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Start 2016 with the Western Pallet Association Annual Meeting in Palm Springs, January 15-19. You can expect an outstanding line-up of speakers on topical issues, exhibits, and plenty of time to network with old and new members at receptions, dinners, and golf. Registration will be online beginning October 1st.

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Upcoming Events
N.A. Softwood Trends
OSHA Fine
WPA and Member News
PDS International Agreement
Brewco Acquires Big Jake Scragg
CHEP's First Quarter Financials
Do RM2 Pallets Stack Up?
Brewco Acquires Big Jake
OSHA Top 10
News Briefs
Social Media Trending
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North American Softwood Prices

Weekly softwood lumber prices to October 20, 2015 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.

Upcoming Events

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

1/15/2015-1/19/2016
WPA Annual Meeting
Rancho Mirage, California
www.westernpallet.org

NWPCA Annual Leadership Conference
Orlando, Florida
www.palletcentral.com

New Members

The WPA is pleased to introduce the following new member:

Corey Hall
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5655 Lindero Canyon Road
Westlake Village, CA  91362
Ph: (800)935-9309
Fax: (888)538-0188
Web: www.exclusivepaymentservices.com
Email: corey@exclusivepaymentservices.com
Exposure to Falls and Unguarded Machinery Results in Proposed fines of $43K

An Alabama lumber company is looking at proposed fines of over $43,000 from the Occupational Safety and Health Administration (OSHA) after it cited Linden Lumber for two repeated and seven serious safety and health violations. The agency opened the inspection after learning of a worker being hospitalized in an unrelated incident. This inspection fell under OSHA's National Emphasis Program on Amputations.

OSHA issued the employer repeated citations for exposing workers to falls and unguarded belts, pulleys and machinery. Linden was previously cited for similar violations at this facility in February.

Serious citations were also issued to the employer for failing to provide safety procedures to prevent machinery from starting up during maintenance and servicing; not providing protective eyewear to workers; and improper storage of compressed gas cylinders. Additionally, the employer exposed workers to falls and multiple electric shock hazards.

"It's disappointing when employers that have been previously cited for safety violations continue to expose workers to those same hazards. Situations like this show that worker safety has not been made a priority," said Joseph Roesler, director of OSHA's Mobile Area Office."
WPA in the News

2016 WPA Annual Meeting Update

Preparations are well in hand for the upcoming 2016 WPA Annual Meeting, to be held in Rancho Mirage, California, Oct. 15 - 19, 2016. Online registration and room reservations are now available effective October 1. Rooms can fill quickly so do not delay.

Speakers for the 2016 Annual Meeting include:

Patrick Atagi: NWPCA:
NWPCA, WPA and You - Working Together Works

Leanne Seeger, Hub International:
How Tech is Changing the Landscape of Employee Benefits

Lori Collins, Sierra Pacific:
Lumber Supply

Chaille Brindley, Pallet Enterprise:
Lean, Mean, Fighting Machine

Ralph Rupert, Millwood, Inc:
Pallet Quality in the 21st Century

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**Save $100**

**Early Bird Registration Ends 11 15 15**

Register Today!

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WPA Membership Drive Competition

The road to January bragging rights begins right now. Help others enjoy the benefits of WPA membership by recruiting them in time for the 2016 Annual Meeting.

In addition to valuable cash prizes, the winner now also receives the membership trophy, presented at the Annual Meeting.

A regular influx of new members helps maintain the strength of the WPA, as well as to build on our reputation of being "the friendliest Association in pallets." 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
Cresswood's Largest Grinder Yet!

The new XR-2400 is in a class of its own, as it is the largest grinder that Cresswood has ever manufactured. This grinder allows pallet companies to increase their output volumes to a new level in low-speed, high torque grinding.

Mulch manufacturers, pellet producers, and biofuel businesses love the high throughput capabilities of this machine, its ability to be nested indoors due to less noise and dust, and its lower energy cost when compared to other technologies. Cresswood is dedicated to its EVER-NEW technology, which is its commitment to continuous improvement through expert engineering and precision manufacturing.

XR-2400 EVER-NEW Technology:

- Hydraulic Drop Down Screen Carriages Provide Safe and Easy Access to the Cutterhead
- Oversized Ram to More Effectively Present Material to the Cutterhead
- Extreme Oversized Gearbox Built for the Toughest Conditions
- Replaceable Anvils and Anvil Support Plates
- Replaceable Wear Seals on the Cutterhead
- Replaceable Bed Plate

For more information visit www.cresswood.com
Members in the News

Jeff McBee, Pat Barnes, Darren Bronco Remembered

The WPA community has been saddened by the recent loss of three of its best.

Pat Barnes passed away on September 13. She was born June 12, 1940 in Geddes, South Dakota to Earl and Edith Gibson.

