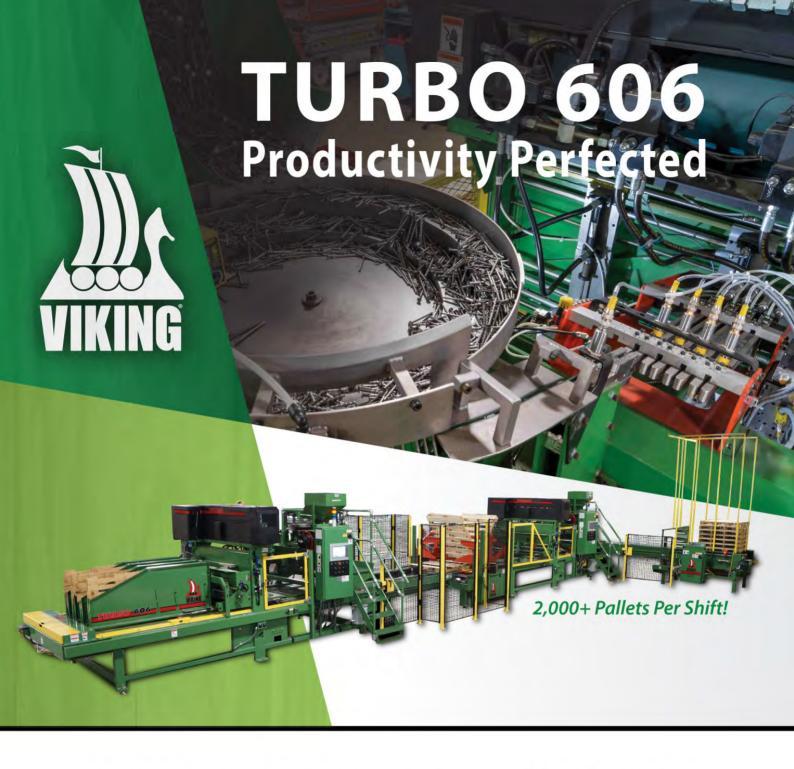
# Western Pallet

Magazine for WPA Members December 2019 Magazine



- Pallets Market Set to Hit \$95 Billion by 2029
- ISPM 15 Concerns with Recyclers Not in ALSC Program
- Suspects Arrested After \$586,000 Pallet Swindle



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# Western Pallet







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Website: www.westernpallet.org

# North American Softwood Prices

Softwood prices listed as of Dec. 18, 2019, courtesy of NRCAN.

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#### **New Members**

WPA is pleased to announce three new member companies.

7

#### **WPA Meeting Speakers**

Here are the announced speakers for the 2020 WPA Annual Meeting to be held in Rancho Mirage, CA.

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#### Residential Construction Update

U.S. housing start information for September 2019.

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#### **Cover Story:**

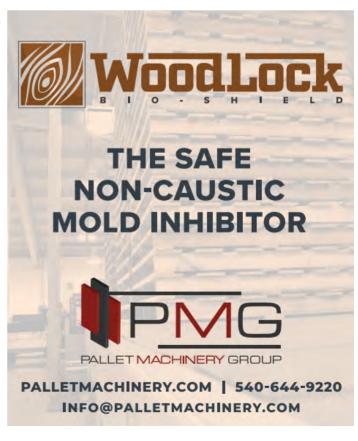
Pallets Market Set to Hit \$95 Billion

19



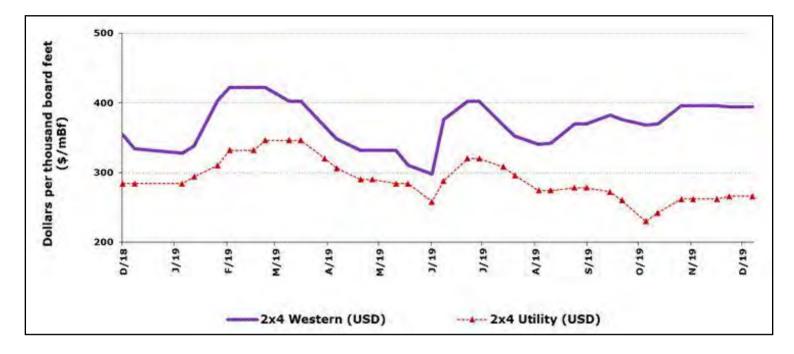
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#### **North American Softwood Prices**

Weekly softwood lumber prices to December 18, 2019 are shown below, sourced at http://www.nrcan.gc.ca/forests/industry/13309.



