Western Pallet
Magazine

Special Reports from the FEFPEB Congress and the NWPCA Plant Tours

- Member News
- CP Pallets
- Pallets for Palates
UPGRADE YOUR TURBO 505!

Horner OIU

12 Inch Color Touch Screen

Old PLC

Upgraded PLC

We Bring Efficiency To You

Installed by a Viking Field Rep
Quick, 2 day install
Tech equivalent of a new Turbo 505
Compatible with Turbo Pro Plus software
Improved reliability, easier service & training

HAPPY HOLIDAYS from your friends at Viking!
The ONLY Patented Grind & Color System

Rotochopper is driven by customer focused innovation and continuous improvement, incorporating the latest technological advancements into our machines. The patented grind and color system remains the ONLY "Perfect in One Pass™" solution. It was the first and the best. Now it's better.

Introducing Rotochopper's 2nd generation patented grind and color system with superior one pass coverage and technical user-friendly improvements. Now the best is even better.

Contact us today to learn how Rotochopper's 2nd generation grind and color technology can maximize the margins of your mulch operation.

320-548-3586
www.rotochopper.com

GRIND & COLOR SOLUTIONS
WPA Member News
WPA new members, All Good Pallets introduction, Pallet Services donation.

NWPCA Plant Tours
Lindsey Shean and Carolyn Beach provide reports from Houston.

North American Softwood Prices
Softwood prices listed as of October 24, courtesy of NRCAN.

reLogistics Expansion
reLogistics has announced the opening of yet another new location, this one in Ft. Worth.
Membership Drive

This year's membership drive is already in motion.

---

PRE-OWNED MACHINERY FROM PRS

“PRS Group’s used machinery division has been a great resource for us, we’ve acquired several pre-owned machines at bargain prices, and cashed in idle surplus machines that we had no further use for.”

Terry Rodino
Recycled New Pallets
Elkhart, IN

CONTACT US TODAY TO FIND OUT HOW WE CAN ADVANCE YOUR BUSINESS THROUGH AUTOMATION

866-546-8864
PRSGroupInc.com

Stackers - Conveyors - Dismantlers - Trim Saws - Band Saws - Splicers - Platers - More

North American FOREST PRODUCTS LTD.


Toll-Free: 1-877-666-0220 | Email: info@naforest.com | Website: www.naforest.com

NOVEMBER 2017
Cover Story:
FEFPEB Congress report from historic Maastricht.

Other Features

18 Slower Inventory Turns
21 Pallets for Palates Charity Campaign
22 Long Fire Season Results in Tight Log Supply
23 Requirements for WPM Entering Canada from the U.S.
25 PURE Bioscience Partners with iGPS
27 EPAL to Provide Quality-Assured CP Pallet Oversight
28 Loscam Opens New Service Facility
30 Eirebloc Increases North American Activity

Western Pallet Advertising Sponsors

Advance Lumber
All Good Pallets
Go Fast Manufacturing
Helluva
North American Forest Products
Northwest Hardwoods
Pallet Machinery Group

PLIB
PRS
Rotochopper
Timber Products Inspection
Viking Engineering & Development
White & Company
Who will win the trophy and the cash?

1st place - trophy & $250
2nd place - $150
3rd place - $100
Awarded at the 2018 annual meeting.
Cash awards split if tied.

Each year WPA has a membership contest. The member bringing in the most new members will be awarded a cash prize at the Annual Meeting and hold the membership trophy for the year. Help grow the friendliest Association in the West. Invite and encourage your business associates to join the Western Pallet Association – and attend the annual meeting!

How? It’s easy. Refer your associates to membership at www.westernpallet.org where they can join online.
WPA New Members

The Western Pallet Association is pleased to announce the following new members:

George Frack Jr  
Nazareth Pallet Co.  
800 Held Drive  
Northampton, PA 18067  
Ph: (610)262-9799  
Fax: (610)262-7190  
Web: www.nazpallet.com  
Email: georgefrack@nazpallet.com  
Sponsor – Ken Hess, Smart Products

Scott Peterson  
Quality Supply LLC  
5725 Bravo Avenue  
Reno, NV 89506  
Ph: (775)972-8500  
Fax: (775)972-0210  
Email: quality123@prodigy.net  
Sponsor: Trace Sutter, Spokane Forest Products

AJ Cheponis  
Pallet Consultants  
810 NW 13th Avenue  
Pompano Beach, FL 33069  
Ph: (954)520-9220  
Web: www.palletconsultants.com  
Email: aj@palletconsultants.com  
Sponsor – Rick LeBlanc

Jeff Myren, Jim Myren  
BenchMark Knife & Saw  
760 Commerce Avenue  
Longview, WA 98632  
Ph: (360)577-4361  
Fax: (360)577-0899  
Web: www.benchks.com  
Email: jeffmyren@comcast.net, jim@bench.comcastbiz.net  
Sponsor: Randy Panko, Wood-Mizer LLC

Dustin Norris  
Smith Sawmill Service  
181 CR 4763  
Timpson, TX 75975  
Ph: (936)254-3161  
Web: www.smithsawmillservice.com  
Email: dustin@smithsawmillservice.com  
Sponsor: Randy Panko, Wood-Mizer LLC

John Lance  
Warner Mountain Lumber Inc.  
101 Steam Dr  
Alturas, CA 96101  
Ph: (530)604-1159  
Email: johnlance49@gmail.com  
Sponsor: Trace Sutter, Spokane Forest Products
All Good Pallets Joins Western Pallet Association

"Superior Quality, Innovative Solutions"

"Thirty-three years ago my father (Jesse) and his brother (Jack) turned their dreams of becoming business owners into reality along with the help of their nephew (Ron)," writes Hanson Nagra of All Good Pallets Inc. "As immigrants to the United States they came here looking for opportunity and freedom, and they found just that. In 1984, they founded All Good Pallets in Hayward, CA."

