New Member Notes

WPA Member News:
Rotochopper
Baker
L&R

Garnett Wood Products Celebrates 50 Years!
ATTENTION ALL WPA MEMBERS!

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GET ENGAGED!
Annual Meeting
January 15-19, 2016
Rancho Las Palmas Resort & Spa
Rancho Mirage, CA

Start 2016 with the Western Pallet Association Annual Meeting in Palm Springs, January 15-19. You can expect an outstanding line-up of speakers on topical issues, exhibits, and plenty of time to network with old and new members at receptions, dinners, and golf. Registration will be online beginning October 1st.

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- **Entertaining** - Auctioneer is the entertaining Bill MacCauley, of John Rock, Inc. You’ve witnessed his talent at NWPCA meetings.

- **And it all happens during the annual meeting of the industry’s friendliest association.**

  January 17, 2016
  Rancho Las Palmas Resort & Spa
  Rancho Mirage, CA

To donate auction items, call or email the WPA office:
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North American Softwood Prices

Weekly softwood lumber prices to November 17, 2015 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.

Upcoming Events

1/15/2016-1/19/2016
WPA Annual Meeting
Rancho Mirage, California
www.westernpallet.org

2/9/2016
WestPack
Anaheim, California
www.westpack.packagingdigest.com

NWPCA Annual Leadership Conference
Orlando, Florida
www.palletcentral.com

New Members

The WPA is pleased to introduce the following new members:

Lina Montes
G.O. Pallets, Inc.
15642 Slover Avenue
Fontana, CA  92337
ph: (909)823-4663
web: www.gopalletsinc.com
email: lmontes@gopalletsinc.com
sponsor: Norm Normile, NW Norm

Shari Bradley
Flyers Energy
2360 Lindbergh Street
Auburn, CA  95602
Ph:  (775)830-0575
web: www.flyersenergy.com
email: sharib@4flyers.com
Garnett Wood Products Celebrates 50 Years in Business

Garnett Wood Products Company, Inc. recently celebrated the 50th anniversary of business. Mark Garnett, past President and Board member of the Western Pallet Association is the company owner and President.

In early October of 1965, Mark’s father, Jess Garnett purchased the business in order to make use of trees that were growing on some acreage the family had acquired in southern Missouri. When Jess approached a local sawmill about buying the trees on the property, the sawmill owner told Jess he could purchase his sawmill and cut up his own trees. And so the story began...

The product line has expanded over the years to include pallet production, the sale of wood components, and various wood products and the production of charcoal powder which is used in the manufacture of charcoal briquettes.

With the help of the approximately 40 employees on the Garnett Wood Products team, several of whom have over 30 years of service at Garnett Wood Products, Mark and Diann Garnett, strive every day to keep customer service and working together safely their top priorities.

Per Mark, “Garnett Wood Products has historically provided the high quality and elevated level of customer service expected by our customers- and we will continue to do so in the future!“.

Workplace safety is a key component of the company’s success. “Working Safely is everyone’s responsibility,” states Larry Frans, GWP’s Operations Manager and Safety Director. “It is each person’s responsibility to watch out for themselves as well as everyone working around them at all times.” This priority is kept top of mind through daily interaction. “When the Operations Manager, or the Pallet Mill Superintendent, or Charcoal Plant Superintendent walks through the plant he asks every person-on a daily basis- ‘Whose responsibility is working safely?’- The proper response which must be given verbally from each employee is ‘Everyone’s’.

“GWP is committed to our employees and customers,” continues Mark. “Diann and I are especially proud of our employees for breaking the old safety record of 683 days without a lost time accident and for establishing the current record 904 days without a lost time accident- which was celebrated at GWP’s Recent 50th Anniversary Party”.

WPA in the News
Group photo from the 50th anniversary celebration at Garnett Wood Products

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White & Company Launches Best Load and Best Pallet Version 2.1, Will Exhibit at WPA Meeting

10    Pallets West

WPA in the News

New Member Notes

About G.O. Pallets  The WPA is pleased to announce G.O. Pallets, Incorporated as a new member. G.O. Pallets was founded in 1984 by Guadalupe Ojeda, who established unwavering ethics and quality workmanship as core values. The family owned pallet manufacturing company is located in Fontana, California. For more information, please visit www.gopalletsinc.com.

About Shari Bradley, Flyers Energy  Come meet representative Shari Bradley at the Flyers Energy booth at the WPA Annual Meeting this coming January in Rancho Mirage, California. Shari has more than 20 years’ experience in the Petroleum Industry, in cardlock fuel management, bulk fuel, and lubricants. Shari has been

Watch the Date: 2016 WPA Annual Meeting

Don't miss the upcoming 2016 WPA Annual Meeting, to be held in Rancho Mirage, California, January 15 - 19, 2016. Online registration is available.