#### **WPA Welcomes New Members**

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

Denise Santos Aurelio Santos **Xtreme Pallets, Inc.** 19686 Kendall Drive San Bernardino, CA 97407 Phone: (909)804-8812

Email: sales@xtremepalletsinc.com

Sponsor: Beatrice Vasquez, Oxnard Pallet

Tim Garrison

Garrison Pallet

280 S Pacific Hwy

Woodburn, OR 97071

Phone: (503)910-9822

Web: www.garrisonpallet.com Email: tim@garrisonpallet.com

Sponsor: Oscar Betancourt, Woodlad Pallet Mfg.

Glenda De Frange

Straight Line Transport, Inc.

16458 Bolsa Chica St #406

Huntington Beach, CA 92649

Web: www.straight-line-transport.com

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**Western Pallet Association** 

**Annual Meeting** 

The industry's friendliest meeting!
With the most topical information!

January 17-21, 2020 Rancho Las Palmas Resort Rancho Mirage, CA Networking Exhibits
Auction
Golf
& Fun!

Network, have fun, and get great information all weekend with industry professionals - visit exhibitors, play golf, join the fun at the auction....

Some of the subjects on the program for 2020 are:

- Strategies for better business practices
- Fire codes and prevenion
- Alternative insurance strategies

.....and more!





For more information visit www.westernpallet.org/2020

# Meet the Speakers 2020 WPA Annual Meeting



Guy Gruenberg Rose Pallet What's Next? Discover New Opportunities, Uncover Your Problems, Create Options and Execute for Success!



Chaille Brindley
Industrial Reporting
Closing the Revolving
Door -- Rethinking the
Labor Problem



Brad Gething
NWPCA
NWPCA and Fire Code
Update: Industry Solutions
from Coast to Coast



Carly Taylor
Oregon Pallet
After the Fire (with Brad
Gething)



**Grady Marshall Sequoia Risk Partners**Captive Insurance: Risks and Benefits



**Leigh Greenwood The Nature Conservancy**Nature, Science and
Solid Wood Packaging







Panel from left to right:
Joe Flood, MEAJM
Ray Gutierrez, Commercial Lumber and Pallet
Rodney Wadel, R&R Pallet of Garden City, Inc.
Nick Korn, Rotochopper, Inc.











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Bill Shirbroun President Was Broken Pallet Company, Inc Moorland, IA



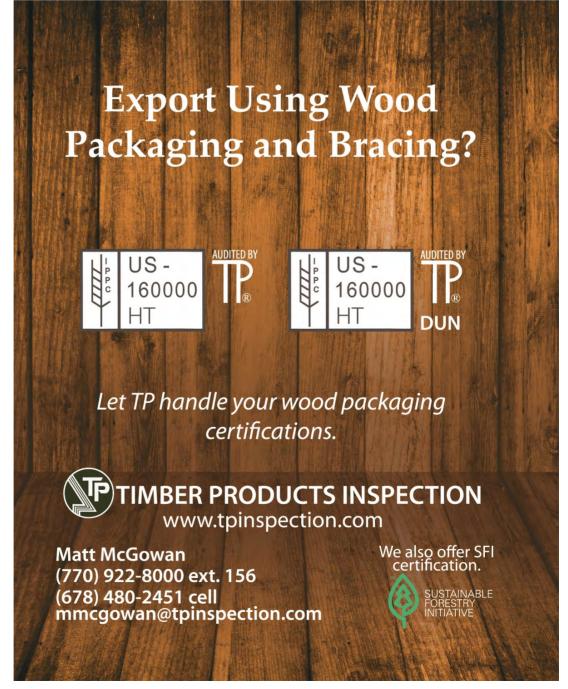
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#### Residential Construction, Dec. 2019

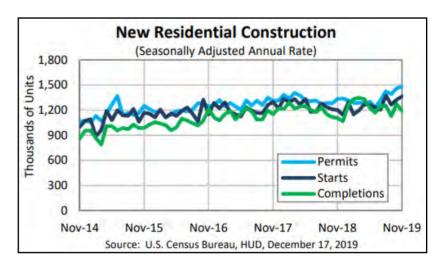
Released December 17, 2019 (www.census.gov)

The U.S. Census Bureau and the U. S. Department of Housing and Urban Development jointly announced the following new residential construction activity for November 2019:

#### **Building Permits Up 5%**

Privately-owned housing units authorized by building permits in November were at a seasonally adjusted annual rate of 1,482,000. This is 1.4% above the revised October rate of 1,461,000 and is 11.1% above the November 2018 rate of 918,000. Singleauthorizations family in November were at a rate of 918,000: this is 0.8% above the revised October figure 916,000. Authorizations of units in buildings with five units or more were at a rate of 524,000 in November.