As a child and teen, Nelson spent many of his weekends helping his dad and uncles around their pallet yards, learning the trade. Nowadays, he still can be found at the company's pallet yards on the weekends, but as acting manager for all of its Bay Area locations.

"Over the past 33 years All Good Pallets has grown to become one, if not the largest, distributors of pallets and related services in California," Nelson reports. "While much has changed over the past three decades, our mission is the same; to provide our customers with superior quality products, innovative solutions to fit their pallet related needs, and to offer an unrivaled customer service experience. At All Good Pallets YOU are our number one priority. "

Tried & True!
Set The Pace With An MZL Stacker
Increase Production, Reduce Labor Fatigue & Work Related Injuries.
Call For More Information

Hanson Nagra
Call: 510-335-5867
email: agra@pacbell.net
Mailing Address:
PO. Box 1585
Newark, CA 94560-1585

Newark:
6756 Central Ave.
Newark, CA 94560
510-794-4700 Bus
510-794-4702 Fax

Stockton:
1035 Diamond St.
Stockton, CA 95205
209-467-7000 Bus
209-467-7260 Fax

For more info: www.allgoodpallets.com

NOVEMBER 2017
NWPCA's Fall Plant Tours took place November 8 and 9 in Houston, Texas. Plant tours are a great way to experience different approaches while networking with industry peers. We caught up with Carolyn and Lindsey after the tour.

**Carolyn Beach:**
This was the second Fall tour that I have attended. And it is a great way to see how others in the industry operate. It's a way to learn new techniques and see machinery that we might not have or use. It was especially impressive to see how a packaging company packages their product and stacks them on pallets. It was a super clean facility and almost all fully automated. We see our pallets leave by the

*Continued on Page 15.*

L to R: Kathleen Dietrich, WPA Immediate Past President, Lindsey Shean, WPA Vice President, and Carolyn Beach, WPA Past President, were recently featured in a Pallet Central cover story. They took a moment to pose with the magazine during the Houston Fall Plant Tours.

To read the Pallet Central coverage, click here.
North American Softwood Prices

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

---

Design and Structurally Analyze Your Pallets with **Best Pallet™**

- Most Affordable ➔ Only $995 for two installations
- Most Sophisticated ➔ 3D Spaceframe FEA models
- Most User Friendly ➔ Logical Automation
- No Restrictions ➔ Freely use software outputs
- Trusted Brand ➔ Based on 37 years of research in collaboration with Virginia Tech
- Fully Flexible ➔ Design/analyze any stringer/block pallet
- Integrated ➔ Export your design to **PalMate™**
- Upgrade Discount ➔ **Best Load™** for unit load design/analysis
- Produce cutting bills and shipping load layouts with ease

For more information, demonstration, and leasing, visit us online at:

techsupport@bestloadpackaging.com • 855-552-1158

www.whiteandcompany.net

---

NOVEMBER 2017
Take a moment right now to renew your WPA membership for 2017-2018. It is as easy as clicking on the WPA membership link!
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
Get More Production AND Profit... Without Compromise!

In Today's Market, You Need Equipment That Requires Minimal Investment Yet Help You Stay Ahead Of The Competition.

Go Fast, Produce Fast, Profit Fast!

CHOPSAWS

- 24” CARBIDE BLADES - STANDARD
- 26” BLADES AVAILABLE
- 6 X 10 CAPACITY
- 7-1/2 HP MOTOR — STANDARD
- 10 HP MOTOR AVAILABLE
- MANUAL AND AUTOMATED MODELS

RESAWS

- PRODUCE PALLEL LUMBER, SLAB RECOVERY, FENCE BOARD, LAPP SIDING & SHINGLES
- NEW - POWERED BELT RETURN
- QUICK AIR TENSION SYSTEM
- HEAVY DUTY ARBOR BEARINGS
- ENCLOSED HYDRAULIC PACK
- ADD BAND HEADS AS YOU NEED THEM

GRADE SYSTEMS

- 16” x 18” x 16” CAPACITY
- 30 HP GRADE RESAW
- 30” BANDWHEELS
- COMPUTER CONTROL SETWORKS
- SAW POSITION DIGITAL DISPLAY
- HEAVY-DUTY FRAME CONSTRUCTION

DEDUTERS

- HYDRAULIC DRIVEN BOARD KNOCKER PREVENTS NEARLY ALL JAMS
- 0-700 FPMI — VARIABLE SPEED
- CHANGE FOR BOARD THICKNESS IN UNDER 60 SECONDS!
- SIDE DESBERRING BRUSH OPTION

STACKING RACKS

- STRAP CHANNELS MAKE BUNDLING BUNDLES EASY
- SIMPLY OPEN THE DOOR FOR FORKLIFT ACCESS
- CASTERS AVAILABLE
- CUSTOM SIZES AVAILABLE

DOUBLE-END TRIM SAW

- 20” BLADES - STANDARD
- VARIABLE INFEED CHAIN SPEED
- PRECISION LASER GUIDES
- SIMPLY ADJUST LENGTH OF CUT WITH THE TOWN OF A HANDLE
- INCLINED WASTE CONVEYOR OPTIONS

Be Sure To See What’s New On Our New Website! www.gofastmfg.com

1-800-854-7439

E-Mail: sales@gofastmfg.com • Fax: 920-227-1961

We Have New and Refurbished Units Available

Notcher Systems • Single-End Trim Saws • Custom Equipment
Houston Plant Tours Provide Pallet Market and Customer Perspectives (Cont'd)

Continued from Page 10.

truckload to our customers and so it was nice to see how they are used in manufacturing settings.

