION:  
BOARD OF DIRECTORS

**1:00 pm – 6:00 pm**  
CRANE & RIGGING GROUP  
MEMBERSHIP MEETING &  
JOB OF THE YEAR COMPETITION

Refreshment Sponsors:

Deep South Crane and Rigging, LLC, Enerpac

**2:00 pm – 4:00 pm**  
SPOUSES' YACHT EXCURSION

This 2-hour yacht excursion is open to all registered spouses. The cost per person is \$125. Maximum attendance is 49.

**6:30 pm – 7:30 pm**  
INTERNATIONAL MEMBERS RECEPTION  
(By invitation only)

Sponsor: Mammoet

**8:00 pm - 10:00 pm**  
ACOUSTIC ALCHEMY GUITAR RECEPTION  
(Open to all attendees. Open Bar until 9:00 pm)

Sponsors: Enerpac, Kalyn/Siebert Incorporated,

Kitchen's Crane & Equipment, MPE Group,

TNT Crane & Rigging, Inc.

## ►► SATURDAY, APRIL 21

**8:00 am – 1:00 pm**  
REGISTRATION/INFO DESK

**8:00 am – 9:15 am**  
ANNUAL MEMBERSHIP &  
BOARD OF DIRECTORS MEETING

**10:00 am – 3:00 pm**  
TRANSPORTATION GROUP  
MEMBERSHIP MEETING & JOB OF  
THE YEAR COMPETITION

Refreshment Sponsor:

Landstar Transportation Logistics, Inc.

**5:30 pm – 6:30 pm**  
BOARD OF DIRECTORS RECEPTION  
(By invitation only)

Sponsor: Lifting Gear Hire

**6:30 pm – 10:00 pm**  
AWARDS & RECOGNITION DINNER

Sponsors:

Reception: Marmon-Herrington Company, Inc.

Dinner: NBIS (NationsBuilders Insurance Services, Inc.)

Entertainment: Double Coin Tire/CMA LLC,

HELP, INC. – Provider of PrePass, Hendrickson,

National Interstate Insurance Company,

Scheuerle-Nicolas-Kamag-Tiiger

Attire is black tie optional



**MEGA  
RAFFLE**

Win TWO registrations (1 regular and 1 spouse) to any SC&RA meeting in the next year. That's up to a \$1360 value! Drawing held on April 21. Need not be present to win. Proceeds benefit the SC&R Foundation.

►► TICKETS \$50 ◀◀

# NETWORKING OPPORTUNITIES

## ▶▶ NETWORKING RECEPTIONS

### **First-Timers Reception**

Is this your first SC&RA meeting? Join us for a special reception to network with officers and key leaders in the Association, first-time attendees, as well as SC&RA staff.

### **President's Reception**

Association President Terry Young and his wife Lisa, host the most popular and well-attended reception of the conference. This is the evening to seek out clients, old friends, and introduce yourself to new members.

### **International Members Reception**

This reception recognizes and celebrates all international members who have traveled far distances to attend the meeting.

### **Acoustic Alchemy: Guitar Reception**

Three of SC&RA's most talented musicians host this relaxed reception for all attendees. It's a place to meet after dinner and enjoy the amazing golf course views at the Boca Raton Resort.

## ▶▶ SPORTING EVENTS

### **Tennis**

Join the SC&RA Tennis Tournament. The event begins with a warm-up clinic followed by a round robin style tournament and is hosted by Emmert International. The emphasis is on fun and players of every level are encouraged to participate.

**April 17, 8:00 am – 11:00 am**

### **Golf**

Join SC&RA for an afternoon of golf and networking on the Boca Raton Resort Course. This stunning par-71 course features a variety of elevation changes and 12 surface acres of water including a signature water-feature designed by Hugh Hughes. Tournament begins with a shotgun start. Scramble format.

**April 17, Tee time 12:00 pm**

**Awards Reception 5:00 pm**

### **NCCCO Fun Run/Walk**

The annual 5k Run/Walk attracts nearly 100 runners and walkers to benefit the NCCCO organization. This is your chance to enjoy the beautiful resort and exercise for a great cause.

**April 18, 6:45 am**

## ▶▶ SPOUSE ACTIVITIES *(Open to all registered spouses and guests)*

### **Spouses' Time Out**

Join us as we "flamingle" at the time out. It's similar to speed-dating, but more like "speed-friending." You'll have the opportunity to meet and mingle and then participate in the activity if you choose. It's a great opportunity to meet new people and find out more about friends you've known for years.

### **Spouses' 2-Hour Yacht Excursion**

Take the afternoon off to enjoy the scenic intracoastal waterway and view the estate mansions in Boca Raton. The cost per person is \$125, payable with your registration. Maximum attendance is 49.

