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WPA Welcomes New Members
New members include Utah Lumber Company as well as Conway & Robison.

Lina Montes Recognized as "Latina of Influence"
Lina Montes of G.O. Pallets has been named to this influential list.

North American Softwood Prices
Softwood prices, courtesy of NRCAN.

RM2 Wins Innovation Award
RM2 recently won an innovation award at the GSMA Global Mobile IoT Summit.
Membership Drive

This year's membership drive is already in motion.

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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.

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 Canada’s Forests Annual Report 2010 – Natural Resources Canada


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WPA Welcomes New Members

The WPA is pleased to announce the following new members:

Tyrone Konecny  
**Utah Lumber Company**  
1085 N Washington Blvd  
Odgen, UT 84404  
Ph: 801-391-5736  
Web: www.utahlumbercompany.com  
Email: tyrone@utahlumbercompany.com

John Conway  
**Conway & Robison LLC**  
PO Box 1508  
Sharpsburg, GA 30277  
Ph: 540-898-4193  
Fax: 770-234-5837  
Web: www.cr-inspect.com  
Email: jconway@cr-ijspect.com  
Sponsor: Greg Vipond, Girard Wood Products

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

WPA Welcomes Conway & Robison

The WPA is pleased to welcome Conway & Robison, LLC as a new member company. Conway & Robison provides wood products inspection services nationwide, serving customers in a broad range of industries. Formed in 2006, the firm is owned and operated by John Conway and Jason Robison, who have spent their entire careers in the wood products sector.

While ISPM 15 certification is a key component of the business, John stresses that Conway & Robison is more than just an inspection service, offering their years of experience in pallet design and supply chain operations to ensure a successful customer experience every time.

“One of things we like to tell our clients,” John explains, “is that we view them as partners.” Their approach is to make sure that their partners’ products “go to where they need to go, undamaged” as well as not being detained for any ISPM 15 concerns. “You get a lot more than an inspection service when you sign up with us,” he adds.
In addition to ISPM 15 compliance, the company performs quality inspections for customers such as 9BLOC as well as major pallet end users. One of the reasons that Conway & Robison joined WPA is because of their increasing activity in the West. The company also has a significant international footprint. Outside of the U. S., the company maintains a small staff in China, as well as utilizing a partner in Kenya.

After completing studies at Virginia Tech, John managed the testing of pallets and fasteners at Virginia Tech as well as the telefax PDS® (Pallet Design System) design service. Subsequently, he became the Director of Research and Regulatory Affairs at NWPCA, as well as Director of Sales for a large pallet company.

Jason Robison graduated with a B.S. in Forestry from Auburn University. While at Auburn, he worked in the AU Forest Products Lab helping in the testing of Laminated Veneer Lumber (LVL). After graduation, Jason went on to work for a lumber inspection company. During his tenure, he became heavily involved with export certification on wood packaging material.

The company is looking forward to attending the upcoming WPA Annual Meeting, to be held January 12-16, 2018, in Rancho Mirage (Palm Springs), California. John can be reached at 540-898-4193 or by email: jconway@cr-ijspect.com.

**Introducing Utah Lumber Co.**

The Western Pallet Association is pleased to introduce Tyrone Konecny and Utah Lumber Company as a new WPA member. And while the corporate name is new, Tyrone, formerly of WPA member Konecny Brothers Lumber, is well known to many WPA members in terms of business relationships as well as for being a driving force for new member recruitment and chairing WPA’s new membership efforts.

Tyrone is joined at Utah Lumber Company by Charity Isakson and Mike Smith (Sales) as well as Brenda Makela (Controller). Tyrone will continue to provide exclusive mill sales for Goshen Forest Products and Saratoga Forest Management, in addition to other wholesaling services for customers. “More stays the same than changes,” Tyrone explained. Tyrone plans to spend more time on the ground, visiting customers across the West. Tyrone can be reached at 801-893-9900 (office) or 801-391-5736 (cell) or email: tyrone@utahlumbercompany.com. *Cont’d on Page 10.*
Utah Lumber Company is a new WPA member. From left to right: Tyrone Konecny, Brenda Makela, Mike Smith and Charity Isakson.

Lina Montes Recognized as Latina of Influence

The WPA is proud to report that Lina Montes of WPA-member G.O. Pallets has been recognized as a 2017 Latina of Influence by Hispanic Lifestyle. Montes along with the entire list of 2017 Latinas of Influence have been invited to participate in Hispanic Lifestyle’s 2017 Latina Conference taking place April 5 – 6, 2017 in Ontario, California.