# NEW RESIDENTIAL CONSTRUCTION NOVEMBER 2019 Building Permits: 1,482,000 Housing Starts: 1,365,000 Housing Completions: 1,188,000 Next Release: January 17, 2020 Seasonally Adjusted Annual Rate Source: U.S. Census Bureau, HUD, December 17, 2019



#### **Housing Starts**

Privately-owned housing starts in November were at a seasonally adjusted annual rate of 1,365,000. This is 3.2% above the revised October estimate of 1,323,000, and is 13.8% above the November 2018 rate of 1,202,000. Single-family housing starts in October were at a rate of 938,000; this is 2.4% above the revised October figure of 916,000. The October rate for units in buildings with five units or more was 404,000.

#### **Housing Completions**

in Privately-owned housing completions in November were at a seasonally adjusted annual rate of 1,188,000. This is 6.6% of below the revised October estimate of 1,272,000 and is 7.3% above the November 2018 rate of 1,107,000. Single-family housing completions in November were at a rate of 883,000; this is 3.6% of below the revised October rate of 916,000. The November total for units in as buildings with five units or more was 295,000.



# Pending Home Sales Slumped 1.7% in October

Pending home sales shrunk in October, according to the National Association of Realtors. The Northeast experienced a minor uptick last month, but the other three major U.S. regions reported declines in month-over-month contract activity. However, pending home sales were up nationally and up in all regions compared to a year ago.

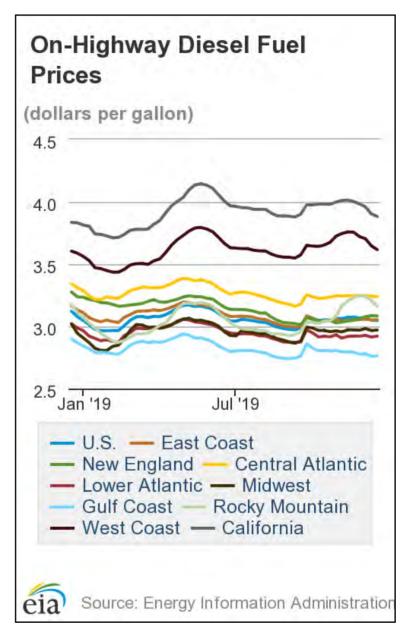
The Pending Home Sales Index fell 1.7% to 106.7 in October. Year-over-year contract signings jumped 4.4%. An index of 100 is equal to the level of contract activity in 2001.

With the exception of the Northeast, all regional indices saw declines in October. The PHSI in the Northeast rose 1.9% to 95.7 in October, 3.0% higher than a year ago. In the Midwest, the index slid 2.7% to 101.4 last month, 1.8% higher than in October 2018.

Pending home sales in the South decreased 1.7% to an index of 125.3 in October, a 5.1% increase from last October. The index in the West declined 3.4% in October 2019 to 91.9, which is an increase of 7.5% from a year ago.



# EPA Diesel Fuel Update Updated December 16, 2019





## **Concerns with Pallet Recyclers Not in** the ALSC Program

from the December 2019 issue of the mark Timber Products HT Newsletter.

There are many concerns by ALSC licensed recycling facilities regarding recyclers not in the ALSC program shipping IPPC marked pallets into the marketplace and representing them as IPPC conforming. Can they legitimately do this?

The short answer is no. If a recycler is not being monitored by an accredited agency with ALSC for ISPM 15 conformance, then they cannot represent pallets they are selling as IPPC conforming unless they have documentation that the pallets were retreated by an ALSC monitored heat treating facility.

What if they use exempt material to repair pallets (i.e. plywood) or simply employ a reuse (passthrough) program?

ISPM 15 Section 4.1 states:

"Treatment and application of the mark (and/or related systems) must always be under the authority of the NPPO. NPPOs that authorize use of the mark have the responsibility for ensuring that all systems authorized and approved for implementation of this standard meet all necessary requirements described within the standard, and that wood packaging material (or wood that is to be made into

This article is reproduced with permission wood packaging material) bearing the treated has been manufactured in accordance with this standard. Responsibilities include:

- Authorization, registration and accreditation, as appropriate
- Monitoring treatment and marking systems implemented in order to verify compliance (further information on related responsibilities is provided in ISPM 7 (Phytosanitary certification system))
- Inspection, establishing verification procedures and auditing where appropriate (further information is provided in ISPM 23 (Guidelinesfor inspection)).

