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Magazine for WPA Members  
January 2019

Magazine



**WPA's 2019 Annual Meeting  
Highlights**



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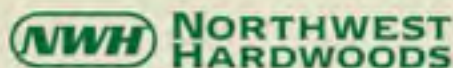
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# Western Pallet



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Softwood prices listed as of January  
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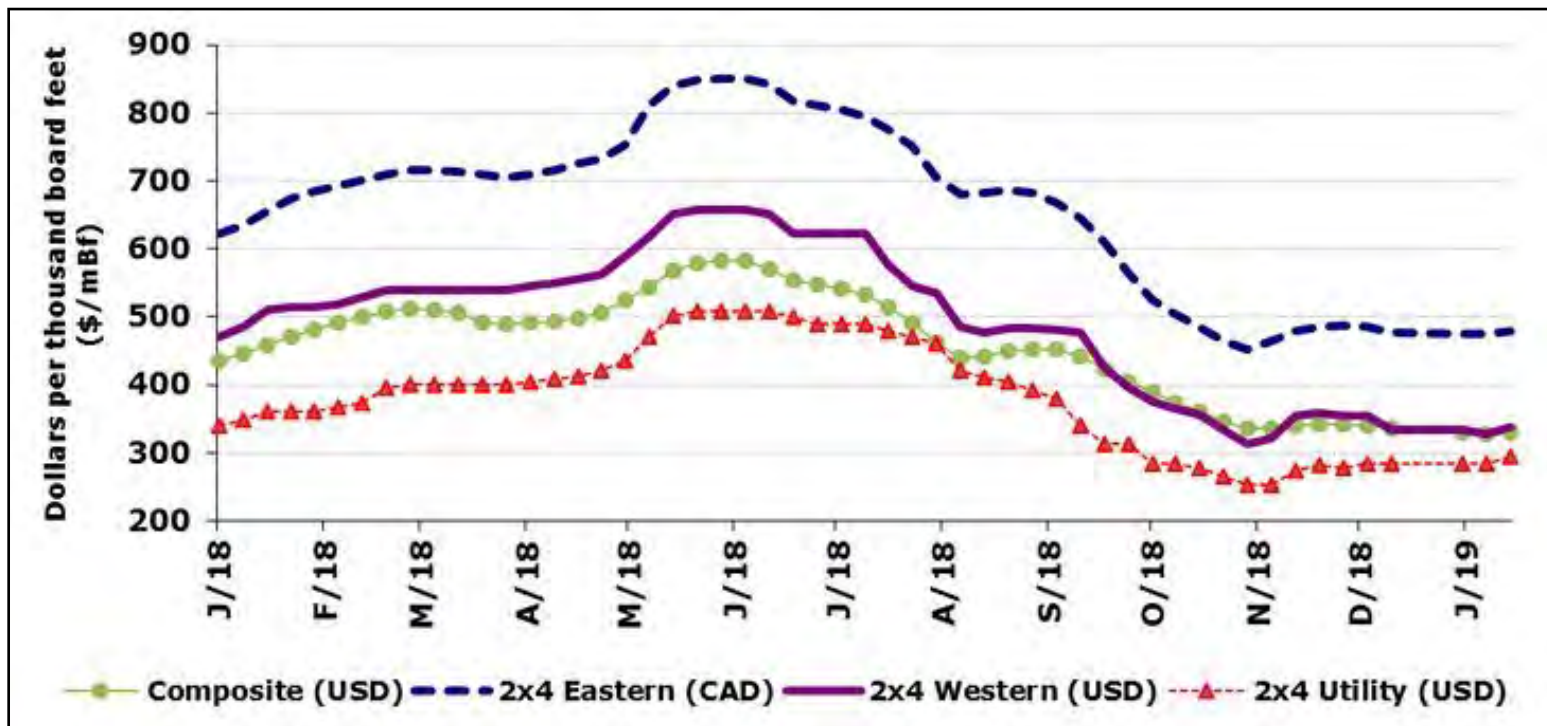
Timber Products Inspection

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# North American Softwood Prices

Weekly softwood lumber prices to January 22, 2019 are shown below, sourced at <http://www.nrcan.gc.ca/forests/industry/13309>.



*Madison's Weekly Softwood Lumber Movers and Shakers to January 21, 2019. Click on graph for expanded view.*

