

Hemard & Company

We Know Technology... and We Know the Wood Business

Client Connection

December 2009

From the desk of Victor E Hemard Jr, President

Client Success Story: Harmon Wood Co.

"We have tried to be innovative and change with the times," explained Eddie Ralph Harmon, owner of Harmon Wood Company in Homer, Louisiana, when asked about their strategy for long-term success over the years.

Whether it was the change to treelength, or adding a company logging job, or upgrading the computer system, these changes have kept Harmon Wood competitive in a changing environment.

Besides its traditional role as a supplier of pulpwood and sawlogs to area mills, Harmon Wood Company provides land management services. They offer a complete solution for land management, from timber estimates to road building to timber marking to harvesting and everything in-between, with an emphasis on assisting and guiding owners through the tree planting process after harvest.

Professional forestry advice and services from Harmon Wood are available from graduate foresters Sidney Smith, Mark Collins, and Nathan Thompson.

In the company logging operation, Ryan Harmon, Eddie's son, is the Logging Supervisor in charge of the company logging crew as well as Jimmy Harry,



**Eddie Ralph Harmon and Office Administrator Susan Pepper
Harmon Wood Company**

who also serves as a Logging Supervisor. Al Ratling is the Maintenance Supervisor in charge of equipment maintenance and the shop.

Joyce Sanderlin, who has been with Harmon Wood since 1987, is the receptionist-secretary of the office and handles file maintenance, weekly settlements, accounts payable, and checks in FPA as well as other secretarial duties.

Susan Pepper is the Office Administrator. Susan's background is in the banking industry and was a bank officer at Homer National Bank before coming to Harmon Wood Company in 1995. Susan makes sure the office runs smoothly and manages the Forest Products Accounting (FPA) system and the ac-

counting in the office. She is the go-to person for the FPA and also administers the CheckMark Payroll.

Back in 1996, after Susan had worked at Harmon Wood for few months, she recalls, "We had a basic system for entering treelength loads and printing settlements, but all the timber inventory, reporting, accounting, and check writing were done by hand. Carlos Martin, our CPA, suggested we talk with Vic about combining all our systems into one fully integrated system and installing a network to allow multiple users to work in the system at once."

Given that charge by Harmon Wood, we ran

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2009 AFA Meeting Concise and Informative

The Arkansas Forestry Association presented its 64th Annual Meeting in Hot Springs, Arkansas on October 14-15. It's theme was to examine forestry's place in a changing world.

On the first day, the preliminary activities: golf, GIS/GPS training, and the AFA board meeting took place. Before the traditional AFA evening fish fry, I had an opportunity for a brief chat with a long-time friend, former boss and mentor at Nekoosa Papers, Ben Myane, now with Domtar.

JD Neeley and father Jim Neeley of Neeley Forestry Service were also present and have been active in the AFA and the Association of Consulting Foresters for two, going on three, generations.

The fish fry attracted a large group of members. Jim Thomas of Thomas Timber and I walked over the downtown garage where the fish fry was taking place and

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A Tale of Three Tailgates : Auburn v. LSU

I've always heard, "what goes on in Baton Rouge stays in Baton Rouge," when a home game against an SEC rival takes place at LSU. When a client offered me two tickets for the Auburn game this fall on Saturday night in Tiger Stadium, my son Brandon (LSU, EE '05) and I did not hesitate to make the trip to Baton Rouge. This is the untold story of our tailgating experience in Baton Rouge.

We had a great dinner at Mike Anderson's seafood restaurant on Friday. Even though we got in late we were ready to go early the next morning.

We drove to the LSU campus and setup our tailgate session near the back of the Tahoe and had some po-boys, sweet potato fries, and various other treats and refreshments. The weather was beautiful! The odds were in our favor since the last two games we attended were wet and cold. This was Tailgate 1.



TG1-Brandon and me

We then headed out to the parade grounds to visit Tailgate 2, The Buzhardts. Dr. and Mrs. Matthew Buzhardt are also known professionally as Dr. Matthew Buzhardt and Dr. Sarah Borgognoni. Sarah attended high school with our children and lived in Texarkana before attending LSU '05 and UT-San Antonio (MD '09). Sarah and husband Matt (also an LSU grad, '05 and MD '09) are in their first year of medical residency in Baton Rouge. It was nice to visit with them since I had not talked with them since their wedding last spring.

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arrived just in time to get a good place in line. The fish was excellent as were the refreshments. Skip Tomlinson with Deltic was the lucky winner of the shotgun raffle, always a suspense-filled exercise conducted to perfection by AFA Executive Director Max Braswell.

Exhibitors Larry Cope (Construction Safety Products), Jerry Arter (Superior Forestry), and Mike Waxler (Weyerhaeuser) gave me the lowdown on planting season this year: plenty of seedlings and labor for hand planting and they are ready!

