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GRIND & COLOR SOLUTIONS
WPA Member News
Rotochopper, Ox Box and Ongewoweh in news and social.

Sunkist, FGS Consolidate
Leadership team consolidates to direct both divisions.

Millwood's Compost Filter Sock
WPA-member company utilizes fiber from shredded pallets for novel application.

Women in Industry Conference
The first Women in Industry will be held Nov. 2 in Chicago, sponsored by MHI and MHEDA.
Membership Drive

This year's membership drive is already in motion.

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WHY WOOD?

WOOD IS ENVIRONMENTALLY FRIENDLY

We have lived among and nurtured a natural resource available to us from the very beginning. Our very understanding of the world as we know it has been touched by forests, wood and wood products. Our homes, flooring, furniture and fuel, provide us the warmth of our surroundings.

Today, wood’s responsibilities in the supply chain is to serve as a fundamental and sustainable part of moving goods from one point to another safely, quickly, and efficiently. It does so every day, millions of times a day. Wood pallets and wood packaging truly do move the world, and it’s done sustainably.

FROM CRADLE-TO-GRAVE, WOOD PALLETS ARE ENVIRONMENTALLY FAVORABLE

There is no other commonly-used building material that requires so little energy to produce as wood. Thanks to photosynthesis, trees are able to use an abundant natural resource (i.e. the sun) as it captures CO2 in the air, combining it with water these plants get from the soil to produce an amazing organic material, wood.

Wood pallets and packaging are naturally almost completely made out of wood. Wood’s strong environmental credentials have been captured in various Life-Cycle Assessment studies and Environmental Product Declarations.

The American Hardwood Export Council’s Life Cycle Assessment of Rough-sawn Kiln-dried Hardwood Lumber and the Canadian and American Wood Council’s Environmental Product Declaration further the clear, fact-based, scientifically proven, and independently third-party verified environmental attributes of choosing wood.

According to the CEI-BOIS, here is a great example of the real-life benefits of using wood over alternative materials:

“Every cubic meter of wood used as a substitute for other building materials reduces CO2 emissions to the atmosphere by an average of 1.1 ton CO2. If this is added to the 0.9 tons of CO2 stored in wood, each cubic meter of wood saves a total of 2 tons CO2. Based on these figures, a 10% increase in the percentage of wooden houses in Europe would produce sufficient CO2 savings to account for about 25% of the reductions prescribed by the Kyoto Protocol.

North America’s forests are now growing at twice the rate of what is removed for consumer use. Collectively we are planting significantly more to further expand this forest cover, which has already grown by 11.3 million acres in just the last ten years, the size of New Hampshire and Vermont combined. Each year 1.7 billion trees are planted in the United States — more than five trees for every man, woman and child in America — an average of 4.8 million seedlings each day, assuring the rapid expansion of forest cover will continue for generations to come.”

The American Hardwood Export Council’s Life Cycle Assessments, July 2012

CHOOSE THE SUSTAINABLE WAY

Promoting the use of wood-based packaging and pallets to users seeking sustainable, responsible and economical packaging solutions. NATURESPACKAGING.ORG
Rotochopper’s Gen 2 Colorizer Boosts Production and Saves Cost

WPA-member Rotochopper has unveiled its next generation of colorizer – aptly named the Generation 2 Colorizer. For full details, read the original report in Pallet Enterprise Magazine.

Its unique two-sprayer system takes the company’s original patented grind and color solution to the next level of efficiency, allowing users to increase throughput without sacrificing on color quality.

When added to your grinder, the Gen 2 boosts production capacity and also features a sophisticated level of monitoring and control capabilities, for more consistent color quality.

“Our Generation 2 colorizer allows mulch producers to track and fine tune the important numbers from the control panel, your loader cab, or your office. This system delivers a holistic view of your operation, and provides the insight you need to proactively grow your colored mulch business,” said Art de St. Aubin, Rotochopper’s president and CEO.
Ongweoweh staffers attended Virginia Tech's Recent Unit Load Design Short Course. To find out more about VT offerings, click here.

The recent solar eclipse found things looking up for Ox Box and several other WPA member companies.
Sunkist Growers and Fruit Growers Supply Company Consolidate Management

The Boards of Directors of Sunkist Growers and Fruit Growers Supply Company (FGS) have announced a consolidated management structure to lead both companies moving forward.