Speakers for the 2016 Annual Meeting include:

Patrick Atagi: NWPCA:
NWPCA, WPA and You - Working Together Works

Leanne Seeger, Hub International:
How Tech is Changing the Landscape of Employee Benefits

Lori Collins, Sierra Pacific:
Lumber Supply

Chaille Brindley, Pallet Enterprise:
Lean, Mean, Fighting Machine

Ralph Rupert, Millwood, Inc:
Pallet Quality in the 21st Century
with Flyers for 12 years, 10 of which were with the Northern Nevada team. She recently relocated to Southern California to support our new acquisitions in Los Angeles, Inland Empire, and San Diego.

Flyers Energy, LLC operations include transportation, distribution of passenger car, heavy duty, and industrial lubricants, wholesale and branded retail fuel, as well as generation of renewable fuels and power in the United States. The largest member of the Commercial Fueling Network, Flyers is also the marketer for more than 100 Chevron, Shell, Valero, and 76 branded fuel stations, and offers commercial fueling at 230,000 retail gas stations nationwide with the Flyers Fleet Card.
New Key Knife Chipper Package

Rotochopper and Key Knife announce the launch of the KeyKnife chipper knife package, which allows horizontal grinder owners to chip and grind with a single machine.

The chipper knife package is a bolt-in option that works with the standard patented replaceable mount rotor for the Rotochopper B-66 and B-66 E. This chipper knife system makes it simple to diversify into chipping applications without a complex conversion kit or a second machine.

“Unlike other grinder to chipper conversion packages, the Rotochopper Key Knife system is simple, reliable and adds more flexibility to our B66,” said Steve Marks of Marks Lumber in Clancy, MT. “Because this system is simple, there are fewer problems the operator has to deal with when downtime occurs. Also, with this system we can add more value added products to our line of products made with our B66. Simply said, as with other Rotochopper equipment, there is great value in the Rotochopper Key Knife package.”

To switch from grinding to chipping, the operator does not need to swap the whole rotor drum or assemble a complex overlay onto the grinding rotor—the operator simply swaps the grinder tooth mounts with chipper knife mounts.
A single operator can switch from grinder teeth to chipper knives quickly and easily:
- No rod pullers or other specialized tools required (just a torque wrench)
- No need to swap rotors, re-align sheaves, or re-tension drive belts
- Just two bolts per knife mount and two bolts per knife clamp
- Simplified Maintenance & Operation

This system utilizes patented Key Knife® technology to minimize knife replacement costs. Key Knife chipping inserts are indexable (reversible). By simply loosening the knife clamp bolts, the operator can flip the knife to utilize a second chipping edge. A Key Knife insert uses significantly less steel than a traditional chipper knife, making handling and replacement easier. The chipper blade on each mount is much narrower than traditional chipper knives, helping to minimize the maintenance costs that can result from rocks, metal, and other contaminants.

Baker Products and KASCO WoodMaxx Blades Join Forces to Win Shootout

December 11, 2015 (Ellington, Missouri): A cold and rainy October day did not dampen Baker Products’ spirits (or performance) in this year’s Sawmill Shoot-Out at the Paul Bunyan show in Cambridge, Ohio. The team of sawyer Hank Somer and tailman Clay Hedrick operated a Baker Blue Streak 3665D mill and a KASCO Maxx-7 blade to out-shoot the completion at this year’s event. Baker Products and KASCO blades earned first place honors in the hydraulic mill category by sawing their way to an impressive production rate of 1,273 BF/hr and a production overrun of 1.07.

For the competition Hank Somer brought his new Baker Blue Streak Model 3665D from New Hampshire where he runs a one-man sawmill business. The Baker Blue Streak Model 3665D is a 65 HP Cummins diesel powered band mill that offers a cutting capacity of 36 in. x 20 ft. (D x L). His blade of choice was KASCO’s Maxx-7 blade. KASCO’s high-performance Maxx-7 blade features an aggressive 7-degree hook angle and 7/8” tooth spacing. Hank runs this blade on a daily basis and claims he hasn’t found any other that outperforms the Maxx-7 blade from KASCO.
L&R's James Ruder was featured in the "You Said It" feature of Pallet Enterprise Magazine. To read the complete interview, click here.

James offered a range of valuable advice. One was with respect to the pressure facing customers, and how that can sometimes translate into unacceptable behavior towards L&R Pallet Service.

According to James, one thing the company addressed in achieving the culture it was looking for was to revisit customer interactions.

