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WPA Member News
Debra Berry of Berry Industrial,
Ralph Rupert of Millwood, Sukhi
Brar of Advance Group and James
Ruder of L&R Pallet, PRS Group and
Challenger all featured.

Wood-Mizer Pallet Hawg®
Wood-Mizer introduces its Pallet
Hawg® pallet dismantling machine.

North American Softwood
Prices
Softwood price trend information, as
provided by NRCAN.

NWPCA Hires Kevin Richey
as Senior PDS Engineer
Virginia Tech grad has over 20 years
of software project experience.
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
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Other Features

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20  Unit Load Design Short Course Scheduled for August
22  Brambles Provides Glimpse of Digital Strategy
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Why Wood?

Wood packaging is recyclable. The recycling of wood pallets and wood packaging material is being accomplished at a very high level throughout North America.

Recycling takes place throughout the product use cycle. New pallet manufacturing is only one part of how pallets are used. The pallet usage cycle also involves recovery and reuse of pallets that are in good condition as well as the repair and reconstruction of damaged pallets. Pallets can also be dismantled and the lumber used to remanufacture new pallets.

**Wood Recovery Is Increasing**

With the application of grinding, wood pallets and components that are at the end of their useful life end up in fiber based products such as landscape mulch, animal bedding, soil enhancements, wood particle board or are used in bioenergy.

This model of reuse delivers wood packaging materials and pallets that make multiple trips before they reach the end of their useful life, therefore minimizing waste generation and reducing overall consumption of wood fiber.

**North America**

In 2011, 416 million new pallets were manufactured. In the same year, 474 million pallets were recovered out of which 326 million pallets were reused as pallets, with the remaining 148 million recycled to become other reprocessed products.

Use of recovered wood in pallet manufacturing is growing at a high rate while use of new lumber for wood pallets has remained unchanged. In 1992, recovered wood use was 1.02 billion board feet of lumber, in 2011, this number had increased to 5.25 billion board feet.

To claim that a product is recyclable there should be recycling facilities available to at least 60 percent of the consumers where the product is sold. In the United States there is a comprehensive network of pallet recyclers serving the industrial and retail marketplace that far exceeds the 60% requirement.

In Canada there are in excess of 80 recycling companies servicing every market sector in the country, far exceeding the 60% requirement.

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1 Trends in the Use of Wood Products for Distribution Packaging Cooperative Agreement No. 11-CA11330-02/13; Robert J. Bush; Department of Sustainable Biomaterials Virginia Tech Blacksburg, Virginia and Philip A. Arman Research Team Leader USDA – Forest Service Southern Research Station Blacksburg, Virginia April 2014 (Revised May 2015)


3 Search the NWPCA Directory and WPA Recyclers Directory

4 Search the CWPCA Recyclers Directory

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Choose the Sustainable Way

Promoting the use of wood-based packaging and pallets to users seeking sustainable, responsible and economical packaging solutions. NATURESPACKAGING.ORG
Putting People First: James Ruder Featured in Forbes

Attendees of the 2017 WPA Annual Meeting heard firsthand about the innovative approaches to employee relations and care that James Ruder has pioneered at L & R Pallet in Denver. James has made a point of hiring refugees along with offering other programs designed to help new employees succeed at work, at home, and in the community. L & R has been featured in Pallet Enterprise Magazine, and most recently, was featured in a lengthy interview with Forbes.

PRS Launches New Website

PRS Group Inc. has launched a redesigned website. This site follows a responsive design allowing ease of navigation from any device. It features pictures and videos of all the machines and much more.

The new website allows customers to purchase directly off the website. Any item from the used equipment inventory is available online. Customers can purchase other PRS equipment such as repair tables, nail jigs, and pry bars straight off the site. This new feature allows customers convenience to purchase when they need it in a quick and simple manner 24/7.

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


Westside Pallet Is Expanding

Westside Pallet is expanding the production and storage capacity at its California location with a new 3.5 acre expansion that will also include the construction of a pole barn. Westside was featured in this local article.

"The keys to the company’s success, according to company VP Caroline Beach-Skinner have been a dedicated, experienced workforce, a commitment to customer service and high quality standards.
Ralph Rupert, WPA director and manager of unit load technology for Millwood Inc., recently provided a glimpse into the "how" and "why" of the company's testing program.

"The Millwood lab is really developed as a service to our customers," Ralph explained in the video. "But beyond just our customers, we want to be a service to the industry, to better the use of pallets throughout industry, helping not only our customers but the industry to move forward in protecting our products as they move through the distribution system.