“Sunkist Growers and Fruit Growers Supply are sister cooperatives that service the same constituencies,” said Chairman of the Sunkist Board of Directors, Gerald Denni. “A shared management structure will increase efficiencies in both organizations and drive a culture that best serves our membership.”

The two companies will remain legally separate entities with a shared leadership structure headed by Russ Hanlin as President & CEO of both organizations. Given the different natures of the two cooperative’s business activities, Chief Operating Officers at both organizations will manage day-to-day operations – John Striff at Sunkist Growers and Ted Pajak at Fruit Growers Supply. Legal, finance, information technology, human resources and government affairs services will be shared across the two cooperatives.

“These organizational changes at Sunkist Growers and Fruit Growers Supply will streamline operations of both companies,” said Russ Hanlin, President & CEO. “This structure will allow us to fully utilize talent and resources across both organizations to optimize service and value to our constituents.”

Fruit Growers Supply Company (FGS) was established in 1907 by the same growers who formed the Sunkist marketing cooperative to supply wood for their crates. In addition to supplying Sunkist’s needs, FGS delivers vertically integrated services throughout the industry. Services include manufacturing shipping pallets, corrugated cardboard cartons, coatings as well as providing equipment designs, irrigation services along with parts and materials, and also offering a wide array of agricultural supplies in our walk-in stores.

WPA member United Wholesale Lumber Company is a subsidiary of FGS.
Sustainability is the name of the game for wood pallet and container companies. That’s why Millwood Natural, a brand of WPA-member Millwood, Inc., was introduced in 2014. The Millwood Natural brand has continued to evolve in the last three years to adapt to the ever changing oil and gas industry. As demand grows, so has the Millwood Natural product line.

Enter the Millwood Natural Compost Filter Sock – a colorful tube of mulch you might see laying off the side of the road when passing by a construction site. The socks are used to control storm water runoff and erosion from direct water flow and sediment deposits.

“[The socks] will help us focus our sustainability in another avenue,” Joe Pecchia, Director – Strategic Account & Technology Development said. It wasn’t easy, though, he added.

There was a long and grueling testing process that Pecchia and other members of the Millwood team went through – in a certified lab – to ensure the socks met Environmental Protection Agency (EPA), Department of Transportation (DOT) and American Association of State Highway and Transportation Officials (AASHTO) standards.

“They tested for a myriad of metals, moisture content, solids and chemicals,” Pecchia said. “As 2017 participants of the U.S. Composting Council STA (Seal of Testing Assurance) Program, it’s required that testing happens bi-monthly.”

Millwood earned the STA certification in July 2017 and will adhere to all of their guidelines to ensure its customers purchase the best and most consistent product available.

It starts with pallets that cannot be used any longer for the repair process. These pallets are ground up into mulch. After aging, that mulch is then loaded into a machine that forces it into an 8, 12, 18 or 24-inch diameter, environmentally friendly mesh netting.

“This will be a huge generator of revenue for the plant as well as an outlet for the mulch we get from pallet grinding,” said Adam Englebaugh, plant manager at the Vienna facility.
MHI has announced the first Women in Industry conference. The conference, presented in partnership with the Material Handling Equipment Distributors Association (MHEDA), is specifically targeted to women working in material handling.

The one day event will have an optional networking event the night before and then a full day of speakers and discussions on how to maximize leadership and communications skills and connect with other women in the industry through networking and social activities.

The conference will be in Chicago at the Wit Hotel on November 2, 2017. You can find more information and register online at mhi.org/women.
The Membership Drive Is On!

This year’s membership drive is now underway, and as always, the competition will be intense.

In addition to valuable cash prizes, the winner now also receives the membership trophy, presented at the Annual Meeting. With the highly successful 2017 Annual Meeting now in the books, it is time to work toward 2018.

When you recruit new members, the entire WPA membership is the winner!

New members can join and pay on the website. Here is the link: www.westernpallet.org
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North American Softwood Prices

Weekly softwood lumber prices to August 15, 2017 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.
EPAL Euro Pallets Continue Growth: 10% Uptick in the Second Quarter of 2017

The production of EPAL Euro pallets increased by 10% in the first two quarters of 2017 compared to the previous year. In the first six months of this year, 42.5 million EPAL Euro pallets were produced worldwide. There was also an increase in the number of repairs: +11.5%, with 13.7 million repaired EPAL pallets in the first six months of 2017.