"I had customers who were really rude to my drivers and my management," James told Pallet Enterprise. "At the beginning of this year I went through my customer list and went to those that were treating my staff horribly and told them that I would not permit them to treat my people that way, that we were making cultural shifts and were seeking customers that want to partner with us. I lost some, but one of my bigger customers in particular realized what he was doing, apologized, and we now have one of the best relationships."

Another noteworthy comment had to do with L&R's efforts to reduce staff turnover, which is now down to only one or two employees per month.

"Like a lot of pallet companies," James said, "we used to go through 200 to 300 employees a year. But in the last 90 days we’ve stopped turnover...and I think that’s based on how we receive them and make them feel like part of what’s going on."

The company emphasises training, communication and discipline as part of its employee retention efforts. L&R also offers a chaplaincy service as well as English classes after work.
Boise Cascade Sawmill Embraces SHARP Safety Program

Boise Cascade Company’s sawmill in Pilot Rock has received an award for completing its second year of involvement in the Safety and Health Achievement Recognition Program (SHARP).

SHARP provides an incentive for Oregon employers to work with their employees to find and correct hazards, develop and implement effective safety and health programs, and continuously improve. The program aims to encourage employers to become self-sufficient in managing workplace safety and health issues. Currently, about 28 employer locations in Oregon participate in SHARP. That's in addition to about 142 employers that have graduated from the program. An employer becomes a graduate when it completes five years of SHARP.

Boise Cascade employs more than 5,000 people across North America, including about 85 at the company's sawmill in Pilot Rock. The sawmill produces pine industrials that are remanufactured by other companies into door and window framings.

Travis Wart, senior human resources specialist at the Pilot Rock facility, said the facility’s participation in SHARP was driven by employees who wanted to “take that extra step and get to that next level of safety.”

Oregon employers that have been in business for more than one year are eligible to apply for SHARP regardless of size or type of business, although the program is primarily designed to help small and mid-size businesses.

SHARP Program

Did you know that Edwards Wood Products of Liberty, North Carolina, was the first sawmill and pallet producer in the state of North Carolina to achieve certification in the Safety and Health Achievement Recognition Program (SHARP)? The company was featured in a recent article in Pallet Enterprise (click here to read more.)

To read frequently asked questions about SHARP, click here.

To find out about SHARP at the state level, click here.

DECEMBER 2015
Housing Data Shows Positive Growth

November housing starts bounced back from a seven-month low as building permits moved to a five-month high. Starts increased by 10.5 percent to a 1.17 million unit annual pace last month. Building permits were at their highest point since June, jumping 11 percent to 1.29 million. With permits leading starts, this signals support for further strong housing activity in the following months.

For the eighth consecutive month, housing starts have exceeded a one-million unit annual pace, marking the longest run since 2007. An average of 1.1 million units is expected for the current year, up from 1.0 million last year, and the highest total since 2007.

Forests An Under-Recognized Opportunity to Address Climate Change in The U.S.

The Forest Climate Working Group (FCWG), a coalition of landowners, conservation organizations, forestry advocates, forest products companies and scientists delivered a letter to President Obama calling for increased recognition of the critical role American forests must play in meeting our greenhouse gas reduction targets, following the Paris COP21 agreement. Accompanied with the letter, the FCWG released a toolkit to help states reduce greenhouse gas emissions by increasing the capacity of forests and forest products to sequester and store carbon.

“We heard significant discussions about international forests during the climate negotiations in Paris, but very little was focused on American forests,” said Jad Daley, Director of Climate Conservation at the Trust for Public Land and co-chair of the FCWG. “Domestic forests currently offset 13 percent of our annual emissions, setting the foundation of our international greenhouse gas emissions agreement and will be essential to our ability to meet this agreement moving forward.”
To put our forest sink into context, "the 766 million acres of America’s forests capture 38 percent of the total carbon emitted into our atmosphere from the combustion of fossil fuels for electricity produced in this country each year," said Cynthia West, Director of the Office of Sustainability and Climate Change for the U.S. Forest Service. “New U.S. Forest Service research shows our forests are at risk due largely to increasing development pressures, combined with loss to wildfire in the west.”

To support and grow this crucial forest sink, the FCWG recommends a suite of policy options both at the federal and state levels that can help private forests and forest products continue to sequester and store carbon. With 56 percent of the nation’s forests, owned and cared for by private owners and families, a strategy for working with these individuals is an essential component of any forest carbon strategy.

“The USDA and Forest Service, through their Climate Smart Agriculture and Forestry Building Blocks, have already taken significant steps to ensure American forests, especially our private forests, continue to play a role in mitigating climate change,” said Rita Hite, Executive Vice President of the American Forest Foundation and co-chair of the FCWG. “More can be done at the federal level but there is a significant opportunity at the state level as well.”

