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WPA MEMBER NEWS

New member announced and membership campaign. Olympic Forest Products wins Supplier Sustainability award.

NWPCA Fly-In

WPA members actively participated in the NWPCA Congressional Fly-In.

North American Softwood Prices

Softwood price trend information, as provided by NRCAN.

Antidumping Duty Determination on Canadian Softwood
Membership Drive

This year’s membership drive is already in motion.

"Our new PRS sort line has helped us in four bottom line buckets; productivity, work comp (no hand sorting), quality and lower pallet costs. We are also happy with service response, PRS has been there from start to finish.”

Dick McCormick
Crate & Pallet
Springfield, IL

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Wood is a natural and renewable resource. Wood harvested from North American forests follows some of the world’s best forest management practices which have for decades provided net forest growth. Net forest growth refers to land which is reforested once the forests have been harvested; preventing a loss of forest acreage with the result being actual forest cover in North America is increasing.

Forest covers approximately 751 million acres, roughly a third of the land mass in the US. 54% of the forest is publicly owned with the balance held in the hands of private land owners. Canada has 860 million acres of forest cover of which 94% is publicly owned and managed with the remaining 6% owned privately.

While harvesting wood occurs under different types of land ownership, forest management is governed by federal and state/provincial regulations that ensure that forest resources are well protected for the future.

The North American wood products industry is a world leader in sustainable forestry practices. Forest certification involves independent third party assessment that companies are operating in accordance with the principles of sustainable forest management that value the socio-economic and environmental contributions of forests.

**500 MILLION ACRES OF CERTIFIED FOREST**

The total size of managed forests in the US and Canada under the four internationally recognized forest certification programs used in North America is 500 million acres. This represents roughly half of the world’s certified forests.

North American forestry management practices ensure that deforestation and other threats to biodiversity do not occur.

2. The State of Canadian Forests, Annual Report 2014—Natural Resources Canada

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WPA Member News

New Member

The WPA is pleased to welcome the following new member:

Marion Cucciari
STORTI S.P.A.
Via F. Dioli 11
Motta Bluffi, CR 26045
Italy
Ph: +39 0375 968311
Web: www.storti.it
Email: sales@storti.it
Greg Wine, Pallet Machinery Group

Olympic Forest Products Wins First PPG Supplier Sustainability Award

PPG has announced nine Excellent Supplier Award recipients for superior performance in 2016, including its first Supplier Sustainability Award winner. The new PPG Supplier Sustainability Award recognizes a supplier that demon-strates an industry-leading sustainability and safety culture and that is helping PPG meet its 2020 sustainability goals through the goods and services it provides to the global coatings and materials manufacturer.

Based on 2016 performance, PPG named Olympic Forest Products Co., a Cleveland-based pallet management company serving PPG’s businesses in the United States, as the premiere Supplier Sustainability Award recipient.

“PPG is sharply focused on sustainability, and we work to ensure our suppliers around the world share that focus,” said Radhika Batra, PPG vice president, global supply management. “By establishing and growing innovative recycling, repair-and-return, and scrap pallet programs with PPG, Olympic Forest Products helped us reach a total in the U.S. of about 95,000 recycled wooden pallets in 2016, avoiding about 1,300 metric tons of landfill waste while also decreasing our costs. We are very happy to recognize their world-class sustainability practices with our first PPG Supplier Sustainability Award.”

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
On an annual basis, PPG purchases approximately $7.5 billion in goods and services globally from thousands of suppliers. The company’s criteria for Excellent Supplier Awards include quality, commercial value, delivery, documentation, innovation, responsiveness, sustainability and participation in PPG’s Supplier Added Value Effort (SAVE) program.

“These nine suppliers all helped create a competitive advantage for PPG in 2016, by maximizing value, meeting quality and service requirements, and minimizing risk and complexity,” Batra said. “These awards show our appreciation of their efforts to support PPG.”