The constantly increasing production over the last four years, since the “EPAL in oval” mark has been branded on all four blocks, is the unique success story of the EPAL Euro pallet, which represents quality, safety, and sustainability. In 2015 for the first time, the 100 million mark was achieved for EPAL pallets produced and repaired worldwide and in the following year exceeded that total with 105.5 million EPAL pallets in total.

“I would never have thought that EPAL could top the historic result of 2015, but the users of EPAL pallets’ trust is unwavering, growing all the time,” stated Martin Leibrandt, CEO of EPAL. "At EPAL we are very proud of this and would like to sincerely thank all users of EPAL Euro pallets.”

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TIMCON AGM Speech to Give Brexit Forecast

A prominent EU lobbyist will present his prognosis for Brexit at the annual general meeting of the Timber Packaging & Pallet Confederation (TIMCON) next month. Daniel Guéguen, Head of Strategy and Lobbying at Brussels-based training and consultancy firm PACT European Affairs, will present an overview to TIMCON members of key European issues that will affect the packaging and pallet business, along with his strong opinions about the likely pathway and outcome of the forthcoming Brexit negotiations.

TIMCON president John Dye said: “The Brexit vote last year continues to cause uncertainty for businesses of all types and we are really looking forward to hearing Mr Guéguen’s thoughts on what is ahead and how this will impact on our sector. It should be an extremely interesting session.

“This is one of the informative and thought-provoking presentations we have on the agm and part of TIMCON’s ongoing activities to keep its members up to date with the latest information about the market.”

The TIMCON meeting will take place in Dublin, Ireland on Monday 4th and Tuesday 5th of September. There will also be presentations on Irish forests and Irish pallet and packaging industry; opportunities and challenges in the Irish sawmilling industry; and updates from the Timber Trade Federation (TTF) and European Federation of Wooden Pallet & Packaging Manufacturers (FEFPEB).

For more information, visit https://www.timcon.org/Events/

Take a moment right now to renew your WPA membership for 2017-2018. It is as easy as clicking on the WPA membership link!
News Briefs

Brambles to Sell Off Its Recycled Pallet Operations in North America  Following the completion of a strategic review, Brambles has announced that it intends to divest its non-core North American recycled whitewood pallet business, CHEP Recycled.

CHEP Recycled provides a network of pallet management services in the USA and Canada that supplies and recycles over 90 million primarily whitewood pallets annually. Brambles acquired its US recycled pallet business as part of the global acquisition of IFCO Systems in March 2011. The Canadian recycled whitewood business, Paramount Pallet, was acquired in November 2011.

“Our strategic review highlighted that CHEP Recycled is not a core part of Brambles and that the business has not delivered the financial returns we require to generate sustainable shareholder value,” stated Graham Chipchase, Brambles’ CEO. Click here to read more.

Tegut’s Euro Pallet Management Benefits from PAKi and Pooling Partners  German grocery retailer cooperates with Pooling Partners to enhance pallet management and to address seasonal variations. A voucher system enables inbound shippers options for later pallet retrieval or transfer, eliminating complexities and logistical inefficiencies related to pallet exchange. Read more.

Litco’s Molded Wood Products Certified BioPreferred By USDA  Litco International, Inc. has announced that Inca brand molded wood pallets and molded wood core plugs have been certified by the USDA’s BioPreferred program. Litco, as a USDA BioPreferred Partner may begin labelling their products as Biobased.

“Biobased certification for Litco’s core plugs and pallets helps to demonstrate our commitment to the sustainability of our company’s offering of molded wood products,” said Gary Sharon, Vice President of Litco International. “As participants in the GSA purchasing program (GSA Contract Number: GS-025-099BA), we are proud of our ability to help the federal mandate to purchase biobased, sustainable packaging and transportation products.” Click to read more. Litco also announced the availability of a new white paper which compares the strength, stiffness and other attributes of its presswood pallets with wood pallets in one-way shipping applications. Click for more.
NWPCA Fall Plant Tours

The National Wooden Pallet and Container Association (NWPCA) has announced its annual fall plant tours, taking place November 8 and 9, 2017, in Houston, Texas. This program includes extensive networking over two full days with educational sessions, table top exhibits, and four plant tours.

Due to the popularity of previous plant tours, and limited hotel availability, early registration is strongly recommended. “Early Bird” Registration available through August 31, 2017. Follow this link to register.