The NPPO should supervise (or, as a minimum, audit or review) the application of the treatments, and authorize use of the mark and its application as appropriate. To prevent untreated or insufficiently/ incorrectly treated wood packaging material bearing the mark, treatment should be carried out prior to application of the mark."

The USDA interprets this as any processes employed by a facility in order to represent pallets as ISPM 15 conforming must meet the monitoring criteria to verify conformance. This includes the use (Cont'd on Page 16).

#### (Cont'd from Page 15)

of exempt material to repair wood actions, including passthrough program. Facilities not monitored in the IPPC program are not authorized or approved to implement the ISPM 15 standard and cannot represent what they are shipping as IPPC conforming wood packaging eligible for international trade. Such acts are fraudulent and can be subject to fines and penalties if caught and convicted.

#### How are violators caught and held accountable?

Many times this occurs at the overseas port where an interception (discovery of evidence of evasive pests) is made. The USDA will be given information on the U. S. exporter of the IPPC marked pallets and are then able to trace these pallets back to the original wood packaging provider. If the provider is found not to be in the program, the USDA will pursue criminal charges against the operation. In these situations, the USDA has successfully violators noting prosecuted "violations of ISPM 15 requirements under the Plant Protection Act have resulted in a variety of enforcement

an administrative packaging or the implemention of a decision and order, civil penalties of as much as \$100,000, and federal felony convictions."

> The USDA also warns exporters purchasing IPPC marked wood packaging unmonitored operations that. "the alteration and distribution of certified wood packaging material is noncompliant with the APHIS regulations and ISPM 15. US exporters using such materials expose themselves to international fees, fines, and possible bans by our trading partners. Repair and re-manufacture companies producing and distributing noncompliant wood packaging material could be held liable by the exporter and/or prosecuted by the Department of Justice."

> participating in the Recyclers program can rest assured knowing that the USDA takes a serious stance against facilities that choose to disregard ALSC and ISPM 15 requirements to legally ship IPPC marked pallets and will take legal action whenever possible.

Source: Timber Products





## 30 Free Things to Do in Palm Springs

Looking for ideas on how to spend your free time during the 2020 WPA Annual Meeting? Here are some ideas, courtesy of the Greater Palm Springs Convention and Visitors Bureau. Click on the links to find out more.

Palm Springs Art Museum

VillageFest

Free Hiking

Historical Society and Museum of Palm Desert

Cabazon Cultural Museum

Night Adventures in the Monument

Palm Springs Art Museum in Palm Desert

Fritz Burns Park

Shields Date Garden

**Backstreet Art District Art Walk** 

Vista Point

Palms to Pines Highway

**Outdoor Public Art** 

**Star Parties** 

Self-Guided Architecture Tour

Palm Springs Walk of Stars

**Rock Yard Concerts** 

The Street Fair at College of the Desert

**Downtown Palm Springs** 

Windmills

**Play Tennis** 

Vintage Shops

Rancho Mirage Observatory

Chill at Ace Hotel and Swim Club

Get Your Instagram On

Faye Sarkowsky Sculpture Garden

Sunday Polo

**BUZZ Trolley** 

Take a Trip to the Salton Sea

Chill Deals

#### Rancho Las Palmas Then and Now



Like the Western Pallet Association, the Rancho is a legacy brand that has reinvented itself and remained relevant, while staying true to its roots. It remains a top resort destination in the desert. Rancho Las Palmas hosts the WPA Annual Meeting, January 17 - 21, 2020 in Rancho Mirage, California. Contemporary view of RLP at right.

alike descended on the Palm Springs area back in the 1950s to stay at the storied Desert Air Hotel & Resort. Visionary Los Angeles architect H.L. "Hank" Gogerty transformed 320 acres of barren desert into an ideal sanctuary, complete with a private airstrip. By day, resort guests splashed around in the sparkling pool and played polo on a nearby field while staying in surplus army barracks. When night came, the spirited Compass Room restaurant and bar was the place to see and be seen. The celebrity-laden crowd enjoyed a lively ambiance, strong cocktails and elegant cuisine.

