

September 2009

From the desk of Victor E Hemard Jr, President

Client Success Story: Thomas Timber

Outdoorsman, wood supplier, professional forester, golfer, traveler, and family man. All these words describe this month's client success story: Jim Thomas of Thomas Timber in Magnolia, Arkansas,

Thomas Timber specializes in purchasing stumpage and custom timber harvesting. Jim Thomas, because of his forestry credentials and experience, assists landowners with forestry related activities to provide a complete seedling to harvest resource for the private landowner. Most commonly, Jim will offer land and timber management planning as well as harvest planning.

Thomas Timber purchases from a wide range of land ownerships, from the small 10-acre tract to the large compartments of the industrial landowner.

Jim believes honesty and integrity are the basic virtues of any business. With integrity and consistent performance, Thomas Timber maintains a preferred relationship with many wood-using facilities.

Jim was born in Jacksonville, Florida and moved to Monticello, Mississippi in 1967 when his father transferred to the new St. Regis Company paper mill. Jim at-



Jim Thomas
Thomas Timber, LLC

tended high school in Monticello and worked in the mill for 10 years. Later Jim attended Mississippi State University and graduated with a BS in Forestry in 1993.

After working for Rayonier in Georgia, Jim came to Arkansas to work for Weyerhaeuser in 1998. At the Dierks mill, Jim purchased stumpage and gatewood for Weyerhaeuser.

In 2003, Jim left Weyerhaeuser to start an office for Holmes Timber Company in Magnolia, Arkansas. After three successful years, Mr. Holmes offered to sell the business and Jim took advantage of the offer in 2007. Along with two partners, Landpoint Forest Products was formed. After two years, the partners split and formed

their own businesses in 2009. This is the process by which Thomas Timber, LLC was formed. The name and ownership has changed, but it is really very similar to the original Holmes Timber West operation.

I first started working with Jim when Holmes Timber wanted to setup a remote scale house for the Forest Products Accounting (FPA) system in Amity, Arkansas. It was a cold November morning in 2004 and Holmes had sent Jim a Windows 98 computer for the scales that would not boot. After removing the case and reconnecting

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LFA Meeting a Rousing Success

This year's LFA Annual Meeting, held August 25-27, was one of the best I've ever attended. The people attending the meeting, the food, and the program were fantastic. And, as a plus, it was in downtown Baton Rouge on the banks of the Mississippi River.

The meeting started with some preliminaries the first day. Eric Clapp, son of Desmond (Graphic Packaging) and Mary Clapp (Stevens Forestry), won the clay shoot. I'm afraid you taught him too well, Des. Back in 1983, Des and I finished first and second in the skeet shoot.

That evening there was a seated dinner honoring President Steve Muslow. Steve and I got a chance to talk about the days when I used to help my wood suppliers buy his clients' timber in East Texas.

We had a great steak dinner and I had the pleasure of sitting with landowners Joey and Ann Allen of

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Referrals have recently been received from the following individuals. Thank you!

Harold Smith, Silvicraft
Monticello, Arkansas

Becky Morris, Good Hope Timber
Natchez, Mississippi

Robert Garland, Smith & Campbell
Springhill, Louisiana

John McRae, F&W Forestry Services
Huntsville, Texas

Dave Cupp, Walsh Timber
Zwolle, Louisiana

Dustin Robinson, Walsh Timber
Rosepine, Louisiana

“...Richard Lewis of the Forest Resources Association...rated LFA Executive Director Buck Vandersteen one of the top five association executives in the nation.”

Persistence

Nothing in the world can take the place of persistence. Talent will not: nothing is more common than unsuccessful men and women with talent. Genius will not: unrewarded genius is almost a proverb. Education will not: the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan “press on” has solved and always will solve the problems of the human race.

-Woodrow Wilson

Bossier City and Deborah Slaughter of Shreveport. By the way, Joey and Ann are the parents of Trey Allen, pictured with Timberland Services in the May issue of Client Connection. I also met their daughter Beth Allen the next day, who is in her final year of medical school and will receive her MD degree in the spring.

I ran into a few clients before and after the dinner. Brandon Ewing of Ewing Timber and I talked a little about computers, but more about family, including his wife Susan, whom I met back in 1994 when we first installed a system at Ewing Timber, and their daughters, who are quickly growing up. I also saw Rick Todd with Ewing Timber and his father Clyde.

