

# Western Pallet Magazine

Magazine for WPA Members  
June 2020

## May Housing Starts Rebound; Have We Hit Bottom?



**FEFPEB Calls for Ongoing Essential Status for Wooden Pallets**  
**Global Wood Pallet Demand to Reach 5.8 Billion Units in 2024**  
**NWPCA and CWPCA Announce Exclusive PDS Agreement**



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## WPA MAGAZINE

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Head Manual Notcher

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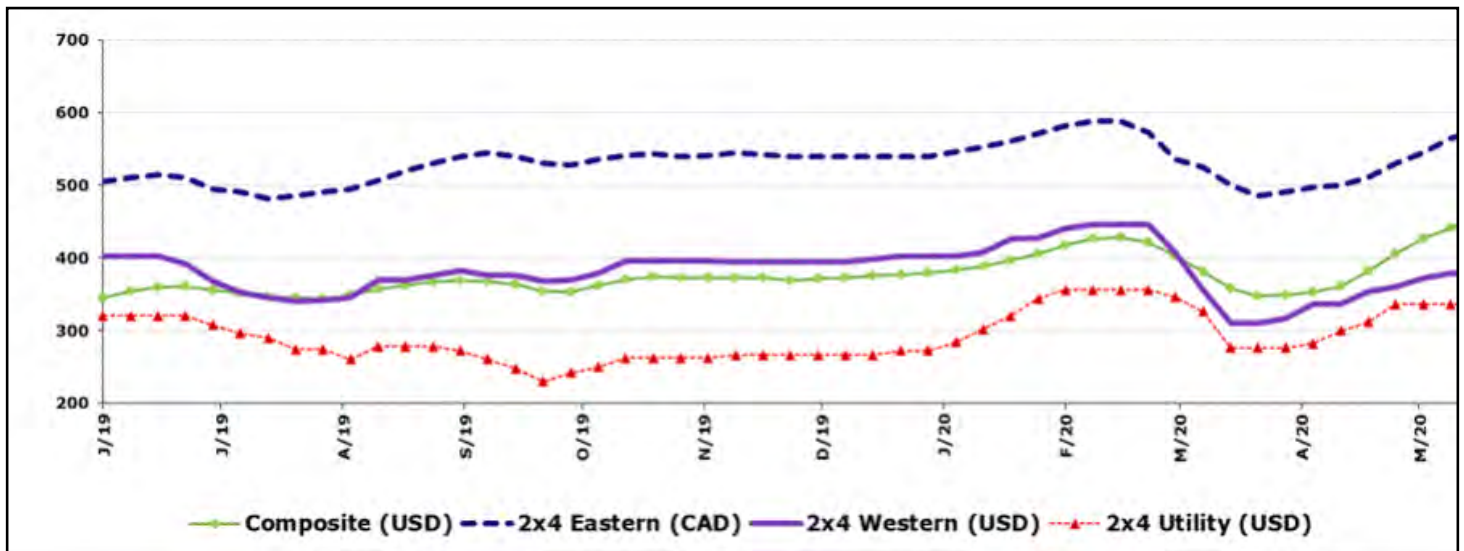
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# North American Softwood Prices

Weekly softwood lumber prices to June 17, 2020 are shown below, sourced at <http://www.nrcan.gc.ca/forests/industry/13309>.

