

2021 ANNUAL CONFERENCE



www.scranet.org/annual2021

OCTOBER 25 – 29



SCHEDULE

MONDAY, OCTOBER 25

11:00 AM-5:00 PM

REGISTRATION

12:00 PM-12:30 PM

SC&RF: EXECUTIVE COMMITTEE

12:30 PM-1:00 PM

SC&RF: COMMUNICATIONS/DEV
COMMITTEE

1:15 PM-2:15 PM

SC&RF: SCHOLARSHIP COMMITTEE

2:00 PM-3:00 PM

COMMUNICATIONS ADVISORY COMMITTEE

2:15 PM-3:15 PM

SC&RF RESEARCH COMMITTEE

3:15 PM-4:15 PM

EDITORIAL ADVISORY BOARD

Committee members only

7:00 PM-10:00 PM

PAST CHAIRMANS' DINNER

Invite Only

8:30 PM-10:00 PM

MEET & GREET

Cash bar

TUESDAY, OCTOBER 26

6:30 AM-5:00 PM
REGISTRATION

6:45 AM-7:30 AM
FUN RUN/WALK

Sponsored by: Buckner Companies

7:15 AM-8:45 AM
EXECUTIVE COMMITTEE

Committee members only

8:00 AM-8:30 AM
RIGGING CONTESTANTS' MEETING

8:00 AM-9:00 AM
MEMBERSHIP COMMITTEE

8:00 AM-8:30 AM
HAULING CONTESTANTS' MEETING

8:30 AM-9:30 AM
LADIES GROUP GOVERNING COMMITTEE

All spouses invited to attend

8:45 AM-9:45 AM
CRANE & RIGGING GROUP SAFETY EDUCATION & TRAINING COMMITTEE

9:00 AM-10:30 AM
PERMIT POLICY COMMITTEE

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

10:00 AM-11:00 AM
CRANE & RIGGING GROUP LABOR COMMITTEE

10:00 AM-12:30 PM
LADIES GROUP ANNUAL MEMBERSHIP MEETING & BRUNCH

Open to all registered spouses

Sponsored by: Anderson Trucking, Inc. and Bigfoot Construction Equipment

11:00 AM-12:00 PM
TRANSPORTATION GROUP SAFETY EDUCATION AND TRAINING COMMITTEE

11:15 AM-12:15 PM
TOWER CRANE COMMITTEE

12:30 PM-1:30 PM
OPENING SESSION: IMPROVISE, ADAPT & OVERCOME WITH PAUL DE GELDER

Speaker: Paul de Gelder

Sponsored by: LGH, Lift Systems, Inc., Riggers Manufacturing Company

1:45 PM-2:15 PM
INSURANCE & RISK MANAGEMENT COMMITTEE



2:30 PM-4:00 PM
SC&RA'S PROPERTY & CASUALTY INSURANCE PROGRAM ENDORSED MARKET PARTNERS

Speakers: Dan Keenan, National Interstate Insurance Company

Shawn Los, National Interstate Insurance Company

Bill Smith, NBIS (NationsBuilders Insurance Services, Inc.)

Moderator: Scott Bragg, Bragg Companies

4:15 PM-5:30 PM
EDUCATIONAL SESSION: SOCIAL RESPONSIBILITY & COMMUNITY GOODWILL THROUGH BIKES

Speaker: Duane Grischow

Sponsored by: Allied Insurance Brokers, NCCCO, National Interstate Insurance Company, Truck & Equipment Specialists, Inc.

6:30 PM-7:30 PM
FIRST TIMERS' RECEPTION

By invitation only

Sponsored by: Talbert Manufacturing, Inc. and TransMaster Trailers/Master Solutions, Inc.

7:30 PM-9:00 PM
PRESIDENT'S RECEPTION

Attire is professional/jacket optional

Sponsored by: Kobelco Construction Machinery USA (KCMU), Liebherr, Tadano America Corporation

SCHEDULE



WEDNESDAY, OCTOBER 27

6:30 AM-5:00 PM
REGISTRATION

7:00 AM-7:15 AM
**ASSOCIATION NOMINATING
COMMITTEE**

7:30 AM-8:45 AM
**LINK-BELT BREAKFAST: VISION-
MINDSET-GRIT: HOW TO STAND
UP TO ANY CHALLENGE**
Speaker: Scott Burrows
Sponsored by: Link-Belt Cranes

