

Western Pallet Magazine

Magazine for WPA Members
July 2020



**NWPCA Releases Fire
Code Manual in
Spanish**

**Treating Workers the
Same in the Heat?**

**Prime360, 48forty
Solutions, Millwood,
CHEP in News**

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- NEW - POWERED BELT RETURN
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North American Softwood and Panel Prices

Prices listed as of July 22, 2020,
courtesy of NRCAN.

7

Residential Construction and Diesel Snapshot

The latest U.S. housing start and
diesel fuel information.

9

The Pallet Foundation Nature's Packaging®

Update on the Nature's Packaging
program.

14

Sonoma Pacific Ceases Operations

Founded in 1972, pallet company
weathered three major blazes.

16

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Cover Story

NWPCA Releases Spanish Language
Version of Fire Code Manual

26



Other Features

17 Prime360® Launches with a New Name in Pallet Supply Management

18 48forty Solutions Named a Top Green Supply Chain Partner

20 Hyster Introduces Tough Truck Designed for Maneuverability

21 Frank Bozzo appointed VP and GM of CHEP Canada

22 CHEP Canada Receives EcoVadis Platinum Ranking for the First Time

22 Millwood Adds Heat Treatment System to Offerings

24 Treating All Workers the Same in the Heat? That Could Be Risky

27 Resources for Keeping Workers Safe from Heat

29 Hyster Launches Wearable Sensor-Driven Solution to Promote Social Distancing

30 Social Media

32 Advertising Sponsors

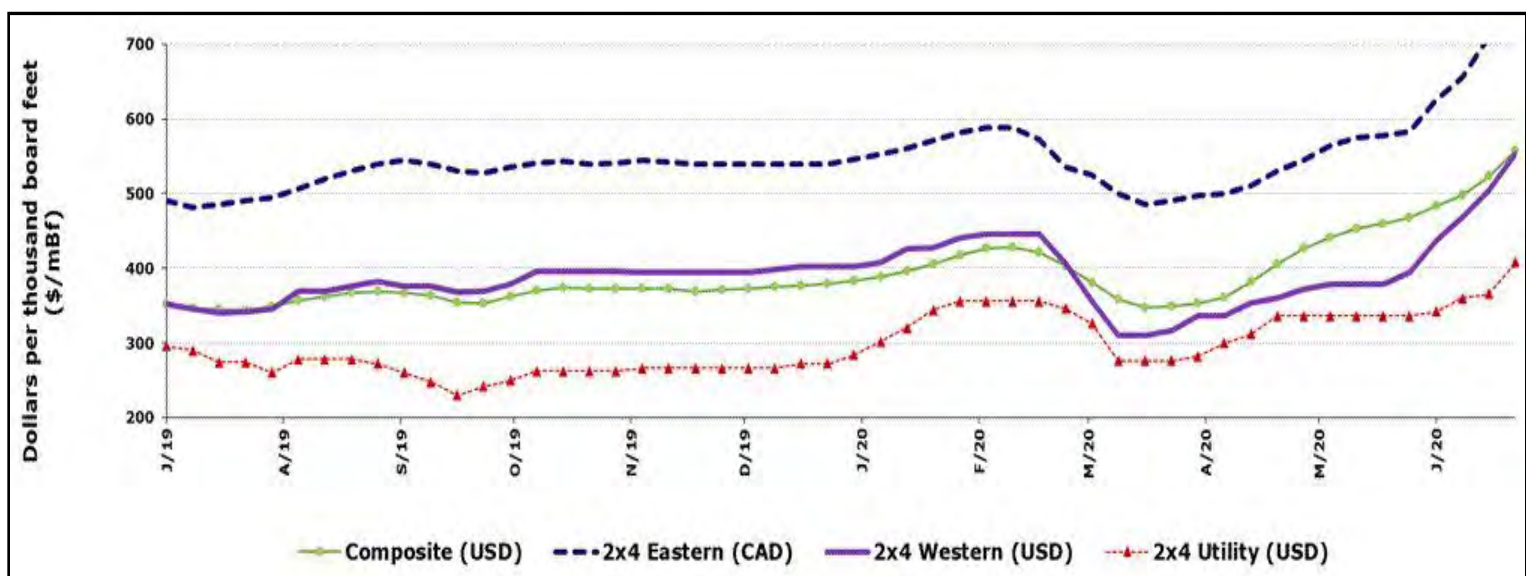
32 Membership Drive

33 Upcoming Events

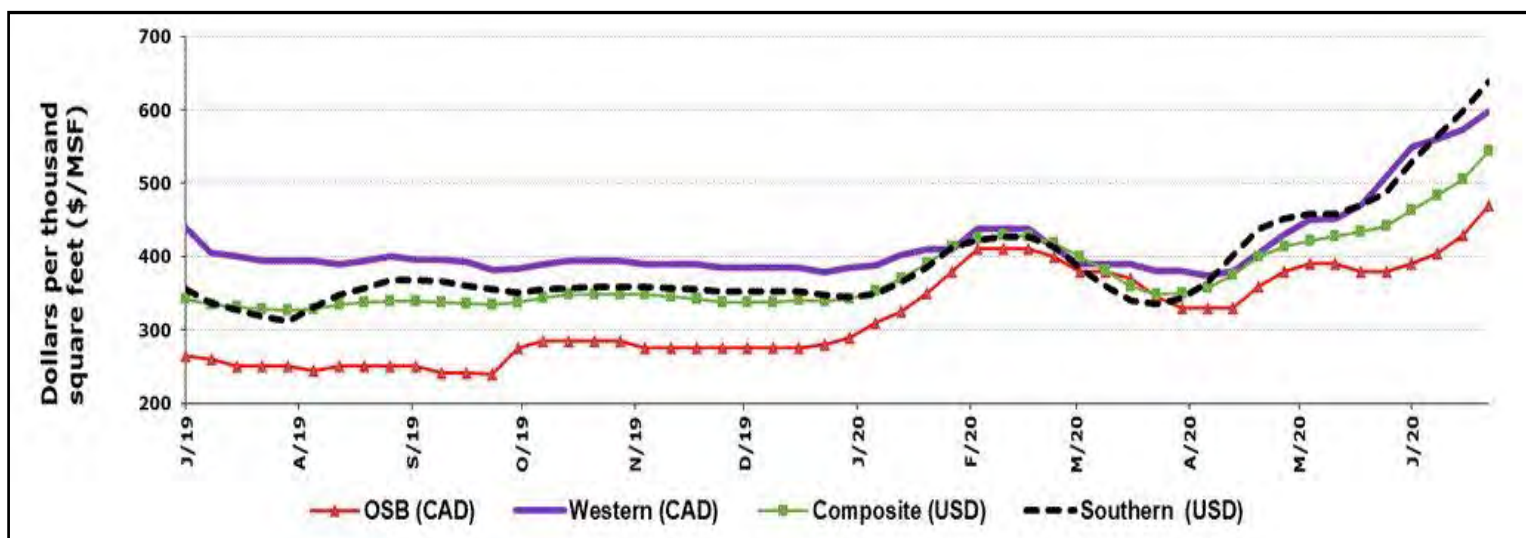
North American Softwood and Panel Prices

Weekly softwood lumber and panel prices to July 22, 2020 are shown below, sourced at <http://www.nrcan.gc.ca/forests/industry/13309>.

Softwood Prices



Panel Prices



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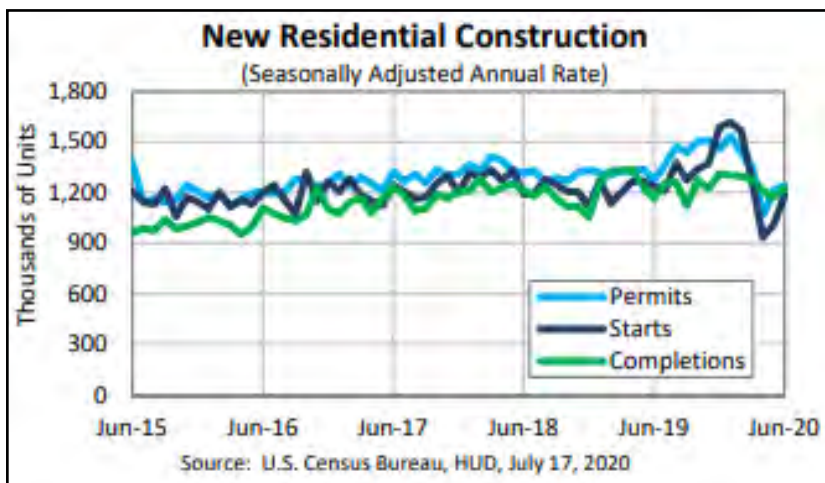


