



2020

ANNUAL CONFERENCE

APRIL 14 - 18

OMNI AMELIA ISLAND PLANTATION
AMELIA ISLAND, FL





8:00 am - 11:00 am
TENNIS TOURNAMENT

See page 11 for details

Sponsor: Emmert International

9:00 am - 10:00 am
SC&RF: EXECUTIVE COMMITTEE

10:00 am - 5:00 pm
REGISTRATION

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

See page 11 for details

Sponsors:

Awards: Harry Fry & Associates

Beverage Station: Ridewell Suspensions

Golf Giveaways:

Transport Equipment Sales (T.E.S.)

Lunch: Garrod Hydraulics, Inc

Reception: National Interstate Insurance

Company, 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)



WEDNESDAY, APRIL 15

Committee meetings are open to all attendees unless otherwise noted.

6:30 am - 5:00 pm
REGISTRATION

6:45 am - 7:30 am
LIFT & MOVE USA FUN RUN/WALK
Sponsor: Buckner Companies

7:00 am - 8:00 am
SC&RF GRANT/SCHOLARSHIP COMMITTEE

7:15 am - 8:45 am
EXECUTIVE COMMITTEE
(Committee members only)

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

9:00 am - 10:00 am
LADIES GROUP GOVERNING COMMITTEE
(All registered spouses and guests invited)

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

10:15 am - 12:15 pm
SPOUSES' TIME OUT
(All registered spouses and guests invited)
*Sponsors: Ridewell Suspensions,
Unified Logistics Operating Group*
See page 10 for details

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



1:00 pm - 2:00 pm
SC&RF: PR/DEVELOPMENT COMMITTEE

1:30 pm - 2:00 pm
NETWORKING BREAK

Sponsors: ECBM Insurance Brokers & Consultants, Goldhofer Aktiengesellschaft, National Interstate Insurance Company

2:00 pm - 3:00 pm
OPENING SESSION - 5 STEPS TO MAKE THE IMPOSSIBLE POSSIBLE

*Speaker: Ben Nemtin, Author
Sponsors: LGH, Lift Systems, Inc., Riggers Manufacturing Company*

3:15 pm - 3:45 pm
INSURANCE & RISK MANAGEMENT COMMITTEE



4:00 pm - 5:30 pm
SC&RA'S PROPERTY & CASUALTY INSURANCE PROGRAM ENDORSED MARKET PARTNERS

Moderator: Scott Bragg, President/CEO, Bragg Companies

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

Peter Juhren, Vice President of Operations, Morrow Equipment Company, LLC

Dan Keenan, Director of Specialty Transportation, National Interstate Insurance Company

Shawn Los, Vice President, National Interstate Insurance Company

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*

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:
VISION-MINDSET-GRIT: HOW TO
STAND UP TO ANY CHALLENGE**

Speaker: Scott Burrows, Comedian
Sponsor: Link-Belt Cranes

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

**Pinnacle and Safety awards presented*

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

**Pinnacle and Safety awards presented*

10:30 am - 12:30 pm
**LADIES GROUP ANNUAL MEMBERSHIP
MEETING & BRUNCH**

(All registered spouses and guests invited)
Sponsors: Anderson Trucking Service, Inc.,
Bigfoot Construction Equipment
See page 10 for details

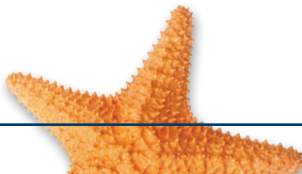
11:30 am - 12:30 pm
COMMUNICATIONS ADVISORY COMMITTEE
(Committee members only)

1:15 pm - 3:15 pm
**SOCIAL RESPONSIBILITY & COMMUNITY
GOODWILL THROUGH BIKES - TEAM
BUILDING SESSION**

Speaker: Duane Grischow, Trainer and Facilitator
Sponsors: Allied Insurance Brokers, Inc.,
NCCCCO, National Interstate Insurance Company,
Truck & Equipment Specialists, Inc.

3:30 pm - 4:30 pm
SC&RF: RESEARCH COMMITTEE

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



NEW

6:30 pm - 10:00 pm

FÊTE EN BLANC

A fancy picnic-style dinner party.

