

Western Pallet



Magazine for WPA Members
March 2019

Magazine



[Home](#) [About](#) [Members](#) [Resources](#) [News](#) [Contact](#)

Welcome to The Global Wood Packaging Forum

To serve as a forum of global dialogue among national and regional industry associations and their leadership to cooperate in the development of common positions on issues of mutual interest; represent the wooden packaging and container industry with global policy organizations; and coordinate action and distribute information through member associations.



New Global Wood Packaging Website Launched

Pallet Businesses Experiencing Less Crime

Record Optimism by Manufacturers Continues

LPR Trials UPALL Pallet Protection System

THE VIKING MACHINE LINEUP

FOR A LIMITED TIME - NO PAYMENTS FOR 6 MONTHS!

TURBO 606

2,000+ Pallets/Shift
Single Nail Bowl
Fast Changeovers



TURBO 505

1,800+ Pallets/Shift
The Industry Standard
Speed and Reliability



Express 403

1,300+ Pallets/Shift
New Side Stringer Feeder
Only Two Operators



Champion QC306

500-600 Pallets/Shift
QC = Quick Changeovers
Recycled/Low-Grade Lumber



Champion 304A Classic

500+ Pallets/Shift
Recycled/Low-Grade Lumber
An Economic Champion Option



CONTACT VIKING BELOW FOR MORE DETAILS

Viking Engineering & Development - 763-571-2400 - www.VikingEng.com



Get More Production AND Profit... Without Compromise!

*In Today's Market, You Need Equipment That Requires Minimal Investment
Yet Help You Stay Ahead Of The Competition.*

Go Fast, Produce Fast, Profit Fast!



CHOPSAWS

- 24" CARBIDE BLADES - STANDARD
- 26" BLADES AVAILABLE
- 6 X 10 CAPACITY
- 7-1/2 HP MOTOR — STANDARD
- 10 HP MOTOR AVAILABLE
- MANUAL AND AUTOMATED MODELS

RESAWS

- PRODUCE PALLET LUMBER, SLAB RECOVERY, FENCE BOARD, LAPP SIDING & SHINGLES
- NEW - POWERED BELT RETURN
- QUICK AIR TENSION SYSTEM
- HEAVY DUTY ARBOR BEARINGS
- ENCLOSED HYDRAULIC PACK
- ADD BAND HEADS AS YOU NEED THEM



GRADE SYSTEMS

- 16" x 16" x 16' CAPACITY
- 30 HP GRADE RESAW
- 30" BANDWHEELS
- COMPUTER CONTROL NETWORKS
- SAW POSITION DIGITAL DISPLAY
- HEAVY-DUTY FRAME CONSTRUCTION

DEDUSTERS

- HYDRAULIC DRIVEN BOARD KNOCKER PREVENTS NEARLY ALL JAMS
- 0-700 FPM! — VARIABLE SPEED
- CHANGE FOR BOARD THICKNESS IN UNDER 60 SECONDS!
- SIDE DEBURRING BRUSH OPTION



STACKING RACKS

- STRAP CHANNELS MAKE BANDING BUNDLES EASY
- SIMPLY OPEN THE DOOR FOR FORKLIFT ACCESS
- CASTERS AVAILABLE
- CUSTOM SIZES AVAILABLE

DOUBLE-END TRIM SAW

- 20" BLADES - STANDARD
- VARIABLE INFEED CHAIN SPEED
- PRECISION LASER GUIDES
- SIMPLY ADJUST LENGTH OF CUT WITH THE TURN OF A HANDLE
- INCLINED WASTE CONVEYOR OPTIONS



Be Sure To See What's New On Our New Website! www.gofastmfg.com

1-800-854-7439

E-Mail: sales@gofastmfg.com • Fax: 920-227-1961

We Have New and Refurbished Units Available

Notcher Systems • Single-End Trim Saws • Custom Equipment

Western Pallet



WPA MAGAZINE

WPA EXECUTIVE

Annie Montey	President
Beatrice Vasquez	Vice-President
Scott Gutierrez	Secretary/Treasurer
Lindsey Shean-Snowden	Past President
Dave Sweitzer	Executive VP

DIRECTORS

Caroline Beach-Skinner
Sukhi Brar
Baxter Gladden
Rod Lucas
Steve Mazza
Ralph Rupert

ASSOCIATE DIRECTORS

Ryan Greenwood
Tod Kintz
Derek Sampson
Jason Saunders

Please direct inquiries about the WPA to
David Sweitzer, Executive Vice-President
P.O. Box 1095, Camas, WA 98607
Ph. 360 335-0208
Email:
wpa@westernpallet.org
Website:
www.westernpallet.org

North American Softwood Prices

Softwood prices listed as of March
13, 2019, courtesy of NRCAN.

7

New Members

WPA is pleased to announce three
new member companies.

7

Residential Construction and Diesel Fuel Update

Latest housing start and fuel price
information.

11

NAM Survey

Record optimism among
manufacturers continues.

13

***All of the productive machinery solutions you need –
JUST A CLICK AWAY***



**For specs, video, and more,
go to: PRSGroupInc.com**

**CALL 866-546-8864 TODAY TO FIND OUT HOW WE
CAN ADVANCE YOUR BUSINESS THROUGH AUTOMATION**



Stackers • Conveyors • Dismantlers • Trim Saws • Band Saws • Splicers • Platers • Nailing Equipment • Used Machinery



**North American
FOREST PRODUCTS LTD.**

Providing Quality Pallet Stock Since 1998.

