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Gil Vieira, The Pallet Group

"OVER THE YEARS, VIKING ENGINEERING HAS ALWAYS STOOD BEHIND THEIR MACHINES’ CHALLENGE PALLETS"
Tad Hegsted, Challenge Pallets

"THE SMOOTH OPERATION OF THE CHAMPION SIGNIFICANTLY PICKED UP THE PRODUCTION OF OUR PALLETS."
Josh Stephens, The Timbermen

"THE VIKING SERVICE TECHNICIAN COMMUNICATED VERY WELL WITH OUR WORKERS AND HAS INCREASED OUR PRODUCTION BY MAKING OUR JOBS EASIER."
Stephan Harms, Pacific Pallet

"THE MACHINERY LACKED RELIABILITY AND PERFORMANCE, THAT THE TURBO GIVES US."
Pat McGinn, Bass Lumber Company

"WE LIKED THE FACT THAT THE VIKING CHAMPION WAS SO BROAD AS FAR AS ITS PALLET MANUFACTURING CAPABILITIES."
Cesar Granillo, R&E Pallets, Inc.

"IN THE END, THE VIKING TURBO 505 INCREASED OUR BUSINESS, THAT'S WHAT REALLY MATTERS."

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North American Softwood Prices

Weekly softwood lumber prices to June 23, 2015 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.

Upcoming Events

9/28/2015 - 9/30/2015
PACK EXPO Las Vegas
Las Vegas, Nevada
www.packexpolasvegas.com

10/20/2015-10/22/2015
Lumber, Pallets & Recycling: NWPCA/AHMI Fall Plant Tours
Charlotte, North Carolina
www.palletcentral.com

10/28/2015-10/30/2015
FEFPEB 66th Congress
Cork, Ireland
www.fefpebcouncil.com

Featured Meeting

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

WPA Membership
Time to Renew!

Just a friendly reminder that WPA membership renewal dues for the coming year are due on July 1st. Invoices were mailed out June 1st. Thank you to everyone who has paid early. Members can quickly renew their membership online, at link: http://www.westernpallet.org/join_us.htm#Renewal. To request another invoice, email the WPA office.

Virginia Tech Short Courses Offered This Summer

The Center for Packaging and Unit Load Design is offering the following two short courses. For additional details, follow the links.

Pallet Design and Performance - August 4-6, 2015  Click here.

Unit Load Design - September 15-17, 2015  Click here.

For more information, please visit: http://unitload.vt.edu/education/continuing-education/
**Quick Response Diffuses Problem**

When one of TP's large clients, a producer of a variety of wood products including wood packaging material (WPM), contacted Timber Products Inspection Inc. (TP) about a problem with a shipment that had arrived in China, the staff at TP acted quickly to not only defuse the situation but actually helped their client to improve their relationship with one of their important customers.

“Our client became aware of the issue when their customer received notification from a Chinese official that a crate from our client had tested positive for a nematode and had been quarantined for fumigation,” said Matt McGowan, TP’s WPM program manager. “The customer was very concerned that other orders from our client might have the same issue.”

Read the complete story in Pallet Enterprise Magazine.

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**Tom Thayer Quoted in Pallet Sales Tax Article**

Tom Thayer of United Wholesale Lumber was quoted with regards to the issue of pallets and sales tax in a recent Pallet Enterprise Magazine article. Also included were insights from sales tax specialists. Click to read Sales Tax and Pallets: General Information, Answers to Questions and Best Practices.
Members in the News

PRS Group Partners with CAPE to Offer Turnkey Pallet Solutions to Customers Worldwide

PRS Group, Inc., based in Illinois, and Spain based CAPE have entered into a partnership that will bring new technology and machinery to the pallet industries in North America and Europe, as well as other key areas around the globe. PRS Group, a widely known US manufacturer of pallet repair equipment, and CAPE, a leading European pallet nailing machinery manufacturer, are now representing each other’s complimentary product lines in their designated markets. The pair will also be collaborating on future projects to offer a complete line of both pallet manufacturing and recycling equipment worldwide.