The daughter of immigrant parents, Lina Montes was raised in Fontana, California, along with her two younger sisters. She holds a B.S. in Business Administration from the University of Phoenix, and is Vice President of the Democratic Women of San Bernardino County as well as a member of the Hispanic Inland Empire Chamber of Commerce.

G.O.Pallets, Inc. was founded by Lina’s father in 1984. As reported in the Hispanic Lifestyle report, “Since 2011 Lina, her sister Grace Flores and Lina’s husband Edgar Montes have grown the business from 15 employees to 26 employees. In 2014 G.O.Pallets, Inc. received business of the year from the Inland Hispanic Chamber of Commerce. Their sales have gone from 1million a year to over 2.5 million a year.”
Lina has also been extremely influential in the pallet community as a tireless advocate for a proactive approach to arson prevention. She is Secretary of the North American Pallet Association, a group she helped create to support California pallet businesses in addressing the ongoing arson problem in that state. Unfortunately, it is a problem which G.O. Pallets and too many other pallet operations have experienced first hand. However, thanks to awareness generated by Lina and others in conjunction with sharing best practices for arson prevention, hopefully the tide has turned.

WPA extends its best wishes to Lina on her accomplishment.

*Western Pallet Magazine would like to thank Annie Montey of American Pallet for sharing this story with us. Do you have good news to share? Drop a line to newsdesk@westernpallet.org.*
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North American Softwood Prices

Weekly softwood lumber prices to March 21, 2017 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.

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RM2 Wins First Place for IoT Award for Innovation

RM2 International recently was awarded first place for LTE-M (Long Term Evolution – Machines) innovation at the GSMA Global Mobile IoT Summit, part of the GSMA Mobile World Congress 2017, the largest global trade event for the mobile industry. LTE-M is the industry standard term for the suite of technologies and communication standards based on low power networks for machine-to-machine communication and the Internet of Things (IoT). According to RM2, this is a significant award, reflecting the huge potential of the powerful solution.

RM2 is one of seven dedicated partners testing AT&T’s LTE-M network and chipset technology alongside companies that are global leaders in their industries and household names.
“Molded Wood” Pallet Standard Created by ANSI

The first product standard for molded wood, “presswood” pallets was accepted last year by the American National Standards Institute (ANSI), according to an announcement by Litco International Inc.

Part 14 “Molded, Wood Based Composite Pallets” of the ANSI pallet standard, MH1 – 2016, “Pallets, Slipsheets, and Other Bases for Unit Loads” is now available.

The most recent ANSI document for the first time also contained standards for plastic pallets (Part 11), paper-based pallets (Part 12) and metal pallets (Part 13).

The ANSI standard is published by the Materials Handling Institute of Charlotte, North Carolina. The complete ANSI standard is available free to the public at mhi.org/free/8956.

Nationally recognized product standards developed by ANSI help buyers and sellers of products communicate. This standard represents the single best source of consensus specifications and information regarding the manufacture, use, and performance of heat molded wood pallets.

Litco International Inc., the source of the INCA Molded (presswood) pallet made in the USA, provided resource materials referenced in the standard. Gary Sharon, Litco’s Vice President, served as a member of the drafting working group.

Brambles Delayers Its Pallets North America Organizational Structure

Brambles Chief Executive Officer, Graham Chipchase, recently announced a streamlining of the organizational structure of Brambles’ Pallets North America business, which comprises pooled pallet operations Canada and the USA, the CHEP recycled business and the Pallecon North America business. This followed Brambles’ earlier announcement in February 2017 which detailed a Group-level organizational realignment with a flatter structure aimed at bringing the Brambles’ CEO closer to the businesses and enabling greater consistency of approach across the company.

The recent reorganization involved the following businesses, with their respective existing leaders subsequently reporting directly to the Brambles CEO:

- CHEP USA Pooled pallets and Pallecon North America businesses, led by Laura Nador
- CHEP USA Recycled pallets business, led by Tracy Scott
- CHEP Pallets Canada business, led by Paola Floris

“With this delayering of our Pallets North America organizational structure, I will be closer to the day to day operations and the leadership of our important North American businesses as we continue to focus on delivering for

Laura Nador: CHEP USA Pooled Pallets and Pallecon North America

our customers and shareholders,” Chipchase stated.

As a consequence of the organizational change, Kim Rumph, President, CHEP Pallets North America, was to leave Brambles with immediate effect.

“Since joining Brambles in February 2006, Kim has held a series of progressively more senior functional and operational roles, both with Group and regional responsibilities,” Chipchase added. “I thank Kim for her dedication and service, and convey our best wishes for the future.”

