

Western Pallet

Magazine for WPA Members
July 2019

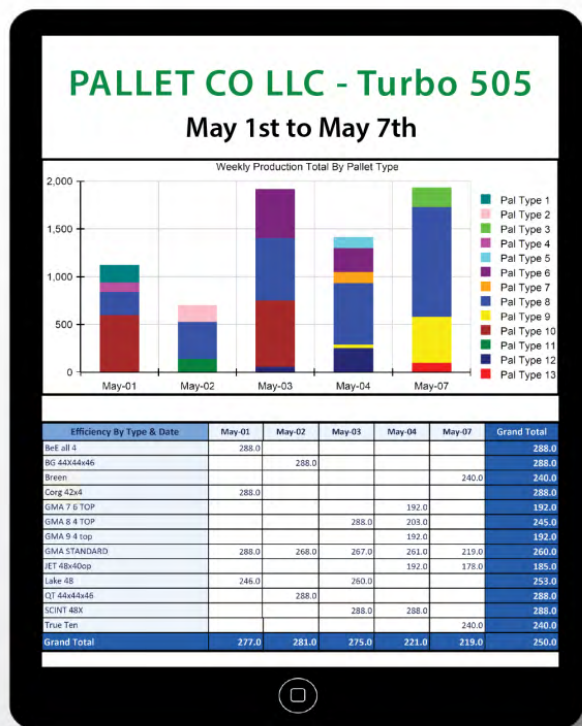
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North American Softwood Prices

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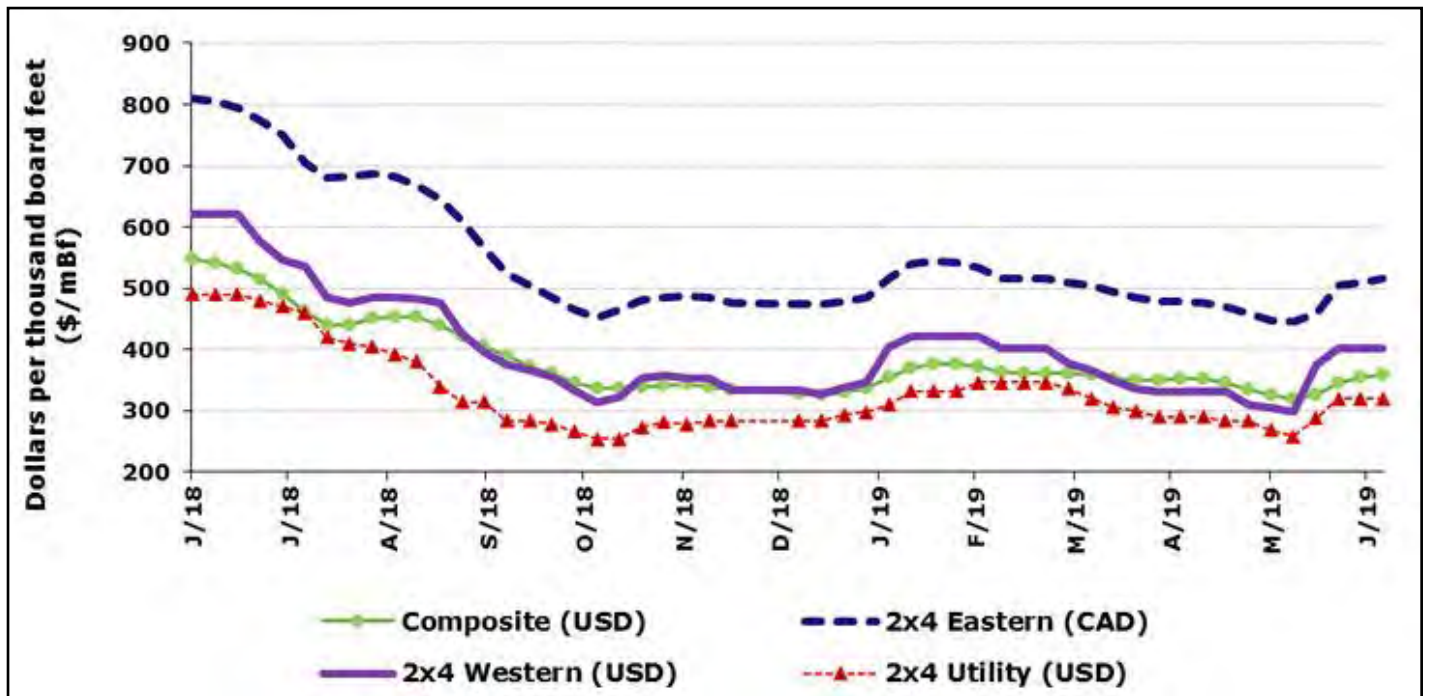
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North American Softwood Prices