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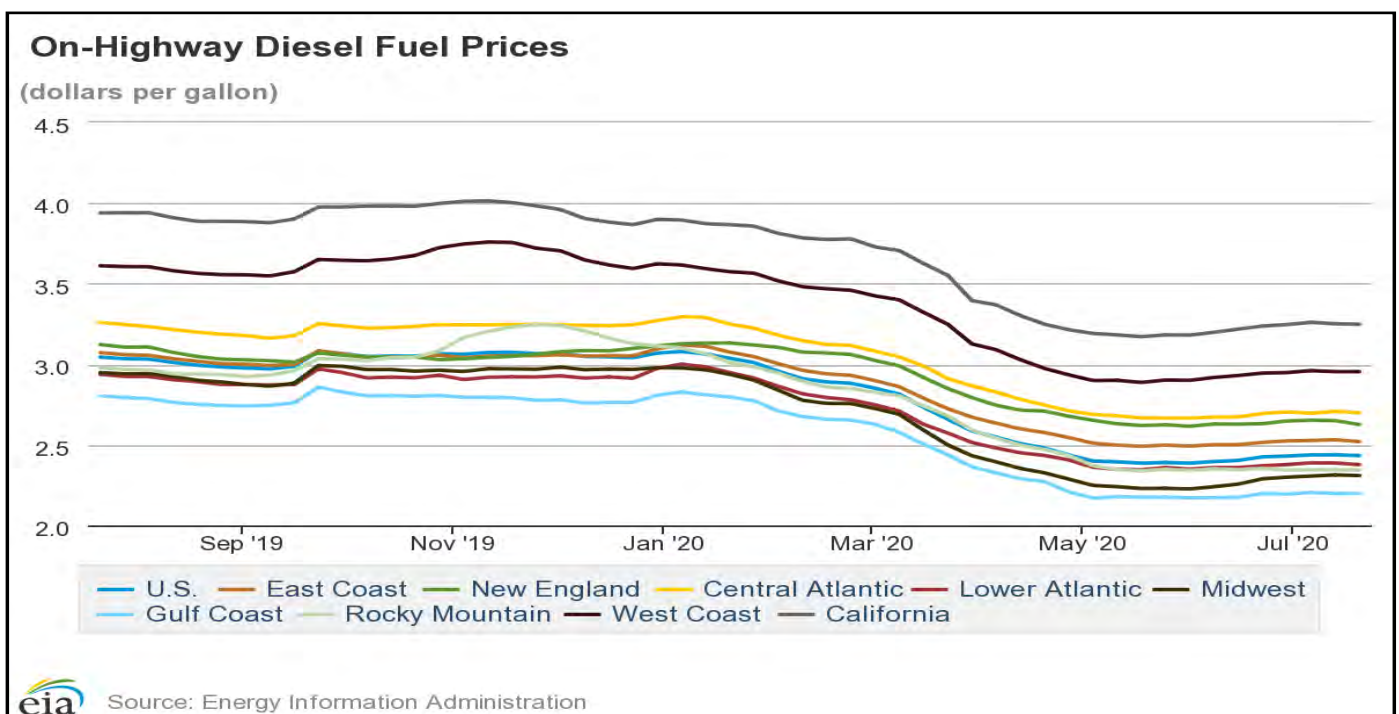
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Housing and Fuel Snapshot



Diesel Fuel: dollars per gallon, as of July 20.. Source: <https://www.eia.gov/petroleum/gasdiesel/>





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The Pallet Foundation

Project Focus: Nature's Packaging®

Grace Johnson, NWPCA Manager, Policy and Public Relations

Wood packaging is nature's packaging – the sustainable choice. So naturally, it seems appropriate that a collaborative project to plug the benefits of wood packaging be named 'Nature's Packaging.' The National Wooden Pallet and Container Association (NWPCA), the Canadian Wood Pallet and Container Association (CWPCA), and the Western Pallet Association (WPA) launched the project in 2015. By promoting the attributes of wood, developing educational materials, and providing sound research, Nature's Packaging works to increase the use of wooden pallets and containers.

Nature's Packaging® (Naturespackaging.org) is an ongoing project supported by the Pallet Foundation. It educates procurement and packaging professionals about the sustainability of wood packaging. The website provides tools and answers to the most pressing questions about wood products and manufacturing on the economy and the environment.

There are official data numbers on wood waste as a resource, landfill avoidance, forest health, carbon emissions, and coming soon, the environmental product declaration. In addition to research findings, Naturespackaging.org provides



marketing tools such as customer handouts, which summarize key questions that can be downloaded directly from the website. There is also the carbon calculator, which allows a user to input the number of pallets reused, recycled, and saved from landfills per month and receive the CO2 emissions saved per month along with the equivalent amount of cars taken off the road. Popular tools like these provide your business with reliable data for your customers to make an informed decision about their choice for packaging.