Click to read more.
Baillie Lumber Implements TradeSharp Platform to Automate Export Transactions

Baillie Lumber recently implemented a tailored version of the TradeSharp platform. The TradeSharp platform provides Baillie with workflow automation and document digitization eliminating inefficient paper and manual processes for completing complex trade documentation.

TradeSharp for Baillie Lumber is a fully integrated and configured private cloud solution enabling collaboration, adapted workflow and trade document compliance across the Baillie Lumber export document supply chain. TradeSharp connects all members of the Baillie Lumber team and drives efficiency and automation for thousands of export transactions every year.

“Trade Technologies unique combination of cutting-edge technology and a deep understanding of export trade documents and processes enabled us to automate and streamline numerous manual and time consuming tasks,” said Paul Santoro, Director of Information Services of Baillie. “These new efficiencies will scale to enable significant growth in Baillie Lumber’s export business over the next few years.”

“We are delighted to have partnered with Baillie Lumber to extend our industry-leading TradeSharp platform to automate the complex trade document process for forest products exports” said Kirk Lundburg, President and CEO of Trade Technologies, Inc. “Baillie Lumber’s commitment to continuous process improvement fits perfectly with our solutions and vision for automated and paperless trade document compliance.”

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EPAL to Terminate Its Exchangeability Agreement with the UIC

EPAL takes steps to shore up pool quality

One of the surest ways to sink a pallet pool is to allow its quality to deteriorate. Such a deterioration of pallet quality among UIC/EUR pallets (Euro pallets overseen by the rail system) has prompted the European Pallet Association (EPAL) to urge pallet users to cease exchanging EPAL Euro pallets for similar UIC/EUR pallets. UIC/EUR pallets that were manufactured before March 1, 2017, will continue to be exchangeable until the end of 2021 in the phased termination of exchange.

"EPAL can no longer guarantee that UIC/EUR pallets meet the demands that the industry, retail and logistics sectors justifiably place on the quality and safety of EPAL Euro pallets," warned Martin Leibrandt, CEO of EPAL. "In particular, the uncontrolled import of counterfeit UIC/EUR pallets endangers the quality and safety of the EPAL Euro pallet pool. According to research by EPAL, more than four million counterfeit UIC/EUR pallets from Ukraine circulate in the market, and this number increases all the time. East European gangs for the main part are increasingly counterfeiting UIC/EUR pallets, since it has become riskier to counterfeit EPAL Euro pallets due to the joint action of EPAL, customs authorities and lawyers. EPAL assumes responsibility for the quality and safety of the EPAL."

Since the exchangeability agreement between EPAL and the UIC was made in October 2014, EPAL states that the UIC has not taken suitable measures to protect the quality and safety of UIC/EUR pallets. In many countries, it notes, the UIC does not organize the exchange pool at all.

UIC Rejects EPAL Move

The two parties involved have agreed to disagree. EPAL's unilateral move was criticized by UIC. "The UIC member railways take a proactive approach on counterfeiting, and take all appropriate measures to stop fakes, in collaboration with national authorities – all the more so since they are not only the licence-issuers of EUR pallets but also use them for transshipment and in their own freight services," it stated.

"EPAL’s decision to terminate the agreement will jeopardise the pallet pool as an enduring, open solution which is advantageous in price terms compared to other systems such as pallet hire. Repealing the agreement will create uncertainty amongst users."

For its part, UIC and its member railways stated that they will continue to consider both pallet brands as equivalent and exchange them in future, stating, "we still believe in and will stand up for a borderless, barrier-free pallet pool."
LPR Opens First On-Site Sorting Service in France for Intermarche

LPR, a European rental pallet provider, recently announced its first customer-based depot location in France, although it operates a dozen similar initiatives across Spain (shown above), Portugal and the Benelux countries. LPR installed conveyors and a semi-automated sorting system. The customer will sort LPR pallets for shipment to Intermarche suppliers. "By sorting the pallets ourselves, we reduce the need to transport them to and from LPR’s service centres, and thus also reduce our environmental footprint," the customer explained.

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Further Reading

Scanner May Boost Lumber Industry

Making Sure That Lumber Measures Up

RM2 Pallet Company Exhibits for First Time at Expo Agro Sinaloa, Targets Food Supply Chain

Groupe D’aucy Goes for Quality Pallets with LPR-La Palette Rouge

RPA Looks Forward to PROMAT 2017

CHEP’s Progress Towards Zero Harm is Pure Gold: Safety and Sustainability Through Customer Collaboration

Upcoming Events


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

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