	This Week	Last Week	Change	% Trend	Month Ago	Change	% Trend	Year Ago	Change	% Trend
Prices are in U.S. dollars per 1,000 board feet (1B mBf)										
WSPF KD R/L 2x4	338	328	+10	+3.0%	328	+10	+3.0%	510	-172	-34%
WSPF KD R/L 2x6	358	332	+26	+7.8%	305	+53	+17.4%	498	-140	-28%
SYP KD R/L East Side 2x4	375	374	+1	+0.3%	395	-20	-5.1%	510	-135	-26%
SYP KD R/L East Side 2x6	315	312	+3	+1.0%	329	-14	-4.3%	380	-65	-17%
ESPF KD R/L 2x4	405	410	-5	-1.2%	395	+10	+2.5%	590	-185	-31%
WSPF KD PET 2x4 Stud	276	276	0	0.0%	282	-6	-2.1%	350	-74	-21%
WSPF KD PET 2x6 Stud	246	252	-6	-2.4%	252	-6	-2.4%	360	-114	-32%
Douglas Fir Green R/L 2x4	245	250	-5	-2.0%	265	-20	-7.5%	500	-255	-51%
Douglas Fir Green R/L 2x10	300	325	-25	-7.7%	325	-25	-7.7%	540	-240	-44%
ESPF KD 2x4 8ft Stud	365	365	0	0.0%	355	+10	+2.8%	425	-60	-14%
OSB Ontario 7/16" (CONS/msf)	255	250	+5	+2.0%	260	-5	-1.9%	425	-170	-40%
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(Cont'd on Page 9)



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Email: [levi@hasselbladlumber.com](mailto:levi@hasselbladlumber.com)



The logo for Advance Lumber Manufacturing features a stylized green tree inside a black circle, with the text "ADVANCE LUMBER" in bold green letters and "MANUFACTURING" in smaller black letters below it. To the left of the logo are logos for CWPCA and WPA. To the right is a green banner that reads "ON TIME ON GRADE FOR OVER 18 YEARS". Below the logo, contact information is listed: WEB: [www.theadvancegroup.net](http://www.theadvancegroup.net), EMAIL: [sales@theadvancegroup.net](mailto:sales@theadvancegroup.net), TOLL FREE: 1-888-580-4918, and PHONE: 604-580-4918. To the right of the contact information, a list of products and services is provided: "Specialized in Pallet Stock for Automatic Pallet Nailers", "Quality Canadian Wood Mill Direct", "Deck Boards / Stringers", "IPPC / KD / HT / Green Stock", "Truck & Rail to US & Mexico", and "HABLAMOS ESPANOL".

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Since Howard Powell's vision became a reality in 1969, Timber Products Inspection (TP) has been delivering confidence to the forest products industry through its auditing and lab testing services.

Wood Packaging became a part of TP's business in 1990 when the NWPCA chose TP for auditing their newly developed SPEQ program (Specialized Pallets Engineered for Quality). In 2001, ISPM 15 was introduced in the U.S. and TP was on the forefront in attaining ALSC accreditation to perform audits in this important program.

"As we move forward into the future, TP works to stay on the cutting edge in providing the best service that our people and technology can offer. We are



determined to always be the best at delivering confidence to the forest products industry," the company states.

*Source: Timber Products Inspection*



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# WPA Annual Meeting Enjoys Record Attendance, Great Weather

*WPA members holding up paddles in support of the industry. This year's WPA charity auction in support of The Pallet Foundation raised \$73,000.*



Rancho Mirage, California--The Western Pallet Association (WPA) celebrated its largest meeting to date at its 2019 Annual Meeting at Rancho Las Palmas. Some 265 pallet company operators, industry suppliers, related businesses and others made the trek to the Palm Springs area for the event. WPA has been returning

annually to the beautiful Rancho Las Palmas resort for almost two decades and is committed to returning through at least to 2023.

Since its launch in 1974, the WPA has represented the interests of wood pallet suppliers in the West, with member



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companies from Canada and across the United States. For the first time at the 2019 Annual Meeting, Spanish language translation of the business sessions was offered. The format of the meeting provides informative business sessions, networking receptions, as well as an Association golf tournament and free time for the many activities available in the Palm Springs area.

The agenda included an update on National Wooden Pallet & Container Association activities by Brent McClendon, NWPCA President, a review of federal politics and its implications for business in general and wooden pallet suppliers in particular, by Mike Hachtman, President of Relogistics (***Politics and Pallets in a Crazy Time***), and a look at anticipated 2019 lumber pricing trends by Chaille Brindley, editor of Pallet Enterprise Magazine and Pallet Profile Weekly (***Trumponomics: a Persepective on Wood Resources, Lumber & Markets in a Global Economy***).

The meeting also included a pair of panel discussions. The first, featuring several pallet manufacturers and recyclers, talked about the role of automation in growing their business, and its importance in helping to alleviate the labor shortage that is faced by the industry at large. The second panel looked at lumber pricing. More information on industry sessions and panels will appear separately.

Lindsey Shean-Snowden, outgoing WPA

President and National Accounts Manager for Valley Pallet, Salinas CA. provided State of the Association remarks.

She recalled attending her first WPA meeting early in her career as a "rookie pallet head". She remembered that she was a little nervous at the time, but mainly just excited. She recognized "right off the bat" how welcoming and knowledgeable that WPA members were. "I was really inspired to get as involved as I could," she said.

"The growth of the Association in membership and in net worth has been admirable," she stated, citing 195 members and a record setting 265 attendees at the 2019 Annual Meeting. The Association's net worth is about \$389,000.