Tours include:

**PASADENA SKID & PALLET, INC.**

The company manufactures wood pallets and other products for approximately 50 major customers and inventory stock for many of these accounts in order to meet Just-in-Time deliveries as required. They deliver pallets, skids, and other products all over Greater Houston-Ship Channel Areas areas as well as Southeast Texas and Louisiana.

**UNIPAL INTERNATIONAL, LTD.**

The company is a manufacturer of corrugated pallets and containers.

**KATOEN NATIE**

The company is a global supplier of logistics, distribution services and tailor-made solutions to chemical & automotive industries, consumer goods, electronics & retail sectors.

**WOODEN PALLETS, LTD.**

Wooden Pallets, Ltd., is a leader in pallet and skid manufacturing.
PDS Now Available in Four More Languages: French, German, Italian and Spanish

The National Wooden Pallet & Container Association (NWPCA) has announced the development of new capabilities for PDS that provides user interface and print-out report materials in four additional languages: Spanish, French, Italian and German.

The commitment to incorporate additional languages further solidifies PDS as the global standard for unit load pallet design. Brent McClendon, NWPCA’s President and CEO commented, “PDS is rapidly becoming the international language for pallet design. These specific language selections fit seamlessly with our rapid global expansion and future plans, while helping provide additional value to our diverse user-profile in North America.”

Shane Thompson, NWPCA’s Board Chair concurred, “NWPCA’s Board of Directors is investing heavily to expand the value of PDS to current licensees, and the multi-lingual functionality and report materials will be incredibly valuable to all of our users, no matter where they are located. These are exciting times for our users, as languages are just one part of the new features coming to PDS in 2017 and 2018.”

For more information on the Pallet Design System, visit www.palletdesignsystem.com.

NWPCA Announces PDS Technology Integration with Cape Machinery

NWPCA and CAPE Machinery, a leading Spanish woodworking machinery manufacturer and developer, have entered into a two year agreement that will provide a seamless integration of the Pallet Design System™ (PDS) software with CAPE’s world class pallet production machines.

One of the key elements of NWPCA’s strategic mission is the proliferation of the PDS System. “Not only is the PDS System the most effective pallet design system available, it’s worldwide
available, it’s worldwide acceptance and use provide a meaningful economic stream to the Association thus enabling NWPCA to itself do more for the industry,” said NWPCA Chair, Shane Thompson.

With the licensing agreement, PDS software will be integrated into CAPE’s automated production process for new, refurbished and retrofitted pallet production machines, with international customers purchasing CAPE machinery receiving a one year license for PDS. “The global footprint of PDS continues to rapidly expand, and this agreement between NWPCA and CAPE further solidifies PDS’ market leadership position as the industry standard for pallet design,” added NWPCA President and CEO, Brent McClendon.

German, Russian Lumber Imports Up as Softwood Dispute Lingers

Russian lumber imports to the United States are up 42% in 2017, according to a report in the Toronto Globe & Mail. Overall, however, it is a small component of offshore imports, with Germany (up 916%) and Sweden (up 41%) accounting for a much larger share. The current tariff situation for Canadian lumber has made lumber imports more attractive.

"It seems to be that there’s something illogical that we’re not buying the lumber from our neighbors to the north, that we’re buying it from the Russians," Jerry Howard, chief executive officer of the National Association of Home Builders, told the Globe. “That’s sort of the looking glass that we’ve gone through and that’s what the market is forcing us to do now.”

According to a Reuters report, U.S. lumber producers and Canadian officials both report that they are not close to a quota agreement that would limit Canadian imports to a specific percentage of the U.S. market.

"We're still a ways apart. I think the NAFTA is going to go ahead and get started without us," Joe Patton, vice president of Westervelt Lumber in Tuscaloosa, Alabama, told Reuters.
Penn State Develops New ISPM 15 Alternative

Penn State RAIN grant winners Kelli Hoover and John Janowiak show the damage to an ash log from the invasive emerald ash borer. Hoover, an entomologist, and Janowiak, a wood products professor, have developed a unique heat treatment that kills insects throughout wood in one minute, and won a $75,000 RAIN grant to commercialize their invention.

A Penn State research team working on a new, energy-efficient treatment to kill destructive insects in wood, has won a $75,000 Research Applications for Innovation, or RAIN, grants to bring their discoveries to market. It was one of two winners, along with a tomato research project.

The College of Agricultural Sciences awards the grants through its Entrepreneurship and Innovation Program.