Olympic Forest Products makes a splash as PPG’s first Supplier Sustainability Award

PPG and Olympic Forest Products representatives join Radhika Batra (front, second from left), PPG vice president, global supply management, and Dan Andrews (holding trophy), owner/president, Olympic Forest Products, to celebrate the pallet-services company’s recognition as winner of the first PPG Supplier Sustainability Award.
Members of the National Wooden Pallet and Container Association (NWPCA) took to Capitol Hill on Tuesday, June 20th, 2017. Armed with a schedule packed with meetings with congressional and committee offices, the Association contacted nearly 9% of the United States Congress in one day.

The NWPCA, along with Lobbyit, a professional lobbying firm, helped guide members through the maze of the House and Senate Buildings, plugging members into offices that represented their home state or even home district. The primary issues covered in the meetings included the Cary Institute report and the defense of ISPM 15. Out of these issues, members were briefed on the facts and how best to address their representatives: ISPM 15 works, and the Cary Institute needs further evidence to back up its claims. Labor, immigration, and health care also became important talking points, and ones that congressional staff were especially receptive to.

Kathleen Dietrich, a member of both the NWPCA and the Western Pallet Association (WPA), spoke directly to the staff of her Senator, Kamala Harris (D-CA), about the effect that these issues had on her business. Other WPA members in attendance included Jim Schwab, Pallet Logistics of America; Mike Hachtman, reLogistics Services; LeRoi Cochran, CHEP; Howe Wallace, PalletOne; and Scott Vipond, Girard Wood Products.

In addition to the House and the Senate, members met with the U.S. Department of Agriculture (USDA) to discuss pest management, and the Department of Labor to discuss the Occupational Safety and Health Administration (OSHA) and its relationship with the pallet industry.

Representative Glenn "GT" Thompson (R-PA) and Representative Bradley Byrne (R-AL) were presented with the

Cont'd on Page 13.
Some of the WPA members represented at the Fly-In included Kathleen Dietrich, Jim Schwab, Mike Hachtman, LeRoi Cochran, Howe Wallace and Scott Vipond.
The 2017 NWPCA Congressional Fly-In took place June 20-21 in Washington D.C.
Congressional Fly-In

Cont'd from Page 10

Packaging Industry” awards for their commitment to the industry.

Throughout the discussions between the Association and its representatives, it became clear just how important it is for members of government to meet face-to-face with the people who make up the industry. By reaching out and visiting the capitol, members also encouraged their congressmen to return the favor, and tour their wood pallet and recycling facilities themselves.

Houston Smith is a student at Michigan State University studying International Relations with a concentration on science, technology, and environment policy and economics. He is currently interning for the National Wooden Pallet and Container Association.
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North American Softwood Prices

Weekly softwood lumber prices to May 23, 2017 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.
Antidumping Duty Determination on Softwood Lumber from Canada

U.S. Secretary of Commerce Wilbur Ross announced on June 26 the affirmative preliminary determination in the antidumping duty (AD) investigation of softwood lumber from Canada.

The Commerce Department determined that exporters from Canada have sold softwood lumber the United States at 7.72 percent to 4.59 percent less than fair value based on factual evidence provided by the interested parties. Commerce will instruct U.S. Customs and Border Protection (CBP) to collect cash deposits from importers of softwood lumber from Canada based on these preliminary rates.

These preliminary AD rates are in addition to the preliminary countervailing duty (CVD) rates that the Commerce Department assessed on softwood lumber on April 24, 2017. When combined the applicable duty rates range from 30.88 percent to 17.41 percent.

"The United States is committed to free and fair trade, as seen today with the preliminary decision to exclude softwood lumber from the Canadian Atlantic Provinces in the ongoing antidumping and countervailing duty cases," said Secretary Ross. “While I remain optimistic that we will be able to reach a negotiated solution on softwood lumber, until we do we will continue to vigorously apply the AD and CVD laws to stand up for American companies and their workers.”

Commerce also released its preliminary determination that softwood lumber products produced in the provinces of Newfoundland and Labrador, Nova Scotia, and Prince Edward Island, also referred to as the Atlantic Provinces, should be excluded from the ongoing investigation.