"The Bob Cummings Show," a popular sitcom

Hollywood stars, heads of state and tourists from 1955 to 1959, used the popular desert alike descended on the Palm Springs area hangout as its backdrop. Rumors suggest the backinthe 1950s to stay at the storied Desert debonair actor piloted his unique Aerocar Air Hotel & Resort. Visionary Los Angeles accompanied by such leading ladies as architect H.L. "Hank" Gogerty had Marilyn Monroe and Lana Turner.

In the late 1970s, Desert Air made way for today's luxurious Omni Rancho Las Palmas Resort & Spa. Cary Grant, Roy Rogers, Dale Evans and Bob Hope all appeared at the resort's 1977 ground breaking. From its Rat Pack era beginnings to a stunning 21st-century renaissance, Rancho Las Palmas remains a timeless classic for today's discerning traveler.

(Source: RLP)





A contemporary view of Rancho Las Palmas.

# Pallets Market Set to Hit \$ 95 Billion by 2029

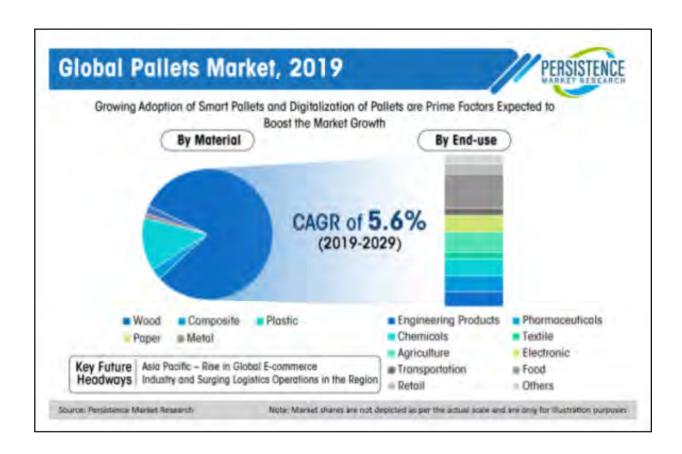
generated from attributed to Significant demand manufacturers and retailers in food & beverages, pharmaceutical, and chemical industries continues to drive sales of pallets in the global market, according to a new study. Poised for a market value of \$95 billion towards the end of 2029, the global pallets market is headed for a healthy growth rate of 6% between 2019 and 2029. Adoption of smart pallets, block pallets, and plastic pallets will progress at a notable rate owing to their several benefits over conventional pallets, the report states.

A majority of demand for plastic and block pallets is accounted for by the food & beverage industry, which can be

attributed to heightening sales of processed food products and increasing the need for sustainable cold storage and transportation solutions. The market will also be shaping up with a significant increase in the usage of radio-frequency identification (RFID) tags in plastic pallets, robots in processing and handling of pallets, and the emergence of alternative pallets in the market.

#### Key Takeaways – Global Pallets Market Study

- Pallet sales in the Asia Pacific region are identified to remain dominant throughout the forecast period, and (Cont'd on Page 20)



(Cont'd from Page 19) exhibit a higher CAGR in comparison to fellow regions.

- Growth of manufacturing, infrastructural, and transportation sectors would remain pivotal to the buildup of global pallets market. Demand for pallets is concentrated predominantly in the food and beverages industry.
- Wood pallets will account for the majority of the market share owing to factors such as ease of availability of wood and better price efficiency than other materials.
- Plastic pallets are gaining prominence in food & beverages, automotive, and pharmaceutical industries owing to their high strength, durability, lightweight, and long term environmental 20 WESTERN PALLET

sustainability.

# Local Manufacturers Leading their Way in Pallets Market

The market for pallets is identified to be a fairly fragmented on a global level, with leading market players accounting for nearly 8-10% of overall market size as of 2018. However, significant fragmentation is witnessed in regions such as Asia Pacific, where local manufacturers hold prominent market positions.

This information is based on a report on the pallet market by Persistence Market Research.



## **5 Suspects Arrested After \$586,000** Pallet Delivery Swindle, Face 10 **Years in Prison**

A total of five people were arrested in France after a 400.000 euro (\$586.000) swindle involving two employees of a chilled good supplier, an employee from each of two pallet suppliers, as well as a delivery driver that delivered pallets on behalf of both pallet companies.

