2019 ANNUAL CONFERENCE

April 23-27 * Omni La Costa Resort * Carlsbad, CA
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.
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 – 9:00 am
  - MEMBERSHIP COMMITTEE
- 9:00 am – 10:15 am
  - CRANE & RIGGING GROUP SAFETY
  - EDUCATION & TRAINING 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
- 10:30 am – 11:30 am
  - CRANE & RIGGING GROUP LABOR COMMITTEE
- 11:00 am – 12:30 pm
  - TRANSPORTATION GROUP SAFETY EDUCATION & TRAINING COMMITTEE
- 11:45 am – 12:45 pm
  - TOWER CRANE COMMITTEE
- 10:00 pm – 12:00 pm
  - SC&R FOUNDATION: PR/DEVELOPMENT COMMITTEE
- 1:30 pm – 2:00 pm
  - NETWORKING BREAK
- 2:00 pm – 3:00 pm
  - OPENING SESSION - BUILDING GREAT LEADERS: HOW TO UNLOCK HIDDEN POTENTIAL
  - Speaker: Jake Harriman, Founder, Rush International
- 3:15 pm – 3:45 pm
  - INSURANCE & RISK MANAGEMENT COMMITTEE
- 4:00 pm – 6:00 pm
  - THE 2019 REGULATORY LANDSCAPE – WHAT’S ON THE HORIZON?
  - Speakers: Billy Smith, EVP Claims & Risk Management, NBIS (Nation’sBuilders Insurance Services, Inc.)
  - Chris Nelson, Transportation Program Manager, NBIS (Nation’sBuilders 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

Additional Sponsors

- 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)
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 Raweay, Manager, Digital Sales Specialist, The Post and Courier

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

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

7:00 pm – 11:30 pm  NOCHE DE LOS DUELING PIANOS
(Featuring food stations, a margarita bar, musical comedy show and time for networking)
Tickets required. Cost is $175 per person. Attire is casual.
*Proceed to 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

2:00 pm – 5:30 pm  SPOUSES’ EXCURSION: WINE TOUR
Limited space available. Tickets Required.

6:30 pm – 7:30 pm  INTERNATIONAL MEMBERS 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 – 10:00 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., Mentor, Inc.

5:30 pm – 6:30 pm  BOARD OF DIRECTORS RECEPTION
(Open only)
Sponsor: Bragg Companies, Lifting Gear Hire

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.
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.

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

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.

NCCCO Fun Run/Walk
April 24, 6:15 am
The annual 5k Run/Walk attracts runners and walkers to benefit the NCCCO organization. This is your chance to enjoy the beautiful resort and exercise for a great cause.
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

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

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.)

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 Farrall, Co-Founder/CEO, WorkHound  
Jeremy Reymer, Founder/CEO, DriverReach  
Austin Rowsey, Manager, Digital Sales Specialist, Post and Courier

11:00 am – 12:00 pm  
Jim Bell 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.  
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Speakers: Billy Smith, EVP Claims & Risk Management, NBIS (NationsBuilders Insurance Services, Inc.)  
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We would like to recognize our sponsors for their tremendous support of our 2019 Annual Conference.
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

**Booth fees include one complimentary registration valued at $875**
- Member: $1,760
- Non-Member: $2,640

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

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 TO VIEW CATEGORIES AND ELIGIBILITY.

**PRODUCTS FAIR**

**HOTEL & REGISTRATION**

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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