

Pioneer Award

Please attach this form to your one page nomination for AAPL Pioneer Award summarizing: **1) Significant impact to the land profession with a distinct contribution; 2) Only one award per year to be presented; 3) No regional awards; 4) No minimum age or work requirement; 5) could be posthumously; 6) Open to groups or companies, not just individuals. (Can be non-members)** To be presented to an individual, group or company who at any time has significantly impacted the land profession with a fundamentally distinct contribution. Current Executive Committee members may not be submitted, and self-nominations will not be considered.

NAME OF NOMINEE/COMPANY/GROUP: Bill Justice (Totaland)

LOCAL ASSOCIATION AFFILIATION (If applicable): Houston Association of Professional Landmen

NOMINATED BY: Houston Association of Professional Landmen

AAPL 2019-2020 Pioneer Award
Bill Justice - TotaLand

As the land industry has evolved over the decades, it is very easy to take for granted the many technological tools at the disposal of all landmen. Cell phones, mobile mapping apps, on-line records, scanners, spreadsheets, word processors (the list goes on) have increased productivity almost beyond measure.

The introduction of the internet opened the world of real-time data and suddenly every computer was potentially connected to each other. The question was how to best take advantage of this new gift of technology and although web-based land systems are commonplace now, that was not the case 15 – 20 years ago.

Bill Justice was working as a field landman for a brokerage firm of 100+ landmen in the late 1990's. As his career grew so did his interest toward using databases to manage data for billing, title, leasing, seismic shoots, title curative, etc. After building and discarding several crude desktop databases, he realized that utilizing the connectivity of the internet was the only way to provide the paradigm shift in using technology that was needed in the industry.

With a basic knowledge of programming, Bill used reference books and posting questions on internet forums to teach himself enough to build an online land program. He named the program TotaLand and it went live in late 2004, making it one of the earliest, if not the first, online land tools. Over time, TotaLand grew to have a staff of developers and GIS personnel, over 6,000 registered users (many of them HAPL and AAPL members), and to expand its use of new technologies including incorporating cutting-edge GIS, security, and other features that the user base demanded.

There are now many fine land systems available to the industry, each one with an interesting and noble story behind it. While Mr. Justice is no longer affiliated with TotaLand, he is proud of the legacy he has left as a pioneer of technology in the land industry.