Toll-Free: 1-877-666-0220 | Email: info@naforest.com | Website: www.naforest.com

Cover Story:

Global Wood Packaging Website Launched

12



Other Features

15 Criminal Activity Against So Cal Pallet Companies Has Decreased

16 ALC Photo Gallery

20 Wood-Mizer Announces Expansion

21 EPAL Reached Record Production in 2018

22 Valutech Intelligent Control Systems

23 Virtual Reality for Safe Log Loading

24 Pallet Design Short Course Offered

26 LPR Trials 1,200 Pallets with UPALL Protection

29 CHEP Quarter Pallets Equipped with Sensors

31 Upcoming Events

Western Pallet Advertising Sponsors

Advance Lumber

Coral - USA

Go Fast Manufacturing

Jacob A. Weaver Company

North American Forest Products

Northwest Hardwoods

Pallet Machinery Group

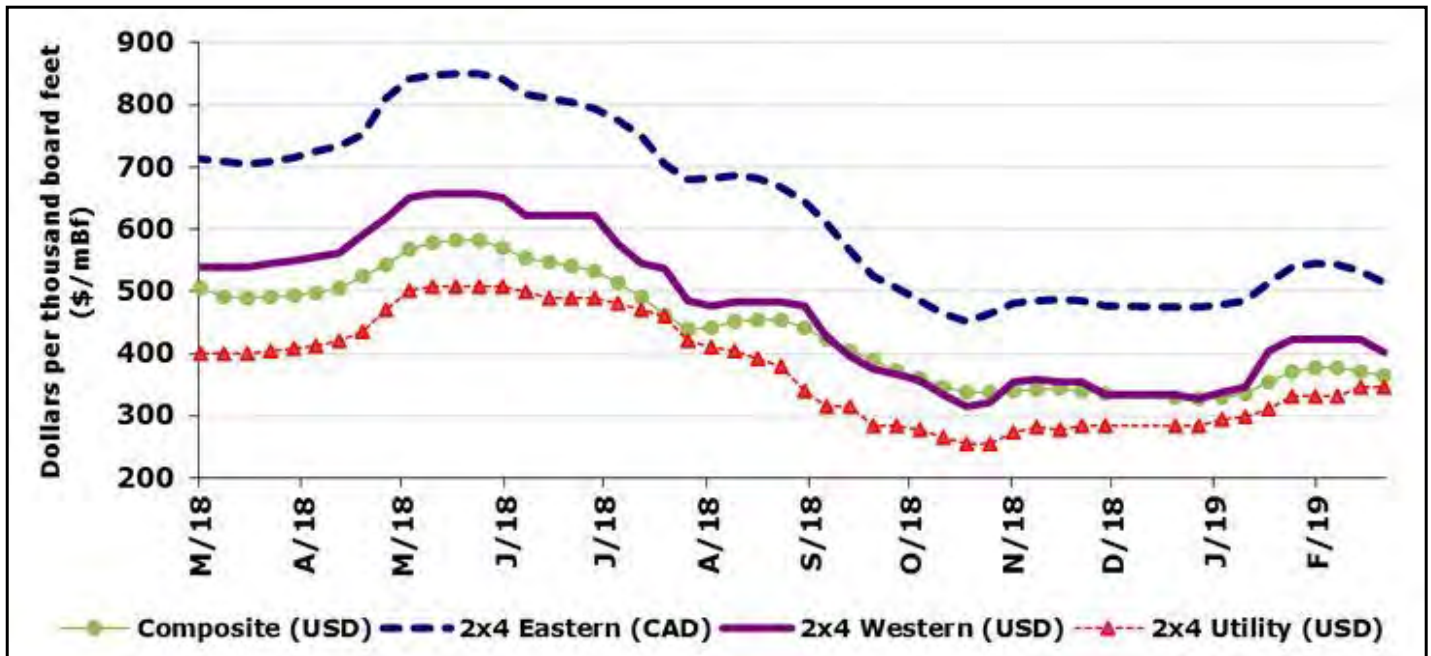
PRS

Timber Products Inspection

Viking Engineering & Development

North American Softwood Prices

Weekly softwood lumber prices to March 13, 2019 are shown below, sourced at <http://www.nrcan.gc.ca/forests/industry/13309>.



New Members

The WPA is delighted to announce the following new members:

Gustavo Parysow

Pallet Guys

PO Box 34132 RPO Kingsway Mall

Edmonton, AB T5G 3G4

Ph: (587)783-9857

Web: www.palletguys.ca

Email: gustavo@palletguys.ca

Kevin Chiou

Harvest Fasteners & Machinery, Inc.

2420 Grand Avenue

Suite B2

Vista, CA 92024

Phone: (760)727-2822

Email: uskevinharvest@gmail.com

Sponsor: Beatrice Vasquez, Oxnard

Pallet Company

Tomas Salazar

Neiman Reed Lumber Co

7875 Willis Avenue

Panorama City, CA 91402

Ph: (818)330-3459

Fax: (818)781-4843

Web: www.neimanreed.com

Email: tsalazar@neimanreed.com

WHEN THE GOING GETS TOUGH

The Tough Get Corali.

Get ready for a simpler, more rugged solution.

Pallet makers in the U.S. and Canada face unique challenges. Lucky for you, Corali is uniquely qualified to solve these tough issues. We're Europe's premier pallet-making equipment manufacturer, with dependable U.S. based sales, parts and service. We've been exceeding expectations for over 60 years, and we have the experience and know-how to solve even the toughest problems. Get to know us, and get ready to be impressed.

513-588-3199 | Coral-USA.com | Jeff@StitchingandGluing.com

CORALI-USA

European manufactured, Cincinnati based.