In recent months, website activity at Nature's Packaging has increased from hundreds of visitors to several thousand visitors per month. The content is relevant, data-driven, and third-party verified. The

visitors per month. The content is relevant, data-driven, and third-party verified. The research is readily accessible to educate and inform customers, packaging specialists, and packaging students of wood's environmental benefits over alternative packaging materials. All of the research is available to share with your colleagues, sales teams, and customers.

Nature's Packaging is an essential project of the Pallet Foundation, a non-profit foundation. It was initiated and continues

to evolve with additional support by NWPCA, CWPCA, and WPA. The campaign will keep promoting research that answers the question "why wood" and highlights the importance of healthy forests, healthy markets, and healthy communities. We are growing twice than what is removed by our industry. We are planting significantly more to expand our forest cover. We have the potential to use even more. Nature's Packaging provides a whole new area of opportunity for the wood packaging industry, and it gives us the tools to tell this great story.



LINC Systems Has Acquired Active Sales Company

Center Rock Capital Partners, LP ("Center Rock") industrial fastener and packaging distribution platform, LINC Systems, LLC has acquired Active Sales Company. Based in Santa Fe Springs, California, Active Sales is a leading distributor of industrial fastening products and industrial packaging supplies to customers throughout the Western United States.

Craig Russell, CEO and President of Active Sales, said, "On behalf of everyone at Active Sales, we are excited to begin our next chapter as part of the LINC organization. Together with LINC, we will be positioned to continue to offer a strong portfolio of brands, quick turn fulfillment, and most importantly, an unmatched commitment to customer service."

"Active Sales has been a reliable supplier of a full range of fasteners, fastening equipment, and packaging supplies to its customers for over 70 years. The acquisition of Active Sales is an important step in building a leading, nationwide industrial fastener and packaging distribution platform," said Ted Azar, CEO of LINC.

Kelly Evans, President of LINC, added, "Like LINC, Active Sales is dedicated to providing customers with exceptional service, selection, and product knowledge. We look forward to working with Craig and his team as we continue to grow and gain market share."



Sonoma Pacific Company, in Business Since 1972, Has Ceased Operations

The Sonoma Pacific Company, hit by three significant fires in the past 12 years, has ceased operations, according to a report in the Sonoma Index-Tribune

provide pallets to their specs following a 2018 propane fire at the Sonoma industrial property. Finally, it was hit by COVID-19.

"If it hadn't been for the three majors, I'd still be in business," said Tommy Thompson, who purchased the business in 2016. First, the company was unable to get insurance following the 2017 Sonoma Complex fires. Then it lost its biggest customer, Chevron, when it could not

The company started in 1972. It was struck by fires in 2007 and 2013 before the propane tank blaze in 2018. A clearance auction was held in mid-June, when all the machinery, plastic pallets, trucks and other materials were sold off.



Television coverage of the 2018 fire.



Prime360® Launches with a New Name in Pallet Supply Management

Following its 2019 merger of Northwest Pallet Services and Prime Woodcraft, Inc., the blended company has rebranded itself as Prime360®. For its leadership team, it was important to establish a singular brand and name that better represents the unified company it is today.

"Less than a year ago, we merged two strong companies with the goal to combine our resources and provide greater value to our customers," said President and CEO, Jack Donnell. "That has worked great, but we just needed that last step to create more clarity on who we are. Prime360 is it. The name captures nearly every facet of our new organization in one word. Prime conveys first and best – emphasizing our commitment to put our customers first and delivering the best services to them. And 360 represents how we can leverage our resources to give customers full visibility into their supply chain processes, identify key issues quickly, and realign their strategies as needed to best optimize their operations and financial performance."

Donnell takes pride in the role that Prime360 and its team members serve in the big picture. "When you consider that over 90% of U.S. domestic products are shipped on pallets, with current demand, that's simply incredible," he continued. As a green-friendly organization, with that



Jack Donnell

type of volume, there's a significant responsibility to minimize the potential for landfill waste and have established sustainability programs.

"We assess pallets when they're picked up by our partners. They're then sorted in categories of repair, tear down to reuse in remanufactured pallets, or recycle and repurpose. For the latter, damaged pallets

Cont'd on Page 18

Cont'd from Page 17

can be recycled by various means – shredded into mulch or even ground finer to be used as animal bedding at farms as well as other alternatives. We sustainably recycle over 55 million pallets a year.”

And then he noted, “As you can see, there are fundamental dependencies in each link of the chain to keep things moving. It’s also one of the reasons why, even over decades, the pallet supply chain industry relies on solid business relationships that offer reassurance someone “has your back” at all times. We ensure that synergy is there. Our teams working onsite or in the field with our customers and partners are committed to helping them when challenges strike to find productive solutions quickly. Knowing we can be

there for them really makes each workday great for us.”