9:00 AM-11:00 AM
**TRANSPORTATION GROUP
MEMBERSHIP MEETING/
GOVERNING COMMITTEE**

9:00 AM-11:00 AM
**CRANE & RIGGING GROUP
MEMBERSHIP MEETING/
GOVERNING COMMITTEE**

10:30 AM-12:30 PM
SPOUSES' TIME OUT
Sponsored by: Ridewell
Suspensions and Unified Logistics
Operating Group

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

Tee time: 12:00 pm
Awards Reception: 5:00 pm
Location: Golf Course
Price: \$130.00
Sponsored by: Garrod Hydraulics, Inc.,
Greenfield Products, Harry Fry &
Associates, MATCOM, NBIS
(NationsBuilders Insurance Services,
Inc.), Ridewell Suspensions, Transport
Equipment Sales (T.E.S), WHECO
Corporation

1:30 PM-2:45 PM
**THE ULTIMATE NETWORKING
SESSION: HOW TO USE FOOD &
WINE TO BUILD BUSINESS
RELATIONSHIPS**

Speaker: Eddie Osterland
Speaker Sponsored by: Allied
Insurance Brokers, National Interstate
Insurance Company, NCCCO, Truck &
Equipment Specialists, Inc.
Break Sponsored by: ECBM Insurance
Brokers & Consultants, Goldhofer
Aktiengesellschaft, National Interstate
Insurance Company

2:00 PM-5:00 PM
TENNIS TOURNAMENT
Sponsored by: Emmert International

6:30 PM-10:00 PM
**SC&RA BACKYARD BBQ
FUNDRAISER**
Ticket Price: \$175.00
(All proceeds benefit the Specialized
Carriers & Rigging Foundation)
Bar & Wine Sponsored by: ECBM
Insurance Brokers & Consultants,
Marmon Herrington, Miller Transfer,
WHECO Corporation
Dinner Sponsored by: BOSS Crane &
Rigging, Landstar Transportation
Logistics, Inc, MATCOM

Entertainment Sponsored by: Doral
Equipment Rental, PSC Crane &
Rigging, WHECO Corporation
Raffle Sponsored by: Trail King
Industries

Decorations Sponsored by: White
Brothers Trucking Company

ADDITIONAL SPONSORS

WI-FI ACCESS

KHL Group
SCHEUERLE-
NICOLAS-
KAMAG-TIGER
Transport Systems
& Service
Enterprises, Inc.

CHARGING STATIONS

A1A Software LLC
Fontaine Heavy Haul
TransMaster Trailers/
Master Solutions

KEYCARDS

USI Insurance
Services, Inc.

ONSITE PROGRAM

Rigging Gear
Sales, Inc.
Riggers
Manufacturing
Company

REFRESHMENT BREAKS

ECBM Insurance
Brokers & Consultants
Goldhofer
Aktiengesellschaft
National Interstate
Insurance Company

THURSDAY, OCTOBER 28

7:30 AM-9:00 AM

**TRAIL KING BREAKFAST: PEAK ALIVENESS:
TRANSFORMING FEAR INTO FLOW**

Speaker: Valerie Vigoda

Sponsored by: Trail King Industries, Inc.

7:30 AM-4:00 PM
REGISTRATION

9:15 AM-12:45 PM
PRODUCTS FAIR

Refreshments Sponsored by: CraneTrader, Versa-Lift (Custom Mobile Equipment), H&E Equipment Services, J&R Engineering Co., Inc., ODS North America

1:00 PM-5:00 PM

RIGGING JOB OF THE YEAR COMPETITION

Refreshments Sponsored by: Deep South Crane And Rigging, LLC and Enerpac

5:15 PM-6:15 PM

SC&R FOUNDATION: BOARD OF DIRECTORS

7:00 PM-8:00 PM

INTERNATIONAL MEMBERS RECEPTION

By invitation only

Sponsored by: Mammoet

8:00 PM-10:00 PM

ACOUSTIC ALCHEMY GUITAR RECEPTION

Open to all attendees. Open Bar until 9:00 pm

Sponsored by: DICA, Enerpac, Emery & Karrigan, Kitchen's Crane & Equipment, MPE Group, TNT Crane & Rigging, Inc.