National Wooden Pallet
& Container Association
Pallets Move the World®

Member



Member



Member



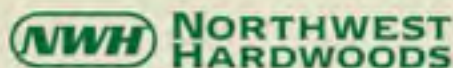
PRECISION MILLED

Northwest Hardwoods alder pallet components exceed the NWPCA uniform standards. Our consistent precision milling is the industry benchmark and our on-time delivery puts it in your yard when you want it. Northwest Hardwoods pallet stock: an easy choice to make.

For more information contact: Jeff Stoddard, Director of Operations

Jeff.Stoddard@northwesthardwoods.com

541-915-9876 or 503-277-2634



northwesthardwoods.com

FIVESTAR PALLET PLATES

"The Stringer-Mate Splicer & FIVESTAR Pallet Plates are great assets to our business. These valuable tools allow us to recycle small material that would otherwise be discarded, exponentially increasing our bottom line."

Bill Shirbroun
President

Was Broken Pallet Company, Inc
Moorland, IA



CONTACT US TODAY TO
FIND OUT HOW WE CAN
ADVANCE YOUR BUSINESS
THROUGH AUTOMATION



866-546-8864
PRSGroupInc.com

Stackers - Conveyors - Dismantlers - Trim Saws - Band Saws - Splicers - Platers - More



MSA 360 HT CANA
MSA 350 HT CANA
MSA 350 HT CANA
MSA 350 HT CANA
MSA 350 HT CANA

CWPCA
ACWPC

WPA

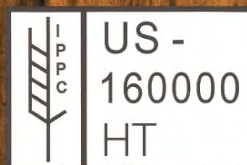
ON TIME ON GRADE FOR OVER 18 YEARS

Specialized in Pallet
Stock for Automatic
Pallet Nailers

Quality Canadian Wood Mill Direct
Deck Boars / Stringers
IPPC / KD / HT / Green Stock
Truck & Rail to US & Mexico
HABLAMOS ESPANOL

WEB www.theadvancegroup.net
EMAIL sales@theadvancegroup.net
TOLL FREE 1-888-580-4918
PHONE 604-580-4918

Export Using Wood Packaging and Bracing?



AUDITED BY
TP[®]



AUDITED BY
TP[®]
DUN

*Let TP handle your wood packaging
certifications.*



TIMBER PRODUCTS INSPECTION

www.tpinspection.com

Matt McGowan
(770) 922-8000 ext. 156
(678) 480-2451 cell
mmcgowan@tpinspection.com

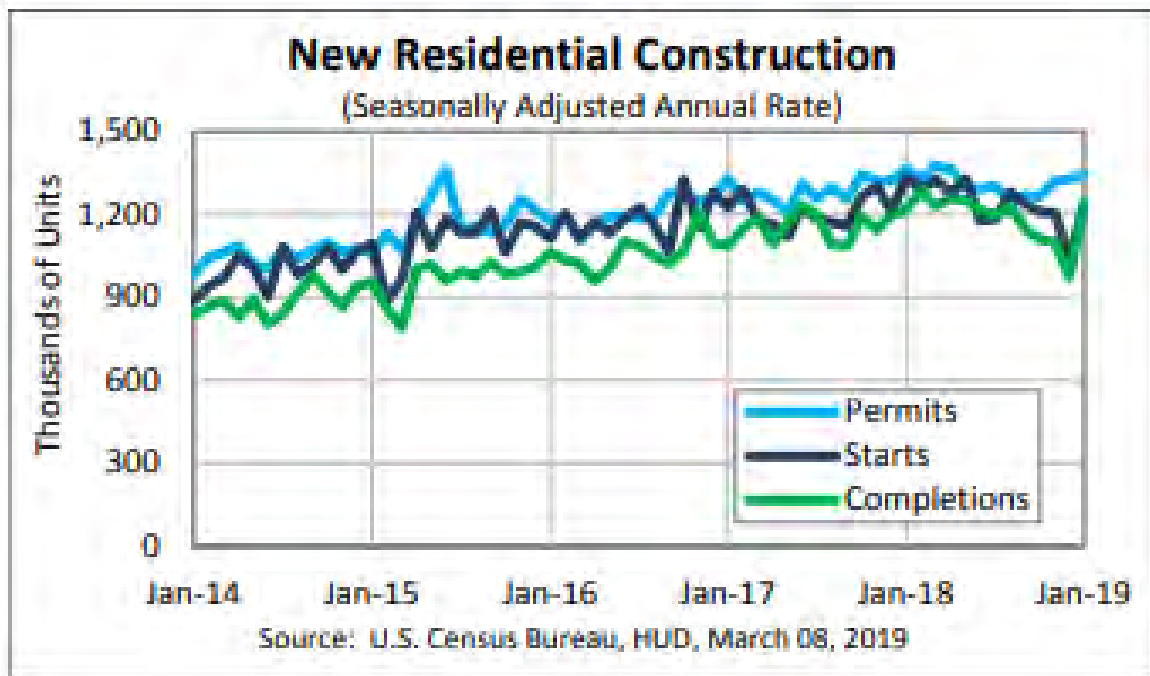
We also offer SFI
certification.