Weekly softwood lumber prices to July 10, 2019 are shown below, sourced at <http://www.nrcan.gc.ca/forests/industry/13309>.



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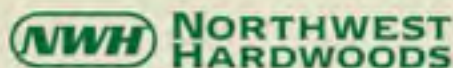
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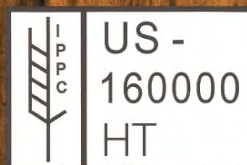
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Released Jul 18, 2019 (www.census.gov)

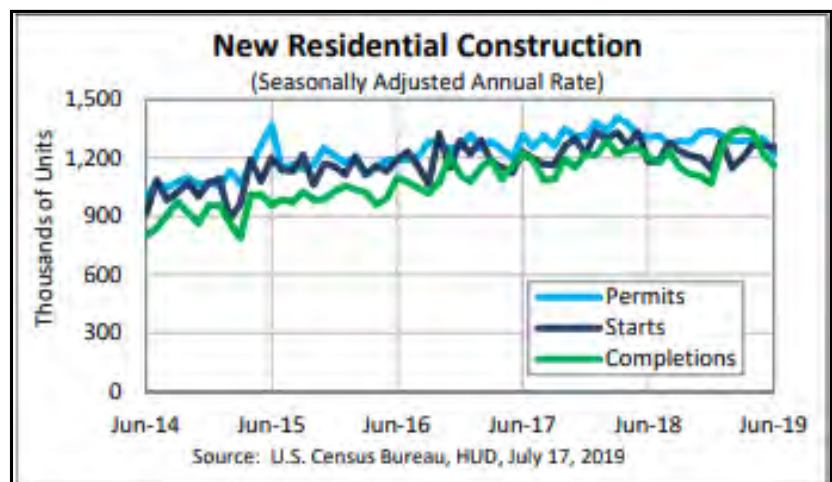
The U.S. Census Bureau and the U.S. Department of Housing and Urban Development jointly announced the following new residential construction statistics for June 2019.

Building Permits

Privately-owned housing units authorized by building permits in June were at a seasonally adjusted annual rate of 1,220,000. This is 6.1% below the revised May rate and is 6.6% below the June 2018 rate of 1,306,000. Single-family authorizations in June were at a rate of 813,000; this is 0.4% above April. Authorizations of units in buildings with five units or more were at a rate of 360,000 in June.

Housing Starts

Privately-owned housing starts in June were at a seasonally adjusted annual rate of 1,253,000. This is 0.9% below the revised May estimate of 1,265,000, but is 6.2% above the June 2018 rate of 1,180,000. Single-family housing starts in June were at a rate of 847,000; this is 3.5% above the May figure. The June rate for units in buildings with five units or more was 396,000.



Housing Completions

Privately-owned housing completions in June were at a seasonally adjusted annual rate of 1,161,000. This is 4.8% below the May figure and is 3.7% below the June 2018 rate of 1,205,000. Single-family housing completions in June were at a rate of 870,000; this is 1.8% below the May rate of 886,000. The June rate for units in buildings with five units or more was 283,000.

Cont'd on Page 12

EPA Diesel Fuel Update

Updated July 15, 2019

Pending Home Sales Bounce Back 1.1% in May But Dip in the West

Pending home sales increased in May, a positive variation from the minor sales dip seen in the previous month, according to the National Association of Realtors®. Three of the four major regions saw growth in contract activity, with the West experiencing a slight sales decline.