## Softwood Prices



## WPA Welcomes New Member

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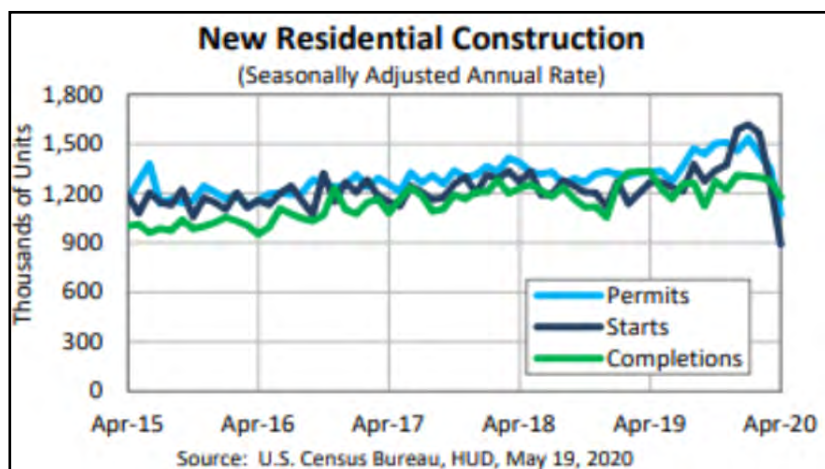
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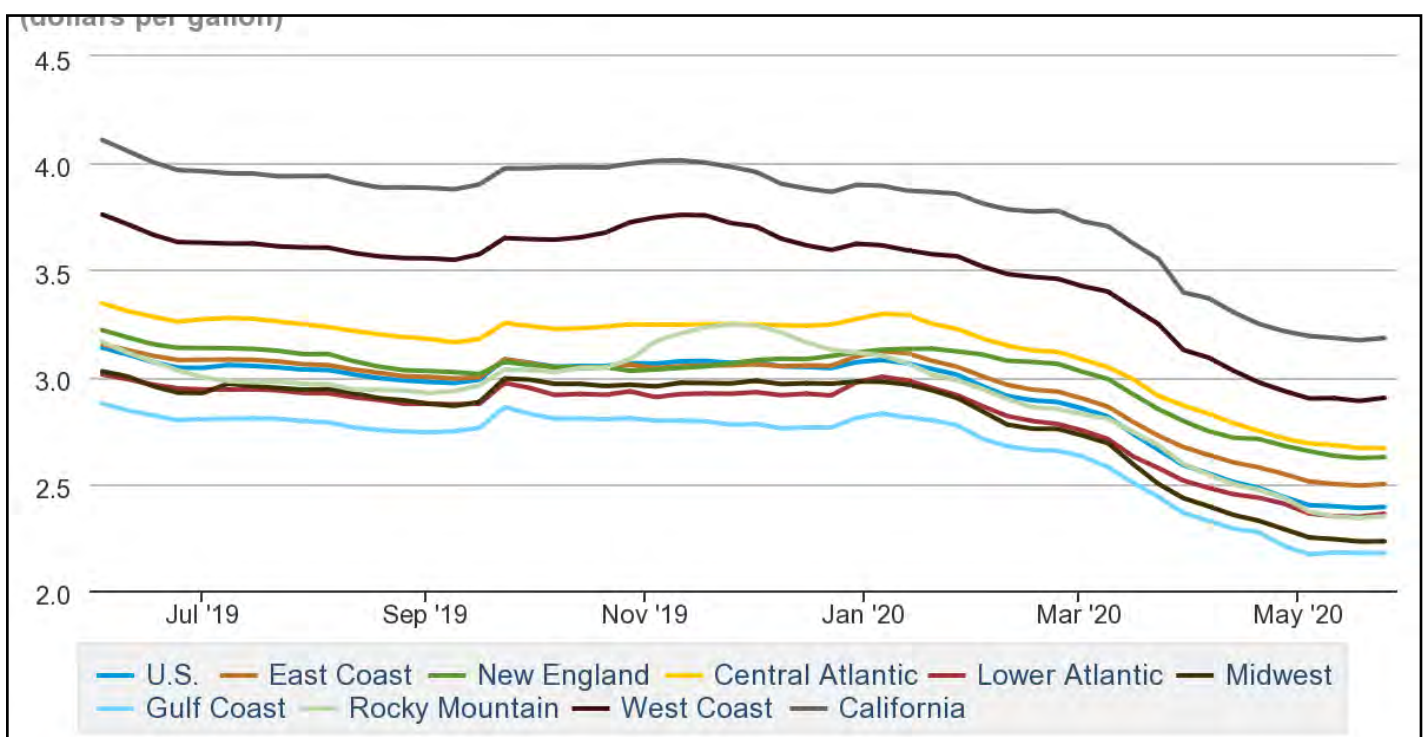
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# Housing and Fuel Snapshot



Diesel Fuel: dollars per gallon. Source: <https://www.eia.gov/petroleum/gasdiesel/>



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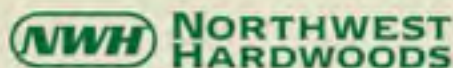
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## PALLETCONNECT



# New NXL-M Single Head Manual Notcher Provides Safety, Productivity at Entry Level Price Point



Shiocton, WI – Building upon the proven line of NXL pallet notchers, known industry wide, for safety and productivity, WPA-member GoFast Manufacturing is proud to offer the new NXL-M manual single head notcher. Possibly the fastest and safest manual single head notcher available on the market today, the capacities and standard features on the NXL-M are rarely found on a notcher priced below \$10,000.

These features include: an extra-large six-inch-thick capacity that allows for up to 540 stringers per hour, push button controlled pop-up gate/sliding table

locking system for maximum operator safety and the NXL-M arrives pre-wired.

Like everything Go-Fast Manufacturing builds, the NXL-M notcher it is built heavy and strong to provide years of trouble-free service, plus it's easily upgradeable to the semi-automatic to fit your budget and production requirements.

For additional information on the New NXL-M Single Head Notcher and the complete line of pallet solutions from GoFast visit [www.GoFastMfg.com](http://www.GoFastMfg.com) or call 800-854-7439. For international calls, use 920-986-1173.





# Millwood Waverly Operations Adds Heat Treat System

WPA-member Millwood, Inc.'s sawmill and pallet assembly plant in Waverly, OH has purchased a new heat treatment system. The purchase of this new system will be used to heat treat pallets for customers who will be using them for export purposes.

"For us to become completely sustainable is just amazing, and it wouldn't have happened without the great team I have here at the plant and at the corporate level," said Plant Manager Richard Clark. "We can now offer full-sustainability services."

Since the inception of the Waverly location, any pallet heat treatment services was allocated to other local pallet yards. That meant Millwood was paying another vendor to heat treat their pallets. It also meant Millwood was paying drivers to load pallets on a truck in addition to transporting the pallets to and from the vendor.

"Doing business this way produced zero profit. It was actually costing the company money," Clark said.

Now the Waverly team will be able to source lumber, manufacture pallets and heat treat the pallets, if necessary, all in one location. Once those pallet orders are



completed, they are loaded on a truck and shipped to their destination.

In 2019, Millwood spent over \$60,000 in labor and shipping to have pallets heat treated at the Waverly location. Clark said the new heat treat system will create revenues they have never seen before. Those revenues will have paid for the heat treater in about two years, Clark added.

The new system, purchased from Kiln Direct, can heat treat a full truckload of grocery 48×40-inch GMA pallets at a time.

Clark said the heat treater will be operational later next week once a concrete pad was installed, which will be the base for it.