"These numbers are truly reflective of all of you, our association members, and your board of directors, who have worked so hard this year, Shean-Snowden said. WPA has continued to grow its successful partnership with CWPCA and NWPCA through Nature's Packaging. WPA also has three members on the board of The Pallet Foundation.

Research sponsored by The Pallet Foundation has delivered positive results. For example, she noted,





## Members bringing Members

*The annual membership drive is a crucial component of WPA's renewal process and continued success, broadening its network and increasing value for everyone. Some of this year's winners are shown above. From left to right: Rick Ziebel, Scott Gutierrez, Ryan Greenwood, Beatrice Vasquez (2nd place tie), Norm Normile (1st place) and Tyrone Konecny (2nd place tie). Other winners not shown include Ian Carter, Marcus Blood, Mike Doyle, Judy Ramirez, Tom Worthen, Onofre Benard, Rodney Wadel, Ian Liddell and Moses Macias.*







*At left, a scene from the WPA golf tournament, with Rancho Las Palmas Resort in background. At right, lunch served at the WPA Annual Meeting.*



preliminary results of the landfill study show that 95% of wood pallets are currently being recycled, and "which further proves that wood packaging is the most sustainable choice."

"We encourage members to get involved in the Association in any way possible, including the social media and marketing committee and the membership committee," Shean-Snowden said.

New WPA officers elected include Annie Montey as President, Beatrice Vasquez as

Vice-President, Scott Gutierrez as Treasurer, and Lindsey Shean-Snowden as Immediate Past President.

On the WPA Board, Ralph Rupert and Sukhi Brar were reelected to 3-year terms, while Carolyn Beach-Skinner was tapped to complete the two remaining years on the Gutierrez term. Jason Saunders and Derek Sampson were reelected to 2-year terms.

# Brent McClendon Talks Strategy

"Every year I come here, and I hear that you have set another new attendance record," commented Brent McClendon, NPWCA President. "Clearly there is value in the information and the interaction at the Annual Meeting," he said.

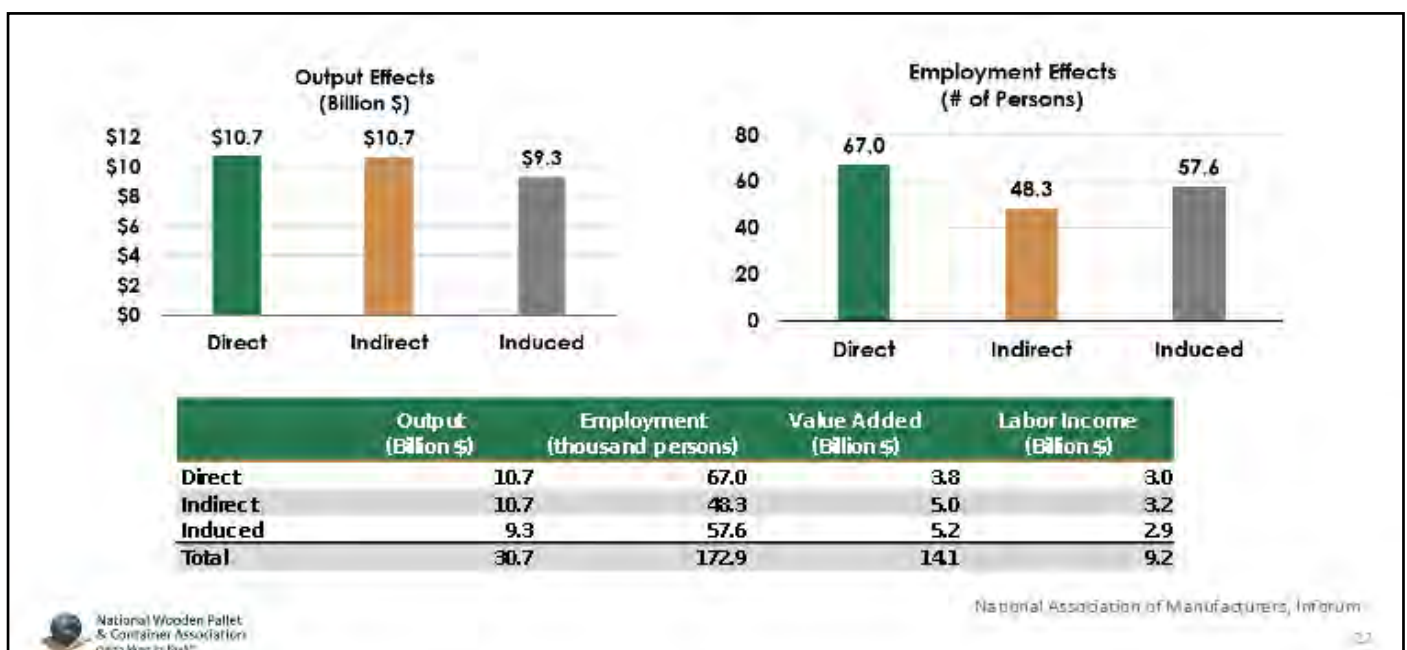
McClendon's presentation, ***Strategy That Drives the Industry, Your Company Forward, Globally***, shared insights about how NWPCA has developed and executed its strategy, growing in revenues from \$2 million to \$4 million annually. Meanwhile, The Pallet Foundation which was generating \$20,000 per year, now produces \$400,000.