In 2016, imports of softwood lumber from Canada were valued at an estimated $5.66 billion.

Click HERE for a fact sheet on the decision.

The Department of Commerce is currently scheduled to announce its final AD determination on September 7, 2017.

The U.S. International Trade Commission (ITC) is conducting a parallel investigation to determine if the American producers have been harmed by the softwood lumber imports from Canada. If the Commerce Department’s final determination is affirmative, and the ITC makes an affirmative final injury determination, the Commerce Department will issue an antidumping order. If the ITC does not find that U.S. producers have been harmed, then the investigation will end, and no duties will be collected.

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Paper Pallets Fail to Meet the Rigors of Oregon's Correctional Supply Chain in Trial

Last year the wood pallet industry, led by NWPCA and WPA, successfully challenged Oregon Bill 4089, legislation which would have mandated state agencies to use paper pallets, based on an inaccurate claims that they are more sustainable than wood.

The issue still lingered, however, when Oregon governor Kate Brown ordered a trial of paper pallets by the Oregon Department of Corrections (DOC).

The results of that test now reveal that paper pallets failed to deliver the performance required for that supply chain.

"The National Wooden Pallet & Container Association (NWPCA) has reviewed the Oregon Department of Corrections’ analysis of a statewide corrugated pilot and agrees with the findings of the report," stated Brent McClendon, President/CEO of NWPCA.

"NWPCA and its member companies are committed to developing sustainable, safe and all-purpose packaging that move more than 94 percent of the products shipped on pallets around the United States. Close to

Above: Dave Sweitzer, WPA Executive Vice-President, was one of the industry leaders who testified at last year's hearing.
2 billion wood pallets are used every day in domestic shipping and warehousing operations; and about $400 billion worth of American trade is exported annually using wood pallets and containers. Based on wood pallets reliability, customization, and safety performance, our industry’s products are trusted by America’s shipping companies and the global supply chain network.

"Through more than 30 years of research and innovation, the wood pallet industry is shaping the future of packaging around sustainability and safety. To this end, we are working hand in hand with the USDA to promote the growth of biobased wood pallets and mandatory purchasing requirements through the agency’s BioPreferred® program. USDA has recognized the NWPCA’s Pallet Design System to certify and label wood pallets for their strength, stiffness and durability."

In order to test the pallets, DOC formed a study group, which visited IKEA to find out about the benefits and challenges of paper pallets. The group also conversed with several paper pallet vendors before purchasing a small amount for testing.

The group concluded in its report to the Oregon Legislative Assembly: "Through the test phase, DOC learned that, overall, the cardboard pallets tested did not work for the agency’s transport and storage needs. In addition, cardboard pallets present a number of logistical and cost issues for the agency."

Read the entire report at this link.
Comparing Wooden Pallets and Cardboard Pallets

The following comparison is reprinted from an NWPCA Fact Sheet. To see the original version, click here. Other NWPCA resources about paper pallets can be resourced here.

Wooden pallets and corrugated cardboard pallets both have roles to play in shipping goods around the world. But arguments that cardboard pallets are more environmentally friendly, more safe or more versatile fall flat.

ENVIRONMENTAL IMPACT

Wooden pallets are the best option environmentally. It’s true that cardboard pallets are lighter than wooden pallets. But the life-cycle carbon footprint of a pallet is about a lot more than weight.

The carbon footprint of manufacturing a cardboard pallet can be five to ten times larger than manufacturing a comparable wooden pallet.

A wooden pallet requires fewer chemicals to produce than a cardboard pallet. Wooden pallets last longer than cardboard pallets, especially when exposed to the elements. That means fewer of them need to be manufactured, saving energy. And the vast majority of wooden pallets are reused or recycled.

VERSATILITY & SAFETY

Wooden pallets are used for a wide range of products. They’re a flexible option that can handle complex needs, such as very heavy or irregularly shaped shipments.