Lindsey Shean:
The most interesting part of the tour for me, was seeing how large the new pallet market is in that area. Out in our Western regions, we have such a large market for recycled GMA pallets, while much of what I saw in Houston, was custom sized new build. What I enjoyed most was seeing all of the lumber milling going on at the facilities visited.

To our WPA membership who weren’t able to make the trip: I think this is a huge benefit to our industry to see what other operations are doing, sharing ideas and finding ways that we can work as an industry to solve common issues. It is very refreshing to find new ways to do things and incorporate those efficiencies within your own operations.

Equipment for Texas Flood Relief

WPA-member Pallet Services recently funded one complete Aquamira Divvy system for efforts in Texas during that crisis. The cost of the system was roughly $7,000 and the entire crew of Pallet Services did their part to help fund the system.

Gary Cruikshank, CEO of Aquamira, stated, "Your DIVVY went to a great location. It went to a location that does meals on wheels for seniors in Beaumont. They were doing 1700 meals per day before the hurricane cut off their water supply. It was a heart breaking story because these people not only rely on this organization for nutrition but they are also often their main human contact. Many were extremely scared, hungry and very often without power as well. They were so grateful and totally shocked at your generosity."

"Paul and I are very proud of our team for helping us support relief efforts in Texas," stated Travis Huisman of Pallet Services.

"I know others in the industry are helping immensely and that is very cool."
reLogistics Expands Again

Last month we reported that WPA member reLogistics Services had opened a new facility in Memphis, Tennessee.

Now it has announced its new Fort Worth Reverse Logistics Center, located in the rapidly growing distribution hub near Alliance Airport. The 60,000 square foot facility has 20 dock doors and an automated pallet sortation machine to meet anticipated high volumes. Initially, the facility will employ 18 employees to sort pallets, RPCs, break pack boxes and other returnable and reusable packaging. The site is also equipped with a cardboard baler.

“We are pleased and proud that our business has grown so much in the Dallas-Ft. Worth metroplex allowing us to expand into an additional location in Fort Worth” stated Mike Hachtman, President, reLogistics Services. “This location, combined with our existing Reverse Logistics Center in Dallas, will give us greater ability to service our customers across North Texas and support their growing use of reusable transport packaging.”

Are you registered for the 2018 WPA Annual Meeting?

The 2018 WPA Annual Meeting runs Jan. 12 - 16, 2018, Rancho Mirage, California. Follow this link to register or find out more.
Above: reLogistics management team visiting the new facility, also shown at right.
Slower Inventory Turns

Watch for pallets to take a little bit longer to work their way through supply chains. Logistics Management has released its 2017 Warehouse/Distribution Center Survey. While changes related to e-commerce growth are ongoing and predictable, one item of note was that inventory turnover had decreased in 2017 to 8.5 turns, down from 9.2 in 2016—a trend of potential interest for reusable pallet providers.

Don Derewecki, a senior consultant with St. Onge Company, offered a few reasons for the decrease, including the low cost of financing, which makes it less expensive to carry more safety stock. Also, he noted the widening of the Panama Canal and enhancements to some U.S. ports have “tended to increase the volume of cargo that can be imported at an attractive cost.”
Follow this link to reserve your table-top display space and view the meeting room map. Only 3 left!

ATTENTION
ALL WPA MEMBERS!
Reserve your table-top space now!

WPA Annual Meeting
January 12-16, 2018
Rancho Las Palmas Resort & Spa
Rancho Mirage, CA

OPEN THIS YEAR TO ALL WPA MEMBERS!
You can expect an outstanding lineup of speakers on topical issues, plenty of time to network with old and new members at receptions dinners, and golf.
Exhibit space is limited. Sign up for exhibit tables opens September 11, 2017.

Exhibit Cost
• $300 - Until November 1st
• $400 - After November 1st

Exhibit space includes a skirted, 8’ table arranged around the periphery of the meeting room.
Additional amenities will be available through the Rancho Las Palmas Resort & Spa and are the responsibility of the Exhibitor.
• Exhibitors must be members of WPA with dues current, sign up and pay for an exhibit space, and pay the annual meeting registration fee - online meeting registration opens October 1st.

Exhibit Schedule
• Saturday, January 13th - 5:00 - 6:30 PM - Exhibit Showcase during WPA welcome reception
• Sunday, January 14th - 7:00 - 8:00 AM - Exhibit Showcase during WPA breakfast
• Sunday, January 14th - 12 Noon - 1:00 PM - Exhibit Showcase during lunch
• Monday January 15th - 8:00 AM - 9:00 AM - Exhibit Showcase during WPA breakfast

Set-up starts at 12:00 Noon, Saturday, January 13th, and should be ready by 5:00 PM, just in time for the welcome reception. Breakdown can start after 11:00 AM, Monday, January 15th, and be cleared by 2:00 PM.

NAME
TABLE # REQUESTED
1st Choice
2nd Choice
3rd Choice
COMPANY
ADDRESS
CITY
STATE
ZIP
TELEPHONE
EMAIL

Bill Me [ ]
VISA MC AMEX [circle one]
Charge to Credit Card #:
Expiration Date:
Security code (back of card):
Purchase Order # (if applicable):

Western Pallet Association
Phone: [360] 335-0208
Fax: [360] 835-1910
Email: wpa@westernpallet.org
Website: www.westernpallet.org
Follow this link to download the auction donation form.