A strategic plan for an Association is complicated. McClendon observed that members are the volunteers for the Association. They are also the owners, and its customers as well. "We have grown significantly domestically and

internationally," he said. "And it has been listening to you all that has helped us form our strategic plan and the projects we are working on now. We had focus groups, we had town hall meetings, membership questionnaires, retreats, a lot of the same things you are talking about in your own organizations.

"Where do we want to be in 5 years," he asked. "That is exactly how we started the conversation at NWPCA."

NWPCA's vision includes being a global thought leader in wood packaging. "That's ambitious, but that's what you want in your strategic plan," McClendon said. "We call it a BHAG. A big, hairy, audacious goal. If you build your vision for your company from where you are today, it will be a limited vision because you are going to look at your resources as constraints." (Cont'd on Page 20).





## **Economic Impact Study Shows Wood Packaging Industry Supports 173,000 U.S. Jobs**

One example of NWPCA efforts to fill data gaps is its recent economic impact study. Funded by The Pallet Foundation and conducted by the Manufacturing Institute's Center for Manufacturing Research in partnership with INFORUM, the research found that the wooden pallet and container manufacturing industry has a direct or indirect impact on more than 173,000 jobs and generates a total economic impact of US\$31 billion in economic activity. The study titled "Economic Analysis of the U.S. Wooden Pallet and Container Industry" illustrates the far reaching positive effects of the industry.

"The wood packaging industry is more than just wood and nails. We are tightly interwoven in urban and rural communities, working with other industries to supply materials, parts, as well as financial, IP and logistics, both nationally and globally," said Larry Howell, NWPCA Chair and President of Cottondale Wood Products based in Alabama. "Our products truly move the world by bringing goods to all homes and businesses."

### **Key Findings**

- Direct or indirect impact on more than 173,000 jobs and generates an economic impact of US\$31 billion. Total impacts of \$35.1 billion to the U.S. economy and employment of 197,300 jobs
- Labor compensation reached \$3 billion; robust growth has outpaced job gains, indicating higher average wages
- Direct output exceeded \$10.7 billion, the highest level of output since 2007
- Production levels increased 4% per year from 2009-2016, outpacing the overall economy.

According to NWPCA President/CEO Brent McClendon, "The research was undertaken to highlight the impressive impact that our industry has in this very complex value chain. We now have the critical data that shows the continued expansion of the industry and which has the potential to inform policies that create jobs and support local communities. We're proud of the role wood packaging plays for economic growth."

*NWPCA's vision includes being a global thought leader in wood packaging. "That's ambitious, but that's what you want in your strategic plan," McClendon said. "We call it a BHAG. A big, hairy, audacious goal. If you build your vision for your company from where you are today, it will be a limited vision because you are going to look at your resources as constraints."*

"You have to start by asking where should we be, what do we want to do, what do we want to be? Once you put together that plan, then you are developing goals and objectives to achieve it. You can roll through them, and they all make sense. If you want to be a global thought leader, what does that mean?"

He noted that when he started at NWPCA they had 1.5 engineers. Now they have 5 engineers and 2 PhDs on staff. "If you are going to be a global thought leader, you better put your money where your mouth is," he said. "You are going to hire people and fund those projects."

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*The demand for a wood packaging solution has grown. Wood packaging is recognized as the high-quality and low-cost solution when compared to other shipping platform options. It is accepted as an economical, sustainable, flexible, clean, and environmentally friendly product.*

*NWPCA is recognized as the "go to" resource for supportive research, the latest technologies and expertise on the advantages of wood packaging. Being a role model and NWPCA is a unifying voice for the global wood packaging industry. Members, government decision-makers, end-users, universities, and the consumer utilize NWPCA as the information source on wood packaging design and unit-load solutions."*

**--NWPCA Strategic Plan**





*Industry participation is urgently needed to succeed in developing an EPD. Watch the Survey Information Webinar by clicking above, or click here to find out more.*

NWPCA has worked at strengthening relationships with other groups. Previously, he noted, the Association's focus was downstream to customers. Now, strong relationships have been forged with forestry associations and environmental groups.

## **Environmental Product Declaration**

Another key project being worked on by NWPCA is an Environmental Product Declaration (EPD) for wood pallets. McClendon described the proposed EPD as an environmental audit. "It is like a nutrition label for your product," he said. In order to meet requirements, environmental and energy costs must be quantified for 20% of national pallet production.

Be forewarned that the survey process is a lot of work--but well worth the effort. Completion takes close to a day for pallet companies to do, McClendon said, and broad participation is required. Producers of 170 million pallets have to be accounted for in the study. "It is going to take us all," he said. "It is a huge project, but more than any other, I believe that it will benefit your company the most."