Pat worked as a hardwood lumber sales person with Diamond Wood Products for many years. It was eventually purchased by Northwest Hardwoods where she retired after 22 years of service. Pat was the event coordinator for the Outstanding Farmers of America for many years and traveled all over the world with her husband Jerry. She and Jerry loved to fly no matter what the destination. She was known for her gift of hospitality and her love of flowers. She will be greatly missed by many people whom she deeply loved.

"I had the pleasure of working with Pat for many years," wrote Jeff Calavan of Blue Chip Pallet, and formerly with Northwest Hardwoods. "Pat taught me the pallet business. I have never met anyone with a bigger heart and giving soul than Pat. Everyone that she met became her friend. My life has been enriched by her friendship and kindness. My heart goes out to the family as we will all miss her laugh..."
"An Entrepreneurial Genius"

In the September issue we briefly mentioned the passing of Darren Bronco, President and co-founder of Pallet Services, Inc. A large open-air ceremony was held at Grand View Cemetery in Anacortes, Washington, attended by family and friends, as well as pallet industry colleagues from across the Pacific Northwest and British Columbia. Additionally, thoughts and prayers were shared by pallet industry friends past and present from across the country. Here are some of them:

It is with profound sadness that I learned of the death of Darren. Working with Darren on pallet issues for the last 25 years was a learning and enjoyable experience for me and others. He made significant contributions to our industry and the NWPCA. His thought process was unique, analytical and creative. He always presented his ideas forcefully, logically and persuasively. We will all miss him.

- Sam McAdow

Darren, my friend and mentor, you will be missed. I always appreciated our time together and learned a lot from you. My condolences to your family and colleagues at Pallet Services on their loss.

- Jim Schwab,

Darren was an entrepreneurial genius that I had the honor of knowing & working with while I was the CEO of the pallet association. He was a key thought leader in the industry, with a quick wit and keen mind. My heartfelt sympathies, thoughts and prayers to the family.

- John Healy (former NWPCA President)

I met Darren when he first joined NWPCA. He was always helpful, interested in improvements, kind and considerate to me. He was one of the first members I would look for. I am praying for the family and continued healing in your beautiful memories of Darren. God bless you.

- Judy Peck (former NWPCA executive.)

It was also noted that Darren had donated a large amount of money to University of Washington Medical Center for liver research and a machine was developed called the "little Bronco" that helped many people.
Pallet Market Analyst and Friend

The WPA was saddened to hear of the passing of Jeff McBee, veteran pallet market analyst for Industrial Reporting's Pallet Profile Weekly. Jeff had spoken at a number of WPA meetings, including the 2015 Annual Meeting. He passed away after a long, courageous battle with cancer. He continued to write the market report until recently as his condition worsened.

Jeff worked the phones for Pallet Profile, and talked to pallet industry members on a regular basis. He was well known for his thoughtful, yet upbeat approach to the ups and downs of the pallet business. "People loved to talk to him," Chaille Brindley wrote in Pallet Profile Weekly, "due to his infectious humor and optimism. He found a way to balance all of the different perspectives he met and accurately gauge the market for years."

Jeff, Darren and Pat touched many people, and their spirit lives on.

Jeff McBee at the 2015 WPA Annual Meeting in Rancho Mirage, California
International PDS Agreement Reached

The National Wooden Pallet & Container Association (NWPCA) has entered a new PDS marketing partnership with The Timber Packaging & Pallet Confederation (TIMCON). TIMCON has signed a new agreement with NWPCA for its enhanced Pallet Design System™ (PDS).

NWPCA’s President/CEO Brent McClendon noted, “We are very excited about this phenomenal opportunity to partner with TIMCON and further the expansion of PDS use in their territory.”

The agreement allows TIMCON to market PDS to pallet manufacturers in England, Scotland, Wales, Northern Ireland and Eire (Southern Ireland). TIMCON President John Dye said, “TIMCON’s relationship with organizations such as NWPCA allows us to give our membership access to the very latest international developments in the wooden packaging and pallet sector.

“With PDS, pallet manufacturers and recyclers in the UK will be better equipped to provide their customers with pallets that utilize timber efficiently, while also ensuring the safe and effective transportation of their goods. The renewal of our agreement on PDS with NWPCA is an excellent example of this, giving them, at a substantial discount, access to the leading and most-used pallet design software in the world.”