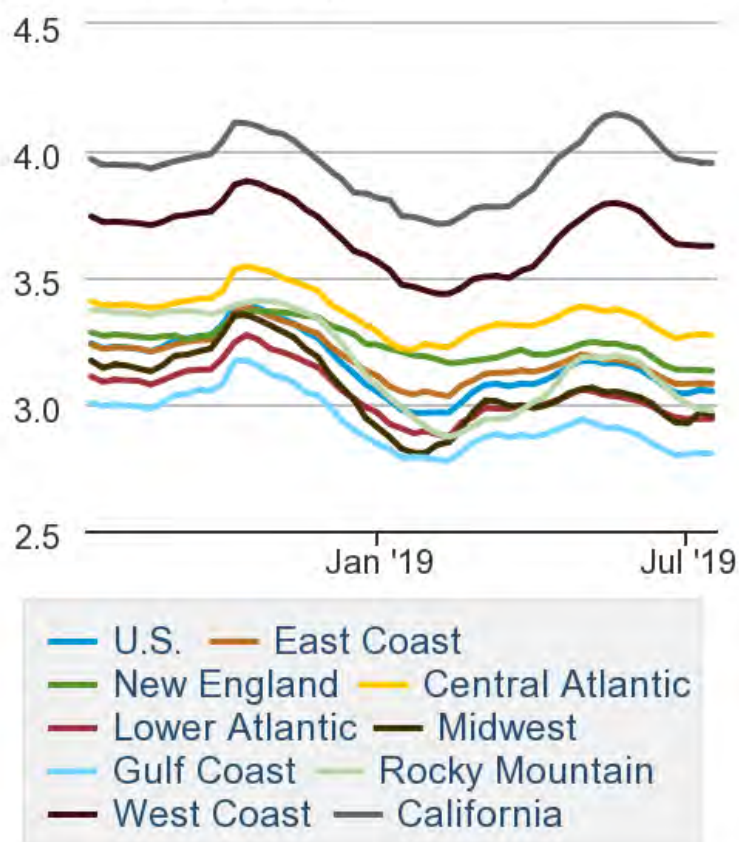
Lawrence Yun, NAR chief economist, said lower-than-usual mortgage rates have led to the increase in pending sales for May. Yun said consumer confidence about home buying has risen, and he expects more activity in the coming months.

The index in the Northeast rose 3.5% in May and is now 0.5% below a year ago. In the Midwest, the index grew 3.6% still 1.2% lower than May 2018.

Pending home sales in the South inched up 0.1%, 0.7% higher than last May. The index in the West dropped 1.8% in May and decreased 3.1% below a year ago.

On-Highway Diesel Fuel Prices

(dollars per gallon)



Source: Energy Information Administration

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WPA Moves South



L - R, Joe Baca, Jr., Rialto City Council member; Lina Montez, G.O. Pallets, Inc.; Beatrice Vasquez, Oxnard Pallet Co.; Rafael Trujillo, Rialto City Council member. Certificates were presented to WPA and NAPA by the Rialto City Council members.

WPA went North of the border with a South of the border flavor. Close to 100, children and adults, attended the summer taco BBQ in Rialto, CA, June 29th. Co-sponsored by WPA and NAPA (North American Pallet Association – a local Hispanic group), the agenda included speakers on pallet information, excellent food, and a mariachi band.

WPA member G.O. Pallets, Inc., Edgar and Lina Montes, teamed with WPA vice president, Beatrice Vasquez of Oxnard Pallet Co., and several others to organize the outing. Beatrice and Dave Sweitzer, WPA Executive Vice President, spoke about the upcoming WPA annual meeting in January in Palm Springs and the importance of collaboration with local, regional, national, and international trade associations.



Beatrice Vasquez, WPA vice president, displays certificate issued by the City of Rialto to the WPA.