I got a chance to speak with Susan Glaze and Anna Swaim with the AFA and Anna agreed with me when I told her getting a photo for a newsletter article is one of the most challenging parts of the process.

There were a lot of Deltic employees at the meeting, many of whom I had never met before. Tim Zorsch and Randy Clary with Deltic

and Jim Thomas (CC, Sept 2009) and I had a great discussion about our families and experiences going back as far as the 1970s.

The AFA packed a lot of content into the second and final day of the meeting. Dr. Brooks Mendell with Forisk Consulting talked about Forests and the Global Economy. I didn't realize so much of the world's forest was in Russia.

During the break, I got a chance to speak with Brad Dryer, located in Hope with Hancock Forest Management. The Shreveport office of Hancock has been a client of ours since 2006 when they were TimberStar.

At the luncheon, I sat with Dr. and Mrs. Allen Nipper of Homer, Louisiana. Besides Dr. Nipper's position with the LSU Ag Center, he and Ginny are private landowners and "private citizens," so to speak, in Arkansas.

I am so glad I stayed for the afternoon speaker, James Olsen. James and wife Meredith were CIA

agents for years in Europe. Olsen was Chief of CIA Counter-Intelligence. He discussed the declassified details of his experiences and actually walked the audience through an operation that actually occurred in Moscow.

Olsen also talked about his work now at the George Bush School of Government and Public Service at Texas A&M. He told stories of how our brave young people in the CIA are risking everything to keep us safe.

To give you an example of how inspiring his presentation was, there were at least five standing ovations during and after his talk. You just don't see that at a forestry association meeting.

I also bought a copy of Olsen's book, [Fair Play: The Moral Dilemmas of Spying](#) and asked him to sign it. I wasn't the only one. There was quite a long line, including Desmond (Graphic Packaging) and Mary (Stevens Forestry) Clapp, who were gracious enough to pose for a photo with author James Olsen.

That ended the meeting and another fine job by the AFA staff. As always, they manage to get a three-day meeting into two well-organized days filled with useful information.



Desmond and Mary Clapp with James Olsen

Harmon Wood Company (continued)

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some wire for the network infrastructure and setup the network with a dedicated Windows server, Windows workstations, and the multi-user Dos-based Fiber Procurement System (FPS). Over the years, we've kept the network current and upgraded to the Windows-based Forest Products Accounting (FPA) system in 2005.

In 2007, to complete our service offering to Harmon Wood, we provided our Platinum Proactive Protection Plan to include 24X7 system monitoring, remote backup services, "all you can eat" support regardless of the problem, regular scheduled maintenance, and the use of a server or workstation if one goes down and cannot be repaired that day. This arrangement puts us on the same side of a problem: we both have an interest in preventing and solving problems quickly.

Eddie Harmon, in describing our services, has said. "I think everything you have done for us has been perfect. FPA is the best computer program I've seen for the timber industry. There are a lot of companies using your system... just about everyone around here! The FPA system is simple and right to the point... there's no guesswork involved."

In an e-mail recently, Susan Pepper wrote us a note, saying, "I have nothing but praise for Hemard & Company! Many a time you have gotten me out of a bind and I would tell anyone you are the BEST! I never need to worry about anything because you will get to the source of the problem. Most of the time

it is our problem and not with the FPA, but, regardless of the source, you have always solved the problem."

Harmon Wood Company was a well-established company when we first started working with them in 1995. In fact, their history goes all the way back to 1948, when Ralph Harmon, Grady Buckner, and Jack Crane started a wood dealership in Homer, Louisiana.

From that beginning, Harmon Wood Company was formally established in 1962 by Ralph Harmon and later expanded operations to three woodyards at Homer, Junction City, and Gibsland, Louisiana. The Junction City and Gibsland yards were later spun off. The main woodyard operation in Homer purchased shortwood until 1994 when the market dictated the move to 100 percent longwood direct to the mill.

To understand the stability of Harmon Wood Company, you would have to know the current owner, Eddie Ralph Harmon, son of founder Ralph Harmon. Eddie was born in Homer and has lived in the Homer area all his life except when he attended and received his degree in Agriculture Business from Northwestern State University in 1971 and time away while serving in the Louisiana Army National Guard during a six-year period.

Eddie worked in the family business over the summers while growing up and when he returned to Homer after graduating from college, he took a leadership role in Harmon Wood Company with the blessing of his father, Ralph Harmon. Although it was a lot of responsibility

for a kid fresh out of college, Ralph Harmon was available for advice. "I always had someone to talk to," Eddie would say, in describing the transition when he first took over. The elder Mr. Harmon passed away in 1994.

Eddie's interests, outside of the business, include family, sports, and outdoor activities, particularly fishing. Eddie and his wife of 41 years, Dianne, are avid LSU fans of LSU Football, Baseball, and Basketball and attend games whenever possible. Eddie played all sports in high school and was offered athletic scholarships to Dartmouth, Northwestern State, and Louisiana Tech.