Last month, Ralph also gave a presentation at the ProMat 2017 show, entitled *Pallet Performance in Automated Storage Systems*. Click here to read a detailed report.

Duties: Sukhi Brar of Advance Group Interviewed

WPA director and CWPCA treasurer Sukhi Brar of Advance Group was featured in a national television interview in Canada and a related news story.

"We're just trying to keep our fingers crossed and be optimistic for tomorrow," Brar said in the interview.
Debra Berry, CEO of WPA-member Berry Industrial Group, recently graduated from the Monsanto Supplier Diversity Mentoring Program (MSDMP). (She is shown sixth from right). The MSDMP is an extensive development program designed to assist in the growth and sustainability of diverse suppliers. The program’s goal is to develop diverse suppliers (certified minority, women, persons with disabilities, veteran, or GBLT-owned businesses) that have the ability, capacity and skills necessary to grow, develop and manage their businesses profitably.

This is the second group of suppliers to complete the program, which launched in 2015. The MSDMP is considered a best-in-class program based on feedback from diversity supplier organizations and recognition by the editors of FORTUNE magazine.

Debra's participation in the program was life changing and she is forever grateful for the experience. "It was one the most valuable commitments I have made to my business and personal professional development. If you are truly committed to understanding business – both your own and the global environment - this program is transformational."
Wood-Mizer Introduces Pallet Hawg®
Pallet Dismantler

Wood-Mizer, a global manufacturer of wood processing equipment, has introduced a pallet dismantling bandsaw to their diverse and growing product line. Wood-Mizer now owns and manufactures the popular Pallet Hawg® pallet dismantling machine that has earned a worldwide reputation for being extremely durable and reliable through a simple and innovative design.

Pallet Hawg® expert, Brad Kirkaldy, has joined Wood-Mizer and brings decades of experience to the company's pallet recycling division. "Wood-Mizer is dedicated to providing the best in class equipment for a variety of timber and wood processing needs throughout the world," said Brad Kirkaldy, Wood-Mizer Pallet Recycling Product Manager. "The addition of the Pallet Hawg dismantler is yet another high-quality piece of Wood-Mizer equipment for the pallet industry that is backed by our established network of service and support."

The Wood-Mizer Pallet Hawg® PD200 Pallet Dismantler is designed for a full range of pallet recycling including pallet prep, repair, dismantle, and recovery. Due to the unique combination of high torque and low RPMs, the PD200 Pallet Dismantler has an expected blade life of 1,000 to 1,500 dismantled pallets per blade. Designed for one or two operators, the PD200 features a sturdy welded steel tube frame that firmly supports two pneumatic wheels. The bi-metal blade that cuts the nails to dismantle the pallet is powered by a 10HP electric motor with a gear reduction drive. A pneumatic table lift has preset heights to enable quick and convenient shifting between upper and lower cut points to easily remove stringer boards, blocks, and deck boards of a pallet.

For more information, contact Wood-Mizer Pallet Recycling Product Manager Brad Kirkaldy at 765.228.6775 and bkirkaldy@woodmizer.com or visit online at www.woodmizer.com/pallethawg.
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Viking Engineering and Challenger Pallet Featured in Pallet Enterprise

Be sure to check out the June issue of Pallet Enterprise to find out more about the long relationship between Viking and Challenger, Challenger’s leadership transition, and how the company is leveraging new equipment, in this feature written by Rick LeBlanc. Shown at right are Kelly Bennion, Cole Hegsted and Justin Hegsted, all of Challenger Pallet.
Get More Production AND Profit... Without Compromise!

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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.
NATURE’S PACKAGING® Now Registered, Updated NWPCA Logo

In April, the U.S. Patent and Trademark Office issued the Trademark Registration certificate for Nature’s Packaging®.

You can download the updated NP logo here.

It is important to use the symbol ® immediately after the mark. The ® symbol indicates to the public that the mark has been federally registered. If you currently include the Nature’s Packing® in your company’s material, or on your website, please update the material to reflect the change. If you’ve not yet integrated Nature’s Packaging® into your company’s information, this is the perfect opportunity to do so.

The NP logo allows NWPCA, WPA and CWPCA members to:

• Promote awareness of wood packaging and wood’s environmental benefits over other materials; expand the use of wood packaging.
• Recognize your company commitment to sustainability by using wood - an environmentally friendly resource that is both renewable and recyclable.
• Raise our industry’s profile by providing environmental information to customers, packaging specialists and packaging students on the benefits and opportunities associated with their wood packaging selection decisions.