L – R, Jehu Melchor, Quality Pallets; Roberto Salas, Salas Pallets and NAPA president.

WPA Goes South, Cont'd from Page 13

Many of the NAPA members attending are also WPA members and have attended WPA annual meetings. The attendees were encouraged to join the WPA and attend the annual meeting – translation will be provided.

Two Rialto City Council members spoke to the group about letting their concerns be known at the local level. The City Council seemed very supportive of the pallet industry and expressed willingness to work with the local companies to change laws, rules, and ordinances to be more pallet company friendly.



NWPCA Sponsors the PCR to Benchmark Environmental Performance of Wooden Pallets

UL has announced the publication of the first-ever Product Category Rules (PCR) for wooden pallets. The PCR may be used to benchmark the environmental impacts of wooden pallets, and sets a new precedent for life cycle assessments for pallets made from other materials.

Product Category Rules (PCRs) are a set of requirements and guidelines used for conducting and reporting environmental life cycle assessments of a particular category of products. The PCR evaluates environmental performance including aspects like carbon emissions, resource depletion and energy use, to name a few. PCRs ensure that products of the same function are evaluated consistently for a meaningful comparison of results via environmental product declarations

(EPDs).

"Our members in the wooden packaging industry are dedicated to environmental issues. Using this PCR for wooden pallets, we can better understand and communicate the environmental impacts of wooden pallets over their lifecycle," said Jordan Piland, NWPCA board chair and president of Atlas Pallets.

"At any given time, 1.8 billion wooden pallets are carrying goods across the U.S. alone. In light of their great volume and prevalence, this new PCR has tremendous opportunity to impact the environment by encouraging manufacturers of wooden pallets to understand the life cycle impacts of their products and ultimately implement changes to improve

understand the life cycle impacts of their products and ultimately implement changes to improve environmental performance,” said Alberto Uggetti, vice president and general manager for UL’s Environment division.

Because of all the different shapes, sizes and wood types used to manufacture wooden pallets, the PCR was developed to consider how many pallets are needed to deliver 100,000 pounds of goods. By building the assessment around a performance metric, pallets can be equally evaluated based on function.

The PCR was sponsored by the National Wooden Pallet & Container Association

(NWPCA) in conjunction with the USDA Forest Service Forest Products Lab. The standard was finalized after a critical comment and review period by ISO and industry technical experts.

This PCR for wooden pallets is now a publicly available standard, and must be taken into consideration for developing EPDs for pallets made from other materials.

The standard can be found at ul.com/standard. To learn more about PCRs or how to pursue an environmental product declaration, visit www.UL.com.

NWPCA Partners with OSHA for Safe + Sound Week, August 12-18

This nationwide event is taking place Aug. 12-18, 2019. Safe+Sound Week raises awareness and understanding of the value of safety and health programs that include management leadership, worker participation, and a systematic approach to finding and fixing hazards in workplaces.

Along with OSHA, NWPCA encourages all members to participate and showcase their commitment to safety. To get

started, visit the Safe+Sound Week webpage for ideas and select those of interest, or even host a public event. When your event is over, you can download a certificate and web badge to recognize your company and your workers. Use #SafeAndSoundAtWork in your social media channels and we can share it too.

Pallet Consultants Significantly Reduces Injuries, Makes Safety #1 Goal

Workplace injuries have dropped sharply at WPA member Pallet Consultants since implementing new safety measures in January. Those measures included new equipment as well as changes to injury reporting procedures, safety processes and an overall renewed focus on team member well being,

Gus Gutierrez, CEO of Pallet Consultants, says this move is part of a larger goal for the company. "Safety has always been a priority, but now we're doubling down," he said.

There have been new purchases like goggles that don't fog in the humid Florida summers, new guards on machines, better gloves and brighter lights. Longer and more comprehensive training periods with detailed videos and safety suggestion boxes placed around the warehouse have also made workers more aware of safety procedures and more confident in reporting potential hazards, according to Daniel Suarez, the Pompano Beach Operations Manager.