SUSTAINABLE
FORESTRY
INITIATIVE

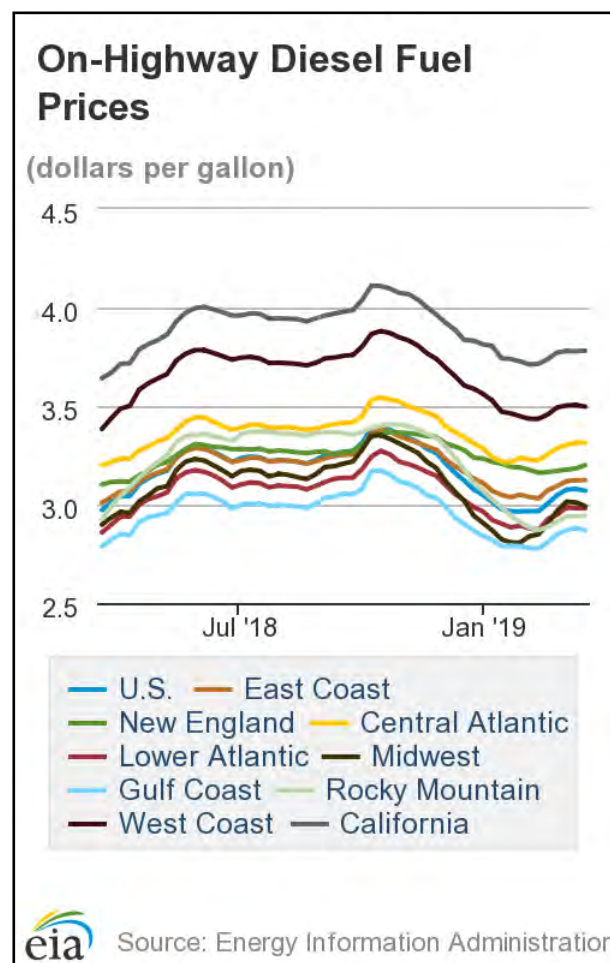
Residential Construction, January 2019

Released March 8, 2019 (www.census.gov)



EPA Diesel Fuel Update, Release Date: March 18, 2019

*Click on graph at right
to view source
information:*



Global Wood Packaging Website Launched

The collaborative efforts of allied wood packaging organizations and representatives from around the world have resulted in a new website launch, globalwoodpackagingforum.org. The Global Wood Packaging Forum website offers a clean, modern design, easy navigation, and helpful tools and resources for wood packaging professionals worldwide.

Membership in The Global Wood Packaging Forum includes Fédération Européenne des Fabricants de Palettes et Emballages en Bois (FEFPEB) – the European Federation of Wooden Pallet and Packaging Manufacturers, based in Tilburg, Netherlands; The National Wooden Pallet & Container Association (NWPCA) based in Alexandria, Virginia, United States; The Canadian Wood Pallet and Container Association (CWPCA) based in Ontario, Canada; in addition to wood packaging professionals from Australia, New Zealand, Malaysia, Brazil and South Africa.

"This website for the Global Wood Packaging Forum properly aligns with our vision for global collaboration, allowing us to share and address regional and international issues our industry faces that affect trade," said Fons Ceelaert, FEFPEB Secretary General.

CWPCA General Manager Scott Geffros said, "We are excited about the ability of the website to collect and share

important resources and connect the global industry. Wood packaging professionals will be able to access numerous research studies, articles, web sites and other tools addressing frequently requested topics related to wood packaging with ease and convenience."

"The international wood packaging community is working closer together than ever before, and this website is another clear symbol of that cooperation. We are thrilled to work with our international colleagues on this website," noted Brent McClendon, NWPCA President and CEO.