ATTENTION

WPA MEMBERS!
Be a part of WPA’s Auction!

WPA Annual Meeting
January 12–16, 2018
Rancho Las Palmas Resort & Spa
Rancho Mirage, CA

Start 2018 with an outstanding lineup of speakers on topical issues, exhibits, and plenty of time to network with old and new members at receptions, dinners, and golf. Online meeting registration opens October 1st.

Be an Auction Donor!

Purpose – All auction income benefits “Nature’s Packaging” – a program of The Pallet Foundation.
Entertaining – Auctioneer is the entertaining Bill MacCauley, of John Rock, Inc. You’ve witnessed his talent at NWPCA meetings and at the WPA annual meeting last year.
And it all happens during the annual meeting of the industry’s friendliest association.

January 14, 2018
Rancho Las Palmas Resort & Spa
Rancho Mirage, CA

To donate auction items, call or email the WPA office:
(360) 335-0208 • wpa@westernpallet.org
Need not be present to donate.

Western Pallet Association
Phone: (360) 335-0208
Fax: (360) 835-1910
Email: wpa@westernpallet.org
Website: www.westernpallet.org
Pallets for Palates Campaign in Support of Operation Smile

Email an upcycled pallet photo to Berry Industrial and they will donate $10 to Operation Smile.

Each year during the holidays WPA member Berry Industrial donates to a charity on behalf of its valued customers and suppliers. This year the company decided to continue that tradition but wanted to make things a little more creative and involve more people.

The charity chosen by Berry Industrial this year is Operation Smile. It is proud to support Operation Smile’s vision to create a world where no child suffers from lack of access to safe surgical care. As an Operation Smile Business Ambassador, Berry Industrial is helping to heal the smiles of children around the world through safe cleft lip and cleft palate surgery. Every 3 minutes, a child is born with a cleft lip or cleft palate, and may suffer from hunger, thirst, difficulty with speech and social isolation. Since 1982, Operation Smile has given over 250,000 children and adults born with cleft lip and cleft palate the free surgery and medical care they could not otherwise afford.

Pallets for Palates. "We wish to invite our customers and suppliers to submit a photo to us depicting a clever use of a wooden pallet – whether it be pallet furniture, pallet art, etc.," the company writes at its website. "For every picture we receive, we will donate $10.00 to Operation Smile (up to $15,000). You don’t need to be the creator of the pallet furniture/pallet art, you simply need to e-mail us a photo at berryinfo@berryindustrial.com! It’s that easy! Please let us know in your e-mail submission if you do not wish us to publish your name and/or company name with the photo and we will be mindful of your request."

Berry Industrial plans to display all the photos on its website with a tally of the funds raised so participants can track the campaign's progress.

Visit the Berry Industrial Group website to find out more.

Berry Industrial has named their campaign
Long Fire Season Leads to Log Inventory Pressure

Sawmills and pulpmills in the U.S. Northwest have been struggling to build log inventories for the winter season because of the unusually long fire season this year, according to the North American Wood Fiber Review.

Increased competition for small-diameter logs in the four states of the U. S. Pacific Northwest has resulted in a higher share of logs being consumed by sawmills, thus leaving many pulpmills with low log inventory levels going into the 4Q/17.

Overshadowed by BC’s unprecedented wildfire season, the U.S. states of Washington, Oregon, Idaho, and Montana also experienced a significant and disruptive wildfire year.

By early September, almost two million acres of forest and rangeland had burned in the U.S. Northwest. Harvest operations across the four states have been hampered by restrictions on operating hours, disruptions in transportation, and loggers diverted to fighting wildfires. In Montana, several sawmills had to close operations intermittently in the 3Q/17 due to the proximity of wildfires. Full harvest operations resumed after late September rains, though whether there was sufficient time to replenish sawlog and pullog inventories before winter conditions set in remains the key question for many log procurement managers this fall.

Unlike BC and its large provincially-owned commercial timber base, the loss of burnt timber on U.S. federal forests has had little impact on the availability of timber with the exception being Montana, where regular timber sales from federal lands have proven crucial to selected sawmills. In general, however, the U.S. Forest Service timber sale program provides minimal sawlog or pulplogs volumes to the forest industry in Western U.S.

With lower harvest levels in the Northwest due to wildfire-risk constraints, local sawmills expanded their procurement into small-diameter chip-n-saw grades and higher quality pulplogs that typically would be used by the region’s pulpmills. This less valuable log source, resulting in lower lumber yields, has still been profitable for many sawmills thanks to the high prices for softwood lumber during 2017.

The increased competition for small-diameter logs has resulted in a dwindling supply of traditional pulplogs normally available for pulpmills and independent chipping operators, with pullog inventories in August reaching their lowest level since the 2Q/14. The low level of pulplogs in the region’s pulp industry this late in the season is a major concern among wood fiber managers in the US Northwest as they seek to build adequate inventory levels of logs for the winter season when residual chip supply
Wood Packaging Material Entering Canada from the U.S.

If you need guidance on solid wood packaging requirements for entry from the U.S. into Canada, including wood pallets, TP recently outlined the requirements in its November 2017 newsletter. WPA member Timber Products Inspection (TP) is an independent, third party wood products inspection, testing and consulting company. TP’s corporate office is located in Conyers, GA, with an additional facility in Vancouver, Washington. The company provides professional forest inspection services to most of the wood products industry.

