

2019

ANNUAL

CONFERENCE

April 23-27 ☞ Omni La Costa Resort ☞ Carlsbad, CA



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# 2019

## ANNUAL

## CONFERENCE

APRIL 23-27  
Omni La  
Costa Resort  
Carlsbad, CA

## REGISTER NOW!

This event attracts industry owners, CEO's, top managers and leaders. Highlights include education sessions by noteworthy authors and speakers, committee meetings, receptions, golf and tennis tournaments, a fundraising event, the renowned Job of the Year competitions, safety awards and a Products Fair.



# SCHEDULE

## TUESDAY, APRIL 23

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

See page 9 for details  
Sponsor: Emmert International

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

**10:00 am - 5:00 pm**  
REGISTRATION

**12:00 pm - 6:00 pm**  
GOLF TOURNAMENT & AWARDS RECEPTION

See page 9 for details  
Sponsors:  
Awards: Harry Fry & Associates  
Beverage Station: Ridewell Suspensions  
Golf Giveaways: Transport Equipment Sales (T.E.S.)  
Lunch: Garrod Hydraulics, Inc., Greenfield Products LLC  
Reception: National Interstate Insurance Company, TransWorld Manufacturing, WHECO Corporation

**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)



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

## 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-Tiger  
Transport Systems and Products, Inc.

## WEDNESDAY, APRIL 24

Committee meetings are open to all attendees unless otherwise noted

**6:30 am - 5:00 pm**  
REGISTRATION

**6:15 am - 7:00 am**  
NCCCO 5K FUN 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

**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: PR/DEVELOPMENT  
COMMITTEE

**1:30 pm - 2:00 pm**  
NETWORKING BREAK  
Sponsors: ECBM Insurance Brokers & Consultants,  
Goldhofer Aktiengesellschaft, XL Specialized Trailers

**2:00 pm - 3:00 pm**  
OPENING SESSION - BUILDING GREAT LEADERS:  
HOW TO UNLOCK HIDDEN POTENTIAL  
Speaker: Jake Harriman, Founder, Nuru International  
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**  
THE 2019 REGULATORY LANDSCAPE -  
WHAT'S ON THE HORIZON?  
Speakers: Billy Smith, EVP Claims & Risk Management,  
NBIS (NationsBuilders Insurance Services, Inc.)  
Chris Nelson, Transportation Program Manager,  
NBIS (NationsBuilders Insurance Services, Inc.)

**7:00 pm - 8:30 pm**  
PRESIDENT'S RECEPTION  
Sponsors: Kobelco Construction Machinery USA (KCMU),  
Liebherr, The Manitowoc Company, Tadano America  
Corporation, Terex USA, LLC

Attire is professional/jacket optional

# SCHEDULE

## THURSDAY, APRIL 25

Committee meetings are open to all attendees unless otherwise noted

**7:30 am - 5:00 pm**  
REGISTRATION

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



**7:45 am - 9:00 am**  
LINK-BELT BREAKFAST - MIDDLE CLASS FUNNY  
Speaker: John Heffron, Comedian  
Sponsor: Link-Belt Cranes

**9:30 am - 11:30 am**  
CRANE & RIGGING GROUP MEMBERSHIP MEETING/GOVERNING COMMITTEE

**9:30 am - 11:30 am**  
TRANSPORTATION GROUP MEMBERSHIP MEETING/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.

**1:30 pm - 3:00 pm**  
EDUCATION SESSION - MODERN RECRUITMENT & RETENTION STRATEGIES: BATTLING THE LABOR SHORTAGE

Speakers: Max Farrell, Co-Founder/CEO, WorkHound  
Jeremy Reymer, Founder/CEO, DriverReach  
Austin Rowsey, Manager, Digital Sales Specialist, The Post and Courier

Sponsors: Allied Insurance Brokers, Inc., Python America, Truck & Equipment Specialists, Inc.