NWPCA notes that it also has updated its logo, so if you are a NWPCA member, it might be an ideal time to refresh your company's messaging by updating both logos. The updated NWPCA logo "is a simple and clean, consistent message that encompasses both who we are, and what our organization does," it states.

NWPCA members may download the NWPCA logo here.

Here are a few ways to use such logos and let your customers and clients know that you are affiliated with leading wood packaging trade programs:

• Website
• Letterhead – in the footer
• Promotional material
• Printed ads
• Business cards

We all have a shared interest and responsibility in ensuring that our brands continue to be recognized as a symbol for the voice of the wooden pallet and container industry. Therefore, branding guidelines are provided at each logo download to answer any questions.
NWPCA Hires Kevin Richey

NWPCA recently hired Kevin Richey as Senior Software Engineer. He replaces Curtis Wilkes, who was recruited by GOOGLE to work in its Pittsburgh, PA office. Within this role, Richey will oversee software functions of the Pallet Design System™ (PDS), to include the software’s source code and supporting computer systems.

“I was attracted by the mission of NWPCA and the technology behind PDS. The software is fully integrated with LoadSync™ and FastenerSync™, making it the premier wooden pallet product specification tool, and I’m excited to be part of it,” Richey said.

Richey joins NWPCA from RackSpace, a managed cloud computing company, where he was responsible for an email hosting system that supported hundreds of thousands of people. A graduate of Virginia Tech, with 20 years of software development and project management experience, Richey is excited to stay close to his alma mater.
Loscam Launches in Taiwan, Celebrates Entry into 12th National Market

Loscam went with a green pallet rather than their regular red because a competitor is already using red in Taiwan.

Asia Pacific pallet pooling operator LOSCAM has commenced operation in Taiwan. Taiwan represents LOSCAM’s 12th strategic market entry in the Asia Pacific region and coincides with the group’s 75th anniversary.

With a head office situated in Taipei, the capital and commercial hub of economic activities including the logistics industry, LOSCAM targets to promote and drive its returnable packaging and pooling solutions to the larger national market eventually. Having inked partnership agreements with major supply chain and logistics organizations covering a wide spectrum of sectors, LOSCAM’s management is confident of fulfilling its strategic plans set forth for the Taiwan market.

“LOSCAM’s strategy is to fine-tune our solutions to fit into Taiwan’s mature supply chain model and palletised distribution network. Our objective is to facilitate smooth, focused and comprehensive logistic services and to be a transitional platform that supports our customers seamlessly move into the international stage,” said Patrick Chan, Director, Regional Business Development of SE Asia & Taiwan, in his welcoming speech.

Sirin Limpaitoon, President of the LOSCAM Group, in his officiating speech identified the theme of the night’s ceremony and the role LOSCAM plays with its entry into Taiwan, “‘Pool to Collaborate, Pool to Innovate’ is not simply a slogan to highlight tonight’s Opening Ceremony, it is the commitment we make and the determination we give to the Taiwan market: Through Pooling, We Collaborate; Through Collaboration, We Create.

“Taiwan is ranked amongst the largest economy in the international platform and a very important part of our integrated Asia Pacific network. We have full confidence in bringing further developments to logistics practice in Taiwan.”
MONTREAL – IPL Inc., a North American leader in products and plastic injection molded solutions in the food and industrial sectors, has made a bold move back into the reusable packaging for material handling space as well as establishing a West Coast presence with its acquisition of California’s Macro Plastics Inc. this week for US$150 million.

Macro is the largest manufacturer of rigid plastic bulk bins worldwide and is a market leader in providing value-added rigid plastic bulk packaging solutions to the agricultural and automotive sectors, and operates some of the largest bulk machines in North America. Headquartered in Fairfield, California, Macro operates three manufacturing facilities in California, Washington, and Kentucky with dedicated design and testing capabilities together with an international sales network. Macro offers a significant footprint for IPL’s expansion in the strategic US market and the growing South American market. Macro’s product portfolio is complementary to IPL’s existing business and is a significant step in One51’s strategy to become a leading global player in the rigid plastics market. In particular, Macro provides IPL with a strong presence on the US West Coast, a key growth target of IPL.

Read more about the Macro Plastics acquisition.
Unit Load Design Short Course
Scheduled for August 15-17

The Center for Packaging and Unit Load Design at Virginia Tech is proud to announce the 2017 Unit Load Design Short Course. The short course will be held at the beautiful Virginia Tech Campus in Blacksburg, VA August 15-17, 2017.