# NWPCA and CWPCA Announce Exclusive PDS Agreement for Canada



*Scott Geffros, CWPCA General Manager*

The National Wooden Pallet & Container Association (NWPCA) has announced a new PDS marketing partnership with the Canadian Wood Pallet & Container Association (CWPCA). CWPCA has signed the exclusive agreement with NWPCA for its Pallet Design System™ (PDS).

NWPCA President/CEO Brent McClendon noted, "We are very excited about this phenomenal opportunity to partner with CWPCA and further the rapid expansion of PDS across Canada. With PDS, pallet manufacturers and recyclers in Canada

have access to the most advanced pallet design software in the world." McClendon continued, "These businesses will be better equipped to provide their customers with pallets that use timber efficiently while ensuring the safe and effective transportation of their goods."

The agreement allows CWPCA to market PDS to pallet manufacturers in Canada with the added benefit of preferred pricing. CWPCA General Manager Scott Geffros said, "PDS is the leader in pallet design software and unit load rating.



design software and unit load rating. Reaching this deal with the NWPCA is a big step for the CWPCA.” Geffros continued, “PDS is also available in both English and French, ensuring that our members across the country have access to a product that serves both official languages. We are very excited to work with the NWPCA to expand the reach of PDS.”

With this agreement, NWPCA now has exclusive country marketing agreements with Canada, the UK, Sweden, and The Netherlands. There are PDS users in more than 30 countries.

NWPCA is currently working on the next version of PDS through an expanded research partnership with Virginia Tech’s Center for Packaging and Unit Load Design (CPULD) and VT’s Department of Sustainable Biomaterials. NWPCA has committed more than US\$200,000 annually over the past few years towards research and development. It has plans for an additional \$1 million investment in advancing the unit load capabilities over the coming years.

#### **ABOUT THE CWPCA**

The Canadian Wood Pallet and Container Association (CWPCA) is dedicated to promoting the welfare of the wood packaging material industry across Canada. Incorporated in 1968, the CWPCA has been the voice of the WPM industry in Canada and strives to improve the domestic industry in its competitive position, both in Canada and around the



*Brent McClendon, NWPCA President/  
CEO*

world. Learn more at [www.canadianpallets.com](http://www.canadianpallets.com).

#### **ABOUT NWPCA AND PDS**

The National Wooden Pallet & Container Association (NWPCA) is the largest organization of wood packaging professionals in the world, with more than 670 company members in 30 countries.

The Pallet Design System™ (PDS) is the proprietary software of the National Wooden Pallet & Container Association. More details about NWPCA is available at [www.palletcentral.com](http://www.palletcentral.com) while information about PDS can be found at [www.palletdesignsystem.com](http://www.palletdesignsystem.com) respectively.



# May Housing Starts Rebound; Have We Hit Bottom?

John Greene, Forest2Market



After plunging two consecutive months (30 percent in April alone) to the lowest level since early 2015, US homebuilding appears to have bottomed and marginally reversed course in May. While the global economy is not yet put COVID-19 in the rearview mirror, there is reason for optimism as applications for home loans surged to an 11-year high in mid-June.

## Housing Starts, Permits & Completions

Privately-owned housing starts were up 4.3 percent in May to a seasonally adjusted annual rate (SAAR) of 974,000 units. Single-family starts increased 0.1 percent to a rate of 674,000 units; starts

for the volatile multi-family housing segment jumped 15.0 percent to a rate of 299,000 units.

Privately-owned housing authorizations jumped 14.4 percent to a rate of 1.220 million units in May. Single-family authorizations were up 11.9 percent to a pace of 745,000 units. Privately-owned housing completions were down 7.3 percent to a SAAR of 1.115 million units. Per the US Census Bureau Report, seasonally-adjusted total housing stats by region included:



**Northeast:** +12.8 (-43.6 percent last month)  
**South:** -16.0 percent (-26.0 percent last month)  
**Midwest:** -1.5 percent (-14.9 percent last month)  
**West:** +69.8 percent (-43.4 percent last month)

Seasonally-adjusted single-family housing starts by region included:

**Northeast:** +63.6 percent (-66.0 percent last month)  
**South:** -6.9 percent (-15.0 percent last month)  
**Midwest:** -16.0 percent (-13.3 percent last month)  
**West:** +21.5 percent

The 30-year fixed mortgage rate dipped in May from 3.31 to 3.23, the lowest level on record. The NAHB/Wells Fargo Housing Market Index (HMI) jumped 21 points to 58 in June, easily besting market expectations of 45.

### **Sector Challenges**

As we noted last month, new housing demand is tied to employment and unemployment is now at all-time highs.

"Housing is a leading economic indicator and it is pointing the way forward but there is a limit to growth when the economy has to drag along the millions and millions of unemployed workers displaced in this pandemic recession who

won't be seeing paychecks anytime soon," said Chris Rupkey, chief economist at MUFG in New York.

Despite the slight gains in recent jobs numbers, the current unemployment rate is still a staggering 13.3 percent. A significant proportion of workers who became unemployed during the shutdown were lower-paid employees; white-collar workers were more likely to be spared because of a greater ability to work remotely and/or their more specialized skills. That could change, however, unless employers are able to justify quickly bringing back the laid-off workers; if that does not happen, a round of catch-up layoffs could occur including managers and in sectors adjacent to the epicenter of the Covid-19 blast.

### **Larger Market Performance**

Of April's housing metrics (May metrics are not yet available), only new-home sales posted a positive MoM comparison. The rest, including private residential construction spending (-4.5 percent MoM; +6.6 YoY), generally extended the March downturn. Also, pending home sales tumbled 21.8 percent MoM (34.6 percent YoY, the most ever).