Since September 2017, the truck would drop off 120 pallets, but the perishable goods company, Pomona, would be invoiced for 200 pallets. In May 2019, the company contacted police to investigate. They undertook several months of

surveillance and observed that the two Pomona employees received an envelope each week from the delivery driver, which contained cash. The homes of the suspects were searched. One of them was found to have 55,000 euros in cash. They had 90,000 euros in their bank accounts.

The five suspects are currently under judicial supervision and face up to 10 years in prison for swindling as part of an organized gang. None of them had a previous criminal record.

## CHEP Australia Recognized as Leader in Sustainability by APCO

CHEP Australia has been recognized as a leader in sustainability at the Australian Packaging Covenant Organisation Annual Awards in Melbourne.

CHEP won the overall APCO Sustainable Packaging Excellence award, recognizing dedication collaboration to with customers and to helping Australia truly shift to a more circular and sustainable packaging system. CHEP also took home the APCO Logistics Sector Award. In addition to delivering a global reusable To read more, click here.

packaging model, CHEP works with thousands of businesses to build and support sustainable supply chains globally.

Circularity and sustainability are at the heart of CHEP's business model. It collaborates with a broad range of businesses across several industries, including many APCO Members, to build and support sustainable supply chains.

# The French Pallet Industry Will Organize Regional Pallet Workshops in France During 2020



The FNB / SYPAL Pallets Commission and France Bois Régions are joining forces to organize a series of workshops in six regions throughout the country in 2020. Each meeting will bring a group of stakeholders, including mills, manufacturers, recyclers, and rental providers as well as renters, buyers and users of wood pallets.

The objectives of the meetings include:

- Bringing together all the supply chain participants who rely upon the wooden pallet;
- understanding the expectations and needs of the upstream sector and buyers/users of wooden pallets to work on possible progress and improvement;
- Presenting dynamic uses of wooden pallets in regions;
- Responding to users' questions about wood pallets and the various logistics solutions involved;

- Presenting the know-how and skills of regional business players who produce, repair or rent wooden pallets;
- Networking with the players in the wood pallet sector including lumber suppliers, manufacturers, and recyclers in the participating regions.

The format of each PALBOIS day will include a morning dedicated to feedback from industry professionals and an organized plant tour at a pallet user facility. A copy of the latest French language reference book in the sector, "La palette bois, outil clé de votre performance" (The wooden pallet, a key tool for your performance) will be given to each participant.

The presentations and visits will be adapted according to each region, both in terms of concerns of professionals in the sector as specific logistics linked to the regional economy.

# Benefits of the EPAL pallet system enjoyed by millions, states EPAL

EPAL wooden pallets move flows of goods globally and are essential for safety and smooth operations in the logistics sector, says a new press release from EPAL. The huge number of A and B quality pallets ensures that the open Euro pallet pool is the most extensive exchange pool of all. Users of EPAL Euro pallets take advantage of the benefits of the open pool, the EPAL whose cornerstones system, are widespread availability and global exchangeability, cost transparency and contractual independence.

In high bay storage especially, EPAL pallets are the first choice and very hard to replace. The independently assured quality guaranteeing safety in the warehouse; the high load capacity; the non-slip properties provided by the wood, which are indispensable on smooth steel surfaces in high bay storage; these characteristics distinguish the EPAL Euro pallet as the ideal high-bay load carrier. In comparison, most plastic pallets are not suitable for racks because they need nonslip pads to fix them on racks. On traditional chain conveyors, like those used in most automatic warehouse systems, again plastic pallets don't work properly because they tend to be too smooth for transport on chains. Traditional Euro pallets in A and B quality flawlessly and thus guarantee optimum processes.



Wooden load carriers are predominantly used for transporting raw materials and finished products to the first stage of the supply chain, as well as for third party delivery of tissue products. Even in the fruit and vegetable sector, wooden load carriers are used for delivery to the first stage in the supply chain. Wooden pallets are hygienic too: extensive studies now attest that pine wood, especially, exhibits antibacterial effects. Wooden pallets are all-round marvels, and are resistant to both temperature and UV exposure.

Also, environmental responsibility and sustainability are key components of EPAL's DNA. Due to the high number of times EPAL pallets can be reused in the open pool, logistics costs and CO2 emissions can be reduced. Generally an EPAL pallet is repaired for the first time after 6 or 8 rotations, then it can be repaired almost infinitely meaning lower materials and energy costs and, at the end of its life cycle, it is completely recyclable.