**3:15 pm - 4:00 pm**  
SC&R FOUNDATION: GRANT/SCHOLARSHIP COMMITTEE

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

### NEW

**7:00 pm - 11:30 pm**  
NOCHE DE LOS DUELING PIANOS  
(Featuring food stations, a margarita bar, musical comedy show and time for networking)

Sponsors: BOSS Crane & Rigging, CraneLife, ECBM Insurance Brokers & Consultants, Keller Permit Service, Landstar Transportation Logistics, Inc., Meritor Inc., Midwest Specialized Transportation, Inc., Miller Transfer,

NBIS (NationsBuilders Insurance Services), PSC Crane & Rigging, Trail King Industries, White Brothers Trucking Company

Tickets required. Cost is \$175 per person. Attire is casual.

\*Proceeds go to the SC&R Foundation



## FRIDAY, APRIL 26



**7:30 am - 4:00 pm**  
REGISTRATION

**7:30 am - 9:00 am**  
TRAIL KING BREAKFAST - OPEN ROADS OPEN MINDS: AN EXPLORATION OF CREATIVE PROBLEM SOLVING

Speaker: Steve Uzzell, National Geographic Photographer  
Sponsor: Trail King Industries, Inc.

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

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 - 5:30 pm**  
RIGGING JOB OF THE YEAR COMPETITION  
Sponsors: Deep South Crane And Rigging, LLC, Enerpac

**2:00 pm - 5:30 pm**  
SPOUSES' EXCURSION: WINE TOUR  
Limited space available. Tickets Required.

**6:30 pm - 7:30 pm**  
INTERNATIONAL MEMBERS RECEPTION  
(By invitation only)  
Sponsor: Mammoet

**8:00 pm - 10:00 pm**  
GUITAR RECEPTION  
(Open to all attendees. Open Bar.)  
Sponsors: DICA, Enerpac, Kalyn/Siebert Incorporated, Kitchen's Crane & Equipment, MPE Group, TNT Crane & Rigging, Inc.

## SATURDAY, APRIL 27

**8:00 am - 1:00 pm**  
REGISTRATION

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

**10:00 am - 2:30 pm**  
HAULING JOB OF THE YEAR COMPETITION  
Sponsors: Landstar Transportation Logistics, Inc., Meritor, Inc.

**5:30 pm - 6:30 pm**  
BOARD OF DIRECTORS RECEPTION  
(By invitation only)  
Sponsor: Bragg Companies, Lifting Gear Hire

**6:30 pm - 10:30 pm**  
AWARDS & RECOGNITION DINNER  
Sponsors:  
Reception: Duncan Machinery Movers, Inc., Marmon-Herrington Company, Inc.  
Dinner: NBIS (NationsBuilders Insurance Services, Inc.)  
Entertainment: Fontaine Heavy-Haul, Hendrickson, National Interstate Insurance Company, Scheuerle-Nicolas-Kamag-Tiiger, TrueNorth Companies

Attire is black tie optional



# NETWORKING OPPORTUNITIES

## RECEPTIONS

### First-Timers' Reception

April 23, 7:00 pm

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

### Meet & Greet

April 23, 8:30 pm

Stop by the lobby bar for a casual meet-up with fellow attendees before the Conference begins. Cash bar only.

### President's Reception

April 24, 7:00 pm

SC&RA President Gary Stang and his wife Jill, will host the most popular reception of the conference this evening. Make sure you attend to seek out clients, old friends, and introduce yourself to new members.

## NEW

### Noche de los Dueling Pianos

April 25, 7:00 pm

*Tickets required*

You are invited south of the border for Noche de los Dueling Pianos featuring the nationally known duo Deuces Wild for a new, hilarious, fun time raising money for a good cause. Reception starts at 7:00 pm with the interactive musical comedy show at 8:00 pm. Price of admission includes three drink tickets, authentic Mexican food stations, build-your-own margarita bar, bottomless chips and salsa and entertainment.