Canada Bound WPM Review

In 2005, an exemption was established for the movement of wood packaging material (WPM) from the U.S. to Canada. In speaking with Tyrone Jones, USDA Director of Forest Products, this standard works conversely between the two countries and for review, the exemption specifies in part:

- All WPM entering or transiting Canada except wood of U.S. origin entering from the U.S., must be heat treated or fumigated and be marked with an approved logo (IPPC Mark) certifying that it has been treated.
- Shipments containing non-compliant WPM will not be allowed to enter Canada.
- This exemption applies only to the “Continental United States”. Wood from Hawaii and U.S. territories is not included in the exemption.

In the U.S. Northwest as they seek to build adequate inventory levels of logs for the winter season when residual chip supply from the lumber industry typically declines.

The North American Wood Fiber Review (NAWFR) has tracked wood fiber markets in the U.S. and Canada for over 30 years and it is the only publication that includes prices for sawlogs, pulpwood, wood chips and biomass in North America. The 36-page quarterly report includes wood market updates for 15 regions on the continent in addition to the latest export statistics for sawlogs, lumber, wood pellets and wood chips.

NOVEMBER 2017
a declaration is required to document the origin of the wood used to build the WPM as being sourced from the Continental United States.

A declaration is not required on:
- ISPM 15 conforming WPM with all material having proper IPPC marks (U.S. or foreign).

A declaration is required on:
- WPM constructed from wood of Continental U.S. origin with no marks.
- ISPM 15 conforming WPM with foreign IPPC markings shipped along with unmarked WPM constructed from wood of Continental U.S. origin. (Without this declaration, the unmarked pallets will be considered not of U.S. origin and denied entry into Canada.)

On Repaired WPM:
- Repaired WPM not of U.S. origin will need to be treated and IPPC marked to legally gain entry into Canada from the U.S.
- Companies trying to send repaired WPM with obliteration marks into Canada will need to have enough knowledge of the wood origin to convince Canadian Customs it is U.S. or Canadian sourced. Since this will be almost impossible with properly obliterated marks, it will be best to treat and remark the WPM.
- Repaired and untreated WPM with obliterated marks attempting entry into Canada could be considered a sign of fraud by Canadian Customs even with a declaration and entry may be denied.

It is important that facilities and their customers are aware of this standard in order to avoid costly delays at the border and potential loss of business. For more information, visit http://www.tpinspection.com/.

ISPM 15: Canada’s “DRACONIAN” Rules for non-compliant wood

Milgram, a freight forwarding company, cautions in a recent article that evidence of insects at a Canadian port of entry may require the container be fumigated and exported back to the country of origin. While such actions might seem obvious, Milgram says there is a catch. “The CBSA/CFIA requires the container to be fumigated with methyl bromide before it is exported,” the story notes. “And right now, there does not seem to be any methyl bromide in Canada.” As a result, one load had been held since October 6. Click here to read more ISPM 15 news.
PURE Bioscience Announces Partnership with iGPS Logistics

PURE Bioscience, Inc., creator of the patented, non-toxic silver dihydrogen citrate (SDC) antimicrobial, has signed an agreement with, and received an initial order from, iGPS Logistics, the leading plastic pallet pooling service provider in North America. PURE® Hard Surface disinfectant will be used as a new, more effective, time-efficient sanitization solution.

In PURE’s proprietary solution, EPA registered PURE Hard Surface will be mist-spray applied to the surfaces of plastic pallets inside a trailer to quickly eliminate microorganisms and prevent cross contamination. Test results demonstrated rapid efficacy (consistently over 96% reduction in bacteria counts), coupled with a highly favorable safety profile.

“The testing results from this new process on our plastic pallets are truly extraordinary,” said Jeff Liebesman, CEO of iGPS Logistics. “Through our partnership, we can now offer customers a level of hygiene and peace of mind far beyond all industry standards or current capabilities. We look forward to a blossoming partnership with PURE Bioscience.”

The newly developed PURE pallet sanitization solution helps food transportation operations to comply with the Food Safety Modernization Act (FSMA) requirement that transport equipment be sanitized to prevent food contamination. The use of plastic pallets continues to expand in the food industry and they are increasingly required by leading processors and retailers. Pallet sanitation is becoming a critical component of any food safety plan to prevent cross-contamination.

This initial sale supports start-up operations in five of 15 iGPS pallet pooling centers. PURE expects follow-on orders, as well as rollout to the balance of the iGPS system, in the coming months.

Hank R. Lambert, Chief Executive Officer of PURE Bioscience, Inc., said, “Our agreement to provide iGPS with our new food transport sanitization solution marks PURE’s entry into a new $50M+ US food transportation sanitization market. iGPS is a blue chip customer and we are proud to be partnered with an industry leader, clearly dedicated to innovative, world-class supply chain and food safety solutions.”

Unique Pallet Sanitization Solution
- Quickly kills germs including Listeria, Salmonella and E. coli
- Rapid application reduces downtime
- EPA registered, no rinse required – food contact surface sanitizer and disinfectant
- Odorless and non-irritating
- Ready-to-use; offers 24-hour residual protection (Cont’d on Page 26)

In September, iGPS Logistics announced that it now offers the capability to deliver...
In September, iGPS Logistics announced that it now offers the capability to deliver direct food contact level safety for its pallet customers. The revolutionary method applies a food contact surface sanitizer to iGPS plastic pallets, reducing contaminants by an average of 96%.