FRIDAY, OCTOBER 29

8:00 AM-1:00 PM

REGISTRATION

8:00 AM-9:30 AM

ANNUAL MEMBERSHIP & BOARD OF DIRECTORS MEETING

10:00 AM-2:00 PM

HAULING JOB OF THE YEAR COMPETITION

Refreshments Sponsored by: Landstar Transportation Logistics, Inc. and National Interstate Insurance Company

10:30 AM-2:30 PM

SPOUSES' TOUR: BEST OF SAN ANTONIO TOUR

5:30 PM-6:30 PM

BOARD OF DIRECTORS RECEPTION

(By invitation only)

Sponsored by: LGH, Bragg Companies

6:30 PM-10:00 PM

AWARDS & RECOGNITION DINNER

Closing Night Reception: 6:30 pm - 7:30 pm

Awards Recognition Dinner: 7:30 pm - 10:00 pm

Attire is Black tie optional

Reception Sponsored by: A1A Software LLC, Duncan Machinery Movers

Dinner Sponsored by: Daseke Inc., Hendrickson, Higginbotham Insurance & Risk Management, NBIS (NationsBuilders Insurance Services, Inc.), Terex Cranes Americas

Entertainment Sponsored by: Cranes, Inc., LGH, Meritor, National Interstate Insurance Company, Terex Cranes Americas



NETWORKING FUNCTIONS

RECEPTIONS

FIRST-TIMERS' RECEPTION

October 26, 6:30 pm

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

October 26, 7:30 pm

Association President, Kevin Johnston will 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.

LINK-BELT BREAKFAST

October 27, 7:30 am

Enjoy breakfast and morning coffee. All registered spouses are invited to attend the breakfast.

SC&RA BACKYARD BBQ FUNDRAISER

October 27, 6:30 pm

Come as you are! This is a casual evening to network and enjoy a Texas-style BBQ on the Esparza Lawn. This outdoor, reception-style event will be your chance to kick-back and enjoy a live band, food stations, and whiskey, wine and beer tasting. Plus, have your photo taken with a Texas Longhorn! This annual fundraiser to benefit the Specialized Carriers & Rigging Foundation (SC&RF) is hosted by the Ladies Group. At least \$100 of each ticket is a donation to the SC&RF.

Ticket Price: \$175.00

TRAIL KING BREAKFAST

October 28, 7:30 am

Enjoy breakfast and morning coffee. All registered spouses are invited to attend the breakfast.

INTERNATIONAL MEMBERS RECEPTION

October 28, 7:00 pm

This reception recognizes and celebrates all international members who have traveled far distances to attend the meeting. Attire is professional. (This event is by invitation only.)

GUITAR RECEPTION

October 28, 8:00 pm

SC&RA members provide live musical entertainment in an informal reception for all attendees. This is the perfect place for a casual dinner and drinks.

AWARDS & RECOGNITION DINNER

October 29, 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. Enjoy dinner and live entertainment while networking with your peers. The cost of this event is included in your registration but we ask that you let us know if you intend to be in attendance. Tickets for the event will be provided onsite. Attire for Closing Night is Black Tie optional.





SPOUSE ACTIVITIES

SPOUSES' BRUNCH

Tuesday, October 26
10:00 am - 12:30 pm

All spouses are invited to the Spouses' Brunch and Annual Ladies Group Membership Meeting featuring a special, interactive chef-led demonstration. Fresh mozzarella is the perfect gateway cheese into the world of cheese making and now you'll know how to create this delectable staple at home. Thirty audience members will be selected to participate in the demonstration. Following the demonstration will be full brunch and business. This event is included with spouse's registration at no additional cost.

Sponsored by: Anderson Trucking, Inc. and Bigfoot Construction Equipment

SPOUSES' TIME OUT - SOCIAL PAINTING

Wednesday, October 27th
10:30 am - 12:30 pm

All spouses are invited to a casual social event to meet, mingle, and paint with other spouses. Like the popular paint parties, this activity will be led by our own resident artist who will provide step-by-instruction to complete a masterpiece spouses can take home. No additional fee is required. Materials will be provided.

Sponsored by: Ridewell Suspensions and Unified Logistics Operating Group

SPOUSES' TOUR: BEST OF SAN ANTONIO TOUR

Friday, October 29
10:30 am - 2:30 pm
Fee: \$135

Experience the must-sees of San Antonio! Starting with a trip to the Alamo, guests will learn how heroes David Crockett, James Bowie, and William B. Travis fought and fell in the name of Texas. Next, guests are invited onboard a river barge to relax and enjoy the picturesque surroundings as they cruise down the San Antonio Riverwalk. Finally, guests will experience firsthand San Antonio's Hispanic heritage at El Mercado, the largest Mexican market outside of Mexico, with rows of authentic Mexican food, spices, jewelry, clothing, and crafts.