### **Ladies Group Annual Membership Meeting and Brunch**

The Ladies Group Brunch is an opportunity to enjoy a meal together and hear from a local Florida business owner, Janelle Lang. Because of her deep conviction to end modern-day slavery, every item from Janelle's store, Shoppe 561, helps to support the South Florida organizations focused on ending human trafficking. Attendees will have occasion to browse and purchase items from Janelle's shop. The Brunch is included with registration.

*If you or your spouse would like to join the Ladies Group prior to the conference, visit [www.scranet.org/ladies](http://www.scranet.org/ladies).*

# SPECIAL EVENTS

## ▶▶ AWARDS & RECOGNITION DINNER



Join over 300 attendees as we close out the conference in style. The program includes awards for membership longevity, Job of the Year awards in 8 categories and more. Entertainment for the evening is international keynote

artist, Mike Rayburn, who will share three simple, powerful tools which took him from playing empty bars, to headlining Carnegie Hall (eight times!).

April 21, 6:30 pm

## ▶▶ FOUNDATION GALA: RACING TOWARD OUR FUTURE

Start your engines and rev'em up! We have the right formula for an evening of fun with delectable food, dancing and some gambling. Each Gala ticket includes a box with \$1, \$5 or \$500 – no one knows who the lucky winners will be! Tickets are \$175 per person, payable with your registration. Proceeds from the evening's event go to the SC&R Foundation.

April 19, 6:30 pm

Attire: Casual race day attire, black and white



Specialized Carriers & Rigging  
**FOUNDATION**

## ▶▶ PRODUCTS FAIR

### **Reserve Your Spot Now!**

#### **Right Time, Right Place**

SC&RA's Products Fair is a specialized exhibit center for this niche industry. That's why booths generally sell out months before the Conference and over 95% of exhibitors return year after year.

#### **Generate Leads & Close Sales**

Exhibiting gives your company's sales team unprecedented access to decision makers.

#### **Exhibit to Strengthen your Brand**

Show prospective customers your company is serious, reliable, and values a presence at industry events and conferences.

### **EXHIBIT CENTER HOURS**

Friday, April 20

9:00 am - 12:00 pm

Member: \$1,760

Non-Member: \$2,640

Booth fees include one complimentary registration valued at \$850

**Booths sell quickly! Reserve your spot today. Visit [scranet.org/events](http://scranet.org/events) or call Surian Choi, Meetings Manager, at (703) 698-0291.**



Register at [www.scranet.org/annualconference](http://www.scranet.org/annualconference)

# EDUCATION SESSIONS

## ▶▶ WEDNESDAY, APRIL 18



**2:00 pm – 3:00 pm**

### **Opening Session: The Heart-Led Leader**

Eighteen inches is the distance from your head to your heart. Such a short distance, yet most individuals never take the journey. Leaders and organizations that lead with their hearts are more successful and achieve better results than those that don't. Spaulding shows that love and results are not opposites; they are two sides of the same coin. It is love-driven results. If you love what you do, if you love the people you do it with, if you love your culture, if you love your mission, if you love your team, if you love your customers, you will achieve better results.

Speaker: Tommy Spaulding



**4:00 pm – 5:30 pm**

### **Key Standards of Care for Crane & Transport Companies**

What are the safety standards of care for crane and trucking companies? What are the responsibilities of all parties in a crane lift? Who's responsible for what? Smith will have you asking yourself: What can I do to get my transportation costs and accidents under control? How can I teach my employees defensive driving or better yet, do I know how they are driving my equipment? Come to this session and learn about the responsibilities in a crane lift to protect your company as well as tools and techniques to reduce your auto transportation exposure.

Speaker: Bill Smith, EVP Claims & Risk Management,  
NBIS (NationsBuilders Insurance Services)

## ▶▶ THURSDAY, APRIL 19



**7:45 am – 9:00 am**

### **Link-Belt Breakfast: The Game-Winning 3**

Success can be defined in its simplest form as making life better for someone else. Therefore, the key to success in any business lies not only in the development of great products and services, but more importantly in the development of great people. In this insightful presentation, Davlin shares three essential ingredients for developing a purpose-driven mentality to achieve a fulfilling career and balanced life.

Speaker: Dave Davlin

## ▶▶ THURSDAY, APRIL 19



### 1:00 pm – 2:00 pm **The Hero Effect**

In a fresh and entertaining style, Brown shares ideas, strategies and principles that will inspire and equip participants to show up every day and make a positive difference. At the heart of his message is a simple, yet powerful philosophy for life that drives every thought, every action and ultimately every result we achieve both personally and professionally. Your team will be motivated to reach beyond what is required and do something remarkable!

Speaker: Kevin Brown



### 2:30 pm -3:45 pm **How Do Your Numbers Stack Up?**

Your business is impacted daily by internal and external challenges. From the state of the economy, to new regulations, to the driver shortage and more, understanding how each uniquely impacts your operations can mean the difference between failure and success. This general session will feature three of the industry's favorite data analysts: ATA's Chief Economist Bob Costello, ATRI President Rebecca Brewster, and AGC Chief Economist Ken Simonson, who will walk you through the numbers associated with trucking and construction's top issues so you can better understand how to drive your business to success.