The Food Safety Modernization Act (FSMA) requires transport equipment, such as pallets, to be cleaned and sanitized to prevent food from becoming contaminated. Industry experts have stated that 5,000 – 10,000 CFU (colony-forming unit of Aerobic Plate Count bacteria) per sampling swab are acceptable levels of sanitization for pallets. Testing on the sanitized iGPS plastic pallets showed consistently at less than half these minimum acceptable levels.

According to Liebesman, iGPS offers sanitized pallets as well as washed pallets as upgrades from its basic rental service. It also provides trailer washing for companies picking up pallets at one of its 15 locations.
EPAL Expands to Include Chemical Pallets

With the maxim “the chemistry is right”, the European Pallet Association e.V. (EPAL) has announced the launch of the independently quality-assured EPAL CP pallet. This move expands EPAL’s existing and highly successful pallet portfolio with nine more quality-assured wooden pallet products in order to play a supporting role in the chemicals industry and elsewhere.

EPAL is applying its recognized and proven system of standardization and independent quality assurance to the popular chemical pallets and in so doing, closes a gap in the chemical industry’s logistics chain.

In the past, price competition and the lack of independent quality assurance have often meant that chemical pallets have not met the requirements for the safe transport of chemical products. EPAL stated that is has often been asked by stakeholders of the chemicals industry, why there were no EPAL chemical pallets. With the new launch, EPAL is now satisfying this demand for safe chemical pallets.

Starting in January 2018, EPAL CP pallets produced in accordance with EPAL Technical Regulations will be available on the market. All EPAL CP pallets are treated in compliance with ISPM 15 standard and suitable for the international movement of goods.

The market launch will take place in all countries across the world in which EPAL-licenced pallets are produced and reconditioned/repairs.

Martin Leibrandt, CEO of EPAL, stated, “I am pleased that EPAL has been able to satisfy user demand and add an important new component to the existing quality wooden load carrier offering. It is now up to users with their demand for EPAL CP pallets, to also count on independently tested quality, safety and sustainability in the chemical industry’s logistics chain.”

Martin Leibrandt, EPAL CEO
Loscam Opens Brand Facility in Sydney’s Erskine Park

Loscam’s Executive and regional management team, together with over 100 valued guests gathered at Erskine Park Sydney for Asia-Pacific’s largest pallet pooling company’s latest depot opening in Australia.

Strategically located at the arterial roads of the M4 & M7 and within close proximity to many of their major local customer base, the facility is expected to enhance operating efficiency, including immediate improvement in truck loading/unloading turnaround, repair capabilities and flexibility in managing Loscam’s growing range of products.

Occupying a total area of 4.18 hectare, this 4,400 sqm depot improves Loscam’s local repair capacity by more than 50% and with a storage capacity exceeding 280,000 pallets. Quality assurance and environmental protection aspects are incorporated into the design of the facility in addition to the improved necessities including a segregated plastics wash bay.
plastics wash bay supported by rainwater catchment system, an eco-friendly 600sqm office and LED lighting throughout.

A new and fully automated repair line with a quality checking system allows equipment repair in a time efficient manner, and more importantly meeting the lofty quality benchmark set by Loscam Australia’s 3500 customers.

Erskine Park is Loscam’s second new facility opened in Australia this year after the Richland depot in Brisbane just 3 months earlier.

In addressing the guests gathered for the opening, Daniel Bunnett, Loscam’s Executive Vice President of Australia & New Zealand, stated, “This key investment further strengthens Loscam Australia’s capability to serve our growing customer base and product range. It also allows us to meet the quality expectations of the market as our customers embrace more automation within their warehouse operations.”
Maastricht, the Netherlands – Almost 25 years ago the Treaty of Maastricht was signed, noted Rob van Hoesel, President FEFPEB, “charging the European Union in higher gear: expanding of EU member states and the introduction of the euro currency.” The symbolic importance of Maastricht in the European unification effort past and present was palpable over the three day Congress. Today, the future of European unification seems much less certain, given Brexit and other political events. In the future, van Hoesel posed, “will there be a competitive European manufacturing industry to be served by our pallet and packaging companies?”

The Congress, set in the beautiful and historic city of Maastricht, was hosted by EPV, the Dutch wooden pallet and packaging industry association. Maastricht is truly international in flavor, located in the southern tip of the Netherlands, mere miles from both Belgium and Germany.

**FEFPEB Structure**

For those not familiar with FEFPEB, the European Federation of Wooden Pallet and Packaging Manufacturers, the umbrella organization has represented industry since 1946. European countries,
At left: Maastricht’s riverfront. At right, a robot stacks finished pallets emerging from one of PKF/Post’s Corali lines. Automation and robotics were featured at both sites included in the FEFPEB tour.

through their national professional associations of wooden pallet and packaging manufacturers, are full members of FEFPEB. Industry participants such as suppliers of timber and timber blocks, machines, and equipment are associated or individual members. The major European pallet pools (EPAL, CHEP, LPR, IPP Logipal and PRS) all belong to FEFPEB, which together own or regulate more than billion timber pallets worldwide, each have a pallet pools membership.

**Segers: Time to End a Decade-Long Holiday from Politics and History**

The FEFPEB Maastricht Congress reflected on the past as well as speculated on the present and future of the industry. Attendees at the sold-out conference were offered an engaging historical perspective on the Treaty of Maastricht by Professor Mathieu Segers of Maastricht University. Segers noted that part of the negotiations took place in the very hotel where the Congress was held, where “the top dogs of Europe politics had come together in a one-off effort to rewrite European history, against the backdrop of the fall of the Berlin Wall, the end of the Cold War and European Unification.”