John Janowiak, professor of wood products engineering, processing and manufacturing, and Kelli Hoover, professor of entomology, discovered a way
to kill destructive pests, such as the emerald ash borer and the pinewood nematode, in wood for pallets and other shipping components.

Janowiak and Hoover developed a patent pending, wood-treatment chamber that heats wood in a unique configuration using radio frequency waves, making the process energy efficient. The radio frequency treatment works like a microwave oven — both are types of dielectric heating — but radio frequency can penetrate several meters into wood while microwaves cannot.

"We believe this technology innovation has significant ramifications to help control new pest introductions from destroying our extremely valuable forests and urban tree ecosystems, which would eliminate further multi-billion dollar economic losses from destructive pests like emerald ash borer," Janowiak said. "If they can't use wooden pallets any more, that's a really big hit to the wood industry," Janowiak explained. "What do we do with 40 percent of our logs if we can't put them into wooden shipping pallets?"

Since 2013, the Entrepreneurship and Innovation Program at the College of Agricultural Sciences has awarded more than $1 million in RAIN grants to 16 projects showing commercial progress.

RAIN funding helps researchers overcome hurdles to commercialize their discoveries. The money can be used to complete trials and experiments that demonstrate a new product or process will work — known as "proof of concept" — and validate a discovery's economic viability and market potential.

### Upcoming Events


RM2 Faces Cash Crunch, Appoints New CEO

Composite pallet and pooling provider RM2 is facing a challenge to arrange new funding, according to a report in the Sunday Times. The company, which enticed investors with its high tech pallet, enhanced by sensors and IoT technologies, “has burnt through more than £130m since listing on AIM three years ago,” wrote Peter Evans in one of two related reports.

After cash reserves had dwindled to $2.7 million at the end of May, the company looked to existing investors for a $20 million infusion in June. “At its current cash burn rate, it is understood RM2 will be able to keep the lights on for the next nine months, but it does not have the funds to buy new stock. Its existing stockpile is not enough to fulfil the large volumes of orders it hopes to receive,” Evans continued. The company has lost more than 90% of its value since being listed three years ago.

The company continues to make headlines as it positions itself as a leader in the area of bundling IoT capabilities into its pallet offering.

Much has been made of the sterling pedigree of RM2 board members, boasting resumes including top positions at Molson, Marks & Spencer, and Diageo, but reputation wasn’t enough to ensure a positive outlook. Chairman Ian Molson called the decision to manufacture pallets itself in Canada a “terrible mistake” and the “decision to take the “decision to take the company public had been problematic and premature”. After
company public had been problematic and premature”. After closing its Canadian production facility, the company began outsourcing production to companies in China and Mexico.

In June, RM2 announced that it “would undertake negotiations to arrange an additional financing, which was expected to amount to at least USD 65.0 million.” On July 24, however, RM2 announced that after sending out feelers to the market, it had decided to not pursue the initiative:

The Company announces today that following market soundings over the last two weeks, the Board has concluded that the best interests of the Company and its shareholders would not be served by completing the current proposed equity offering for an amount up to £60 million at this time. The Board continues to pursue various other financing alternatives, which may include the issuance of equity and/or debt instruments.

In conjunction with the announcement, RM2 also reported the departure of Jasper Judd, the recently hired CEO:

RM2 International S.A., the sustainable composite pallet innovator, announces the appointment — effective immediately — of Kevin Mazula as Chief Executive Officer. He replaces Jasper Judd who has decided to step down as Chief Executive Officer and from the board of directors of the Company (“the Board”). Mr Judd will not be required to continue his employment during his notice period and accordingly will be leaving the Company with immediate effect. Mr Judd’s resignation follows the Board’s decision not to proceed with a proposed equity offering, as announced on 24 July 2017.

Mazula has been RM2’s Chief Operating Officer since April 2016 and has a lengthy track record of running and growing businesses across a range of industries and countries. Most recently, he was Chief Commercial Officer at PRIMUS Technologies Corp, having previously served as a Senior Vice President of Xerox Corporation, and Vice President of Global Business Units at Jabil Inc, a global manufacturing services company. Mazula, a Wharton School MBA honors graduate, started his career at General Electric with leadership roles in engineering, operations, and program management.

Evans concludes with measured optimism:

RM2 is understood to be in talks with several potential multinational customers, though no contracts have been signed. People close to the company are confident it will raise the cash it needs. Time is running out.
In case you missed them...
(Click on back issues to read or download)