Prime360® is an industry-leading, national pallet supply chain solutions and management company. With over 40 years of supply chain industry experience, it annually manages over 80 million pallets – and sustainably recycles, sorts, and repairs over 55 million pallets a year. The company states that it is the largest total pallet management services provider in the U.S., leveraging its 1,000+ partner network to support its extensive customer base. It also provides assistance with operations assessments, inventory controls, and supply chain audits, safety evaluations and training, pallet optimization programs, and more. Find out more at prime360.com.



48forty Solutions Named a Top Green Supply Chain Partner

48forty Solutions, North America’s largest white wood pallet management services company, has been named a Green Supply Chain Partner for 2020 by Inbound Logistics magazine.

48forty has been recognized for the company’s green initiatives such as minimizing waste, and repurposing

materials through their pallet repair and remanufacture programs. When a pallet does reach its end of life, it is disassembled. The company converts the wood waste into landscape mulch, pellets for stoves and fireplaces or biofuel. They also work with metal recyclers to repurpose the nails.



*File photo:
48forty
Solutions*

48forty also supports customers as they incorporate sustainable and responsible practices into their procurement processes. 48forty developed a calculator (available online here: <https://info.48forty.com/environmental-impact>) so customers and others considering recycled pallets can quantify their environmental impact. PalTrax, 48forty's online customer portal, allows customers to go paperless.

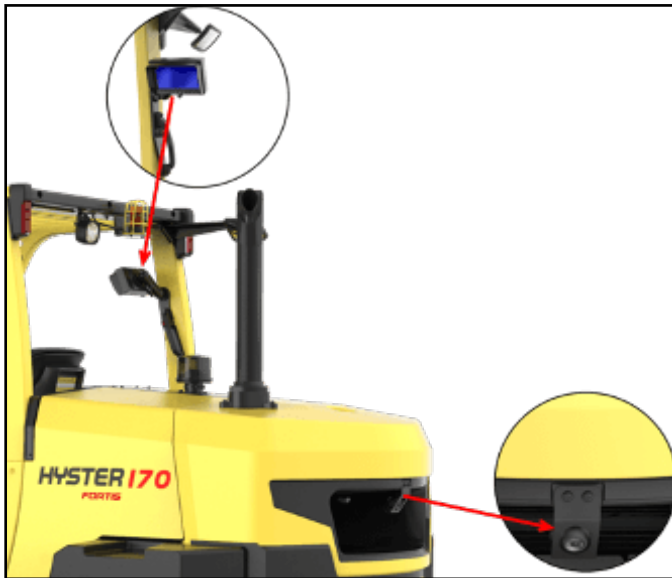
"As the largest white wood pallet recycling company in North America, we are committed to environmental stewardship. We are honored to be recognized for our efforts in sustainability and to once again be named a Green Supply Chain Partner," said Norm Plotkin, CEO, 48forty Solutions.

48forty Solutions will be profiled in a special G75 issue of Inbound Logistics, featuring 75 leading honorees for green supply chain and logistics management. Inbound Logistics editors determined the 2020 honorees are truly "walking the walk" when it comes to commitment to supply chain sustainability, even during these difficult times.

48forty Solutions is the largest white wood pallet management services company in North America, with a national network of more than 225 facilities. The company provides end-to-end pallet solutions, from supply to retrieval, on-site services, reverse logistics, and retail services. . Learn more at 48forty.com.



Hyster Introduces Tough Truck Designed for Maneuverability in Tight Stockyards



Optional rear view camera and display are shown at left

Hyster Company has introduced its new H155-170FTS series, a 15,500 to 17,000-pound capacity sit-down counterbalanced truck specifically designed for optimum maneuverability in tight, crowded outdoor storage environments.

"With businesses facing increased inventory but no extra real estate, they need to make the most of available space with maximum storage density," says Josh Eby, product manager, Hyster Company. "The best-in-class maneuverability of the Hyster FTS series helps equip operators for success in these tight spaces, keeping retrieval tasks moving quickly while avoiding product and facility damage."

The FTS series has two main features that contribute to this increased

maneuverability. The overall truck length is reduced by up to 12.8 inches due to a shorter counterweight design, while maintaining residual capacity. The truck also uses an innovative Turn Assist System that, when maximum steering angle is applied, applies the brake to the inside drive tire to enable a tighter turning radius and consistent maneuvering, regardless of load weight or road surface conditions.