Robert Garland of Anthony Forest Products/Smith & Campbell and I got to talk for a while. Robert introduced me to his successor at AFP, Steve Barham.

To depart just briefly, I want to mention those who are there every year but could not make it for health reasons or because they were caring for someone who was very sick: John Barr, Barbara Garland, Mahlon and Cheryl Doucet, and Mike and Susan Merritt. You're in our thoughts and prayers.

There was a rare chance to talk with a couple of exceptional women who volunteer to help with the annual meeting every year. Debbie Barrilleaux, Fulfillment Manager with

the Louisiana Wildlife Federation in Baton Rouge and Jeanine Connelly, Manager of Reimers Company in Loranger. I learned a little about what they do in their regular careers, and it can be summarized by saying office managers in a forestry-related business often handle everything from accounting to GIS mapping to computer technology to public relations.

The next morning was the Logger's Breakfast, where we heard Lee McCann of Sabine State Bank talk about banking and the logging profession. I also got to visit with one of my classmates from the LSU Class of '74, George Tiley (Weyerhaeuser). We go all the way back to when George, his brother John, and I worked as students for the US Forest Service in Pollock, LA and then for Zeb White in Hammond, before we graduated and went our separate ways.

I attended all of the technical sessions that morning. I was most impressed with Richard Lewis of the Forest Resources Association. Lewis rated LFA Executive Director Buck Vandersteen one of the top five association executives in the nation.

After three technical sessions, I was definitely ready for the Bloody Mary Social and a great luncheon featuring the tree farmer of the year award.

I then made a trip to the exhibits to talk with a couple of long-time LFA exhibitors: Jerry Arter of

Superior Forestry and Larry Cope of Construction Safety Products.

Ed Smith (Weyerhaeuser) and Mike Smith (Boise) were in attendance. Mike's wife Deborah is a skilled IT person in her own right.

Later that evening, there was dinner and entertainment by Murray Conque, a Cajun comedian from Carencro who was hilarious. The logger of the year, Mark Martinez, was announced, continuing that great logging tradition in the Martinez family.

Louisiana Machinery had a nice hospitality offering in a pub across from the hotel. I got a chance to talk with other LSU Forestry Class of '74 members Paul Fry (Retired State Forester/LA Landowners Assn) and wife Maureen; Rudy Sparks (VP of Lands and Timber, Williams, Inc.) and wife Diane; Dick Meyers (Boise); and Brian Chandler (LSU Extension).

A good number of the Walsh Timber (June 2009 issue) group were present as well: Garry and Caroline Walsh, Dave Cupp, Dustin Robinson, and Rickey Day (WD Chips). It's always a valuable experience to visit with those folks.

The final morning included a huge breakfast and a presentation by body language expert Jan Hargrave. I was so impressed with her presentation, I bought two of her books.

If you get a chance to make the LFA meeting next year, I recommend it highly. It'll help you refresh, reconnect, and rejuvenate.

Check Tampering – Part V

In this final installment of check tampering: how to recognize it and prevent it, I discuss how a person who is authorized to sign checks may commit check fraud.

Sometimes the person who has the authority to sign checks will override controls with intimidation. A high level manager with signature authority can make employees afraid to question suspicious transactions. In other words, “The owners have

given me the authority to sign checks. How dare you question to whom that check is being written!”

This often happens when ownership is inattentive.

Add to this, a failure by ownership to monitor the accounts and bank statements and a lack of controls, such as the separation of duties, and the crime of check fraud is that much easier.

To prevent and detect check tampering by

authorized signers, ownership must, first of all, make sure the check writing and check signing are done by separate persons. Also, persons with check-signing duties should not have access to blank checks.

Secondly, require dual signatures for checks over a certain amount.

And finally, as I’ve outlined in previous articles in this series, be educated in check fraud schemes and know what to look for.

Thomas Timber (continued)

(Continued from page 1)

everything, I got it going, upgraded to Windows 2000 and setup the remote Scale House System and DSL connection.

Holmes outsourced their hardware and network maintenance to us and this relationship continued until Holmes sold the business to Jim and Landpoint Forest Products. Holmes retained the FPA system for their main operations in South Carolina.

After a brief trial with another accounting system, Landpoint was convinced FPA was the system they needed for their wood dealership. After installing the system and training the owners, foresters, and administrative assistants on the use of the system, we provided the ongoing support to keep things on track and provided additional training for the bank reconciliation, payroll, and general ledger.