Addressing those figures, Zillow's Matthew Speakman commented, "April's report is the first one to truly capture the change in buyer activity since the coronavirus broke out on U.S. soil. The combination of fear, economic

ncertainty and mandatory stay-at-home orders brought huge portions of the economy to a crashing halt and prevented many home shoppers and sellers from participating in the market.”

Speakman continued, “... it’s clear that as the country begins to slowly reopen, buyer demand for homes remains sturdy and many are eager to take advantage of record low interest rates to get in on the action. It appears the worst may now be behind us and that home sales are at least at the start of the road to recovery.”

Realtors’ beloved catchphrase (location, location, location) may prove even more fitting as the pandemic’s aftermath plays out. While large urban centers and sprawling metropolitan areas were the destination of choice in previous housing upturns, the widening adoption of remote work policies (as well as recent civil unrest in large metro areas) could spawn a reshuffling that boosts sales volumes above pre-pandemic levels in suburbs and smaller, less-expensive cities.

Remote workers may not “cut the cord entirely from their cities, but that they may opt for an ‘extension cord’ into the suburbs where they can get more space, more outdoor areas and, of course, a home office,” said Zillow’s Svenja Gudell.

Mortgage application activity increased by 9.3 percent for the week ending June 5, suggesting demand for both for new and existing homes may have already bottomed and is setting the stage for

subsequent recovery across the broader economy. Nevertheless, mortgage credit availability could prove to be a near-term headwind as the housing market attempts to rebound.

Over the past month, lenders have effectively shut down a large swath of the mortgage market by instituting higher credit-score and down-payment requirements, and in some cases stopping issuance of certain types of loans altogether. The Mortgage Bankers Association estimates that mortgage credit availability has plunged by more than 25 percent since the US outbreak of the virus—even as applications trend higher.

The triggers, industry executives say, include lenders becoming risk-averse during the coronavirus crisis, knock-on effects of Congress allowing millions of borrowers (projected to peak at 15 percent of homeowners) to delay their monthly payments, and the decision by mortgage giants Fannie Mae and Freddie Mac to purchase mortgages where the borrower had already entered forbearance; at the end of May 8.53 percent of mortgage loan portfolio volume was in forbearance, up from 0.25 percent in early March 2020.

Though May’s housing starts appear lackluster on the surface, we did see an end to the two-month freefall. Some progress is still progress, even though we have a long way to go.



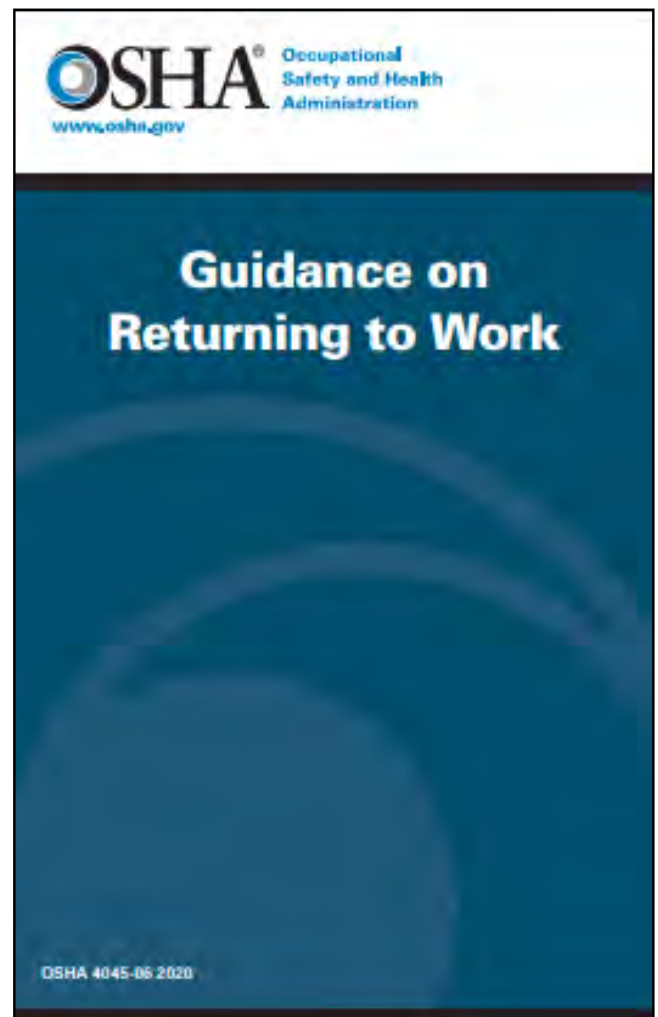


# OSHA COVID-19 Resources

## Did You Know?

OSHA's poster (displayed below at left) shows employers and workers how to properly wear and remove a respirator. It is now available in 16 languages.

OSHA also recently published its Guidance on Returning to Work booklet, shown below at right. Click on the image to access the pdf file.