Starting in June, PRS Group will begin offering for the first time in the US, the CAPE nailing machine, which has already developed a strong reputation in Europe for its efficiency, flexibility and scalability at a very competitive cost. The initial focus will be the CAPE Mach 2, an automatic nailing line with quick change over for the production of decks, skids and 2-way reversible pallets. It is designed to produce stringer pallets and can be upgraded easily by adding a module to produce block pallets. The Mach 2 can produce around 2,500 pallets in an eight-hour shift.

Jeff Williams, president of PRS Group stated, “The Mach series features quick 30 minute or less changeovers with touchscreen controls; no wrenches or manual adjustments are required. The unique thing about the Mach line is that the systems are modular. This allows the production line to grow with the company's needs (Cont'd on P. 12)
We're looking for **Regional Sales Managers** in the following areas:

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You can apply directly online at [www.millwoodinc.com/employment.aspx](http://www.millwoodinc.com/employment.aspx)
Members in the News

without requiring the purchase of a brand new system. Through increased output and lowered costs, the machine can pay for itself within the first year of use.”

PRS Group will stock necessary parts and have a specially trained technician available for service in the U.S. If you want to see the Mach 2 in action, PRS Group will have a CAPE nailing line running in its Illinois showroom later this summer.

The two companies will remain independently operated, but the collaborative product offering agreement between the two will enhance each one’s ability to better serve their respective customers and to continue to provide the exceptional quality and service they have built their reputations on over the years. The partnership truly means a turnkey offering of solutions for the worldwide pallet industry.

For more information, visit www.PRSGroupInc.com and www.Cape.es.

New Slow Speed Shredder Line from Rotochopper

To help customers capitalize on growing opportunities in recycling markets, Rotochopper is launching a new line of industrial slow-speed shredders.

The first model in this new line, the HTS-2, made its debut at Waste Expo in Las Vegas. The HTS-2 is an aggressive dual shaft shredder designed to pre-process stumps, commingled C & D, railroad ties, and other forms of mixed or contaminated waste.

Cont'd on Page 13
The HTS-2 shredder minimizes the costs of turning challenging feedstocks into end products like compost, landscape mulch, and boiler fuel. By reducing maintenance costs and increasing total uptime percentage, the HTS-2 shredder maximizes the value of raw materials that pose problems for high-speed grinders.

Vince Hundt, Rotochopper co-founder and International Sales Manager, said “The introduction of the HTS-2 is the completion of a long-term Rotochopper plan and promise to provide our customers with a complete line of grinders from hammer-mill to hi-torque. To the continuing success of our high speed horizontal grinders and hammer mills we now add the HTS-2 high-torque grinder we have been talking about.”

The new Rotochopper shredder effortlessly processes stumps, railroad ties, and other contaminated materials.

The HTS-2 simplifies operation and maintenance with a user-friendly design that keeps your shredder in sync with the rest of your processing equipment. The open shredding table allows dirt, stones, and other abrasives to easily pass, reducing wear rates. Grease points and other routine maintenance areas are easily accessible.

The aggressive tooth design efficiently pulls in raw material for continuous throughput without a feed ram. The teeth and counter teeth ensure active shredding in both directions. Weld-on shredding teeth stand-up to contaminants better than bolt-on inserts.

The HTS-2 shredder is available with diesel or electric power units from 400 to 630 hp, in stationary, portable, or track-mounted configurations.

Hundt observed, “We now have the answer to processing your nasty, contaminated material without pre-sorting. The HTS-2 coupled with a Rotochopper horizontal grinder and hammermill can turn contaminated C&D into whatever product the local market wants.”