"We are now proactive versus reactive," says Suarez. "We have added new lighting for much clearer pathways for our forklift drivers. Upgraded nail guns with added safety features. Upgraded and added new cameras for internal review and training,"

Suarez explained. He also said Pallet Consultants has "increased training and awareness companywide with new safety videos that loop on TV screens in our cafeteria daily."

Team members at Pallet Consultants already had access to health insurance, 401k and other benefits, but the company wanted to do more according to Gutierrez.

"Take for example our new injury reporting system," Gutierrez noted. "If someone gets hurt, management has to send the report to executives within 24 hours, along with an action plan to prevent it in the future. That action plan is shared with all other managers at our other locations, and they all share their own suggestions and take notes."

Suarez's favorite development is "team awareness and willingness to not only protect themselves but their coworkers by pointing out anything they think could be unsafe."

Being without injuries is a lofty goal, but one Gutierrez is confident in. "We'll get there, and be the safest company in the industry. It's only a matter of time."



Conner Industries Acquires RoseMill Packaging Resources

Conner Industries, Inc., has announced the acquisition of RoseMill Packaging Resources, LLC ("RoseMill"), an industrial packaging company based in Lewisburg, TN.

RoseMill is a rapidly growing and profitable provider of industrial packaging solutions offering a broad range of manufacturing and services products utilizing combinations of wood, corrugate, plastic and foam packaging. Its customers are top-tier enterprises in the HVAC, Automotive, Appliance and Packaging industry sectors.

Mike Rose, VP of Sales, and Spencer Miller, VP of Operations, are continuing in their current roles at RoseMill, and both will take on expanded responsibilities to assist Conner manufacturing plants, and their salesmen, expand into more value-added packaging competencies.

RoseMill's unique industrial packaging solutions will be offered to all of Conner's customers, providing the opportunity to scale its solutions across Conner's existing footprint of eleven manufacturing plants throughout the Southern U.S. Conner's and RoseMill's philosophy and laser focus on providing exceptional customer service are tightly aligned.

The acquisition of RoseMill squarely fits into Conner's long-term strategic plan of expanding more deeply into the packaging industry, while continuing to accelerate growth in its core lumber business, leveraging its existing manufacturing facilities, and entering new geographic markets and industries not currently serviced today.

"We welcome RoseMill to the Conner family. We believe their expertise in the industrial packaging industry will allow Conner to better service our existing customers and attract new strategic partners with creative and cost-effective packaging solutions," said David Dixon, CEO of Conner Industries.

"We believe that Conner, a leading player in the industrial packaging industry, is the perfect company for RoseMill to partner with as we begin expanding our reach into new growing market segments," said Mike Rose. "Together, Conner and RoseMill will take a proven customer-service driven strategy to a market that is seeking partners and suppliers who are best able to provide more value-added services," Mike added.



Looming Insect Invasion Threatens California Grapes and Avocados



Spotted lantern fly, originally from China, has invaded the US East Coast, and is expected to make its way to California. Credit: Stephen Asmus / USDA-ARS

UC Riverside is testing whether a sesame seed-sized wasp can control a pest that could seriously damage California crops including wine, walnuts, and avocados.

The pest, a sap-sucking spotted lantern fly, is originally from China and was first detected five years ago in Pennsylvania. Since then, large populations have spread rapidly to grape vines, apple trees, and other plants in New York, Delaware, New Jersey, Maryland, and Virginia.

Experts believe the lantern fly is likely to make its way to California soon.

Mark Hoddle, director of the Center for

Invasive Species Research at UC Riverside, explains why the lantern fly is so harmful.

"It secretes copious amounts of "honeydew," a waste product that encourages black, sooty mold and damages a plant's ability to grow," he said. The honeydew also attracts undesirable insects such as ants and hornets.

The impacts could extend well beyond California. According to industry reports, the state is the world's fourth-largest wine producer, selling an estimated \$35 billion domestically and exporting \$1.5 billion annually.