Segers called for a fresh effort towards integration. “Twenty-five years after the signing of the Treaty of Maastricht, it is the responsibility of today’s Europeans to end a decade-long holiday from politics and history, as we Western Europeans in particular, were allowed to enjoy,” he said. “We must reengage ourselves in the new Old World of growing uncertainty, new bluffs, growing intimidation. We must rediscover European integration as a source of strength that can help us weather today’s storms.”

The issue of Brexit was also covered at the Congress. Jeroen Lammers, director economic affairs of the Netherlands employers’ umbrella federation said the
employers’ umbrella federation said the Dutch could play a key bridging role between the UK and the EU to ensure Brexit was executed in a positive manner and which avoid a cliff-edge scenario that was not in anybody’s interests.

“We have a lot at stake and a lot to lose,” he said. “We need member states to give a bit of room to the UK. Offer them a warm shoulder instead of a cold shoulder and see if we can get something in place so we are not heading for the cliff edge.”

Positive Feedback on Wood Packaging

One speaker, Marianne Muller of the European Commission’s department of the environment, gave an update on the Circular Economy Package and the revision of the Packaging and Packaging Waste Directive. “What better example of circularity,” she said, in reference to wood. “This is the sector where we have the most striking example of what a circular economy means.” The concept of circularity is now a priority in Europe and is becoming increasingly important, she noted. Environmental protection and economic growth are now increasingly interlinked.

In response to her comments, former EPV President Peter Rikken said the EU needed to go further in its support for wood, which he said was the only truly renewable and sustainable material. “Wood is the only material that grows from the earth. It’s the only material that absorbs CO2 from the environment,” he said. His comments received round applause from the partisan audience of 180 delegates from the wood packaging and pallet sector. Rob van Hoesel observed that while wood is the most sustainable material, that position is better solidified by the utilization of wood products certified as being sustainable.
Planning for the Future

Fons J.M. Ceelaert, FEFPEB’s Secretary General, observed that while ISPM 15 is working well, it is important to continue efforts to improve it. “We see a lack of harmonization of the national wood marking schemes, and this creates confusion for us, our customers, Customs officials in countries, for everyone,” he said. “This situation must be improved, wherever we can.” He noted that repair rules are not transparent. Markings from multiple countries cause confusion. He cited the differences between countries which allow only one country’s marking, to those which allow two or three, to those where the number of markings doesn’t matter. The result is potential confusion and trade disruption. There is also a need to take stronger legal action against falsification.

The congress was welcomed to Maastricht by Dr Theo Bovens, governor of the province of Limburg. Professor Walther Ploos van Amstel gave FEFPEB members a glimpse into the logistics of the future that includes platooning (electronically networked trucks following in close proximity to reduce fuel consumption), alternative urban delivery vehicles, robotics, reducing truck unloading time and more. This presentation is covered in depth in the December issue of Pallet Enterprise.

Other presenters included:
• Jan Kurth, secretary general of German trade association HPE on software calculation program CASE Express.
• René van Vliet, CAPE, on Robotics and automation in the manufacturing and repairing of pallets.
• Jan Oldenburger, managing director of Probos, on Dutch forests and the forest sector in the bio economy/scenarios until 2030, with an international bio-economy perspective.
• Gabriel Robert, Institut Technologique FCBA, on further development of an infra-red spectroscopy tool for ISPM 15 compliance. Cont'd on Page 36
Eirebloc Enjoys Increased Composite Block Sales to North America

For a North American in Europe attending the 2017 FEFPEB Congress, held recently in Maastricht, the Netherlands, one of the notable differences between U.S. and European markets was the presence of composite pallet blocks. Displays from major block producers were front and center in the exhibit area. In fact, the use of composite blocks for pallets now commands roughly a 40% share of the pallet block market in Europe, according to Pat Donohoe, General Manager of Eirebloc. After recent expansion, the Cork, Ireland-based manufacturer now boasts an annual production of 110,000m3. Exports account for 85% of the company’s sales.

The penetration of composite blocks varies by country. Germany, Donohoe reported, has the largest penetration, in the 50-60% range, while other countries still lag. The UK has been slower to adopt due to its multiplicity of pallet standards. Eirebloc has tripled its UK sales in the last 5 years, thanks to increased customer acceptance and its growing product line. The company started with three section sizes and seven products. It now has ten sections and 55 products.

Eirebloc blocks are certified by EPAL, and are approved for use by CHEP. Regarding further product development, Eirebloc is also undergoing research and development regarding the use of coatings to seal blocks.
Composite block pallets can give a 7 to 8% boost to production efficiency versus timber blocks because of their uniform size and quality. Scenes from PKF/Post.

The uniform size and quality of Eirebloc’s blocks aids automated pallet assembly. “Once customers try the composite block they are not inclined to go back (to timber), because most of them would tell you they get 7 or 8% more efficiency on their pallet manufacturing line,” he said. The use of blocks eliminates the operations and space needed for cutting blocks to length, cleaning up sawdust, and concern about kiln drying of material. The use of recycled wood fiber for blocks is also a positive sustainability story.

Eirebloc is increasingly broadening its international markets, having shipped to North America, Latin America and Africa this year, in addition to European customers. Donohoe says the company currently has three North American customers. About 6 or 7 containers have been sent to the U.S. in the last few weeks, he said, with 3 or 4 more scheduled in the next couple of weeks. Destinations have included Baltimore, North Carolina, Chicago and Quebec.