The HTS-2 shredder integrates with Rotochopper horizontal grinders to provide effortless fiber sizing of challenging materials. With a Rotochopper multi-stage fiber sizing system, raw waste goes in and a finished product comes out. The shredder outputs a steady stream of material that is optimized for metal removal and grinding. An in-line Rotochopper grinder then efficiently refines the shredded material to finished specifications for landscape mulch, compost, biomass fuel, or other materials. With the addition of an in-line Rotochopper hammermill, a Rotochopper multi-stage system can even produce fine texture fiber for animal bedding, fuel pellets, and other short fiber applications.

Cont’d on Page 13
Members in the News

PECO Pallet Promotes New Canada GM, Opens Depot in Calgary

Lisa Vegso has been promoted to the position of General Manager, Canada. In this new position, Lisa will have overall responsibility for PECO’s sales, service, and operations in Canada.

Having previously served as Director of Sales in the Toronto region, Ms. Vegso will continue to drive sales and growth throughout Canada and will take commercial responsibility for PECO’s existing Canadian renter base. She will also work with PECO’s Service and Operations teams to lead the company’s overall depot, transportation, and distributor strategies in Canada, including acquiring and expanding depot services.

PECO also recently opened a new pallet depot in Calgary to service the pallet pooler’s customers in Calgary and surrounding areas. Adrian Potgieter, Senior Vice President of Sales, stated, “Opening a new depot in Calgary reflects PECO Pallet’s commitment to serving the Canadian market.”

To read more, click here.

CHEP Introduces Solutions Portfolio

CHEP is launching a series of high value-add services to help companies in the consumer goods manufacturing, fresh food, grocery and retail industries optimize their supply chains and support the development of corporate social responsibility programs.

The services in the CHEP Solutions Portfolio address specific challenges now facing the extended supply chain of the retail industry, like product damage, failed unit loads, empty trailer miles and much more. Due to its unique position across the entire supply chain, CHEP has captured its learnings and formalized its expertise into solutions that encompass enterprise logistics, supply chain platforms, transportation, international trade, manufacturing, warehousing, harvesting, processing, distribution and store fulfillment, in addition to sustainability and supplier diversity.

To read more, click here.
Unit Load Design Approach Offers Insights Into Effect of Deck Stiffness on Package Compression

A stiff pallet deck can help reduce stress on packages and may provide opportunities for overall packaging cost reductions.

Dr. Mark White, Professor Emeritus, Department of Sustainable Biomaterials, Virginia Tech, Blacksburg, Virginia and President of White and Company LLC a Division of Ongweoweh Corporation, Ithaca, New York, spoke this April at ISTA TRANSPACK in Orlando, Florida. Using the BestLoad™ supply chain simulator as an instructional tool, he presented the science behind the Systems Design Process for unit load design.

To read more, click here.

... the manipulation of the pallet deck design can significantly alter the effective bearing area and consequently alter the maximum compression stress to which the packaged product is exposed when unitized and moved through supply chains. The concept is to use the pallet to reduce the stress on the packaging and then reduce the cost of packaging.

Dr. Mark White
RM2 Reduced Pretax Loss for 2014

The sales outlook is strong for significantly expanded deployment of its pallets over the remainder of 2015 and into 2016, according to RM2 International, a manufacturer of composite pallets that has generated significant media interest in the recent past. A pretax loss of USD47.3 million for 2014 was experienced by the company, improving from a loss of US$77.2 million in 2013. Meanwhile revenue rose to $2 million from $104,000, based on production during the second half of the year. Demand for outright purchases was more significant than anticipated.

Last July, RM2’s production facility in Vaughn, Ontario became fully operational, now with with robust processes in place to fulfill future contracts and facilitate manufacturing of pallets in substantial numbers. The company’s IPO in January 2014 raised USD 218 million. Funds were used to establish its Ontario facility and upgrade its plant management team.

“We are now producing pallets in increasing numbers which enables us to engage with leaders of large global businesses about their deployment,” said Chief Executive Officer John Walsh.