Wooden pallets are suitable for a wide range of environmental conditions. In contrast, cardboard pallets lose strength when exposed to moisture, and naturally lose strength over time. This can raise questions for worker safety.

Wooden pallets can handle a wide range of support and racking conditions. Wooden pallets can handle stacking; cardboard pallets often cannot.

Supply Chain Logistics is a complicated and intricate national web of distribution centers, trucking and warehouse hubs that span the country. Even a small untested change could be disastrous to human life and safety at the speed of movement of goods from manufacturer to retailer to customer.
Germany Wood Pallet and Packaging: Market Grew by 5.7% in 2016

Manufacturers of pallets, wood packaging and cable drums in Germany enjoyed stable sales and increased production volumes in 2016. Wood pallet output increased rose by 4.4%, while the manufacture of wooden crates fell by around 3.7%, Pallet manufacturing volume achieved an all time high of more than 100 million units.

“The good economic situation in Germany, an increasing volume of trading and a growing interest in sustainable packaging material are driving our manufacturers to a sustained volume of sales. At the same time, the prices remain under pressure despite rising production costs due to the enormous competition, “says Jan Kurth, Managing Director of the Federal Association of Wood Packaging, Pallets, Export Packaging (HPE).

The production volume for HPE plants with at least 20 employees rose by a good 5.7% in 2016 compared with 2015. At the same time, new pallets manufactured rose to 102.9 million pallets, a record number, and marking a 4.4% increase from 2015.

An increasing number of customers in the logistics chain is now demanding a static calculation of the maximum load for the respective application, “explains Kurth. For this reason, in addition to the production volumes for euro and CP pallets, the total amount of special pallets made in Germany for special, individually planned cargo cases is growing. Demand for crates declined last year. Approximately 1.4 million cubic meters of wood were used as packaging units, a reduction of 3.7% compared to the previous year.

To read more, click here.
CHEP Leverages Virtual Reality and Hands-On Interaction to Demonstrate Half Pallet Benefits

In a booth that can be conservatively described as one of CHEP’s most unique and interactive to date, the company has leveraged Virtual Reality (VR) to give customers an interactive in-store product fulfillment experience. It allows the user to visualize and participate in a retail store fulfillment exercise and learn “hands on” the value of easy CHEP Half Pallet replenishment versus manually stocking shelves with individual sales units.

The VR platform shows users how CHEP can help retailers reduce labor costs and increase sales with its Store Fulfillment Solutions. CHEP’s robust 40×24-inch shared (pooled) half pallet can reduce warehouse handling costs by up to 25%, decrease in-store labor costs by up to 75%, lower shelf replenishment time by up to 65% and increase sales by up to 30%.

By placing unit loads on half pallets directly into the base of the aisle, which CHEP refers to as in-line replenishment, touch labor is significantly reduced. Additionally, by eliminating single case picking and stacking at the distribution center for shipment to retail, damage is also curtailed.

To read more, click here.
New CEO Announced for IPP Logipal and PRS

Mr. Gerard Rohaan has been named as CEO of IPP Logipal and PRS operations of Pooling Partners.

Mr. Rohaan graduated from University of Twente in 1991 where he received his Master’s Degree in Applied Physics.

He started his business career at Unilever where he has gained retail experience by carrying out various roles; starting as Process and Quality Improvement Manager followed by Plant Manager roles and finally active as Category/Trade Marketing Manager. After that, Mr. Rohaan has been active in various consultancy and general management positions at McKinsey & Company, Shell, and Stork. During the last two years, he gained entrepreneurial experience as CEO of VPS, a global leader in fuel testing and bunker quantity survey.

With his strong track record, we believe Mr. Rohaan is a strategic leader who thinks beyond the obvious. He connects with people and motivates teams, dealing with complexity and driving change. This will prove to be very useful and valuable to develop Pooling Partners’ IPP and PRS pooling activities.

Upcoming Events


8/15/2017 - 8/17/2017  Unit Load Design and Performance Short Course, Virginia Tech, Blacksburg, Virginia.


In case you missed them...
(Click on back issues to read or download)

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WPA