Such a comprehensive, 3rd party verified survey does not yet exist for the pallet sector. It would provide a marketing tool that "no other packaging material is likely to match," stated Chaille Brindley in Pallet Profile Weekly.

To find out more, visit <https://www.palletcentral.com/page/lcasurvey>



# The Role of Government Affairs in Supporting the Industry

"It's great to get together to network, but one of the primary reasons we join associations is to protect ourselves from the Bogeyman (boogeyman)," stated Mike Hachtman. He has been the Chairman of the NWPCA Government Affairs Committee for several years, and since 2017, has served on the Board of Directors of the NWPCA. He is also President of WPA-member Relogistics Services.

"There are groups of people who have plans that would directly impact our business," he continued. "Many of those involve government. That's why politics in our nation's capital, as well as state capitals, is so important to everyone here whether you are making lumber, pallets, or nailing machines.

"Whatever they do can have a direct effect on every one of us. The good news is that we are a powerful organization. Due to strategic relationships developed by NWPCA, he said, "things just don't happen anymore without us knowing about it." Because of relationship building, NWPCA now is very likely to get a call if something is on the legislative radar that could be an issue. But pallet industry support is still critical. "We can't afford to have paid staff in every state, so we need you to be our eyes and ears on the ground. Let us know if something crazy is going on in your home state. The more people we get involved, the more powerful we become as an industry."

Some of the initiatives that could be

potentially damaging to the pallet industry include work by the Carey Institute to ban international shipment of wood packaging, as well as efforts by Change the Pallet, a corrugated pallet group.

"We as an industry have no problem competing with materials," Hachtman said. "Let the market decide. The wood pallet is the most widely used around the world. What we have a problem with is artificial government interference in the marketplace--people outside that marketplace are trying to influence (lawmakers as to) what is right and what is wrong."

In regards to the ISPM 15 exemption between the United States and Canada, Hachtman reported assurances that there will be no action through at least to 2020, allowing the free movement of wood packaging back and forth between Canada and the U.S. One interesting issue, however, is that USDA has proposed to end inter-state quarantine for invasive species.

As such, the industry wants to make sure there are no unintended consequences of eliminating those quarantines which would give Canadians pause for caution about continuing the exemption. "NWPCA has submitted comments to USDA and will continue to look at that to make sure there are no unintended consequences," he said.



*Hachtman submitted the title of his presentation, **Politics and Pallets in a Crazy Time: What the Heck Is Going On?** back in October. That, he observed, was before things really got crazy in Washington.*



make sure there are no unintended consequences,” he said.

Further to the theme of complex policy issues, he surprised some attendees by suggesting they were at least indirectly in the energy business, and that cheap natural gas was causing problems for fiber residuals.

“We are indirectly in the energy business,” he said. “Guess what, fracking has been a wonderful development for the economy of our country over the last few years. It has also allowed us to get \$2.25 diesel, which is great. It has brought down prices around the globe. But when you pull liquids out of the ground, what do you get? You get natural gas, and it is incredibly cheap. There are companies out there who might have used wood pellets or wood fiber in their boiler. It’s cheaper to just burn natural gas, now. Those biomass plants can’t compete with natural gas generated electricity. It is just cheap, which is both a good thing and a bad thing for our industry.

“As an industry we have to understand how these external things can affect us.” NWPCA is also working to eliminate

potential restriction on the use of recycled fiber in pellets that has been pushed by EPA. “We do not need government saying that our residuals are unusable,” Hachtman said. “So we have submitted comments to EPA that there is nothing wrong with wood pallets being used for wood pellets.” In fact, he noted, because the material is so dry, the BTU content is much higher.

Hachtman also touched on more general business concerns, including tax, immigration, health care, labor, and OSHA.

Of note, NWPCA formed its PalletPac in 2018. (A Pac is a political action committee.) “It is designed solely to support the wooden pallet and container industry,” Hachtman said. “It’s one more arrow in our quiver that allows us to find friends in Washington, D.C., and keep friends in Washington, D.C. We need friends on both sides of the aisle, senate and house.”

To find out more about PalletPac and how you can support it, visit <https://www.palletcentral.com/page/PalletPAC>.

# Trump Policy and Lumber Supply in the West

Don't blame Trump for disruptions felt last year in the West Coast lumber market. That was one of the messages from Chaille Brindley, publisher of WPA-member Pallet Profile Weekly and Pallet Enterprise Magazine (Industrial Reporting), speaking at the 2019 WPA Annual Meeting. Brindley interviewed several experts to gain insight on the current state of the lumber market.

"In terms of the softwood lumber dispute, we would have gotten here regardless of who was in the White House," Steven Rustja, Vice President - Trading, Weston Forest Products told Brindley. "The wheels were set in motion back in 2015, actually probably prior to that. We knew in 2013 that we likely would not get a renewed Softwood Lumber Agreement. Both Hillary Clinton and Donald Trump were anti-trade, so we were going to get that slant from whoever won the presidential race in 2016."

As for 2019 predictions, Forest2Market projects more softwood production in the U.S. South, with pine prices remaining flat. It is anticipated that the U.S. dollar will slightly depreciate against the CAD and EUR in 2019, making U.S. exports a bit more attractive.