See page 9 for details

Sponsors: BOSS Crane & Rigging, Cranes, Inc., Doral Equipment Rental, ECBM Insurance Brokers & Consultants, Keller Permit Service, Kobelco Construction Machinery USA (KCMU), Landstar Transportation Logistics, Inc., Meritor Inc., Miller Transfer, PSC Crane & Rigging, Trail King Industries, White Brothers Trucking Company

Tickets required. Cost is \$175 per person.

*Proceeds go to the SC&RF

Suggested attire: white shirt and light pants or white dress



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.



7:30 am - 4:00 pm

REGISTRATION

7:30 am - 9:00 am

TRAIL KING BREAKFAST - TRANSFORMING FEAR INTO FLOW

Speaker: Valerie Vigoda, Singer/Songwriter
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., ODS North America, Versa-Lift (Custom Mobile Equipment)

12:00 pm - 1:00 pm

SC&RF: 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' ACTIVITY: BOOZE & BITES TOUR

Limited space available.
Tickets Required. \$105.00
See page 11 for details

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)
Reception Sponsors: DICA, Enerpac, Kalyn/Siebert Incorporated, Kitchen's Crane & Equipment, MPE Group, TNT Crane & Rigging, Inc.

Dinner Sponsors: A1A Software LLC, National Interstate Insurance Company



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.,
National Interstate Insurance Company*

5:30 pm - 6:30 pm

BOARD OF DIRECTORS RECEPTION

(By invitation only)

Sponsors: Bragg Companies, LGH



6:30 pm - 10:00 pm

AWARDS & RECOGNITION DINNER

Sponsors:

*Reception: Duncan Machinery Movers, Inc.,
Marmon-Herrington Company, Inc.*

*Dinner: CraneTrader.com, Daseke, Inc.,
Hendrickson, NBIS (NationsBuilders Insurance
Services, Inc.)*

*Entertainment: LGH, Meritor, Inc.,
National Interstate Insurance Company,
TrueNorth Companies*

Attire is black tie optional



RECEPTIONS

First-Timers' Reception

April 14, 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 14, 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 15, 7:00 pm

SC&RA President Tom Bennington, along with our sponsors, 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.

Fête en Blanc

April 16, 6:30 pm

*Tickets required;
Price \$175*

The annual fundraiser to benefit the SC&RF will be a modified version of the worldwide event—Diner en Blanc, a supper club founded in Paris in 1988, when François Pasquier wanted to host a dinner party but didn't have the space. Pasquier invited friends to a picnic at the Bois de Boulogne and told them to all wear white, so they could identify each other. The event will begin with a short reception, followed by a fancy picnic dinner with a live band. This ticket includes three drink tickets, food stations and entertainment.

**Proceeds go to the SC&RF*

International Members Reception

April 17, 6:30 pm

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



RECEPTIONS

Guitar Reception

April 17, 8:00 pm

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

Awards & Recognition Dinner

April 18, 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. Once winners are announced the evening will continue with live entertainment and a dessert station.



SPOUSE ACTIVITIES

Spouses' Time Out

April 15, 10:15 am

Spouses are invited to grab a mid-morning snack and join the fun as we make our own salt scrubs! Its purpose is to exfoliate your skin, and remove the outermost layer of dead skin cells-leaving your skin softer and smoother.

Ladies Group Annual Membership Meeting and Brunch

April 16, 10:30 am

Join the Ladies Group for their annual brunch and special presentation from Ladies Group member and non-profit entrepreneur - Margie Springer. Margie will share her journey forming and building her nonprofit Kenzania. After brunch, attendees can purchase their pieces like jewelry, table top linens, baskets, sarongs, bathrobes and purses made by the women of these countries to support them.

SPORTING EVENTS



Spouses' Excursion: Booze & Bites Walking Culinary Tour

April 17, 2:00 pm

Registration required; Price \$105

On this 2.5 hour tour, you'll stroll beautiful downtown Amelia Island while sampling wonderful food prepared by our local chefs and tasty cocktails by our talented bartenders!

If you or your spouse would like to join the Ladies Group prior to the conference, visit www.scranet.org/ladies.

Tennis

April 14, 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 14, Tee time 12:00 pm

Awards Reception 5:00 pm

Price \$180

Join SC&RA for an afternoon of golf and networking on the Oak Marsh Golf Course. This 6,500-yard course has 14 holes with water hazards and numerous bulk-headed greens. Tournament begins with a shotgun start. Scramble format.