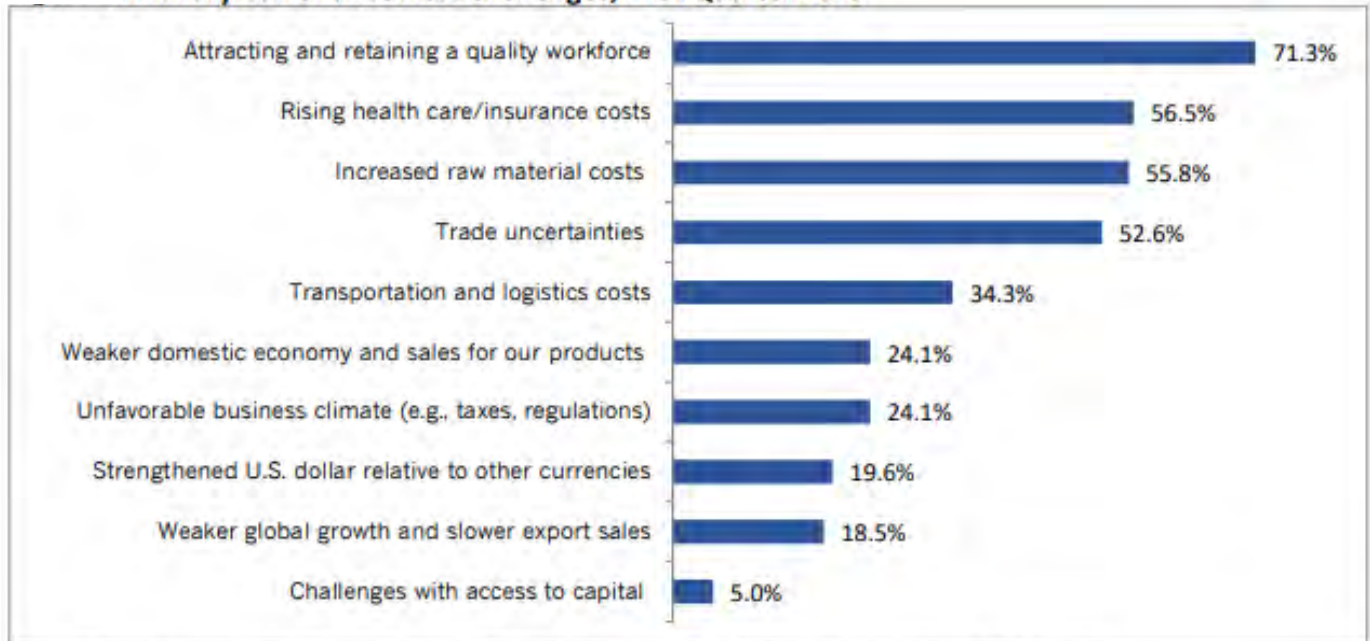


An advertisement for WoodLock Bio-Shield and PMG Pallet Machinery Group. The background is a blurred image of a wooden pallet. At the top, the WoodLock Bio-Shield logo is displayed, featuring a stylized wood grain icon and the text "WoodLock BIO-SHIELD". Below this, the text "THE SAFE NON-CAUSTIC MOLD INHIBITOR" is written in bold, dark blue capital letters. Further down, the PMG logo is shown, consisting of a stylized red and black icon followed by the letters "PMG" in red. Below the PMG logo, the text "PALLET MACHINERY GROUP" is written in small, dark blue capital letters. At the bottom, the website "PALLETMACHINERY.COM" and the phone number "540-644-9220" are listed, along with the email address "INFO@PALLETMACHINERY.COM".

NAM Survey: Record Optimism Among Manufacturers Continues

Crumbling Infrastructure and Workforce Shortage Are Top Concerns for Industry

Primary Current Business Challenges, First Quarter 2019



Note: Respondents were able to check more than one response; therefore, responses exceed 100 percent.

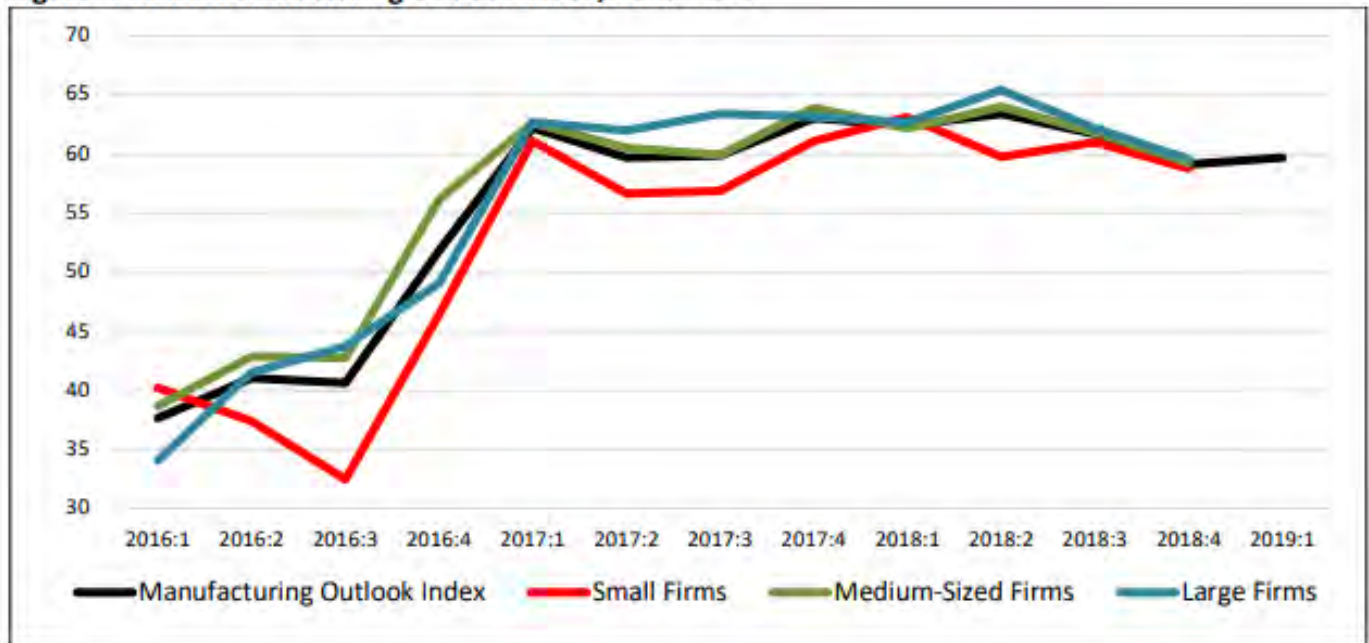
Washington, D.C. – The National Association of Manufacturers has released the results of the Manufacturers' Outlook Survey for the first quarter of 2019, which show nine consecutive quarters of record optimism, with an average of 91.8% of manufacturers positive about their own company's outlook over that time frame, compared to an average of 68.6% across 2015 and 2016. The survey's release coincided with Vice President Mike Pence's address to the NAM's 2019 Spring Board of Directors Meeting in Scottsdale, Arizona.

Manufacturers' concerns about our nation's crumbling infrastructure

continue to rise, with more than 77% saying the state of infrastructure is not up to standards and threatens their competitiveness. The NAM continues to press Congress for a robust investment with the release last week of its infrastructure blueprint, "Building to Win."

The inability to attract and retain a quality workforce remained manufacturers' top business concern (71.3%) in the first quarter. The workforce shortage has forced more than one in four manufacturers surveyed to turn down new business opportunities.

Figure 2: NAM Manufacturing Outlook Index, 2016–2019



- Respondents expect sales growth of 4.4% over the next 12 months, up slightly from 4.3% in the previous survey.
- The percentage of respondents expecting production growth inched up from 4.3% in December to 4.4% in this release.
- Respondents expect full-time employment to increase 2.1% over the next 12 months, inching down from 2.2% in the previous release.
- Respondents expect exports to increase 0.9% over the next 12 months, up slightly from 0.8% in the prior survey.