To read more, click on this link.
The Future Is Now - Unit Load Design
Use Pallet Design to Reduce Packaging Spend and Increase Supply Chain Efficiency with

Best Load

New software available for Annual Lease
Or let the experts at White & Co do the analyses for you!
Contact us for free quotes and take advantage of leasing discounts

EPAL Production Growth Continues

The significant upward trend continues for EPAL. Last year the pool enjoyed an increase of 3 percent in the production figures. Moving ahead to this year, in the first quarter of 2015, 7.25 percent more EPAL pallets were produced than in the equivalent period in 2014. That’s 1.15 million more new EPAL Euro pallets than in the first quarter of 2014.

The number of licensees also increased considerably in the first quarter of 2015: From 1,478 in the first quarter of 2014 to 1,520 in 2015. Both developments reflect the high level of acceptance that EPAL Euro pallets have in the market. Martin Leibrandt, CEO of the European Pallet Association, said of the figures for the current quarter: “I’m very pleased with this positive development, and I assume that the positive trend will continue in the coming quarters.”
Zhiyong Cai, a research materials engineer at FPL, who has been developing sustainable nanomaterials since 2009, explains that the most common product from broken-down wood is paper, and the dimension of those fibers is in the micron stage. “But what if we could break it down further to the nano scale? At that scale you can make this material very strong and transparent CNF paper,” says Cai.

The research team, led by UW-Madison electrical and computer engineering professor Zhenqiang “Jack” Ma, described in a recently published paper, the feasibility of replacing the substrate, or support layer, of a computer chip, with cellulose nanofibril (CNF), a flexible, biodegradable material made from wood.

“The majority of material in a chip is support. We only use less than a couple of micrometers for everything else,” Ma says. “Now the (new) chips are so safe you can put them in the forest and fungus will degrade it. They become as safe as fertilizer.”

Working with Shaoqin “Sarah” Gong, a UW-Madison professor of biomedical engineering, Cai’s group addressed two key barriers to using wood-derived materials in an electronics setting: surface smoothness and thermal expansion.

“The advantage of CNF over other polymers is that it’s a bio-based material and most other polymers are petroleum-based polymers. Bio-based materials are sustainable, bio-compatible and biodegradable,” Gong says. “Compared to other polymers, CNF actually has a relatively low thermal expansion coefficient.”

Source: Forest Products Laboratory
New Technology Allows Remote Communities to Report Illegal Logging

A technologically innovative system, unveiled by the Rainforest Foundation UK, gives forest peoples the opportunity to send near-instantaneous, highly geographically accurate reports of illegal felling of trees, such as by timber companies, from anywhere in the world, even where there is no mobile, phone or internet connectivity.

Information on illegal activity in the forest can now be collected using a tablet computer or smartphone and then transmitted to an online map via a satellite modem transmitter in as little as 20 seconds - costing around the same as a standard text message. The live incident reports show where urgent action is required to prevent deforestation. The system has been tested in the rainforests of Cameroon, revealing 20 potential incidences of illegal logging.

Simon Counsell, Executive Director of the Rainforest Foundation UK said: “Our ‘real time’ technology is potentially a game-changer, as it helps empower forest people even in the remotest areas, and could transform the way that forests are monitored and governed. It can be an important and cost-effective complement to satellite-based monitoring, providing ‘crowd-sourced’ qualitative data. We are inviting governments of rainforest countries to work with us on a full-scale test of how community-based monitoring can be linked to formal enforcement mechanisms”.

Ainsworth Pet Nutrition Selects iGPS

iGPS has announced that Ainsworth Pet Nutrition® has selected iGPS Logistics as its new national shipping platform. This move followed an extensive 14-month testing process involving examination of five different shipping platforms in real life scenarios, according to the release. The evaluation included palletizing, shrink wrapping, stacking and slip sheet removal, transportation and general forklift handling.

“There were big advantages to making this conversion from wood pallet systems to iGPS plastic pallets,” said Tim Crum, Continuous Improvement Manager for Ainsworth Pet Nutrition. “These pallets are a higher level quality and will bring some significant cost savings to us through human and food safety initiatives and reduction to damaged products.”