Cost is \$175 per person with over \$100 of each ticket going towards the SC&R Foundation's programs.



### International Members Reception

April 26, 6:30 pm

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

### Guitar Reception

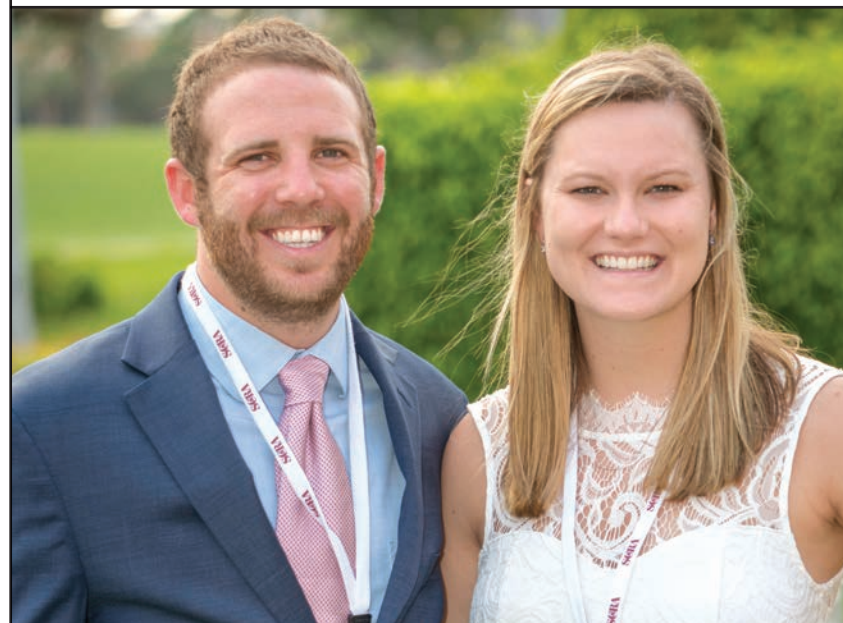
April 26, 8:00 pm

Three SC&RA members provide live musical entertainment in a relaxed reception for all attendees. This is the perfect place for post-dinner drinks and breathtaking views.

### Awards & Recognition Dinner

April 27, 6:30 pm

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 Sal Valentinetti, an Italian-American crooner known best for his flawless vocals, larger than life personality, and his heart of gold.



## SPOUSE ACTIVITIES

Open to all  
Registered Spouses



### Spouses' Time Out

April 24, 10:45 am

Spouses are invited to grab a mid-morning snack and join the fun at Trivia Time! Gather your friends or make new ones, bond over a team name and get ready to win prizes as we test your knowledge of movies, books, quotes, and so much more.

### Ladies Group Annual Membership Meeting and Brunch

April 25, 10:30 am

All registered spouses are invited to join the Ladies Group for their annual brunch and special presentation from PURPOSE Jewelry, a social enterprise of the non-profit, International Sanctuary, whose mission is to empower girls and women escaping human trafficking to embrace their true identity and worth. After brunch, attendees can purchase their own PURPOSE Jewelry that helps women around the world.

### Spouses' Excursion: Wine Tour

April 26, 2:00 pm

*Tickets Required; Price \$105*

Spouses have the opportunity to relax and "wine" down with an urban winery tour through Southern California. This 3.5-hour tour will visit Carruth Cellars and Solterra Winery, offering ample time at each. Round-trip transportation, snacks and tastings included in the ticket price.

*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).*

## SPORTING EVENTS

### Tennis

April 23, 8:00 am

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



### Golf

April 23, Tee time 12:00 pm

Awards Reception 5:00 pm; Price \$190

Join SC&RA for an afternoon of golf and networking at the Omni La Costa Resort. Follow in the footsteps of the PGA's finest players on Champions Course offering 36 spectacular holes. Tournament begins with a shotgun start. Scramble format.