Source: EPAL



### Social Media Roundup

#### What's new in social? Click on images to check.



To share your company's social post, email to newsdesk@westernpallet.org

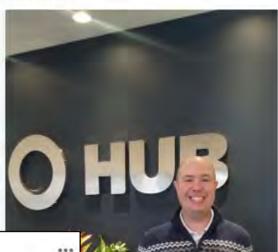


valuable asset to TP's clients and staff by always willing to help solve problems, take on new work, and help train others. He has become well versed in finger joint and MSR/MEL grading and is willing

to go where ever the need arises. Dean is one that has never met a stronger



Congratulations to Paul Quandt, CIC, CFPS, CLCS with HUB International!! Paul has accepted his nomination for Portland & SW Washington Man of the Year and we are thrilled to have another #communityleader join our 2020 #MWOY class. We look forward to the impact that Paul and his fellow candidates will have on our #community while getting us closer to our goal to cure cancer. Thank you for #signinguptosavelives Paul!!



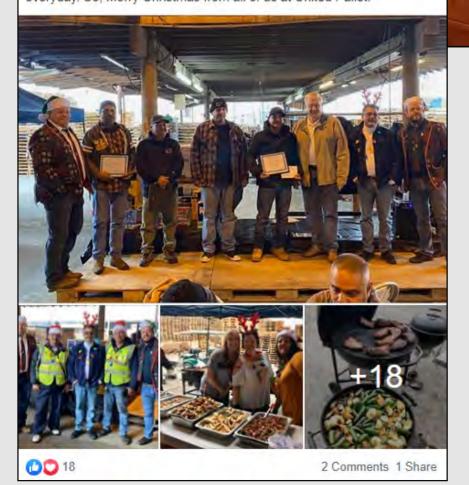
SIGNING UP

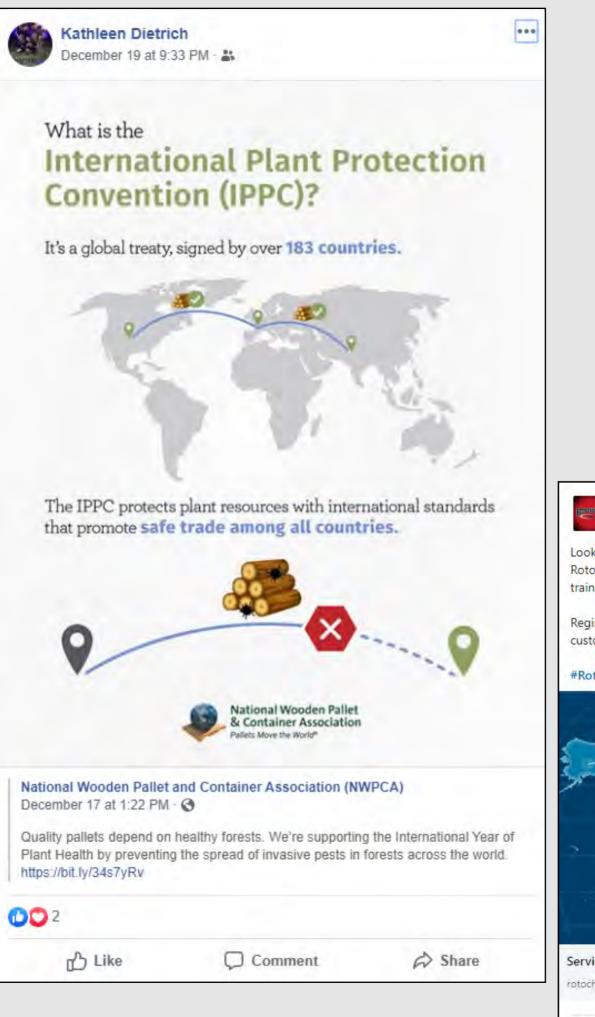


#### United Pallet Services, Inc.

December 13 at 4:18 PM · 🔇

At our annual Company Christmas Party today, we acknowledged and honored all of the dedicated employees that have worked for us for more than 15 years (a total of 25)! And, 5 of those have worked here for 25 or more years! In fact, our longest tenured employee, Ernie, has been here for 34 years! We couldn't be more excited and proud of all of the hard working men and women who make this company run each and everyday. So, Merry Christmas from all of us at United Pallet!