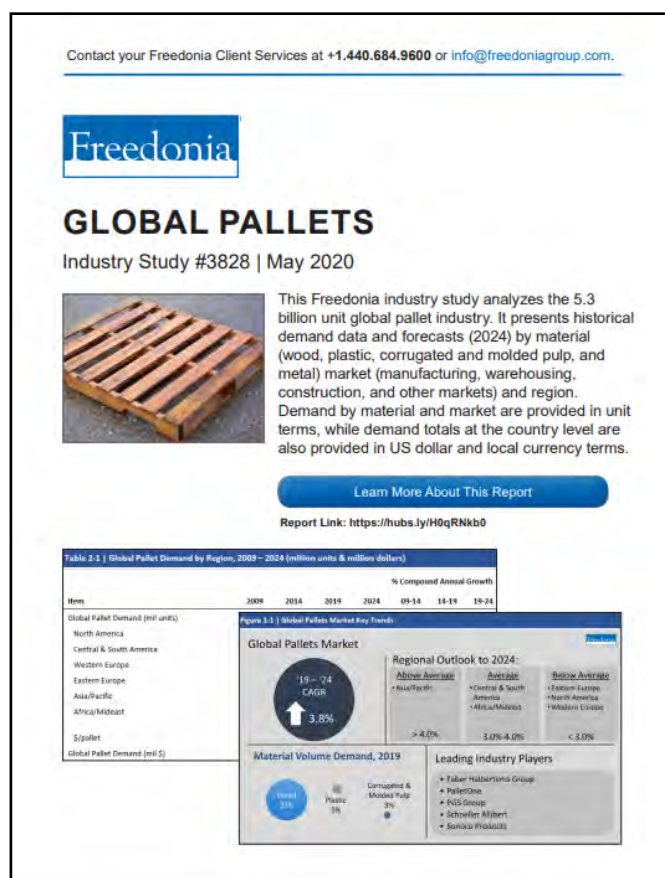
# Global Wood Pallet Demand to Reach 5.8 Billion Units in 2024

Like most industries, the global pallet industry faces a high degree of uncertainty due to the ongoing coronavirus pandemic. However, in the short term, the pallet industry is likely to be less impacted than many others, due to the essential nature of pallets, according to a market report from The Freedonia Group.

## Sustainability Among Decision-Making Considerations

Pallet manufacturers and users are increasingly considering sustainability factors as they make decisions on materials and products, particularly in high-income countries. Emphasis on environmental issues is expected to benefit producers of plastic pallets, as these are long-lasting products that can be made with 100% recycled material. Similarly, corrugated and molded pulp pallets are desirable for their low environmental impact. However, wood pallets will continue to dominate the global market.

Wooden pallets are by far the most common type of pallet, accounting for 92% of unit demand and 83% of sales in value terms in 2019. Plastic pallets are a distant second. Wood pallets account for the vast majority of pallet consumption in every major pallet market around the world, as these products have a strong



combination of cost efficiency and performance. Other types of pallets are largely limited to niche uses.

Global demand for wood pallets is forecast to rise 3.7% per year to 5.8 billion units in 2024, valued at \$52.5 billion. Manufacturers choose either block or stringer pallets based on considerations like compatibility with automated systems, general ease of handling, customer requirements, and load capacity. Stringer pallets account for



the majority of demand, although the use of these is concentrated in mature markets, and many developing markets make greater use of block pallets.

Pallet demand in this study is also segmented by market, according to Freedonia. In analyzing demand by market, the party who places goods on the pallet is considered to be the user of the pallet:

- For example, when a manufacturer of breakfast cereal purchases a pallet to ship boxes of the cereal, this is considered to be demand by a manufacturer in the **food** and beverage market.
- When a pallet management firm purchases a pallet, stores it, and then leases it to a manufacturer, this is considered to be demand by a warehousing services provider.

Markets covered in the report include:

**manufacturing**

- food and beverage
- transportation equipment
- chemicals

- other manufacturing industries (e.g., electronic products, metal products, machinery)

**warehousing**

- third party warehousing and storage
- pallet management services

**construction**

**other markets** (e.g., military transportation and storage, retailers)

## **The Freedonia Group**

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# FEFPEB Calls for Ongoing Essential European Status for Wooden Pallets

The European Federation of Wooden Pallet & Packaging Manufacturers (FEFPEB) has called for European governments to recognize the wooden pallet and packaging industry as essential to supply chains of vital goods both during and after the Covid-19 pandemic.

The organization, which represents the sector across Europe, has lobbied for 'essential' status for wooden pallets and packaging throughout the crisis. This was officially given by authorities in countries including Belgium, Italy, the UK and in some German regions; and in other countries the industry has been allowed to work – all with additional health and safety measure in place – in order to keep products such as food and medicines flowing into the market.

FEFPEB is now asking for officially recognized 'essential status' across Europe and on an ongoing basis, to give governments understanding of the sector's vital role in supply chains and clarity about the necessity to keep supplies of pallets and packaging moving at all times – during a crisis and in general.

FEFPEB secretary-general Fons Ceelaert said: "Wooden pallets and packaging play a key part in keeping supply chains for vital goods including foods and

medicines moving – this has been proved during the different coronavirus lockdown measures across Europe. If manufacturers and repairers cannot operate, these supply chains will break down.

"We are therefore calling for the EC and governments of all European countries to designate this industry as essential. This will ensure continuity of supply during any subsequent pandemics or other crises, but also help guarantee they will continue to function on a day-to-day basis and throughout critical periods such as the Brexit transition phase."

FEFPEB is continuing to communicate the central part wooden pallets and packaging have to play in the EU's Circular Economy Action Plan, which aims to make sustainable products the norm in the EU, ensure less waste and lead global efforts on the circular economy.

"Wooden pallets and packaging are the epitome of sustainable products," said Ceelaert. "They are made from a continually renewable resource and are repaired and reused until they are recycled into products or fuel at the end of their useful life. As a key facilitator for the movement of goods, they sit at the heart of the vision of a circular economy."