SPORTING EVENTS

FUN RUN/WALK

Tuesday, October 26
6:45 am - 7:30 am
Golf Course

Join us for the Lift & Move USA Fun Run/Walk sponsored by Buckner Companies. Benefiting the workforce initiative to promote careers in the crane, rigging, and specialized transportation industry to thousands of students in high school and college, as well as veterans across the country and Canada, this 3 mile/1.5 mile fun run/walk will get you up and moving. All participants receive a limited-edition t-shirt. There's no fee to enter. However, tax-deductible contributions to Lift & Move USA are encouraged and warmly appreciated.
Sponsored By: Buckner Companies

GOLF TOURNAMENT

Wednesday, October 27
Tournament Time: 12:00 pm - 5:00 pm
Awards Reception: 5:00 pm - 6:00 pm
Resort Golf Course
Fee: \$130.00

Nestled in the beautiful Texas Hill Country just north of San Antonio, Texas, the resort provides breathtaking views of the Hill Country and downtown San Antonio from one of the highest points in the area. Ranked #2 on the "Top 30 Resorts in North America" and among the "Top 50 Golf Resorts in the U.S." by Conde Nast Traveler, our hilltop retreat combines the best in golf with the best of luxury.

Sponsored by: Garrod Hydraulics, Inc., Greenfield Products, Harry Fry & Associates, MATCOM, NBIS, Ridewell Suspensions, Transport Equipment Sales (T.E.S), WHECO Corporation

TENNIS TOURNAMENT

Wednesday, October 27
2:00 pm - 5:00 pm
The Dominion Country Club

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. If you are interested in participating in the 2021 Annual Conference Tennis Tournament, do so when registering online for the event.

EDUCATION SESSIONS

TUESDAY, OCTOBER 26



12:30 PM-1:30 PM OPENING SESSION: IMPROVISE, ADAPT & OVERCOME WITH PAUL DE GELDER

These three words — a mantra de Gelder learned in the Australian Army as a young paratrooper — resonated with him the first time he heard them. As a Navy bomb disposal diver, his life would be defined by these words when a 9 ft bull shark took two of his limbs in an attack in 2009. His journey of discovery and triumph is one you can relate to. It encapsulates aspects of your private and professional life, as well as your emotional strength and wellbeing, to make you understand how much you are truly capable of. De Gelder takes you on an emotional rollercoaster of dizzying highs and tearful lows, strengthening your resolve and reinforcing a belief in yourself--that you can and should live your own impossible dreams. You may know him from Discovery Channel's Shark Week, but his message today will resonate with you for the rest of your life.

Speaker: Paul de Gelder



2:30 PM-4:00 PM SC&RA'S PROPERTY & CASUALTY INSURANCE PROGRAM ENDORSED MARKET PARTNERS

The Pros & Cons of Risk Financing Techniques

Many organizations simply think of buying first dollar, guaranteed cost insurance year after year. But there are several alternative options out there that may be more beneficial. Learn how to navigate the pros and cons of large deductibles, retrospective rating plans, loss sensitive programs, self-insured retentions, captive options, alternative capital funding, etc. Understand how you can turn your insurance into a profit center and major competitive advantage.

Speakers: Dan Keenan and Shawn Los, National Interstate Insurance Company



Under Pressure? How to Transfer Risk with Ground Bearing Pressure

Do you know who's responsible for ground conditions on the job site? Furthermore, who is responsible for ensuring the operating area for the crane is suitable? Is providing the maximum anticipated ground bearing pressure generated by the equipment required? Billy Smith will examine Fed OSHA and the current volume of ASME B30.5 to answer these questions, reviewing real world claims outcomes, and providing your company another risk transfer opportunity to protect your operation should an accident occur. We need to change the way we do business and use these tools to our advantage and work smarter.

Speaker: Bill Smith, NBIS (NationsBuilders Insurance Services, Inc.)