Lift & Move USA Fun Run/Walk

April 15, 6:45 am

The 5k Run/Walk attracts runners and walkers to benefit Lift & Move USA. This is your chance to enjoy the beautiful resort and exercise for a great cause.

WEDNESDAY, APRIL 15



2:00 pm - 3:00 pm
Opening Session:
5 Steps to Make the Impossible Possible

Articulating and prioritizing your personal goals is not a selfish act—but one that creates a positive ripple effect that inspires others to live their best life. Nemtin’s message of radical possibility combined with his ‘5 Steps to Make the Impossible Possible’ will leave you not only inspired, but also equipped with tools to tackle the seemingly insurmountable. His system of achieving impossible goals demystifies daunting tasks by turning ‘dreams’ into ‘projects’ and creates inspiration through action and accountability.

Speaker: Ben Nemtin, Author



4:00 pm - 5:30 pm
SC&RA’s Property & Casualty Insurance Program Endorsed Market Partners Presents:

Current Priorities in the Tower Crane Sector

What are the current priorities in the tower crane sector? Gain insight from two leading industry experts who will cover timely information on changes in the standards, manufacturers’ requirements, standards of care, contractual relationships and responsibilities of the parties and negotiating with general contractors on key liability, safety and risk obligations.

Moderator: Scott Bragg,
 Bragg Companies

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

Peter Juhren, Morrow
 Equipment Company, LLC





4:00 pm - 5:30 pm
SC&RA's Property & Casualty
Insurance Program Endorsed
Market Partners Presents:

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, National
Interstate Insurance
Company

Shawn Los, National Interstate
Insurance Company



THURSDAY, APRIL 16



7:45 am - 9:00 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

THURSDAY, APRIL 16



1:15 pm - 3:15 pm
Social Responsibility & Community Goodwill Through Bikes-Team Building Session

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, Trainer and Facilitator

Bikes built in this session will be donated to the Boys and Girls Club.

FRIDAY, APRIL 17



7:30 am - 9:00 am
Trail King Breakfast: 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. 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.

Speaker: Valerie Vigoda, Singer/Songwriter

ENTRY DEADLINE IS FEBRUARY 28, 2020

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 2019 project and safety records!

**VISIT SCRANET.ORG/AWARDS
TO VIEW CATEGORIES AND ELIGIBILITY.**



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

Friday, April 17, 9:00 am - 12:00 pm

Member: \$1,800

Non-Member: \$2,640

Booth fees include one complimentary registration valued at \$900

*Booths sell quickly! Reserve your spot today.
Visit scragnet.com/PF2020 or call Melanie Khoury
at (703) 698-0291.*

HOTEL

Amelia Island Plantation
39 Beach Lagoon Rd
Fernandina Beach, FL 32034

SC&RA Group Rates

Oceanfront Run of House
Hotel and Villas - \$280.00

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



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 March 27, 2020. Any registration received after this date will be considered on-site and charged the on-site fee.

FEES	Early By 1/24/20	Regular By 3/27/20	On-Site After 3/27/20
MEMBER			
Registrant	\$815	\$900	\$980
Spouse/Guest	\$475	\$560	\$640
Child (over 18)	\$475	\$560	\$640
Child	\$395	\$485	\$570
NON-MEMBER			
Registrant	\$1,215	\$1,340	\$1,420
Spouse	\$700	\$825	\$910
Child (over 18)	\$700	\$825	\$910
Child	\$590	\$720	\$800

OTHER FEES	
GOLF TOURNAMENT & AWARDS RECEPTION	\$180
FÊTE EN BLANC (Fundraiser)	\$175
SPOUSE EXCURSION BOOZE & BITES TOUR	\$105

Cancellation Policy

There will be a charge of \$125 per person for cancellations received after February 24, 2020. No refunds for cancellations after March 27, 2020. 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.

We would like to recognize our sponsors for their tremendous support of our 2020 Annual Conference.

SPONSORS



Annual Conference, April 14-18, 2020, Amelia Island, FL



2020 ANNUAL CONFERENCE

APRIL 14 - 18

OMNI AMELIA ISLAND PLANTATION
AMELIA ISLAND, FL



- Products Fair with 94 booths
- Expert panel session on insurance & risk management
- Networking receptions every evening
- Fête en Blanc event
- Closing night awards dinner with live entertainment



REGISTER AT
WWW.SCRANET.ORG/AC2020