# Brambles Receives Overall “A” Rating from Circulytics, Has Achieved Excellent Circular Economy performance

*Circulytics is the first assessment tool that enables individual businesses to accurately measure their readiness and overall performance with regards to the circular economy and Brambles is a top B2B performer*



The Ellen MacArthur Foundation’s (EMF) circularity assessment tool – Circulytics - was launched in January of this year and has been promoted as “the most comprehensive circularity measurement tool available.” Brambles, a company recognized as a benchmark in the operation of circular models and key contributor to the development and testing of the tool, is delighted to have received notification that it has achieved an overall A rating.

Circulytics moves beyond measuring material flows alone; it gives clear insights into all circular operations, flags up areas for immediate improvement, and highlights opportunities for strategic innovation. Fundamentally, the tool helps highlight the benefits of reusing materials in a circular model versus conventional

linear business models. The measuring system is broken down into what are called “enablers” and “outcomes.” The former consists of elements of the company itself, such as strategy, people, systems and processes, innovation and external engagement with clients and suppliers. Brambles consistently achieved full scores across all themes in this category.

The circular economy seeks to cut out waste and pollution and keep products and materials in use, whilst regenerating natural systems. With a circular ‘share and re-use’ model for its 330 million delivery assets, Brambles was enabling the circular economy long before it became an essential strategy for addressing the waste crisis for both

**Cont'd on Page 26.**

### ***Cont'd from Page 25.***

corporations and policy makers – and in a sector where linearity is still the dominant operating model. This core business model and the advanced asset tracking, recovery and IT systems developed and deployed by Brambles allowed the company to score so well.

Jarkko Havas, Lead of Data and Metrics at the Ellen MacArthur Foundation, commented Brambles on its excellent score and added, “Brambles has been active in the development phase of Circulytics and we are glad to see the company is now finding value from the use of Circulytics. Brambles is taking active steps in transitioning to a circular economy and already showing excellent progress, which we hope to see continue through Circulytics going forward.”

Brambles also scored highly in the “outcomes” section of the assessment tool, which relates to inputs (in the form of materials and energy) and how the outputs in the forms of products or services contribute to the circular economy. Their focus on sustainable sourcing drew the attention of the assessment team, whilst also flagging up development areas for Brambles’ future strategy.

Juan José Freijo, VP Global Head of Sustainability for Brambles, welcomes this participation in Circulytics. As well as

allowing assessment for both the circularity of production flows and the value chain of the company as a whole, provides feedback in the form of tailored insights and commentary from the Ellen MacArthur Foundation. “The power of this tool goes well beyond us; we encourage other organizations to use Circulytics to guide their circular journey. We can also use it within our Zero Waste World Program collaborations to design our way forward and measure our progress,” he says.

Juan José Freijo went on to conclude, “The world and specifically supply chain activities are in urgent need of circularity. Our participation in Circulytics is not driven by the sole desire to gain recognition for that which we have already achieved. The beauty of this tool lies in its capacity to further encourage and support our desire to become ever more circular in our operating model. This excellent result reinforces our ambition to further increase the proportion of our energy coming from renewable sources. Whilst we are proud of our share-and-reuse model and our current levels of sustainable sourcing, one of our overriding goals as a circular company is to further pursue a regeneration strategy for natural systems that can be affected by our operating footprint.”

About the Ellen MacArthur Foundation



# Wilmington Machinery Unveils New Dual Mold Pallet Molding System



Wilmington Machinery introduced the company's first LUMINA Pallateer Series molding machine in 2010 because of the increased demand for plastic pallets. Today, Wilmington introduces the newest model of its popular LUMINA Pallateer Series of Plastics Pallet Molding Systems the Model PM-3S.

The Model PM-3S is capable of molding two of the same or two different pallets of sizes "up to 52" X 48" and weighing from 16 – 50 pounds each. Hourly production rates of 48 – 72 pallets per hour are achievable with minimal labor, floor-space, and utility requirements.

The PM-3S like the other LUMINA Pallateer Models is a low-pressure type injection-molding machine with a two-stage

injection unit. The Wilmington two-stage unit processes 100% recycled plastics in either pelletized or flake form. It injects at mold fill rates up to 20 pounds per second with velocity and shot size control from Wilmington's unique Versafil sequential injection control system. The result of these features is lightweight and low-cost pallets.

A PM-3S System includes the molding machine, molds, robot, and all accessories plus know-how and training. It is very versatile with the capability to mold nestable, stackable, or rackable pallets of both one-piece and two-piece construction from a wide variety of virgin or recycled raw materials including blends.