“We are a relatively small company but we are very flexible and look after the customer as best we can,” Donohoe said. “From our location in Ireland, we are the closest European producer to the North American market.”

As block pallet production continues to grow in the U.S., Donohoe sees that eventually there will have to be composite pallet block capacity in the U.S. “We wouldn’t be adverse to partnering up with someone at that point,” Donohoe concluded.
Brent McClendon, President and CEO of the NWPCA, spoke briefly about next year’s Interpal event in Minneapolis, which will take place September 18-20, 2018, co-hosted by NWPCA and CWPCA. He remarked that it truly will be an international gathering, with FEFPEB and CWPCA integrating their annual events in conjunction with Interpal. He said that plant tours are being arranged, as well as possibly a forestry tour, and visits with leading pallet users.

**Tours: State of Art Pallet and Packaging Operations**

Two tours were provided at FEFPEB, including a major pallet manufacturer, PKF/Post, and a leading export packaging manufacturer, Meilink.

PKF/Post is one of the largest pallet manufacturers in the Netherlands, producing over 5 million pallets annually, and a terrific example of the trend towards mass customization. The Venlo location features two high-speed Corali automated nailing systems. The production system is digitally integrated from online order entry through pallet assembly, facilitating extremely rapid changeovers. Changeovers are frequent, as PKF/Post specializes in custom orders. PKF/Post is PEFC certified.

For a detailed report on PKF/Post, be sure to check out Chaille Brindley’s recent article in Pallet Enterprise. As Brindley notes, “It is a model of efficiency and points to what is possible with the convergence of automated machines and pallet customization.”
Meilink is a full-service export packaging and logistics provider with 5 production locations. The market leader in the Benelux, it specializes in the packing and logistics of both heavy equipment, as well as sensitive high tech products. The company offers a range of comprehensive packaging and supply chain solutions, including design, optimization, packaging, packing, warehousing, goods dispatching and transport. It positions itself as a full service supply chain provider.

The Meilink tour also featured considerable automation that eliminates awkward lifting and postures for workers. A gantry robot selected sheet material from inventory and presented it to the CNC machine for programmed cuts. Another robot was used for drilling holes in large sheets. All products made by Meilink are to order. It does provide warehousing services to keep stock on hand for customers as needed.

Aside from automation, both Meilink and Post were noteworthy for their cleanliness as well as attention to lumber quality. The absence of wane and bark creates a very attractive product.

Cont'd Page 38
Above: Erik Post of PKF/Post (left) with Rob van Hoesel.

Below: Animated tour guides gave insight into the history of Maastricht during the walking dinner through the old city.
Outstanding Social Events

FEFPEB Maastricht was also memorable for its social events. These occasions included the initial reception at the hotel, a walking dinner through the old town, and the farewell dinner at Chateau Neercanne.

Attendees were divided into groups and led by tour guides through historic Maastricht, stopping at pubs, restaurants, and finishing up at a spectacular wine cellar. The variety of stops provided plenty of networking opportunities as well as offering insights into the city’s history. Maastricht was founded by the Romans in 50 BC. One of the restaurants on the walking tour featured unearthed Roman remains. The farewell dinner was held at the spectacular, Michelin rated Chateau Neercanne.

This was a highly successful international event. Although specific actors and issues vary internationally, many of the challenges facing the pallet industry are universal in scope and can be best addressed through collaborative global efforts of the industry. The next FEFPEB Congress will take place in conjunction with Interpal 2018, to be held in Minneapolis, Minnesota.
Upcoming Events


Sponsorship Opportunities are available for the 2018 Annual Meeting.

WPA Annual Meeting
January 12-16, 2018
Rancho Las Palmas Resort & Spa
Rancho Mirage, CA

Online meeting registration opens October 1, 2017.

Sponsorships Available - $2,500 each

1. Saturday, January 13th - 5:00 - 6:30 PM - Welcome reception
2. Sunday, January 14th - 7:00 - 8:00 AM - WPA breakfast
3. Sunday, January 14th - 12 Noon - 1:00 PM - Lunch
4. Sunday, January 14th - 5:30 - 6:30 PM - Reception
5. Monday, January 15th - 8:00 AM - 9:00 AM - WPA breakfast
6. Monday, January 15th - 6:00 PM - Auction reception

Sponsor Benefits

- One registration fee
- One exhibitor table
- One full page ad in our Western Pallet Magazine
- Full page ad in Annual Meeting booklet
- Recognition in Annual Meeting promotion emails
- Recognition signage at entrance to meeting on easel, and on their exhibitor table
- Recognition on the big screen in the convention center
- Recognition and introduction from the podium

Sign up today!

Yes! I want to be a sponsor!

<table>
<thead>
<tr>
<th>NAME</th>
<th>SPONSORSHIP REQUESTED</th>
<th>1ST Choice</th>
<th>2ND Choice</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMPANY</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ADDRESS</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CITY</td>
<td>STATE</td>
<td>ZIP</td>
<td></td>
</tr>
<tr>
<td>TELEPHONE</td>
<td>EMAIL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Bill Me [ ] VISA [ ] M/C [ ] AMEX [ ] (circle one)
Charge to Credit Card #: ___________________________
Expiration Date: ___________ Security code [back of card]: ___________
Purchase Order # (if applicable): __________________

Western Pallet Association
Phone: (360) 335-0208
Fax: (360) 835-1910
Email: wpa@westernpallet.org
Website: www.westernpallet.org
In case you missed them...
(Click on back issues to read or download)

- October 2017
- Sept. 2017
- August 2017
- July 2017
- June 2017
- May 2017