To read more, click here.
Seven Dubious Hiring Practices That Push Away Great Candidates

When it comes to recruiting, here are 7 things not to do, according to Human Resources expert Liz Ryan:

Formal and Dismissive Tone in Job Ads
Avoid the cold Darth Vader tone to your job ads, says Ryan. Rather than overly specific, impersonal and candidate repelling script like "The Selected Candidate will have 10 years of demonstrated success in a recycled pallet sales role, speak these three languages, etc., she suggests a more personal touch, i.e, “You could be a great fit for this job if you are passionate about working in the field with industrial clients to deliver innovative solutions to pressing problems..."

Leaving Candidates in the Dark
Ryan’s advice to employers is to never leave job applicants hanging for more than a week between communication. “If people are waiting for you to schedule interviews, talk to them. If they’ve been interviewed and they’re waiting to hear back from you, talk to them again.”

She advises to pick up the phone or send a friendly email. If you haven’t connected with applicants in two weeks, you are telling them how little they are valued.

Not Revealing the Salary Range
Ryan believes that many employers do not post a salary range because they hope to get lucky and have people who will take the job at less than market value. This, she says, is unethical, and that publishing the salary range in every job is the right thing to do if the goal is to find the best fit.

Asking Candidates Their Salary History
How, Ryan asks, can employers not disclose a job’s salary range, yet ask candidates to disclose their salary history for every job they have ever had?" This information, she says, is confidential and should be respected.

Asking All the Questions
What forty-year-old, Ryan asks, is going to sit through an interview where the structure is for them to quietly sit and be peppered with questions. ”Some foolish organizations believe that the purpose of an interview is for them to ask the questions and for you to sit like a Sheepie Job Seeker and bleat out answers, then remain silent until the next question,” she writes.
**Asking for Free Consulting Work**

Interviewing candidates is essential, Ryan says, but having them create a free marketing plan as part of the selection process is “scummy and immoral.” Besides, she notes, how good can the marketing plan be when they don’t know the details about the company?

**Not Taking the Time with Successful Candidates**

Take the time before making a job offer to better understand the chosen candidate. Ryan’s example script is as follows: "We're moving toward a job offer. What would it take to get you to join us? Let's talk about everything that is important to you." Likewise, Ryan recommends a post-job-offer phone call or face-to-face to make sure there is a comfort level, allowing the new employee to ask lots of questions.

**Collaboration with Customs Authorities Helps EPAL Battle Counterfeits**

Extending trademark protection laws in the Czech Republic has made it possible to take even stronger action than before against counterfeits and unlicensed repairs of EPAL Euro pallets in the Czech Republic. Previously, Euro pallets were only provided for in a very restricted way under trademark protection laws in the Czech Republic. By extending the laws, the rights of trademark right proprietors can also be more effectively claimed for Euro pallets. For the European Pallet Association (EPAL) this is an important step towards having better control of the quality of the pallet pool in the Czech Republic and to fundamentally improving the situation for both EPAL licensees as well as the users of EPAL Euro pallets.

In order to facilitate the consistent implementation of the new legislation, the EPAL Academy offered the customs authorities a two-day workshop aimed at identifying counterfeit EPAL Euro pallets, which took place at the end of April 2015 in the Czech Republic. Training courses for EPAL Euro pallet users are also planned. The chief training objective is again, to identify counterfeit EPAL Euro pallets at first sight and thus to protect employees and goods from potentially serious hazards.

Trademark protection laws have also changed in favour of trademark proprietors in the Slovak Republic. The Slovakian customs authority has pledged the necessary support. During the coming months, the EPAL Academy will run training courses for customs officers and users in Slovakia.

The customs authorities have already been able to deliver some initial results in just two weeks after the first training course given by the EPAL Academy in the Czech Republic, having identified almost 1,300 counterfeit EPAL Euro pallets.
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