Learn About Unit Load Interactions

The short course is an excellent way to learn about the interaction between the components of unit loads. During the short course we will teach design techniques that pallet users and manufacturers could use to help the clients save money on corrugated board and plastic packaging materials by redesigning the pallets. With this knowledge the pallet manufacturers can offer cost savings to their customers without competing with the price of the pallet.

The short course is specifically recommended to wood pallet suppliers and sales professionals, professional responsible for pallet purchases, and to packaging engineers working with unit loads.

The short course will focus on the following topics:
- Effective and sustainable design of corrugated containers
- Pallet design and performance
- Fundamentals of interactions between packages and pallets
- Fundamentals of interactions between material handling equipment and pallets
- Principles of system based design
- Virtual unit load design and sustainability analysis using Best Load®

At the end of the short course, the attendees will have a chance to visit the facilities of the Center for Packaging and Unit Load Design and learn about the more than four decades long innovation in pallet design. More information about the short course can be found at http://unitload.vt.edu/education/continuing-education/.

About Best Load®

For the first time, the short course will feature Best Load® which is a state-of-the-art pallet and unit load design software developed based on the research conducted at the Center for Packaging and Unit Load Design at Virginia Tech. More information about the software can be found at http://www.whiteandcompany.net/best-pallet.html.
Help the Packaging Professionals of the Future

As part of the university, the Center for Packaging and Unit Load Design provides hands-on experience to the packaging professionals of the future through industry sponsored testing projects. Therefore, every project that the Center is working on improves the knowledge of our students and improves the quality of your future employees.

About the Center for Packaging and Unit Load Design

The Center for Packaging and Unit Load Design is an ISTA certified testing and research center which is responsible for many of the innovations in the area of pallet and unit load design since 1976. Our staff are highly trained packaging, pallet, and material handling professionals who utilize the interaction between the components of unit load to design more sustainable packaging systems. The Center is actively involved in the ISO, ASTM, and ANSI working groups to make sure that the latest innovations are included in the current version of the testing standards. You can find more information about the Center from the attached documents.

For more information about the Center, please visit us at www.unitload.vt.edu. Looking forward to meeting with you in our short course.
Brambles Company Provides Glimpse of IoT Strategy

BXB Digital Speaks at Automotive Logistics Supply Chain Conference

Shankar Jayaraman Senior Director BXB Digital was one of the several accomplished speakers at the recent Supply Chain Conference, hosted by Automotive Logistics Magazine in Atlanta. To take a step back, BXB Digital was launched by Brambles (CHEP parent) in February 2016. At that time it was tasked with exploring opportunities for:
- internal customers, e.g. where solutions like asset tracking can help make Brambles' businesses more efficient, and
- external customers, e.g. where asset tracking can help customers better manage their inventories and, over time, also where Brambles can harness the data to which we have access as a result of our strong network positions to bring new and improved solutions for customers.

It was also asked to review existing or ‘in-development’ IoT solutions within the company such as those at CHEP-TRAC to determine which ones might be scalable. Fifteen months later, BXB Digital, the Silicon Valley-based branch of Brambles Ltd., parent of CHEP and IFCO, employs around 40 engineers and data scientists, according to Jayaraman.

“We endeavor to deliver digital solutions that increase the visibility of supply chains and the solutions required at the intersection of people, processes, and tools,” he said. Of course, he added, such solutions would initially be built in conjunction with the existing Brambles network, which comprises more than 550 million mobile assets globally, supported by 850 service centers and 14,000 employees. In his presentation, he did not offer any specifics regarding the

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application of technology to CHEP’s mobile assets in order to achieve visibility.

“We can go from monetizing ownership of assets to monetizing information,” Jayaraman said. “Go from optimizing a pipeline to managing shared resource allocation using a digital platform. Go from siloed value creation just for a single firm to creating value for the whole ecosystem.” He presented examples of the switch from physical assets to digital, such as from taxi to Uber and from the hotel to Airbnb.

Jayaraman uses the term Supply Chain as a Service (the term seems to first appear in the literature in 2013) to describe offerings that will be made possible by switching the focus to digital solutions. The most promising early opportunity for Supply Chain as a Service, Jayaraman reiterated, is visibility. “Where are my goods or assets and how are they doing. And how long have they been where they’ve been. And even to generate this level of visibility, the first question is, does the customer even care?” he asked.

Jayaraman said the multi-million dollar question is whether visibility can be monetized in terms of when, how and who will pay for it. “Initially, maybe it is a cost of doing business, but over time, as we show value through the visibility and information, there is an opportunity for everyone to capture value.”

Read more complete coverage here.

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**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)