



Timber Topics

REMINDER:

Our office will be closed on Thursday, November 24th and Friday, November 25th to celebrate Thanksgiving with our families.



BIRTHDAYS

MIKE LEQUIA 11/19

PLEASE BE SURE TO WISH YOUR FELLOW CO-WORKER A HAPPY BIRTHDAY.

Daylight Savings Nov 6th

Debbie Lind was the winner of the guessing jar with the m & m's in it. Look for the jar outside the front window in the entry way. You could be the next winner. You win what's in the jar and a \$10 gift certificate!



LOG GAME RULES

IF YOU DON'T RECEIVE ANY WRITE UPS FROM SHERRI IN 1 MONTH YOUR NAME IS PUT INTO A HAT FOR A \$20 FAST FOOD GIFT CARD DRAWING!

DRIVER'S DAILY LOG		05	07	2011	0700 hrs	10/09/11																																																																											
000003	0007M	859 Km	Joe Cost	1	9.5																																																																												
TRK 103	1201	54213A	R118	The zone to sign your name here every night		10.5																																																																											
Only The Best Trucking Co.						10.5																																																																											
125 Takingsessy Drive, Winnipeg, MB.						10.5																																																																											
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We want your buck photos!

Kevin List recently found a tag under his hood during a pre-trip inspection and received a \$10 gift card! It is crucial that you call when you find one of these! They are placed on the truck or trailer and are completely random.



We love it when you share photos of your life on the road. Thank you to Gary for this photo of Ames in Campaign, TN

GOOD NEWS!!!



We have been approved to purchase 1 new open top and 1 chemlite trailer! They are on order!



THIS VETERANS DAY (NOVEMBER 11, 2011) TIMBER PRODUCTS WOULD LIKE TO THANK ALL EMPLOYEES WHO HAVE SERVED IN THE ARMED FORCES. OUR EXTENDED PRAYERS GO OUT TO THOSE CURRENTLY SERVING...INCLUDING DERRICK OPOLKA. WE ALSO HOLD DEARLY IN OUR HEARTS THOSE VETERANS WHO HAVE PASSED ON REMEMBER ESPECIALLY RODNEY OTT.

ALSO THE BRIDGE WILL BE RE-OPENING BETWEEN QUINNESEC AND NIAGARA ON NOVEMBER 11TH.

“VETERANS MEMORIAL BRIDGE”

Keep on Trucking

Sometimes, entrepreneurial opportunities arise when you least expect them. Events occur that turn many small business owners down the path of entrepreneurship that they may not have considered before. Some entrepreneurs are able to prepare for these opportunities and others must simply address them as they come. Candy Lauk, owner of Timber Products of Iron Mountain Inc., is an example of an entrepreneur who was able to create a successful small business from an unforeseen opportunity.



Lauk began working for Timber Products in 1991 by helping them with their everyday bookkeeping activities. Timber Products is a shipping and logistics company that specializes in assisting local manufacturers with their transportation logistics. In the beginning, they were able to operate with one truck leased from another company. As their customers in the saw dust and liquid smoke businesses grew, so did Timber Products. For almost 17 years, Lauk worked every day for the business, however, in recent times, the company's financial position was discovered to be more serious than previously anticipated. It was decided that the business would be turned over to Lauk who was now faced with the task of turning around the business.

While Lauk had been an integral part of the company before 2009, she did not have a lot of experience running the business. Not only that, but one of Timber Products' biggest customers had recently declared bankruptcy. She decided to seek help and contacted MI-SBTDC Region 1 office. She was referred to Jim Beauchamp who had experience with manufacturing and shipping companies. Beauchamp was excited to help new entrepreneur Lauk with understanding the intricacies of running a business.

"The MI-SBTDC is an excellent service. All of the consultants were very professional and very helpful. Jim really took me under his wing and showed me a lot," exclaimed Lauk. Due to the past problems, Lauk knew that she would need help with managing the company's financials in the future. Beauchamp began to work with her on understanding the cash flow of the business. They created a cash-flow chart for the business for monthly budgets and Beauchamp suggested Lauk keep a daily diary in order to keep track of everyday expenses.