Bryan Beck of the Beck Group sees big changes taking place in the South,

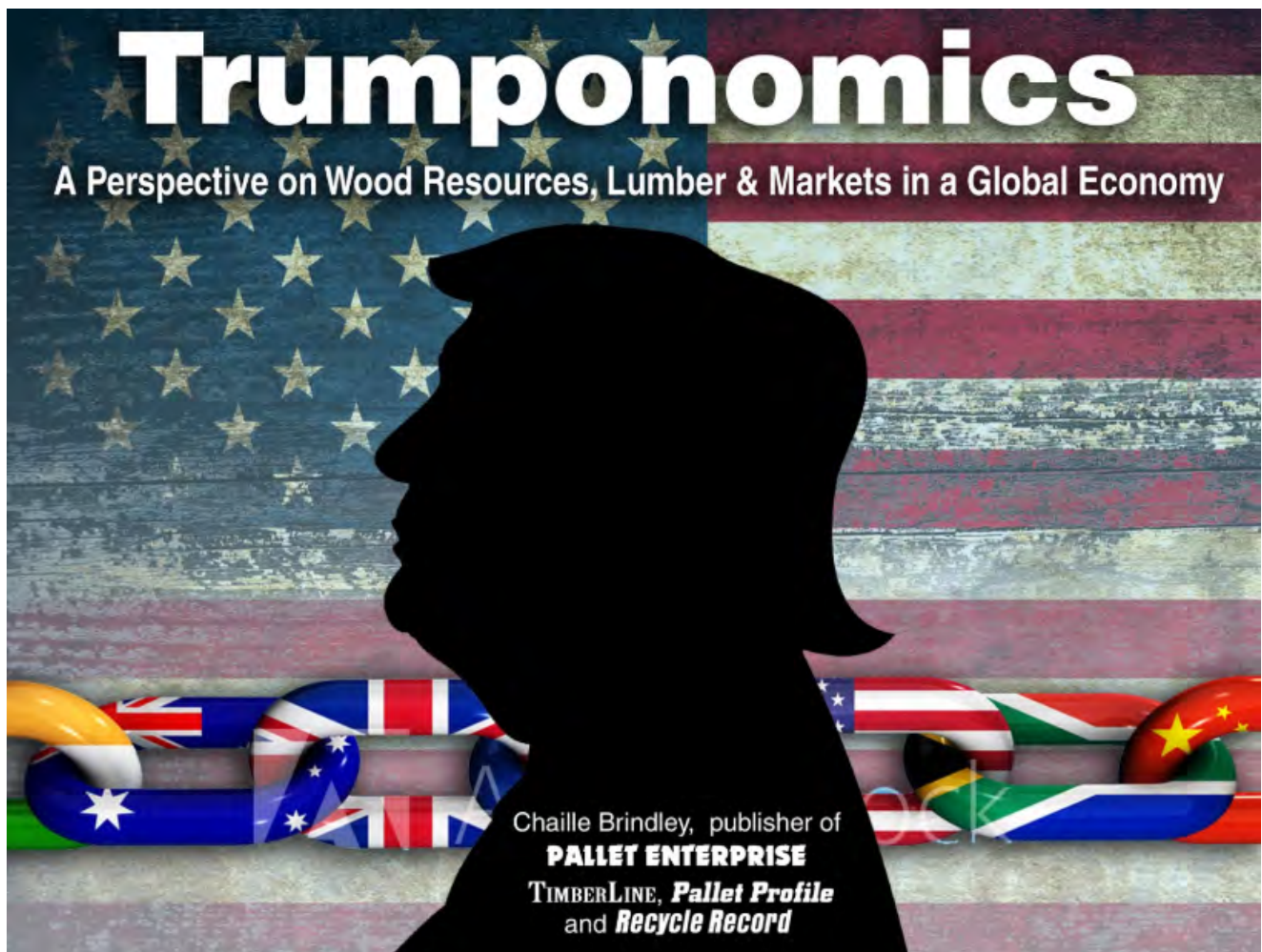
including consolidation, capacity expansion and modernization. There are 16 new mills going online between 2017 and 2020. Most of those are new, greenfield operations.. The expected capacity of new operations is nearly 3.5 billion board feet. Over the next five years, southern pine capacity will increase 30% over the 2016 level.

Fores2Market told Brindley that B.C. will curtail production due to impact of tariffs, lower costs and restricted log supply, with an estimated reduction of 1BBF of lumber. At the same time, U.S. housing starts will retract and the overall housing market will flatten. "Single-family construction will struggle as multi-family will inch up and remodeling will remain strong," according to Weston.

"We hit a bottom and have been stumbling along for six or eight weeks," said Steven Rustja. "Now, I'm getting a little bit more confidence that we've actually seen the worst of it. I don't think we're going to implode... I don't think you're going to see dramatic uptick in prices in 2019. I don't think you'll see anything like you saw last year.