Moderator: Scott Bragg, Bragg Companies





4:15 PM-5:30 PM
EDUCATIONAL SESSION: SOCIAL RESPONSIBILITY & COMMUNITY GOODWILL THROUGH BIKES

Do you remember your first bike? Generations have changed but today a bike is still king of transportation for young kids. U-Build-it-Bikes-for-Kids is a fast-paced and highly interactive team and leadership experience. Participants will impact and touch the community immediately by helping underserved kids with their built bike. Get excited to have fun, accelerate business relationships and have lasting impact in a child's life.

Speaker: Duane Grischow

WEDNESDAY, OCTOBER 27



7:30 AM-8:45 AM
LINK-BELT BREAKFAST: VISION-MINDSET-GRIT: HOW TO STAND UP TO ANY CHALLENGE

Using his physical paralysis as a visual metaphor, Burrows reveals how to drive results using the same mental focus that helped him reinvent his life after a catastrophic accident left him paralyzed from the chest down. He will show how three simple words can absolutely help you conquer adversity and master change, setting the stage for developing cutting-edge ideas and leadership strategies that will benefit your entire organization.

Speaker: Scott Burrows



1:30 PM-2:45 PM
THE ULTIMATE NETWORKING SESSION: HOW TO USE FOOD & WINE TO BUILD BUSINESS RELATIONSHIPS

This is more than just a wine tasting and hors d'oeuvres. Join America's first Master Sommelier, Eddie Osterland, as he shows you how to entertain business clients and associates with knowledge and confidence, using good wine and food as the ingredients to build strong and lasting business relationships. Through his tried-and-true methods, you can learn how to craft lasting business relationships based on the time-honored principles of courtesy, generosity and old-world hospitality. In addition to having fun, you'll become somebody whom others will be attracted to and want to do business with time and time again.

Speaker: Eddie Osterland

THURSDAY, OCTOBER 28



7:30 AM-9:00 AM
Trail King Breakfast: PEAK Aliveness: Transforming Fear into Flow

Based partly on the heroic journey of Antarctic explorer Ernest Shackleton—the subject of her own hit Off-Broadway musical—award-winning six-string electric violinist and singer/songwriter Valerie Vigoda shares her story of facing her fears.

Speaker: Valerie Vigoda

Her presentation resonates with anyone who has ever felt insecurity and stagnation. She inspires people to climb higher peaks to the edge of resistance, that sizzling place where we can be our truest, most innovative and fearless selves.

JOB OF THE YEAR COMPETITION

Entry deadline is August 17, 2021

One of the most anticipated and highly attended event of the Annual Conference is the Job of the Year presentations. Companies submitting Job of the Year applications will be invited to present to peers and judges during the Conference. The winner in each category will be announced and presented with an award at the Closing Night ceremonies! Winners must be present at the Closing Night Dinner.

VISIT SCRANET.ORG/AWARDS FOR 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 DETAILS

Thursday, October 28, from 9:15 am - 12:45 pm

Member: \$1,900

Non-Member: \$2,790

Booth fees include one complimentary attendee registration valued at \$905

Booths sell quickly! Reserve your spot today.
Visit www.scranet.org/PF2021 or call Melanie Khoury at (703) 698-0291.



HOTEL

CANTERA RESORT & SPA
16641 LA CANTERA PKWY
SAN ANTONIO, TX 78256

SC&RA Group Rates

Standard Room - \$249.00

You must first register for the Annual Conference. Once registered, you will receive instructions for booking your accommodations in your confirmation email.

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 October 8, 2021. Any registration after this date will be considered on-site and charged the on-site fee.

FEES

MEMBER

Registrant	\$905
Spouse/Guest	\$565
Child (over 18)	\$565
Child	\$490

NON-MEMBER

Registrant	\$1,345
Spouse	\$830
Child (over 18)	\$830
Child	\$725

OTHER FEES

GOLF TOURNAMENT REGISTRATION	\$130
SC&RA BACKYARD BBQ FUNDRAISER	\$175
SPOUSES' TOUR: BEST OF SAN ANTONIO TOUR	\$135

CANCELLATION POLICY

There will be a charge of \$125 per person for cancellations received after September 5, 2021. No refunds for cancellations after October 8, 2021. 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.

SPONSORS





2021 ANNUAL CONFERENCE

OCTOBER 25 – 29

- Products Fair with 75 booths
- Expert panel session on insurance & risk management
- Networking receptions every evening
- Backyard BBQ Fundraiser
- Closing night awards dinner with live entertainment



REGISTER AT
WWW.SCRANET.ORG/ANNUAL2021