NWPCA is already working on the next version through recently announced expanded research partnership with Virginia Tech’s Center for Packaging and Unit Load Design (CPULD) and Department of Sustainable Biomaterials. NWPCA has committed approximately US$200,000 in the Virginia Tech projects, as part of a $1 million investment in advancing the unit load capabilities of PDS in 2016 and 2017. The focus points of the developments are, specifically:
- State-of-the-art research on interactions and stresses between the pallet and supported containers (corrugated boxes, pails, drums, shipping sacks) at all phases of unit load handling, storage and transport
- Development of advanced structural analysis models of entire unit load system (pallet, supported containers and load stabilizers)
- Hiring additional structural and software engineers to complement NWPCA’s existing team of engineers and researchers.

The Pallet Design System™ is proprietary software of the National Wooden Pallet & Container Association. More information on NWPCA or the software is available at www.palletcentral.com.
Exclusive Payment Services Joins WPA

"Hi, my name is Corey Hall," writes the WPA's newest member. "I am the Executive Accounts Representative at Exclusive Payment Services. I work hand in hand with merchants in the wholesale environment to lower costs for business to business electronic and credit card transactions. I take much pride in the services that EPS provides and look forward to working with fellow WPA members to custom tailor merchant accounts to fit their desired needs and providing the service and support that WPA members deserve from their merchant service provider.

"I have been with Exclusive Payment Services for 5 great years and truly love what I do. When I am not hard at work, I enjoy spending time with my family & friends. I am an avid fisherman and enjoy golf as well as downhill mountain biking."

For more information, visit www.exclusivepaymentservices.com.
Brambles Enjoys Constant-Currency Sales Gain

Brambles Limited has reported sales of over US$1.3 billion for the first three months of the financial year ending June 30, 2016. This total is down 2 percent compared with the prior period. The company attributes this drop to the effect of Brambles’ reporting currency, the US dollar. If currency exchange rates had remained constant, sales revenue would have been up by 8 percent.

Brambles’ CEO Tom Gorman said: “Our constant-currency trading performance for the first quarter reflects a solid run rate, consistent with our previously stated guidance for FY16 sales revenue and Underlying Profit growth of between 6 percent and 8 percent, at constant currency. The largest contributors to growth were new business wins in the Pallets operations worldwide and continued strong conversions with new and existing retailers in Europe in RPCs.”

<table>
<thead>
<tr>
<th>Segment</th>
<th>Sales revenue (US$M)</th>
<th>Growth vs. 1Q15 (actual FX)</th>
<th>Growth vs. 1Q15 (constant FX)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pallets – Americas</td>
<td>583.1</td>
<td>2%</td>
<td>7%</td>
</tr>
<tr>
<td>Pallets – Europe, Middle East &amp; Africa</td>
<td>326.6</td>
<td>(8)%</td>
<td>6%</td>
</tr>
<tr>
<td>Pallets – Asia-Pacific</td>
<td>74.1</td>
<td>(16)%</td>
<td>5%</td>
</tr>
<tr>
<td>Total Pallets</td>
<td>983.8</td>
<td>(3)%</td>
<td>6%</td>
</tr>
<tr>
<td>RPCs</td>
<td>228.9</td>
<td>(1)%</td>
<td>13%</td>
</tr>
<tr>
<td>Containers</td>
<td>109.4</td>
<td>5%</td>
<td>19%</td>
</tr>
<tr>
<td><strong>Group</strong></td>
<td><strong>1,322.1</strong></td>
<td>(2)%</td>
<td><strong>8%</strong></td>
</tr>
</tbody>
</table>

Walmart Likes the Look of Wood

Walmart and IFCO Systems have executed an agreement stating IFCO will provide Walmart US with a new generation of Wood Grain Reusable Plastic Containers (RPCs) for wet and dry produce. The new Wood Grain RPC will provide superior merchandising opportunities for Walmart with its natural wood grain look, combined with exceptional features such as supply chain efficiency, excellent stability, and cooling functionality, and delivering superior quality produce.

To read more, click here.
Composite pallet manufacturer and pooling provider RM2 was recently featured in an Editor & Publisher magazine article, Do RM2 Pallets Stack Up? The article explores the negative reaction to RM2 from their customer's customers, the newspaper packaging, circulation and warehouse managers who receive flyers to insert in their newspapers, which arrive from Quad Graphics on RM2 rental pallets.

According to the article, the pushback has been related to the following points:

1. RM2 pallets are not nestable like the existing plastic Perfect Pallets and so take up additional storage space when empty.
2. This storage space issue has been made even worse because the pallets have been slippery. As a result, some mail rooms are choosing to stack them at only partial stack height to reduce the risk of them sliding off the stack when moved or if bumped by equipment.
3. They are heavier than the plastic nestable rental pallets from Perfect Pallets that are generally used in the printing industry (52 lbs vs 36 lbs).
4. Newspapers have balked at requests that they wrap and band empty RM2 pallets, and take responsibility for loading them on the truck.