Additional enhancements are available to help improve the operator experience. An optional rearview display provides a 118-degree field of vision, helping operators monitor the rear of the truck when maneuvering or changing direction. A standard high visibility mast design optimizes forward visibility of the forks and load as well.



Frank Bozzo appointed VP and GM of CHEP Canada

CHEP, has promoted Frank Bozzo to Vice President and General Manager of its Canadian business. This follows the appointment of Paola Floris to President of CHEP Latin America.

"Paola has led CHEP Canada through a major transition of its business model over the past four years, and we look forward to her leadership of our growing Latin American business," said Laura Nador, President of CHEP North America. "Frank is the natural choice to drive CHEP Canada to the next level of success given his impressive track record in management and customer service."



In his new role, Bozzo will serve as a key member of the CHEP North America executive leadership team, reporting directly to Nador. He will focus on leading CHEP Canada's pallet business by fostering strong customer relationships to drive growth and improve operating efficiencies.

Since joining the company in 2003, Bozzo has served in several commercial and customer service roles throughout his 17-year tenure with CHEP, including his most recent role as Senior Director of Sales and Customer Service for CHEP Canada. He has built and led teams to create

innovative sales strategies that maximize business opportunities across various industries, develop short- and long-term strategic plans, and integrate and align sales strategies with customer needs.

"I am honored for the opportunity to lead CHEP Canada's pallet business and to continue working closely with our customers," said Bozzo. "We have a fantastic team and the right mix of products and services that will help us exceed customer expectations and strengthen our market-leading position."



CHEP Canada Receives Prestigious EcoVadis Platinum Ranking for the First Time

CHEP Canada also recently received EcoVadis' prestigious Platinum ranking – ranking in the top 1 percent of sustainable businesses within its industry.

This is the fifth consecutive year CHEP Canada has ranked by EcoVadis, and the first time it has achieved a Platinum ranking. The EcoVadis methodology framework assesses companies' policies and actions, as well as their published reporting, related to the environment, labor and human rights, ethics and sustainable procurement. CHEP Canada ranking designates it as "advanced" in its Corporate Social Responsibility (CSR) efforts.

"We are honored that EcoVadis has once again recognized CHEP's commitment to sustainability and are humbled to achieve Platinum recognition for the first time,"

said Paola Floris, outgoing Vice President and General Manager, CHEP Canada. "Through our share and reuse circular business model, as well as our customer collaborations through our Zero Waste World program, CHEP promotes social responsibility in every aspect of our business – it's core to our values and mission."

EcoVadis provides sustainability ratings for more than 65,000 companies and more than 200 industries. Its methodology is based on international CSR standards, including the Global Reporting Initiative, the United Nations Global Compact and ISO 26000.

CHEP Europe and CHEP Australia have also received EcoVadis Gold recognition for CSR for the last several years.



Millwood Adds Heat Treatment System to Offerings

New System Cuts Energy Consumption, Improves Efficiency

Millwood, Inc. recently became the exclusive distributor of a uniquely designed pallet heat treat system.

Millwood's EZ-FLO Continuous Heat Treat System was created by Wiedemeier Wood Dryers.




The EZ-FLO Continuous Heat Treat System works via a continuously-flowing conveyor and can hold from seven to 14 stacks of 48"x40" pallets at a time. Pallets inside the chamber are brought to ISPM-15 standard temperatures to eliminate pests. Pallet stacks automatically enter and exit the chamber during the treatment process.

Because of the continuous flow and smaller chamber size, EZ-FLO consumes significantly less energy per pallet than typical stationary batch-based heat treat systems with a considerable reduction in treatment time. "We're very excited to offer this new system," said Rich Evick,

director – engineered systems. "This will improve efficiency and save the customer in energy costs."

The acquisition of this heat treatment system expands Millwood's presence in the unit load processing industry. By supplying to the producers of pallets rather than the consumers of pallets, the company is also opening to an entirely new customer base.

Millwood already has expertise in automated packaging systems, and the EZ-FLO offers the opportunity to expand their expertise and product offerings. This new system provides a larger footprint in the wood product industry. 

Treating All Workers the Same in the Heat? That Could Be Risky

Special to WPA, by Nicole Moyen, Vice President of Research and Development at Kenzen and heat stress blogger.

When it comes to planning for the prevention of heat-related injuries & illnesses among an entire workforce, a one-size plan does not fit all.

The research behind managing worker safety under hot working conditions has largely been based on studies of young, healthy men, which means that other populations – women, older adults, and people with other risk factors – will need different accommodations if a heat safety program is to be effective.