"Jim was really great in helping us get a grip on our important details. We needed help with things like overtime which can really affect a small business," recalled Lauk. Together, they also worked on being able to forecast their income and expenses in order to create budget guidelines for the business which had not existed before. In addition, Lauk and Beauchamp needed to address their external financing problems. Beauchamp assisted her in creating a business plan which they could use when approaching banks for financing. Along with the business plan, they worked on organizing and presenting their finances. Because the business was struggling, Lauk worked hard on showing their banks that the business was turning around.

"The SBTDC has been an excellent resource. I feel that I can always go to them if I have any questions on finances, human resources or any subject," noted Lauk.

All the time and hard-work paid off as the business has experienced good growth in the recent months. Timber Products currently employs 22 full-time and 5 part-time staff. They have brought on 2 additional owner/operators, and with additional financing, were able to buy an additional truck for their business. They now have a fleet of 25 trucks and provide logistics transportation to all 48 states. And as a tribute to their efforts to control their finances, the business has recently seen a profit. However, Lauk insists that the business will also continue to provide excellent customer service and quality in all areas while ensuring that the costs are closely monitored.

"I would 100% recommend the MI-SBTDC to anyone looking to start a small business," said Lauk. She also advises that small business owners should set serious goals and budgets. She encourages small business to watch their finances closely and control their expenses. As for the success turnaround of a business she has owned for just 7 months? Well, Lauk has set goals for the business to reduce their debt and start giving back gradually. She also hopes to hire more employees soon. Wherever the business goes in the future, Timber Products remains a great story of entrepreneurial success for all small business owners.



***James Baker, Director of Technology Partnerships at Michigan Technological University and MI-SBDTC
Board Member, Candice Lauk, Timber Products of Iron Mountain, Inc., Stacey Wrecks, Timber***



Some of you may remember a former employee, Rick Schneider. Rick and his wife Barb lost their home in Niagara, WI to a fire nearly 2 weeks ago. The lost everything. We will be taking donations in the office to help them in any way that we can.



GIRLS NIGHT OUT

Several years ago Timber Products formed a girls night out for all of those ladies whose significant others are on the road and any friends who needed a night out too. We meet once a month and typically go to dinner. This month we are doing something different and meeting Wednesday, November 9th at 6 p.m. at Twisted Sisters in Iron Mountain, MI where we will be making jewelry. For more information or to find out the date, time and location each month just ask Ann, Stacey or Candy in the office. The more the merrier!
Our Christmas party is always a great time!!!

Ask about our \$300 referral bonus!



**CONGRATULATIONS to Kevin and Lisa List
on your 25th wedding anniversary!**

REMINDERS:

We are now paying a \$50 bonus for any miles over 2500 in one pay period.

Be sure to write up ALL REPAIRS. Just to recap write up the repair on all 3 copies. Keep the pink copy in your truck, turn in the white and yellow to the mechanics. When they've attended to the problem they will reply and give you back the yellow copy.

You can access your vehicle's maintenance file at any time. They are in the shop.

Payroll will be changing to Wednesday's for paper checks and Friday's for direct deposit beginning with the first paycheck of 2012.

Please watch your sawdust. We CANNOT accept any wood chips. We had 2 rejected loads from R. Booe and Sons in October.

Winter is here. Please be sure to allow yourself added time to make your deliveries as we cannot predict weather conditions.

JOKE CORNER TAKE A LOAD OFF...

A mother is driving her little girl to her friend's house for a play date.

'Mommy,' the little girl asks, 'how old are you?'

'Honey, you are not supposed to ask a lady her age,' the mother replied.
'It's not polite.'

'OK,' the little girl says,
'How much do you weigh?'

'Now really,' the mother says,
'those are personal questions and are really none of your business.'

Undaunted, the little girl asks, 'Why did you and Daddy get a divorce?'

'That's enough questions, young lady! Honestly!'

The exasperated mother walks away as the two friends begin to play.

'My Mom won't tell me anything about her,' the little girl says to her friend.

'Well,' says the friend,
'all you need to do is look at her driver's license.
It's like a report card, it has everything on it.'

Later that night the little girl says to her mother,
'I know how old you are. You are 32.'

The mother is surprised and asks,
'How did you find that out?'

'I also know that you weigh 130 pounds.'

The mother is past surprised and shocked now.
'How in Heaven's name did you find that out?'

'And,' the little girl says triumphantly,
'I know why you and daddy got a divorce.'

'Oh really?' the mother asks. 'Why?'

'Because you got an F in sex.'