Anastasis, a tiny wasp, could serve to control spotted lantern fly populations threatening important agricultural crops. Credit: Robert Nehme Malek/University of Toronto

Around 44% of nonnative insects arriving in California were first established elsewhere in the U.S. Given the speed with which the spotted lantern fly has spread, Hoddle realized the state needed a proactive approach to this predictable problem.

"Normally, when a bug shows up, we try to contain and eradicate it," Hoddle said. "But by the time the population is found, it tends to already be widespread and hard to handle."

The state Department of Food and Agriculture recently granted Hoddle \$544,000 to test whether a tiny parasitic wasp, also originally from China, could be the solution to the looming problem. Hoddle explained that the wasp has a

needle-like appendage it uses to lay its own eggs inside the lantern fly's eggs. While developing, the wasp larvae eat and kill their hosts, and then emerge after chewing escape holes through the lantern fly eggs.

These wasps pose no threat to plants or people, but before they can be used to control the lantern fly, Hoddle must prove they won't cause unnecessary harm to other native insects. "We can't just release a Chinese parasite into the wild in California," Hoddle said. "Chances are low it will harm the wrong targets, but we have to be sure."

Safety testing will be conducted in a highly secure quarantine facility at UC

Riverside. Native lantern flies, the subjects of safety testing, will be collected from natural areas in California and southern Arizona this summer.

Though the wasp is now being evaluated as a biological control on the East Coast, populations of lantern fly there have already grown large enough to cause significant concern for the grape industry, Hoddle said.

A spotted lantern fly's wingspan is about 1.5 inches, and at most they can fly a few hundred feet at a time if they're assisted by the wind. The lantern fly has spread so fast in part because the females lay eggs on nonbiological materials, such as train cars, motor homes, wooden pallets, and trucks that inadvertently move them into new territories.

"Anyone on the East Coast driving to California should be especially vigilant about checking their vehicle for egg masses before they make the journey," Hoddle warned. "Failing to notice them could have serious consequences."

Hoddle's testing will take roughly three years, and he estimates that this may be around the time when the wasps will be needed in California. "We hope to be ready to release these wasps immediately when the spotted lantern fly shows up, giving us a really strong head start on the invasion," he said.

Source: UC Riverside



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 plaque, presented at the Annual Meeting. With the highly successful 2019 Annual Meeting now in the books, it is time to work toward 2020.

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

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We've got to give a big shout out to Eric Fenton, GM of our Milwaukee plant. He was invited by [Waste Management](#) in Milwaukee to throw out the first pitch at the Milwaukee Brewers game last Thursday! 🎉 Here he is sporting his 48forty Solutions hat along with his Brewers gear. Nicely done, Eric! 🍌




with W. Eric Fenton

2


Reactions



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**Lauren Asghari** • 3rd+
Founder, Alderson Loop LLC
12h

This episode [Annette Walter](#) joins me to talk about her journey. Annette is a kick butt entrepreneur who helped build and sell her first business, only to start and run two businesses simultaneously following. If you've met her, you know he ...see more



WITH LAUREN ASGHARI

Annette Walter, Timber Industries And iEvolve Consulting, Episode 15, How'd Her Career Get There? by Lauren Asghari.BizGal
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CHEP Updates European Pallet Design, New Pallet Roll Out Well Under Way in Spain



Madrid – CHEP continues to place investment in innovation and the quality of the pallet pool at the heart of its strategy in Europe. Its main objective, it reports, is to adapt to the changes and demands of the market and to the needs of its customers.

In November 2018 the company introduced a new design update to its traditional 1200 x 800 wooden pallet in the European market. The 1200 x 800 is already being used by CHEP customers in 23 countries. In this process, CHEP's commitment to investment in Spain is particularly relevant, as it is one of the

countries where the transition to the new improved pallet model is taking place at a faster pace, with 3 million pallets (out of a total of 5.7 million in Europe) already delivered.

The new pallet is described as a more robust platform that offers higher quality and safety, as well as higher performance and durability. It maintains the same dimensions and tolerances as the prior pallet model so that operations in the supply chain and automatic warehouses are not affected.