"Manufacturing in the United States is on the rise, and manufacturers are confident about the future," said NAM President and CEO Jay Timmons. "Empowered by tax reform and regulatory certainty, manufacturers are investing in our communities and in our people. But to

keep up this momentum, we have to get serious about infrastructure investment and attracting, recruiting and training our people for the high-tech, high-paying modern manufacturing jobs of today and tomorrow. As laid out in the NAM's 'Building to Win' blueprint, a bold infrastructure plan will help secure American prosperity, job creation and our leadership in the world."

Conducted by NAM Chief Economist Chad Moutray, the Manufacturers' Outlook Survey has surveyed the association's membership of 14,000 large and small manufacturers on a quarterly basis since 1997 to gain insight into their economic outlook, hiring and investment decisions and business concerns.

The NAM releases these results to the public each quarter.



Criminal Activity Against Southern California Pallet Companies Has Declined

Criminal activity against California pallet companies has decreased in recent months, according to Edgar Montes of WPA-member G.O. Pallets, who spoke recently with Western Pallet Magazine. "Ever since the burglary ring was busted last year at Garcia Woodworks, we haven't had anymore issues," he said.

In October 2018, a night watchman for Garcia Woodworks in Fontana was pistol whipped and tied by three intruders who stole a tractor trailer loaded with 1,400 pallets. They were apprehended by police unloading at another yard.

From 2012 through to about 2017, Montes said, pallet companies in and around the Fontana area were being hit by a triple whammy of arson, zoning pressure from Fontana as well as other jurisdictions, and increased theft. With greater awareness and shared knowledge, criminal activity has decreased. "Once they (pallet companies) started finding out that these things were going on, then they started to refuse the loads that were stolen.

Pallet operators took steps to defend their businesses. "A lot of us brought in

security," he said. "We recommend having professional security that is licensed and insured to protect your business. These thieves are very clever. They use heavy duty tools to bust locks, or they carry master keys to steal trucks." Businesses started tracking criminal activity, and identified that a lot of the events were taking place on weekends, at night, and around holidays. The use of security cameras has helped prove to law enforcement that companies have been victims of arson.

"Pay attention particularly to the back of the business, the lonelier parts of your yard tend to be the chosen areas for arson," Montes advised. "The same thing with breaking into trucks."

In response to the criminal activity, a network of pallet companies was established. Called the North American Pallet Association, the group sends out information via text messaging to alert companies of incidents so that they can be better prepared. It has about 31 member companies and a network of over 100 pallet companies "stretching from San Diego to Las Vegas."



NWPCA Enjoys Successful 2019 Annual

NWPCA recently held its Annual Leadership Conference in San Diego, California. The event was attended by several WPA members, as well as Dave Sweitzer, WPA Executive Vice-President. Here are some of the scenes from the meeting, sourced from NWPCA's Facebook page (<https://www.facebook.com/palletsmovetheworld/>).



Leadership Conference in San Diego



MARCH 2019





Wood-Mizer Announces Expansion Plans

WPA-member Wood-Mizer has announced plans to expand their manufacturing facility in Batesville, Indiana.

The expansion project scheduled to begin in March 2019 will consist of 53,000 additional square feet dedicated to manufacturing the company's range of sawmill and wood processing equipment.

Wood-Mizer, an employee-owned company headquartered in Indianapolis, has held a strong manufacturing presence in the Southeast Indiana community for more than 35 years. The expansion project is a result of several initiatives by Wood-Mizer in recent years to continue growing their product range while streamlining their production facilities to become more efficient based on continuous improvement and lean manufacturing principles.

In addition, the facility expansion will

continue Wood-Mizer's standards of providing a comfortable working environment for employees that includes climate control and natural light.

"Wood-Mizer is dedicated to providing our customers with a wide range of equipment to satisfy their wood processing equipment needs," Wood-Mizer North America President Darryl Floyd said. "This facility expansion in Batesville will allow Wood-Mizer to continue to meet the global demand of our growing range of products that are built right here in Indiana."

With a scheduled completion date of October 2019, the expanded facility will include a total of 132,000 square feet with 124,000 square feet dedicated to manufacturing Wood-Mizer's wide range of wood processing equipment.



WEAVER WOOD, LLC



NEW WEST COAST CUT STOCK PRODUCER
Will be offering quality cut stock
DIRECT FROM THE MILL
standard and unique cuts
shipping via rail or truckload

CONTACT: JACOB WEAVER

111 MT HIGHWAY 285 PHONE: 406.266.4840
TOSTON, MT 59643 FAX: 406.266.4800

EPAL Records 121.8 Million EPAL Pallets Produced and Repaired in 2018



In 2018 EPAL again achieved a positive result with 121.8 million EPAL pallets produced and repaired. Compared to the previous year, this is an increase of 5.2% from a total of 115.8 million units. If you consider production and repairs separately, then in 2018, 93.9 million EPAL pallets were produced, 6.3% more than in 2017. The repair figures stood at a solid 27.5 million units, like in the previous year. The increase in the production of EPAL box pallets in 2018 was outstanding: with 408,076 box pallets produced, this result was 30% more than in 2017.

commented, "Thanks to the hard work of all licensees, but also due to the solid strong demand in the FMCG sector, in general industry markets and the automotive supply industry, EPAL also had a correspondingly positive development. On this basis, we, EPAL want to work hard in all relevant areas and provide the tools, so that the open exchange pool develops even further. This concerns the further development of existing load carriers, e. g. intelligent EPAL pallets or the market launch of new load carriers, such as the independently inspected EPAL CP pallets."