Speakers: Rebecca Brewster, President, American Transportation Research Institute

Bob Costello, Chief Economist, American Trucking Associations

Ken Simonson, Chief Economist, Associated General Contractors



## ▶▶ FRIDAY, APRIL 20



### 7:30 am – 9:00 am **Trail King Breakfast: Rock, Roll and Laugh Your Way to the Top**

As a comedian who has opened concerts for stars ranging from Keith Urban to Celine Dion to Enrique Iglesias to (wait for it) KC and the Sunshine Band, Schwem has seen how rock and roll is really a business. Every company and employee has "rock star" potential. Schwem shows you how to achieve that potential in a presentation combining hilarious comedy, live concert footage and a musical soundtrack featuring everything from classic rock to country to techno. He'll tell you why every office needs a Keith Richards, and warn you not to let your company become a country song. Rock on!

Speaker: Greg Schwem

# HOTEL AND REGISTRATION

## ▶▶ HOTEL

**Boca Raton Resort**  
**501 East Camino Real**  
**Boca Raton, FL 33432**

SC&RA group rate: \$245.00 (plus tax)

You must first register for the Conference before securing hotel accommodations.

**About the Resort:** The Boca Raton Resort features traditional rooms in the historic quarters which are small, but warmly decorated, tower rooms with a serene contemporary feel, and yacht-club rooms, the most indulgent option, with custom-designed Venetian-style canopy beds and carved gold-leaf lamps.

### **SC&RA cancellation policy**

Cancellations or changes to arrival or departure dates within 14 days of arrival will result in full payment for each night cancelled.

**PLEASE NOTE:** SC&RA does not have a relationship with any third-party vendors. If you receive an email or phone call from any company indicating an affiliation with SC&RA in this regard, DO NOT make a hotel reservation with them. If you have already made hotel reservations through any of these companies, please contact the hotel immediately for reservation confirmation.

***Register soon! A separate link will be sent to reserve your hotel room.***



## **JOIN NOW FOR THE MEMBER RATE!**

Save money when you register for the Annual Conference by joining SC&RA.

For more information on how to join SC&RA and take advantage of member rates for the Annual Conference, contact Jason Bell at (703) 207-3584.

## ▶▶ REGISTRATION

### Fees

Regular registration ends on March 30, 2018. Any registration received after this date will be considered on-site and charged the on-site fee.

FEES	Early By 1/19/18	Regular By 3/30/18	On-Site After 3/30/18
<b>MEMBER</b>			
Registrant	\$765	\$850	\$930
Spouse/Guest	\$425	\$510	\$590
Child (over 18)	\$425	\$510	\$590
Child	\$345	\$435	\$520
<b>NON-MEMBER</b>			
Registrant	\$1,145	\$1,270	\$1,350
Spouse	\$630	\$755	\$840
Child (over 18)	\$630	\$755	\$840
Child	\$520	\$650	\$730
<b>OTHER FEES</b>			
FOUNDATION GALA			\$175.00
GOLF TOURNAMENT & AWARDS RECEPTION			\$199.00
SC&R FOUNDATION MEGA RAFFLE			\$50.00
SPOUSES' YACHT EXCURSION			\$125.00

### Cancellation Policy

There will be a charge of \$125 per person for cancellations received after January 19, 2018. No refunds for cancellations after March 30, 2018. Interest charges of one and one-half percent per month will be added to delinquent accounts together with any attorney's fees and cost of collection if necessary.

## AWARDS & RECOGNITION

**ENTRY DEADLINE  
MARCH 6**

The Safety Awards and Job of the Year Competitions showcase your company's achievements, commitment to safety and employees. All winners are promoted through SC&RA publications and in the SC&RA Member Directory. Don't miss this opportunity to be rewarded for your 2017 project and safety records!

**VISIT [SCRANET.ORG/AWARDS](http://SCRANET.ORG/AWARDS)  
TO VIEW CATEGORIES AND  
ELIGIBILITY.**



# 2018 ANNUAL CONFERENCE

April 17-21  
Boca Raton Resort  
Boca Raton, FL

## 3 REASONS TO REGISTER NOW

**BUILD** your network with industry decision-makers

**LEARN** from experts and thought leaders

**SHARE** in the **CELEBRATION** of 70 years of excellence



5870 Trinity Parkway  
Suite 200  
Centreville, VA 20120

We would like to recognize our sponsors for their tremendous support of our 2018 Annual Conference.



▶▶ REGISTER AT [WWW.SCRANET.ORG/ANNUALCONFERENCE](http://WWW.SCRANET.ORG/ANNUALCONFERENCE)