### NCCCCO Fun Run/Walk

April 24, 6:15 am

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

# EDUCATION SESSIONS

## WEDNESDAY, APRIL 24



**2:00 pm - 3:00 pm**

### Opening Session: Building Great Leaders: How to Unlock Hidden Potential

How do you identify and nurture the unique qualities that make a leader? Learn from Jake Harriman, founder and CEO of Nuru International, a U.S.-based social venture that empowers individuals living in remote and rural areas to combat extreme poverty in their communities. As a

Bronze Star-recipient and Stanford University alum, he was inspired to found Nuru after being faced with the effects of extreme poverty in war-torn regions of the world during four tours of duty. Honored as a White House "Champion of Change," and selected as a Dalai Lama "Unsung Hero of Compassion," Harriman will explain why it's better to invest in leaders than infrastructure and how to unlock potential within your current ranks for success in your business and communities.

**Speaker: Jake Harriman, Founder, Nuru International**



**4:00 pm - 5:30 pm**

### The 2019 Regulatory Landscape — What's on the Horizon?

Regulations impact every part of your operation so it's important to evaluate your Risk Management/Safety Plan against the 2019 regulatory landscape. Gain unique insights into the recently revised Crane Operator Qualifications and OSHA regulations, as well as the possible upcoming changes to CSA and the FMCSA hours-of-service regulations, so that your business and employees are in compliance.

**Speakers: Billy Smith, EVP Claims & Risk Management, NBIS (NationsBuilders Insurance Services, Inc.)**

**Chris Nelson, Transportation Program Manager, NBIS (NationsBuilders Insurance Services, Inc.)**



## THURSDAY, APRIL 25



**7:45 am - 9:00 am**

### Link-Belt Breakfast: Middle Class Funny

Wake up with John Heffron, winner of NBC's hit reality competition *Last Comic Standing*, as

he shares experiences from childhood through life as a married father. Audiences of all ages relate to his enthusiastic, hard-won wisdom, recognizing how often the path to maturity is marked by universal triumphs and failures. With his successful appearances on *The Tonight Show*, *The Late Late Show*, HBO, VH1, A&E, and CMT, the Detroit native's down-to-earth charm will captivate and enlighten.

**Speaker: John Heffron, Comedian**

## THURSDAY, APRIL 25



**1:30 pm - 3:00 pm**

### Modern Recruitment & Retention Strategies: Battling the Labor Shortage

The biggest issue facing companies today is how to attract, hire and keep exceptional employees. But how do you do it with increased demand and competition? Learn from three experts on each step of the hiring process, as well as how to motivate your current employees and leverage their peer networks. This panel will discuss: How to create a better applicant experience; how to provide impactful human interactions from the very beginning; and how to utilize simple, modern technology to support your efforts.

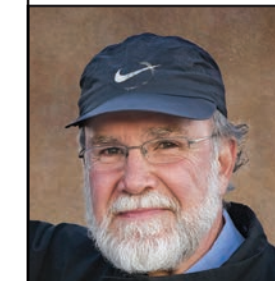


**Speakers: Max Farrell, Co-Founder/CEO, WorkHound**

**Jeremy Reymer, Founder/CEO, DriverReach**

**Austin Rowsey, Manager, Digital Sales Specialist, Post and Courier**

## FRIDAY, APRIL 26



**7:30 am - 9:00 am**

### Trail King Breakfast: Open Roads Open Minds: An Exploration of Creative Problem Solving

National Geographic photographer Steve Uzzell believes the open road never fails to open our mind; and once our mind is opened, the boundless power of imagination is unlocked. Showing his work, which has been featured on

major networks and magazines, Uzzell uses his photography as metaphors for possibility and creativity. He inspires audiences to be open to unexpected solutions and share how to prepare for that kind of eye-opening experience.