Christian Kühnhold, EPAL's CEO



MARCH 2019

Valutec Presents a New Generation of Intelligent Control Systems for Sawmills

Wood drying is one of the most critical processes in sawmill technology and is absolutely crucial for the quality of the final product. With this recognition in mind, Valutec has launched the Valmatics 4.0 control system. This technology allows sawmills worldwide to automate and optimize drying in their wood dryers.

The high quality of the process is provided by simulators that have been fed with the extensive experience gained from hundreds of thousands of measurements in order to be able to calculate the drying process from start to finish with unbeatable precision.

"Sawmills want to streamline production while also ensuring the quality of every product," says Thomas Waming, head of R&D at Valutec. "This calls for intelligent automation, and we've dedicated major resources to developing it. Valmatics 4.0 provides the kiln operator with the help and support necessary to optimize the drying process. This means gains at several levels as operators have more time to focus on quality-critical operations such as sampling and checks,"

dialogues with the sawmill industry. It builds on Valutec's proprietary Valmatics control system, which changed the way lumber drying was managed when it was launched by providing the ability to simultaneously optimize quality, capacity and energy.

"Valmatics 4.0 is a further development of Valmatics and also a result of the way sawmills have changed up until today," says John Karbin, automation manager at Valutec. "We must not only be able to optimize the drying processes for new types of kilns such as the TC progressive kiln, but also take full advantage of the information generated from business and package management systems. This is how we help make production chains get more robust and quality assured."

The increased automation made possible by intelligent simulators is also necessary to take full advantage of the increasingly common TC progressive kilns, where drying can take place in parallel in up to ten different zones with different conditions such as dimensions and moisture content.

Valmatics 4.0 is the result of R&D and



Rotochopper Announces the Appointment of New CEO

Rotochopper, Inc. has announced the appointment of Tosh Brinkerhoff as the company's next chief executive officer, effective immediately. Brinkerhoff has more than 20 years of industry leadership experience with an impressive track record in heavy equipment manufacturing.

"Tosh's personal values, supportive family, collaborative leadership style, professional management experience, heavy equipment marketing and

manufacturing expertise and Central Minnesota home base all make for an excellent fit with Rotochopper's continuing opportunity to grow and sustain the company from its roots in St. Martin, Minnesota," says Jody Parker, chair of Rotochopper's board of directors.

Rotochopper's board of directors, along with business partner, Granite Equity Partners conducted a comprehensive search which led to the selection of Brinkerhoff to lead Rotochopper.



Virtual Reality Technology Used for Loading Logs on Trucks

In 2018, UK-based sawmill and pallet company James Jones & Sons invested in two Volvo FH500 HiVision loglift trucks, according to a news article. Instead of the driver being required to be outside to operate the crane to load and unload logs, the company's drivers can now safely operate the crane from the comfort of the cab by using a virtual reality (VR) headset. The headset is fed high-resolution images from a camera mounted on the crane.

The first unit was received by James Jones & Sons in the Spring of 2018, and the second unit was put into action in September. The trucks boast a range of other high tech features. They have a tire

pressure monitoring system that allows the driver to adjust tire pressure depending upon needs. The rigs also feature Nav Man fleet monitoring system, Tamtron wireless weight system, Wire Watcher's overhead cable alarm detection alarms and more.

According to one forestry official, VR is being increasingly used in the forest sector, not only for truck loading, but also for forest equipment operator training. The article reported that James Jones & Sons is considering expanding its fleet of VR-equipped trucks.



Pallet Design & Performance Short Course will be held April 23rd-25th, 2019!



- ***Learn about the latest development in PDS(TM).***
- ***Experience the latest innovations in pallet & unit load design at Virginia Tech.***
- ***Learn from industry experts about issues such as pallet mold and iron stain.***
- ***Learn to reduce your overall spending on pallets and packaging.***

If you would like to learn more, the Pallet Design and Performance short course could be the solution to your problems. This intensive three-day short course will

provide answers to most of the commonly asked questions such as how to prevent mold on pallets, the effect of pallets on handling efficiency, the effects of fasteners on pallet performance, and the differences between the various pallet designs. This course will use a pallet design software called PDS(TM) to better demonstrate the pallet design process.

The short course will take place on the beautiful Blacksburg, VA campus of Virginia Tech on April 23-25, 2019



A block of rooms has been reserved for attendees at The Courtyard by Marriot in Blacksburg, VA. It is located only a few miles from where the Pallet Design and Performance short course will be held. More information can be obtained by calling The Courtyard by Marriot at 540-552-5222 and asking about the rooms reserved for the Department of

Sustainable Biomaterials. These rooms will be held until March 20, 2019.

This short course is co-sponsored by the Center for Packaging and Unit Load Design at Virginia Tech and the National Wood Pallet and Container Association (NWPCA).



Edmonton City Police Stop an Alleged \$3.5-million Lumber Theft Operation

According to an article in the Edmonton Journal, police in Edmonton, Alberta have laid 80 charges and recovered about \$3.5 million in property in connection to the year-long investigation of a commercial vehicle theft ring. The operation was launched in February 2018 after several thefts of semi-tractor-trailer units loaded with lumber.

Investigators reported that rigs parked overnight in various industrial areas around Edmonton were targeted. The lumber was then sold to unknowing clients. The trucks and trailers have been recovered. Four people have been arrested and charged.



LPR takes delivery of 1,200 branded UPALL® protected pallets



Major European pallet pooler LPR has taken delivery of 1,200 UPALL® protected wooden pallets, as the company begins a 'real world' trial of the innovative new UPALL® pallet guard system, developed by James Jones & Sons (Pallets & Packaging) Ltd.

fitted at the point of entry to heat treated PR80 wooden pallets. The wooden pallet components are protected during handling, loading and transportation, meaning the pallet lasts longer, requires fewer repairs and remains in circulation for longer.