Dianne is a true southern belle. She is the gold standard for a fine and genteel woman of The South who is smart and capable, yet kind and courteous to everyone she meets.

Eddie and Dianne are parents of two well-accomplished adults: Ryan, mentioned earlier as the Logging Supervisor for Harmon Wood and daughter Ginger, an LSU- and Baylor University-educated dental hygiene professional, who is married to Chris Baker, an engineer with Lockheed-Martin, now living in the Fort Worth area.

That brings us full circle as to why Harmon Wood has been successful over the years. It's all about taking care of your landowners, your customers, your employees, and running a business based on proven systems and methods. It's about changing when change is needed. Finally, it's also about family, because it's family we all

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Tale of 3... (cont)

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Brandon and Dr. Sarah Borgognoni (Buzhardt) of Texarkana

We then walked over to Tailgate 3, Paul (LA State Forester, Ret./LA Landowners Assn) and Maureen Frey. Paul and I were in that famous LSU Forestry Class of '74 and have tried to stay in touch over the years. Paul, always a gracious host, had cooked a pot of gumbo and invited us over. The gumbo was great! Brandon and I met some of the Frey family and also Ken Bailey of that infamous ☺ Forestry Class of '73 and some of Ken's family. Ken was a successful wood dealer in Mississippi before selling his company to pursue other interests.

All this happened and we hadn't even gotten to kickoff time yet! Brandon and I then headed back to our original tail-



Paul Frey and a taste of gumbo

gate, got our game stuff on, and worked our way up to the best seats we've had in five years. The rest is history: LSU 31, Auburn 10.



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Southern Loggers Cooperative to Open New Station in Domino

Southern Loggers Cooperative (SLC) will be opening a new fuel station in Domino, Texas, next to the IP-Texarkana paper mill. The station is scheduled to open by December 31, 2009 and its close proximity to the mill makes it easily accessible for member trucks to fuel-up.

SLC was organized to increase the buying potential of loggers, effectively reducing the price of fuel for members. Service is provided by SLC with automated card lock systems at unmanned fueling depots. SLC currently has sta-

tions in Winnfield, Mansfield, DeRidder, Hodge, Pineville, and Zwolle, Louisiana; Pineland, Texas; Pine Hill and Lafayette, Alabama; and Redwood, Mississippi. For more information call Southern Loggers Co-op. at 318-445-0750.



Vic Hemard
 President
 Hemard & Company

Warning!

Not all computer consultants are created equal. The question is, which ones will give you a solid solution and which ones will frustrate you, overcharge for their services, and possibly even make things worse. Don't trust your wood procurement and accounting system to just anyone! Our **FREE REPORT: What You Should Know Before Investing in an Automated Wood Procurement System** will reveal costly misconceptions about procurement and accounting software systems as well as the critical questions you should ask any IT Consultant **BEFORE** you upgrade your computerized wood procurement system.

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Ask Vic!

Q What are the plans for the old Dos-based Fiber Procurement System (FPS) and Lumber Invoicing System?

A On January 1, 2010, the old Dos system (FPS) will no longer be supported because it will not accept dates in 2010. Since 2002, an upgrade to the current Forest Products Accounting (FPA) system has been available at a deep discount. All but a very few clients have already made the change to FPA. Regarding the Lumber Invoicing, it will remain active. An interface between the Lumber Invoicing and the FPA has been designed as a separate module to handle Lumber deposits, open invoices, payments, and posting to the general ledger and bank reconciliation.

Q What is AntiMalware? I have it on my computer, but I don't remember installing it.

A AntiMalware is rogue anti-malware software, or, a phony. It's designed to rip people off by scaring them with false security warnings and recommending they pay for a license to clean their PC's. Unfortunately once you buy the software, you will quickly realize it is a scam because the security warnings never go away, the software does not remove infections, nor does it protect against future infections. AntiMalware is a PC infection in itself.

The best prevention for this is to run Vipre Antivirus-Antispyware with Active Protection. If you already have AntiMalware, it may be removed by either installing Vipre or using Windows System Restore to undo the installation.

HEMARD & COMPANY... Wood procurement software, computer systems, and consulting to help timber management organizations, chip mills, and wood dealerships accurately account for wood procurement transactions, produce first class settlements and checks, and provide real time reporting for timber production, timber inventory, yard inventory, and general ledger accounting.

Harmon Wood (cont)

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work for. Even in an unstable market, Eddie Harmon has attended to and excelled at managing the business and has provided Harmon Wood Company the stability and focus needed to succeed in the long run.

I offer my appreciation to Harmon Wood Company as a client and wish them all the best for the coming year and for the years ahead!



From Our Family to
 Yours:

Merry
 Christmas!

And
 May God Bless!