Sex, age, health status, and other factors can impact risk

According to researchers who study how heat affects workforces, "...existing guidelines adopted and recommended for use by government agencies worldwide to protect the public and workers also assumes a "one size fits all" approach to protect human health. These guidelines generally prescribe protective measures (e.g., heat advisories, exposure limits) using models defined by the assessment of heat strain in young and/or relatively healthy adults. They fail to consider key factors such as sex, age, health status, and other factors, which can markedly alter a person's tolerance to

heat, thereby leaving a large segment of the population under-protected..." (1)

For example, a man working at the same relative work rate as a woman will typically have a higher sweat rate. This is because men generally have a larger body-surface-area-to-mass ratio than women.

Given that sweating is the main way a body gets rid of body heat, this higher sweat rate among men means that their body temperature will be lower in hot-dry (low humidity) climates. As a result of this higher sweat rate & lower body temperature, men will likely be able to work for a longer period of time than women. However, in hot-humid climates where sweat can't evaporate as easily and therefore doesn't cool you down, women will likely be able to work for a longer period of time than men. This is because men will continue to sweat more than women, but this sweat won't be cooling them down, and in fact, they'll just lose a lot of body water. The effect: in hot-humid environments, men will become dehydrated more quickly than women, and see a faster increase in core body temperature – the primary trigger of heat-related injuries and illnesses.

Older workers more susceptible to heat stress

Another natural factor that can vary the susceptibility of heat-related injuries and illnesses among workers is age. After age 35, the body's ability to dissipate heat, primarily through sweating, declines. As a result, older adults tend to have higher core body temperatures than younger adults, when working at the same rate in the heat. This difference between older and younger individuals can be minimized with heat acclimatization and endurance training.

In addition, some people are able to acclimatize faster and tolerate heat better than others; a portion of this appears to be attributable to genetic makeup.

Moreover, there are various diseases that can impair the body's ability to effectively thermoregulate, such as various cardiovascular diseases (e.g., hypertension), sweat gland disorders (e.g., Type I and Type II diabetes), skin disorders (e.g., psoriasis), and metabolic disorders. Individuals with these diseases will be at increased risk for heat-related injuries and illnesses.

These factors (age, biological sex, and disease) affect each individual differently when working in the heat, and therefore require workforce supervisors to alter their approach in developing work/rest schedules for workers. It is important to observe changes in employees' health while on the job site and take appropriate,

individualized measures to ensure that each person remains at safe core body temperatures. Always listen to workers when they say they're not feeling well, and allow them to take a break.

Smart PPE sensors can detect and relay warnings

Smart personal protective equipment (PPE) is available to monitor individual workers' health during work in the heat. New sensors, worn on the body, can detect and relay warnings to both the worker and supervisor and alert when an intervention – such as stopping work, resting, and allowing the body to cool-down – should happen.

In the absence of such a system, active monitoring such as keen observation, a worker-buddy system that pairs employees with each other to do "check-ins," and encouraging workers to be acutely aware of their body's signals of heat injury/illness are all ways to help prevent the negative consequences of heat stress on workers.

When an employee begins to exhibit goosebumps or chills, light-headedness, nausea, and/or feels more weak or fatigued than usual, likely they are experiencing heat exhaustion. Other indicators include fainting, light-headedness, unusually hot skin, excessive sweating, potential vomiting, and difficulty working.

Cont'd on Page 24



Nicole Moyen is currently finishing her PhD from Stanford University

Cont'd from Page 23

If the worker experiences hallucinations, behavior changes such as aggressiveness, irritability, confusion, and/or irrational tendencies, feels weak, or is no longer able to work, their core body temperature may have reached greater than 104°F or 40°C. Likely, this person is experiencing exertional heatstroke. This is a medical emergency and the person needs to be immediately cooled in an ice-water bath.

Flexible work-rest schedules can make a difference

Again, given the person's biological sex, age, genetics, and diseases, people on your workforce will react differently to working in hot and humid conditions. The main way to "customize" a heat safety

program for a diverse team is to be flexible in work-rest schedules. Not all workers will need a break at pre-designated intervals. The body signals outlined above will dictate when rest is needed, where cooling (finding shade and/or air conditioning, and removing excess clothing) and hydration should be emphasized.

During the rest periods, continue to observe individual workers and check their ability to return to work every 10-15 minutes. Because each person will respond completely differently to working in the heat, only that individual can indicate when they're ready to safely return to work.