For its part, a RM2 executive commented in the article that he did not have knowledge of such requests with regard to the banding of stacks and loading them. RM2 also stressed that they have changed the surface coating to eliminate the slipping problem for new production.

Correcting the slippery pallet problem has impacted RM2's valuation. For the 6 months ending in June 2015, the company lost over $25 million in comparison to $22 million for the same period the previous year. It was also announced in September that production and revenue for the remainder of 2015 would also be lower than anticipated. The company was changing from a power coat to a gel coat in order to eliminate the slippage problem, and this was impacting production. At the end of September it issued new shares to existing investors to raise another $30 million.
Brewco Acquires Big Jake Scragg Assets from Timberland Machinery

Brewco has acquired Big Jake Scragg assets from Timberland Machinery. "We are excited about this great opportunity to acquire Timberland Machinery’s Big Jake Scragg," said Mike Goldston, president of Brewco. "Timberland produces the best scragg system on the market, and this adds a solid product line to our other outstanding equipment that we manufacture. With this acquisition we can now offer a scragg system that will complement many of the market segments we service including producers of grade lumber, crossties, and pallet cut stock."

Mr. Goldston added, “We are always striving to adapt to industry changes, and with the log supply getting more expensive, we identified the need to offer our customers the most efficient way to break down a log and process the wood. And the Big Jake Scragg System does just that.” In addition to the scragg, Brewco is also acquiring all automation and controls as well as the Auto Edger, Notcher, Trim Saws, and Rotary Kicker.

Timberland’s founder and owner, Dennis Franks, is looking forward to retiring and traveling with his wife. Mr. Franks said, “I’ve worked hard for many years developing and manufacturing scragg systems. The Big Jake Scragg System, which is named after my grandson, is near and dear to my heart and I wanted to ensure that my legacy was passed on to a company with a solid reputation, and Brewco is that company.”

Mr. Franks added, “Several companies have attempted to copy my Big Jake, but the sophisticated and proprietary automation controls, along with the complex hydraulic system have allowed me to stay several steps ahead of the competition. Brewco has a brilliant staff that includes a Mechanical Engineer, a PLC/Automation Engineer, and a Hydraulic Engineer. This was a driving factor in my decision to sell the Big Jake to Brewco.”

Timberland Machinery, Inc. will continue to operate in West Plains, MO. However, the company will only manufacture a deduster and a stacker.
Top 10 List Is a "Road Map" of Hazards to Avoid

The Occupational Safety and Health Administration (OSHA) announced the preliminary Top 10 most frequently cited workplace safety violations for fiscal year 2015.

"In injury prevention, we go where the data tell us to go," said National Safety Council President and CEO Deborah A.P. Hersman. "The OSHA Top 10 list is a roadmap that identifies the hazards you want to avoid on the journey to safety excellence." The publication of the list offers employers an opportunity to review their safety systems with respect to these safety "hot spots.

The Top 10 for FY 2015* are:

1. Fall Protection (1926.501) – 6,721 citations
2. Hazard Communication (1910.1200) – 5,192
3. Scaffolding (1926.451) – 4,295
5. Lockout/Tagout (1910.147) – 3,002
6. Powered Industrial Trucks (1910.178) – 2,760
7. Ladders (1926.1053) – 2,489
8. Electrical – Wiring Methods (1910.305) – 2,404
10. Electrical – General Requirements (1910.303) – 1,973

The final report on the Top 10 violations for 2015 will be published in December.
News Briefs

iLogic Reaches Agreement with Unipooling

iLogic, known to the pallet industry as the pallet tracking software provider to such networks as 9BLOC, recently inked a deal with Russian pooling provider Unipooling. Click on heading above to read more.

Pallets: Money Hiding in Plain Sight

Mark White recently participated in the annual Modern Materials Handling webinar. Click on the link above to listen to the on-demand webcast.

Axios Installs Pallet Wash Line

Axios Mobile Assets has installed a wash line to support its pallet rental service to regional egg producers. One key goal is to prevent the potential spread of avian influenza.

CHEP Pallecon Offers New Pallet and Container Tracking Tools

CHEP Pallecon is rolling out a new suite of products designed to enable companies to better manage their own assets. Called CHEP-TRAC, the solution provides users with the tools and software they need to achieve 24/7 visibility over their assets.

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Is social media helping to put a new human and at times more humorous face upon the way we engage customers and stakeholders? Here is a recent sampling from around the Western Pallet Association.

A number of WPA-member companies exhibited at PACK EXPO Las Vegas, including CHEP, Millwood, Oakland Pallet and United Pallet Services.

Commercial Lumber and Pallet was one of hundreds of companies attending the NWPCA pallet plant tours.
Social media can also be effective for internal communications as well as for kitten-proofing your gear.
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