Congrats!! Collins is proud to be a longterm supplier of cherry lumber to The Joinery! #CollinsWood



Jon Blumenauer • 2nd CEO at The Joinery 3w • 🚳

The Joinery is honored to receive the Portland Business Journal's award as Oregon's Manufacturer of the year (11-50 employees). Click here to read the full article <a href="http://bizj.us/1q0dnj">http://bizj.us/1q0dnj</a>



The PBJ's Manufacturer of the Year 2019, 11-50 employees: The Jo Portland Business Journal

bizjournals.com

you or someone in your crew? Join us for 21 or Feb. 27-28! You'll get valuable hands-on ns and maintenance topics.

stomers who purchased a machine in 2019. Contact nvite.

#### niversity #RotochopperService



Share

Keta Kosman • 1st Owner at Madison's Lumber Reporter 5d • (6)

US Housing Starts Rise Again, Softwood Lumber Prices Remain Flat

It was not a surprise to Madison's Lumber Reporter Tuesday morning when the latest US housing starts data showed continued improvement. Such a strong end to what turned out to be a pretty good year for North American construction framing dimension softwood lumber prices — after a terrifying start — bodes well for 2020.

This Friday will be the last lumber price update for the year, and Madison's is advising that lumber sales will start out hot right at the beginning of January 2021. At this moment, Canadian and US sawmills are reporting they are holding off booking new sales until January, just to maintain current price levels. If the customer tries to counter-offer at a lower price, they are quoted for January delivery.

The price of benchmark lumber commodity Western Spruce-Pine-Fir KD  $2\times4$  #28/Btr last week was unchanged from the week before, still at US\$394 mfbm (net FOB sawmill; cash price, or "print"). This price is -\$2 less than it was one month ago. Compared to one year ago, this price is up +\$60, or +18%.

FULL STORY: https://lnkd.in/gN9j\_2t

#sawmill #lumber #softwood #ushousing #wood #housing #building #construction

	-		2014	to	2019				123
nd board feet	1027	Current: 12/17/2019		igh: e 2018	% Change	All Time High (Previous or Current)		% Change: Current vs. All Time High	
	\$	388	\$	550	-29.5%	3Q2005	\$460	-15.7%	
	\$	394	\$	622	-36.7%	2Q2004	\$443	-11.1%	
	\$	470	\$	690	-31.9%	2Q 2004	\$529	-11.2%	ı
AA	\$	430	\$	590	-27.1%	2Q 2004	\$500	-14.0%	
	\$	270	\$	445	-39.3%	2Q 2005	\$445	-39.3%	

US Housing Starts Rise Again, Softwood Lumber Prices Remain Flat madisonsreport.com

#### **News Briefs**

## Confluence Of AI On The Edge And Computer Vision In The Wood Pallets Industry

"Through well-trained computer vision models, the unique grain patterns of each pallet can be identified at birth, and this identity can be managed as the pallet flows through its life cycle. Changes to the wood patterns and structure can be tracked as the pallet is damaged and repaired as it cycles through the supply chain. Computer vision will not only allow tracking of pallets by just images, but it will also give insights into pallet strength and durability." Read more.

#### **Top Five Pallet Company Websites for 2019**

Pallet Enterprise has selected the top five U.S. pallet industry websites for 2019 based on four major criteria. This analysis included both small and large companies in the pallet manufacturing, repair and brokering sectors. The aim of this recognition is to encourage better industry design and marketing. The analysis focuses on the company website and not their social media presence or email/text marketing. Read more.

#### Reusable Asset Tracking Technologies Panel: It Takes a Village

The future is at hand for affordable, effective tracking of pallets and other reusable packaging assets, according to participants of an expert panel at PACK EXPO Las Vegas. Read more.

#### **Western Pallet Advertising Sponsors**

Advance Lumber Corali - USA Go Fast Manufacturing Weaver Wood, LLC North American Forest Products Northwest Hardwoods
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Timber Products Inspection
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### **Upcoming Events**

1/17/2020 - 1/21/2020 WPA Annual Meeting, Rancho Mirage, California www.westernpallet.org

2/11/2020 - 2/13/2020 WestPack 2020, Anaheim Convention Center, Anaheim, California. https://westpack.packagingdigest.com/

3/4/2020 - 3/6/2020 NWPCA Anual Leadership Conference, Naples, Florida www.palletcentral.com

3/9/2020 - 3/12/2020 MODEX 2020, Atlanta, Georgia www.modexshow.com

4/29/2020 - 4/30/2020 Wood Pallet Design & Performance Short Course Omni Hotel, Richmond, VA www.unitload.vt.edu/education/continuing - education/

5/10/2020 - 5/14/2020 LIGNA, Hannover, Germany https://www.ligna.de/