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Nicole Moyen leads R&D at Kenzen, the smart PPE innovator focused on physiological monitoring and the prevention of heat injury and death among workers. Kenzen's real-time heat monitoring system is used by companies to keep workers safe from heat. Moyen has a decade of research experience in industry and academia related to human physiology and wearable devices and advises companies on heat stress physiology and dehydration. Nicole has an M.S. in Exercise Physiology and is currently finishing her PhD in Biology from Stanford University.

Resources to Keep Workers Safe from Heat



Did you know that OSHA has resources to help you recognize the signs of heat-related illness and stay safe. Follow the links to find out more.

NWPCA Releases Fire Code Compliance Manual in Spanish

The National Wooden Pallet & Container Association (NWPCA) has released the “NWPCA Fire Code Compliance Manual for Outdoor Storage of Wood Pallets,” in Spanish. The complimentary manual was originally produced in 2017 to assist industry in compliance with the outdoor pallet storage provisions incorporated in the 2018 International Fire Code (IFC) Section 2810 of the International Code Council, and NFPA1, Section 34.10.4, of the National Fire Protection Association.

The release in Spanish broadens the Association’s educational outreach and distribution of proven best fire safety practices for pallet facilities. “There are over 67,000 jobs directly related to the wooden pallet and container manufacturing sector, and so many of them only speak Spanish,” commented NWPCA Chair, Frank Shean of PLA Holdings-Valley Pallet, based in Salinas, California.

“Spanish-speaking owners and safety personnel can now better understand the 2018 fire codes of both the ICC and NFPA,” added Dr. Brad Gething, NWPCA Director of Science and Technology Integration. Gething also highlighted NWPCA’s continued emphasis on proactive outreach to fire officials. “The guidelines help these facilities build a compliance plan in their native language that is consistent with the latest fire codes, and

also share them with their local fire officials and first responders.”

Safety is of the utmost importance. “The translated document is another tool for industry to strengthen its safety programs that prevent fires from starting, mitigate against their spread, and protect life safety of our employees’, first responders, and our communities,” added Shean.

The guideline “NWPCA Fire Code Compliance Manual for Outdoor Storage of Wood Pallets” was developed in 2017 with the cooperation from industry and fire code experts. The translated guideline is available as a free download and is accessible at www.palletcentral.com/compliancemanual-Spanish.



Hyster Launches Wearable Sensor-Driven Solution to Promote Social Distancing



As businesses reopen with social distancing protocols in place, Hyster Company announces a proximity tag solution to help promote compliance. The system uses wearable tags that vibrate whenever personnel get too close to each other, based on input from proximity sensors and predetermined distance settings.

"From the shop floor to the conference room, businesses are taking action to address health and safety concerns as people get back to work," says Steven LaFevers, Vice President, Emerging Technology, Hyster Company. "The proximity tag solution is an effective choice to promote social distancing throughout an organization, offering a simple yet effective technology platform at an attractive value. The alert effectively grabs user attention, but remains hushed to avoid fatigue and frustration that might

risk employees abandoning the technology."

Implementing the proximity tag solution does not require the use of Wi-Fi or a cellular network, with tags instead of communicating via ultra-wideband technology. When the sensor detects one or more individuals within 6 feet of one another, all tags in proximity vibrate to alert wearers of the need to keep their distance.



To prevent personnel from selectively turning off their sensors to avoid continuous social distancing enforcement, companies can use customizable shutdown procedures to only allow sensors to power down when appropriate. Advanced functionality can be unlocked by integrating the proximity tag solution with the Hyster Tracker telemetry system.





Social Media Roundup


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 4

The Membership Drive Is On!

It's time to renew your WPA membership for 2020-2021. Watch your mail for an exciting updates about the Association and your invoice. You can renew by sending the invoice back by mail or email or even faster - renew online!

WPA welcomed 39 new members last year! 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 2020 Annual Meeting now in the books, it is time to work toward 2021. (Be sure to save the date - January 15-19, 2021)

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Upcoming Events

8/13/2020 Western Hardwood Association 2020 Virtual Annual Convention
www.westernhardwood.org/2020

10/9/2020 - 10/10/2020 EXPO Richmond, Richmond, Virginia
<https://www.exporichmond.com/> **Postponed until May 21-22, 2021.**

11/8/2020 - 11/11/2020 PACK EXPO Show, Chicago, Illinois
www.packexpointernational.com

1/15/2021 - 1/19/2021 WPA Annual Meeting, Rancho Mirage, California
www.westernpallet.org

3/3/2021 - 3/5/2021, NWPCA Annual Leadership Conference & Expo, Orlando, Florida
www.palletcentral.com

In case you missed them...

(Click on back issues to read or download)