# Global Tracks and IPP Announce an IoT Project for the 'Connected Pallet'



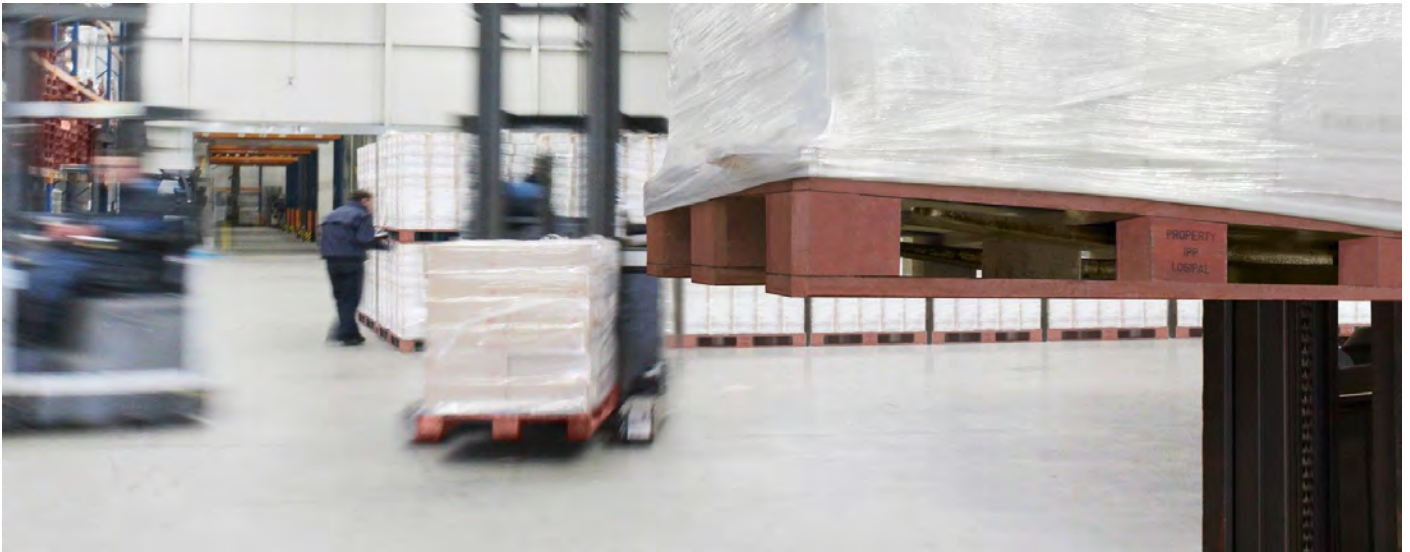
Global Tracks, a specialist in Internet of Things (IoT) tracking and IPP, a leading rental pallet provider in Europe, recently announced the launch of a 'Connected Pallet' project; a custom IoT development initiative for IPP's pooling system, one of Europe's leading circular economy models. The project will underpin the development of greater insight into one of the most established reuse models in the supply chain.

Global Tracks is a Netherlands based expert in the development and provision of customized IoT solutions in many sectors; logistics, automotive and solar. Global Tracks technology deploys tailored IoT modules to enable the

digitalization of existing business processes and the development of new models and processes. By leveraging advanced data technology, companies can gain greater insight into their products, processes, and supply chains.

IPP is a long-standing expert in pallet pooling solutions for the fast moving consumer goods sector as well as recycling. Every year, the company supplies more than 50 million pallets to customers across Western Europe. IPP is part of Faber Halbertsma Group, a leading pallet producer that also operates a number of leading pallet pooling solutions.





*IPP, part of Faber Halbertsma Group, is a leading pallet pooling provider in Western Europe. It supplies over 50 million pallets annually.*

The two experts have agreed to work together to develop insight into how to deploy Global Tracks' IoT expertise in the context of the IPP Pool and the extensive data provided every time a pallet is used. The new solutions can be used to help make it easier for customers to work with IPP by digitalizing the data flows that up until now are provided in a more analog way. Based on the data available, IPP can gain insight into asset damage, usage, and loss. In the future, the connected pallet may become pivotal in new, unique applications and possibilities.

"In a reuse model it's vitally important that we maximize recovery of pallets in a timely way," stated Eric Schrover, CCO at IPP. "It's what we do as poolers. At any given time, millions of pallets are being processed across the breadth of many supply chains.

"Any inefficiency in a pooling model can mean an enormous loss of value. IPP is

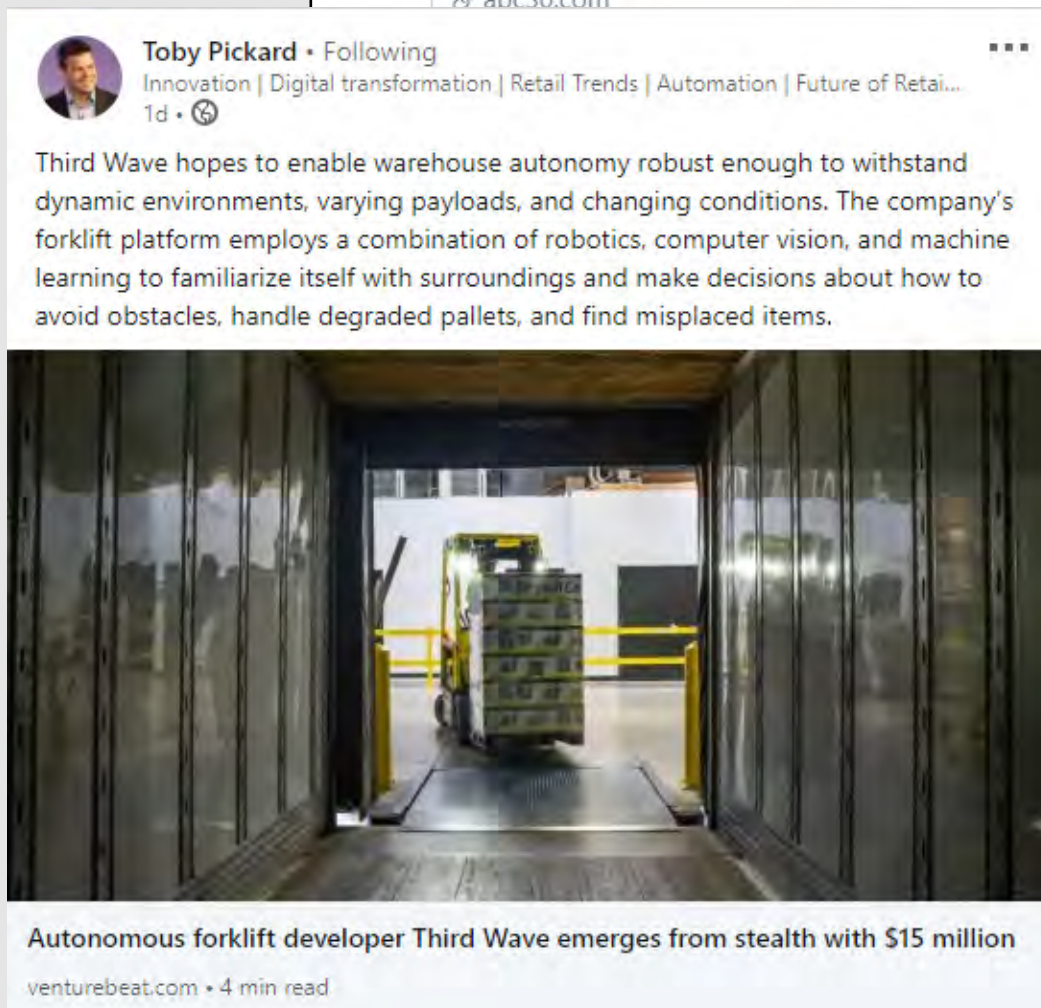
focused on sustainable sourcing, efficiency improvement, waste reduction, and collaboration across the supply chain, in order to mitigate costs and environmental impact. By monitoring physical location and flows, we gain insight into process inefficiencies. We expect that Global Tracks will be instrumental in helping us to access such insight as part of our wider digitalization ambition."