**Speaker: Steve Uzzell, National Geographic Photographer**

## SATURDAY, APRIL 27



**6:30 pm - 10:30 pm**

### Closing Night: Sal Valentinetti

Sal "The Voice" Valentinetti, Heidi Klum's unforgettable 2016 Golden Buzzer recipient and finalist of *America's Got Talent*, will close out the conference in style. Since racking up over 150 million views worldwide with his captivating *AGT* audition, the celebrated

charismatic crooner has been invited to perform in countries around the world, appearing in dozens of sold out solo performances on stages from Madison Square Garden in NYC, to opening for Jay Leno in Las Vegas, and to selling out the legendary NYCB Theater at Westbury like all of the greats before him.

# SPONSORS

We would like to recognize our sponsors for their tremendous support of our 2019 Annual Conference.



# AWARDS & RECOGNITION

ENTRY DEADLINE IS MARCH 5, 2019

The Safety Awards and Job of the Year Competitions showcase your company's achievements and 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 recognized for your 2018 project and safety records!

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



# PRODUCTS FAIR



## RESERVE A BOOTH!

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

### Products Fair Hours

Friday, April 26  
9:00 am - 12:00 pm

Member: \$1,760  
Non-Member: \$2,640

Booth fees include one complimentary registration valued at \$875

Booths sell quickly! Reserve your spot today. Visit [scranet.org/events](http://scranet.org/events) or call Melanie Khoury at (703) 698-0291.

# HOTEL & REGISTRATION



## HOTEL

**Omni La Costa Resort**  
2100 Costa Del Mar Road  
Carlsbad, CA 92009

### SC&RA Group Rate (standard room): \$280.00

You must first register for the Conference before securing hotel accommodations. A separate link will be sent to reserve your hotel room.

### About the resort:

From an award-winning spa to eight sparkling pools, Omni La Costa Resort & Spa provides a refreshing retreat any time of year. Located just north of San Diego in Carlsbad, our resort is within easy reach of beaches and popular tourist attractions.

### SC&RA Cancellations Policy

Cancellations or changes made within 14 days of arrival will result in full payment (room and tax) for each room night canceled. An early departure fee will be charged for any reservations that check out prior to the reserved checkout date if the hotel is not notified.

## REGISTRATION

Regular registration ends on April 5, 2019. Any registration received after this date will be considered on-site and charged the on-site fee.

FEES	Early By 1/25/19	Regular By 4/5/19	On-Site After 4/5/19
<b>MEMBER</b>			
Registrant	\$790	\$875	\$955
Spouse/Guest	\$450	\$535	\$615
Child (over 18)	\$450	\$535	\$615
Child	\$370	\$460	\$545
<b>NON-MEMBER</b>			
Registrant	\$1,180	\$1,305	\$1,385
Spouse	\$665	\$790	\$875
Child (over 18)	\$665	\$790	\$875
Child	\$555	\$685	\$765

### OTHER FEES

GOLF TOURNAMENT & AWARDS RECEPTION	\$190
NOCHE DE LOS DUELING PIANOS (Fundraiser)	\$175
SPOUSE EXCURSION WINE TOUR	\$105

### Cancellation Policy

There will be a charge of \$125 per person for cancellations received after January 25, 2019. No refunds for cancellations after April 5, 2019. 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.

## JOIN NOW FOR THE MEMBER RATE!

Save money when you register for the Annual Conference by joining SC&RA. To take full advantage of member rates for the Annual Conference and become a member, contact Jason Bell at (703) 698-0291 or visit [www.scranet.org/membership](http://www.scranet.org/membership).



# 2019



## ANNUAL

## CONFERENCE

APRIL 23-27  
Omni La  
Costa Resort  
Carlsbad, CA



### CONFERENCE HIGHLIGHTS

- Products Fair with 90 booths
- Expert panel session on recruitment & retention
- Networking receptions every evening
- Brand new dueling pianos event
- Closing night entertainment with *America's Got Talent* finalist Sal Valentinetti

REGISTER AT  
[WWW.SCRANET.ORG/AC2019](http://WWW.SCRANET.ORG/AC2019)