"So, if you ask me, the overall North American economy in '19 will probably consume less lumber than it did in 2018.





Will it be catastrophic? I don't think so. But, I think we're not going to see as much production or consumption this year as we experienced in 2018."

In terms of Trump policy and tariffs with China, the impact has been felt most in the South and by hardwood producers.

So while domestic markets for Western lumber buyers seem likely to be less volatile in 2019, the President still generates some level of concern with

respect to lumber markets. "The big thing with Trump is that he creates so much uncertainty," one contact told Brindley off the record. "No one really knows what he's going to do next. If you're a sawmill or a seller or buyer of forest products, you aren't sure how agreements are going to change or policy that could affect exchange rates."

To find out more about Pallet Profile, visit [www.palletprofile.com](http://www.palletprofile.com).

# Litco International to Produce Premium Quality Engineered Wood Pallet Blocks in the United States, Seeks Feedback from Pallet

Litco International intends to begin manufacturing premium engineered wood pallet blocks in the United States later this year. The company will invest in an extrusion line to facilitate production of the new line, branded as Engineered Extruded Wood™ Blocks. It initially intends to extrude blocks sized at 3"x3" and 3.5"x3.5".

Litco is reaching out to pallet companies to engage in a dialogue to better understand block size and volume needs. As a domestic producer, it will eliminate the time and cost associated with shipment from Europe.

A point of differentiation from other composite wood blocks, the company intends to produce pallet blocks at a higher density than the .6 or .65 gram per cubic centimeter pallet blocks commonly available on the market. The higher density will address flaking and nail retention issues experienced with competing products.

Demand has been gradually growing, according to Gary Sharon, executive vice president for Litco. Over the last few years, he has been getting calls about pallet blocks, but production didn't make sense in terms of price or volume to

compression mold them--the process used by Litco for its industry-leading INCA Engineered Molded Wood™ pallets, core plugs, and other engineered wood products.

With more inquiries fielded in 2018, Sharon said that there is now enough interest to justify investment in an extrusion line for pallet blocks and potentially other extruded products. As the processing of fiber is the same for compression molding as it is for extruding, Litco already has all of the necessary equipment and buildings in place for that part of the operation. The only investment required is for the extruding lines, which Litco was preparing to order at the time of our interview in January. Completion of the project is anticipated in the 4th quarter of 2019.

Engineered wood blocks eliminate some issues associated with timber blocks, explained Page Clayton, Litco's sales engineer, a graduate of Virginia Tech. "Wood has a different strength property in each direction," he said. "So being able to reorient the wood grain or wood fiber in a more consistent or uniform form allows us to create some of the improved strength characteristics and properties."





*Dimensionally consistent wood composite blocks being fed into an automated nailing system in the Netherlands, as seen on the FEFPEB 2017 plant tour.*

allows us to create some of the improved strength characteristics and properties.

"The increased density of the Engineered Extruded Wood Block provides more impact resistance," Clayton continued. "In addition, the denser material provides better fastener retention. This is because fasteners' helixes and flutes have more material to grab."

Engineered wood blocks offer other many benefits. Because they come "ready for assembly" no additional labor or equipment is needed to size them. Dimensional accuracy and consistent quality also facilitate automated assembly. In addition, the low moisture content means there is no drying or mold treatment needed. Blocks do not check or

crack due to shrinkage from drying. The moisture content of Litco's Engineered Extruded Wood™ block is 7% at the time of manufacture and is ISPM 15 compliant.

Sustainability is another advantage. Damaged logs, wood waste, and other wood by-products are the materials of choice for Engineered Extruded Wood™ blocks, making them a positive choice for a circular economy. The component materials are easily reusable for the end user as mulch, absorbents, and animal bedding.

To contact Litco about its composite pallet block initiative, call 877-431-3308 or email Page Clayton at [page@litco.com](mailto:page@litco.com).

# Conner Industries Announces Opening of New Manufacturing Plant in Tennessee

Conner Industries Inc. is opening a new manufacturing plant in Clarksville, Tennessee on February 1, 2019. This latest expansion comes on the heels of strong first quarter growth for the company and is one of several new investments Conner has made in recent months. New equipment expenditures for several of its plants, a revamped online presence, and the implementation of new technologies at the corporate level signal strong business growth for the industrial wood and custom pallet and crate manufacturer, Conner reports.

"We're very pleased to announce the opening of a new location in Clarksville, Tennessee," says David Dixon, CEO of Conner Industries. "This is not only an opportunity to bring more jobs to the area, but it also allows us to further expand our manufacturing capabilities and meet the growing needs of the Nashville market."

The new facility plans an initial hire of 20 manufacturing employees, and is comprised of a 30,000 square foot assembly area, along with several acres designated for product storage and a rail spur on site with a loading dock. While the new Clarksville plant will be initially set up to carry out wood packaging products assembly, it will also serve as a warehousing and cross docking location for break bulk, and offer 3PL services for JIT delivery.

"This new location allows us to better align our services with our customers' demands in a rapidly changing packaging landscape," says Mike Huggins, Director of National Accounts at Conner Industries."