"These solutions that we are developing show that IoT is especially useful in highly traditional business processes and can even be applied to low-value assets," added Ralf Heeremans, CEO at Global Tracks. "The potential of IoT is not limited to high tech companies. While the humble pallet has been in use since the 1940s, we are facing the challenge together with IPP of taking it into the 21st century. It's all about efficiency with regards to future material handling, storage, and distribution."

# 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](mailto:newsdesk@westernpallet.org)







**Northwest Hardwoods**

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Woodworking manufacturers have largely weathered the COVID-19 storm safely and most are back to full production levels. <https://bit.ly/2YvTZk4>



**Woodworking industry sees solid recovery from pandemic**

woodworkingnetwork.com • 4 min read



3



**Brent McClendon, CAE, MBA • 1st**



President/CEO at National Wooden Pallet and Container Association (NWPCA)

1w • 🌐

Thank you to **National Wooden Pallet & Container Association (NWPCA)** Board of Directors for the time, input, and contributions to our organization and this great industry. Our recent Zoom Board meeting was a new way to conduct their important work, but it certainly didn't slow them down! We talked advocacy and our PAC in a COVID-19 world, the global expansion and ongoing R&D investments for our Pallet Design System, and building a suite of virtual, online education/networking options going forward. Through it all they are ensuring that [#palletsmovetheworld](#)



Dominick Davi



1516278004



15164176300



**Michael Haas** • 2nd

Senior Commodity Lumber/Plywood Trader at Elof Hansson

2d •

Signed sealed and delivered. Lumber continues to "Gap" Higher and closing in on Pre-Covid Pricing. The in between time wasn't much fun but business seems to be good. Stay tuned for more excitement. Happy Summer Rally..

#softwood #lumber #timber #wood #forestry #forest #ushousing #sawmill #building #construction #lumber #buildingmaterials #wood #framing #stickframing #offsite #OSB #plywood #DFplywood #DFlumber #SPF #Canada #mills #SYP #studs #Birmingham #NJ #lumberlocator #freight #commodity #buywoodhere #sports #reload #buybyecovid #woodisgood #Birch Plywood #hashtagsuperhighway #wholesaledistribution #forwardpricing #pallet #palletstock #America #eurolumber #pricing #futures #buylowsellhigh #USA #sweden #ELOFHANSSONUSA



Lumber futures on track for biggest weekly gain since 1995, says Bloomberg

[woodworkingnetwork.com](http://woodworkingnetwork.com)



**Timber Products Insp** @TPInspection\_ · Jun 22

Where in the world are TP Field Inspectors? Everywhere! TP's Dylan O'Donnell recently visited some historic sites including the Badlands, Crazy Horse, Mt Rushmore and Custer National Park as he served TP's South Dakota clientele. What beautiful country!







**Kamps Pallets**

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Our New Website is LIVE - Click here to read all about our new features and how to get the most out of the new update: <https://lnkd.in/dc2XAA6>



New Kamps Website

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**Philip Varley** • 1st

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# 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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# Connect with Western Pallet Association!



## Upcoming Events

10/9/2020 - 10/10/2020 EXPO Richmond, Richmond, Virginia  
<https://www.exporichmond.com/>

11/8/2020 - 11/11/2020 PACK EXPO Show, Chicago, Illinois  
[www.packexpointernational.com](http://www.packexpointernational.com)

1/15/2021 - 1/19/2021 WPA Annual Meeting, Rancho Mirage, California  
[www.westernpallet.org](http://www.westernpallet.org)

3/3/2021 - 3/5/2021, NWPCA Annual Leadership Conference & Expo, Orlando, Florida  
[www.palletcentral.com](http://www.palletcentral.com)

# *In case you missed them...*

(Click on back issues to read or download)