This new design increases the area covered with material by 90.6%, resulting in a significant reduction in the potential risk of damage to the packaging.

"This new product is the result of a thorough analysis by our Innovation department to optimize the performance of our platform," commented Enrique Montañés, Senior Vice President of CHEP Southern Europe. This allows us to better serve our customers as we continue to move forward with our commitment to waste reduction.

"The new generation of 1200x800 pallets strengthens our position as the world's leading equipment supplier," he added. "The quality of our products, the innovation and the coverage of our

network are the basis of our value proposition."

Additionally, CHEP has invested in automation aimed at guaranteeing its customers' adaptation to the new ISPM 15 regulation, which affects all shipments of wood packaging destined for or originating in the Canary Islands. The company has 12 service centers in mainland Spain and four in the Canary Islands, equipped to meet future demand for treated pallets. In addition, it is developing algorithms based on Artificial Intelligence to detect the ISPM15 mark automatically as well as with a higher level of precision.



Upcoming Pallet Industry Meetings in Europe

69th FEFPEB Congress

FEFPEB will hold its 69th congress in Hamburg, Germany, on October 9-11, 2019. The congress, entitled Wooden Pallets & Packaging - Moving the Future, will feature visits to local businesses, a challenging business session and an excellent social program for delegates and partners. More than 200 delegates and partners are expected to attend. It will be hosted by HPE - the German Federal Association for Wooden Packages, Pallets & Export Packaging.

For more information, contact FEFPEB.

TIMCON Annual Dinner and AGM

TIMCON will hold its Annual General Meeting on Monday 9th and Tuesday 10th September 2019 at the Hilton Cardiff in Cardiff, UK. This year's Members' Dinner will be held at historic Cardiff Castle. According to TIMCON, "the meeting will once again cover the most pertinent issues of the day and a programme is being developed. Our aim is to bring you the most topical speakers and once the agenda has been finalized you will be the first to know!" Attendees can register online at www.timcon.org.



JULY 2019

News Briefs

Legal action against yard's owners could be coming following pallet fire

Fire officials in Springfield, Ohio are revisiting a pallet yard to review code compliance after putting out a large blaze. [Read more.](#)

Overfunding: Pallite Surpasses £1 Million Funding Target on Crowdcube

Just a couple of weeks after launching its equity crowdfunding campaign on Crowdcube, PALLITE, a UK-based designer and manufacturer of pallets and shipping crates, has successfully secured its initial £1 million funding target from more than 500 investors. [Read more.](#)

Coming into Focus: Hardwood Use for Pallets Trending Down

Given higher pricing and lower availability, research shows a decrease in the amount of hardwood used in U.S. pallet production. [Read more.](#)


Fed Says U.S. Economy Trundles Steadily Along, Outlook Positive

The U.S. economy expanded at a modest pace with job gains slowing somewhat and inflation remaining stable or slightly weaker, a Federal Reserve survey showed. [Read more.](#)

U.S. Lumber Industry Sues to Hike Duties on Canadian Imports

A group of U.S. lumber producers is suing for higher anti-subsidy duties on imports of Canadian softwood lumber.

Some Good, Some Bad: Wood Residuals Research Identifies Trends

Reducing waste and finding useful markets for wood residuals and waste byproducts is as important as ever. The U.S. forest products market has undergone a significant transformation since The Great Recession in 2008. [Read more.](#) 

Connect with Western Pallet Association!



Upcoming Events

8/13/2019 - 8/15/2019 Unit Load Design & Performance Short Course, Virginia Tech, Blacksburg VA. www.unitload.vt.edu

8/22/2019 - 8/23/2019 PDS Short Course, Melbourne, Australia.
www.palletcentral.com

9/23/2019 - 9/25/2019 Pack Expo Las Vegas, Las Vegas NV

10/1/2019 - 10/2/2019 NWPCA Fall Plant Tours, Toronto, Ontario. www.palletcentral.com.

10/9/2019 - 10/11/2019 FEFPEB Congress, Hamburg, Germany. www.fefpebcongress.org/

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

In case you missed them...

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