To help states respond to the opportunity to pursue forest carbon strategies, the FCWG state toolkit builds on the USDA Building Blocks, providing states with policy recommendations to keep forests as forests, plant more trees, better manage existing forests, protect urban forests, and encourage the use of more forests products. These policy recommendations include:

- Creating incentives for increased forest carbon through a state’s Clean Power Plan allowance revenue
- Maintaining or increasing state tax incentives for forest conservation
- Expanding the use of wood products in construction

The FCWG and its participants are committed to working with the administration to improve forest policy, and with states across the country as they try to maintain and increase their forests’ ability to sequester and store carbon.
Global Wood Production Received Largest Boost Since the Recession - UN

Worldwide major wood production has undergone a revival over the past year as it has seen the greatest leap since the global economic downturn of 2008-2009, according to the latest data released by the United Nations Food and Agriculture Organization (FAO).

“We are seeing now the highest growth of the global wood industries in the last five years, which is important to national economies and the wellbeing and livelihoods of millions of forest-dependant people worldwide,” said Thais Linhares-Juvenal, head of the FAO’s Forest Economics and Statistics Team, while recognizing that “wood industries were among the hardest hit by the recent global economic downturn in 2008-2009.”
Global production and consumption, while the situation in Asia more than doubled in 2014 over the previous year, said the data. The study also noted that in 2014, paper production stagnated in Europe and declined in North America, due to the prevailing use of digital media. China, however, is by far the largest producer and consumer of paper and wood-based panels. Its paper production and consumption resumed growth in 2014, after a pause in 2013, driving the overall growing trend in the Asia-Pacific region.

Turning to wood-based panels and sawnwood, the study noted there has been a worldwide strong gain in both production and consumption, with wood-based panels surged most in production by six per cent.

South America, attributing for 30 per cent of worldwide exports of wood pulp, has gradually emerged as a new ‘big player’ in the global market, with new mills being built in Brazil, Chile, and Uruguay.

The Statistical Yearbook of Forest Products, published by FAO annually, aims to provide countries with informative tools to assess the forest products to global and national economies and sustainable development, and to improve their forest management and forestry policies.
The Corrugated Pallets Company Establishes Manufacturing and Sales Presence Across the Caribbean

The Corrugated Pallets Company (TCPC), a low-cost leader in manufacturing durable and lightweight corrugated pallets, has expanded its manufacturing and sales footprint into Latin America and the Caribbean.

Dominican Republic-based INTEGRAL, SRL is now manufacturing TCPC’s corrugated pallets under a licensing agreement that covers patents owned by TCPC. The pallets manufactured by INTEGRAL, SRL are strong and durable enough to replace heat treated wood pallets, but cost less, while being up to 75 percent lighter.

TCPC and INTEGRAL, SRL are collaborating to sell corrugated pallet equipment in both the Latin America and Caribbean marketplaces and recently attended the ACCCSA ~ Conference & Trade Show, where representatives from 12 countries viewed TCPC’s patented pallet design and automated equipment.

“We’re proud to partner with INTEGRAL, SRL and support them as they introduce our low cost, durable and lightweight corrugated pallet offering to businesses across Latin America and the Caribbean,” commented TCPC’s Mike MacDonald.

“After reaching out to TCPC online, we visited their facility in late 2014 and were very impressed with their product offerings and manufacturing process,” commented INTEGRAL, SRL’s Máximo Galván. “We also had the opportunity to meet with several of TCPC’s suppliers and customers, which further helped us understand why the company was growing so strongly. The product, process and people are all excellent, and we are looking forward to a long, mutually rewarding partnership with the TCPC team.”

With manufacturing facilities in Toronto, Ontario and assembly arrangements in TN and southern CA (effective Summer 2015) The Corrugated Pallets Company (TCPC) has been the “go to” solution for customers who want a durable, lightweight alternative to new heat-treated wood pallets so they can lower costs, increase efficiency, protect worker safety, and reduce their environmental footprint.

20 Pallets West
WPA Membership Drive Competition

We are almost at the finish line for this year's membership drive. Now is the time for a final push to the finish line, or if you have not participated, it is a time to get involved. Help others enjoy the benefits of WPA membership by recruiting them in time for the 2016 Annual Meeting, January 15-19.

In addition to valuable cash prizes, the winner now also receives the membership trophy, presented at the Annual Meeting.

A regular influx of new members helps maintain the strength of the WPA, as well as to build on our reputation of being "the friendliest Association in pallets." When you recruit new members, the entire WPA membership is the winner!
Season’s Greetings