After the transition from Landpoint to Thomas Timber took place, the Forest Products Accounting system remained with Thomas Timber in Magnolia and continues to serve Jim and his company with accurate wood procurement transactions, first class wood settlements, and real-time reporting for timber inventory and timber production. Thomas Timber was also one of my first clients to generate payments to his loggers and landowners with automated direct deposits to the bank, rather than using paper checks.

Jim’s wife Lenora (Lee) is from Honolulu, Hawaii. Funny, I never hear Jim complain about having to visit his in-laws!

Lee is a first grade teacher in the Lafayette County School District. Jim and Lee are very proud of their daughter Jacquelyn, who is a senior at Arkansas State University, majoring in chemistry on a full scholar-

ship. Jacquelyn is considering a career in pharmacy.

When he isn’t working, Jim enjoys outdoor activities. He frequently travels to Pensacola to visit his father and to take advantage of that time to fish the Gulf of Mexico, Jim is also an avid golfer, hiker, gardener, and enjoys traveling with the family.

It was a huge step for Jim to leave the comfort of working for someone else and invest in his future by acquiring the Holmes Timber West operation.

Through all the ups and downs of the wood business recently, Jim has been steady and confident. With his desire to succeed and positive attitude, Thomas Timber will remain a successful business, serving the forestry and forest products community, for many years to come.

Thanks to Jim Thomas for his help in researching this article.

Mom’s Boiled Shrimp

2 lemons

1 bag of seafood boil

1 onion

1 pod of garlic

4 tablespoons of cayenne pepper

Potatoes

Corn

Boil in a large pot of water for 25 minutes.

Add 3 lb of shrimp and boil for 8 minutes after it returns to a boil.

Add one cup of salt and stir.

Place the cover on the pot and let the shrimp soak in the seasoning for 25 minutes.

This recipe for boiled shrimp was given to me by my mother, Gloria Hemard, back in 1978 when Bob Bouffleur (Domtar) and I decided to throw a shrimp boil out at the Bennett Ranch near Rattan, Oklahoma. I’m not a cook, so it had to be very explicit. It is like most other boiled seafood recipes, except for the last two items. The salt is added after the boil takes place and the shrimp are allowed to soak after the boil. These last two steps will give you well-seasoned shrimp. Failure to do so will give you bland shrimp with no taste.

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Vic Hemard
President
Hemard & Company

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Ask Vic!

Q We are currently using an anti-virus program and two anti-spyware programs to protect our computers. Our system is bogging down with these programs. Is there a way to protect our system without slowing it down?

A After quite a bit of testing of various anti-virus and anti-malware programs we had three main criteria: protection, compatibility, and speed. The best solution meeting these criteria is Vipre Antivirus/Antispyware.

Vipre protects your system under one installed program, rather than two or three. This lowers the footprint of your protection system and ties up less system resources.

I will be switching most of our Gold and Platinum Proactive Protection systems to Vipre in the coming months.

Q What is the purpose of the offsite backup?

A Offsite backup is essential to having a fully protected system. Take, for example, a client whose office flooded with all the rain that occurred in Springhill, Louisiana during the last week in July. Their equipment was under water and there was no current backup on site.

Because the offsite backup was available, we were able to recover from the offsite backup, setup another computer with their files, and have them up and running the next day.

In our Safe and Secure Server backup system, the flood or other disaster recovery time is even faster because the

whole hard drive image is stored remotely and permits us to restore the complete hard drive to an empty hard drive in one operation.

Q How can a proactive protection plan save us money with our computer network?

A A proactive protection plan saves you money the same way good maintenance saves you money on a piece of equipment or any other valuable asset. It greatly reduces downtime, maintains performance, and eliminates the unexpected expense of system crash.

By monitoring your system, we can recognize problems before the

system is to the point of going down, whether it is hardware or software related.

Regular maintenance of your computer network means it will run faster and more efficiently, free of spyware, viruses and unnecessary startup items.

Finally, we have backup systems available to maintain business continuity, allowing you to continue operating, regardless of system crash, theft, flood, or fire.

Mark Your Calendar Annual Meetings

Oklahoma Forestry Association
Idabel October 8, 2009

Arkansas Forestry Association
Hot Springs October 14-15, 2009

Texas Forestry Association
Nacogdoches October 20-22, 2009