The UPALL® protective system has been in development since 2015 and sees robust plastic protectors

The UPALL® protectors are based on the original US pointGUARD invention, which UPALL® has

*Gil Covey, Executive
Chairman of James Jones &
Sons (Pallets & Packaging)
Ltd with Paul Scott, Quality
and Depot Auditor at LPR
UK & Ireland.*



redesigned, developed and patented for the European market. Tests on the UPALL® protectors at Virginia Tech showed that they increase the lifespan of a wooden pallet by three times and potentially longer. This is because UPALL® protected pallets experience substantially less damage with significantly fewer wood chippings and debris. This reduces downtime, equipment maintenance and housekeeping, and improves safety. A

UPALL® protected pallet remains in circulation earning money for longer – with quantifiable savings seen in inspection, repair, transport and trip costs.

The 1,200 LPR branded and colour coordinated UPALL® pallets were delivered by Tyldesley Distribution Services (TDS) and are now being used by one of LPR's major UK FMCG customers, to make deliveries into one of the UK's leading discount supermarkets.

one of LPR's major UK FMCG customers, to make deliveries into one of the UK's leading discount supermarkets.

Each of the 1,200 UPALL® protected pallets is fitted with two digital transponders, enabling LPR to closely monitor and track the pallets as they move between distribution centers. These transponders will enable LPR and James Jones to accurately assess and monitor the performance of each pallet in line with daily usage patterns.

Alongside the LPR field trial, the UPALL® system is also currently undergoing comprehensive testing at Napier University in Edinburgh, the findings of which will enable UPALL® to compile a full life cycle assessment report and demonstrate the potential cost savings UPALL® can offer and the positive impact it can have on the environment.

Gil Covey, Executive Chairman of James Jones & Sons (Pallets & Packaging) Ltd, said: "We and our partners in UPALL® have developed and invested in the UPALL® product over several years and following on from extensive simulated trials at Virginia Tech in the USA and at Napier University in Scotland, we are delighted to now be partnering with LPR to trial this innovative product in the field.

"We are confident that these protected wooden pallets will prove their economic and environmental credentials to both LPR and their clients, whose goods will be delivered on highly presentable pallets. The reduced need for and cost of pallet repairs will be demonstrated and the environmental advantages of reducing damage in transit and storing carbon in wood for longer will be evident. We are sure this innovative product will prove to be very successful in the market and we look forward to continuing to work with LPR on its development."

Simon Wood, Operations Director at LPR UK & Ireland, said "We are always happy to work with businesses that have such close synergies to our own. Innovation, sustainability, entrepreneurial spirit and collaborative working run through the LPR business – as they do with James Jones.

"It has been a pleasure to work with James Jones on the UPALL® pallet guard, and we were delighted to see the first trial going into one of our trusted customers."



CHEP UK Has Introduced Bluetooth Sensors to Quarter Pallets



CHEP has introduced small Bluetooth sensors to its quarter pallets in the UK, which are used as promotional displays by manufacturers and retailers. It follows the success of the technology in Germany where manufacturers have experienced significant upturns in new customers and voucher conversion rates linked to their promotions.

The small Bluetooth sensor, known as a beacon, is paired with the promotional goods stacked on the pallet which allows companies to send personalized promotional messages directly to

customer phones. When customers come near the display, they receive targeted and relevant notifications. Digital vouchers and offers are then sent to their mobiles, using the store's or manufacturer's loyalty apps. Customers then redeem the vouchers or offers at the checkout.

"In the age of shop and go and mission-based shopping, grabbing consumers' attention is harder than ever," stated Helen Lane, Vice President for Northern Europe at CHEP. "Our technology helps retailers and manufacturers sell to

shoppers when they're most ready to buy. It's like having a sales assistant in every aisle pushing the promotion but in an extremely targeted way.

"The development of the technology is part of our strategy to redefine the supply chain from supplier to shopper by focusing on the last mile and getting products into the shoppers' carrier bags.

"Not only does it help to increase sales and ROI from promotions, but it also provides invaluable insights on how shoppers respond to promotions, allowing future ones to be adapted accordingly. In addition, suppliers and manufacturers can use the solution to verify their promotions are in place in stores around the country without the need for expensive teams of people having to do in-store manual checks."

In Germany where there are some 18 million product promotions a year, CHEP has already successfully introduced its beacon pallet display technology. Mondelez, makers of Milka and Oreo, have seen an uplift of 39% in coupon activation and an increase of 183% new customers following a trial of the smart promotion displays. Maggi, an international brand of seasonings, instant soups and noodles, also ran a promotional campaign using

the technology over a five week period across nine German hypermarkets. The campaign engaged close to 180,000 shoppers, generated €80,000 (\$90,000) and attracted 24,000 new customers.



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 trophy, 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

Connect with Western Pallet Association!



Upcoming Events

4/8/2019 - 4/11/2019, Institute of Scrap Recycling Industries ISRI2019 Annual Convention and Expo, Los Angeles, California. www.isri2019.org.

4/23/2019 - 4/25/2019 Pallet Design Short Course, Virginia Tech, Blacksburg VA. www.unitload.vt.edu

5/8/2019 - 5/9/2019, Global Softwood Log & Lumber Conference, Vancouver, BC. www.woodmarkets.com

5/27/2019 - 5/31/2019 LIGNA 2019, Hannover, Germany. www.ligna.de

6/7/2019 - 6/9/2019 CWPCA Annual General Meeting, Victoria, BC. www.canadianpallets.com

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

In case you missed them...

(Click on back issues to read or download)