## CBP Taking Action Against Plywood Importers

U.S. Customs and Border Protection (CBP), part of the Department of Homeland Security, has launched an investigation into a group of U.S. plywood importers and taken urgent interim measures. This information was made public in a letter sent to the companies in question in November 2018. In the correspondence, the CBP alleges that the importers intentionally imported hardwood

plywood into the US that had been made in China and been relabeled in Vietnam. This action is apparently aimed at circumventing the duties payable on hardwood plywood products from China. Since the start of 2018, these imports have been subject to anti-dumping duties of 188.36% and countervailing duties of 22.98-194.9%.



The investigation launched by the CBP came in response to tips from the Californian plywood importer Plywood Source. This company contacted the agency in July 2018 after having gathered incriminating evidence that five of its competitors had infringed the import conditions. The plywood importers in

question are: Far East American, Ciel Group, American Pacific Plywood, Liberty Woods International and InterGlobal Forest.

*Source: EUWID*



## **LPR Reinforces Its Network with a New Depot in Lisbon**

LPR—La Palette Rouge, a leading European pallet pooling provider, opened its new warehouse in Alverca, Portugal in March 2018. The company states that its newest covered warehouse is physical proof of its concerted effort to improve service to the market by enhancing its operational capacity.

“Here at the Alverca covered warehouse, as is the case at our other collection centers, we have managed to offer a service of excellence to our clients and partners across the country. We’re very pleased that this depot has received recognition from the Group as its best in Europe and that this mark of distinction has motivated our colleagues from all countries where LPR has a presence to visit us so that they can see for themselves details of warehouse operations here—details which we believe can be replicated

in other LPR markets in Europe,” said Hugo Silva, Supply Chain Manager, LPR Portugal.

According to François Gay, LPR European Supply Chain Director, the company visit and sharing of best practices “was an excellent opportunity for knowledge sharing and networking. It is a source of great pride, but also a huge responsibility to know that we have raised the bar even higher now – something which I am sure the LPR Portugal team is going to try and do again”.

The Alverca depot has given LPR Portugal almost 200,000 square feet of additional storage, the capacity to sort some 30,000 pallets per day, and the ability to accommodate a greater throughput of pallets at short notice.



# New Report from Wharton, IGEL and CHEP Covers a "Revolution in the Making: The Quest for Net Positive Supply Chains"

The Wharton School of the University of Pennsylvania, the Initiative for Global Environmental Leadership (IGEL) and CHEP have released a special report on a "transformative vision" to improve the environment by improving supply chains worldwide. The report explains what the net positive movement is, core strategies, progress made, and what that means for complex, global supply chains.

As the report illustrates, net positive supply chains do more than reducing a company's carbon footprint: They restore and regenerate natural resources that the world and business need to thrive long-term. With that "net positive" result as a global goal, "A Revolution in the Making" begins with the concept that being less bad is no longer good enough.

"If you are an organization that depends upon natural resources or an organization where social cohesion is critical to the operation of your business, simply minimizing impacts isn't going to sustain your operation long-term," said Sally Uren, CEO of Forum for the Future. "Net positive is about rebuilding those assets you're totally reliant on as a business."

"CHEP customers use our pallets over and over again, so our business model has always contributed to a more sustainable supply chain, increasing efficiencies while eliminating waste, CO2 and reducing the use of natural resources," said Juan Jose Freijo, global head of sustainability for Brambles. "We are always looking for ways to do even more."

"There's a time pressure to all this," cautioned Joe Murphy, Circular Economy 100 Network (CE100) lead at the Ellen MacArthur Foundation. "We're pushing the limits of planetary boundaries, so success is a necessity."

"A Revolution in the Making: The Quest for Net Positive Supply Chains" includes four sections: Being Less Bad is No Longer Good Enough; Collaboration is Key to Net Positive Results; Four Principles for Creating Net Positive Supply Chains; and Net Positive Supply Chains: How far have we gone? How much further do we need to go? The special report is free to download here.





# Connect with Western Pallet Association!



## Upcoming Events

2/5/2019 - 2/7/2019 Westpack Show, Anaheim, California  
<https://anaheim.am.ubm.com/2019/registrations/>

3/13/2019 - 3/15/2019 NWPCA Annual Leadership Conference,  
San Diego, California. [www.palletcentral.com](http://www.palletcentral.com)

3/28/2019 - 3/29/2019 INDUSTRIAL PACK, Atlanta, Georgia.  
INDUSTRIALPACK2019

5/8/2019 - 5/9/2019, Global Softwood Log & Lumber Conference,  
Vancouver, BC. [www.woodmarkets.com](http://www.woodmarkets.com)

5/27/2019 - 5/31/2019 LIGNA 2019, Hannover, Germany.  
[www.ligna.de](http://www.ligna.de)

6/7/2019 - 6/9/2019 CWPCA Annual General Meeting, Victoria, BC. [www.canadianpallets.com](http://www.canadianpallets.com).

# ***In case you missed them...***

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