

Western Pallet

Magazine for WPA Members
November 2019

Magazine



*Attend the 2020 WPA Annual Meeting this coming
January in Rancho Mirage, California*

- **NWPCA Offers Association Health Plan**
- **FEFPEB Calls for Certified Sourcing**
- **TPAI Offers IoT Wood Pallets**



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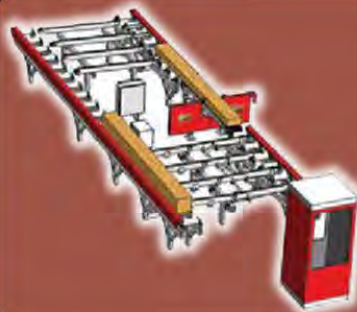


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WPA MAGAZINE

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North American Softwood Prices

Softwood prices listed as of Oct. 16,
2019, courtesy of NRCAN.

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for the 2020 WPA Annual Meeting
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Diesel Fuel Update

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21, 2019.

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NWPCA Offers Health Plan

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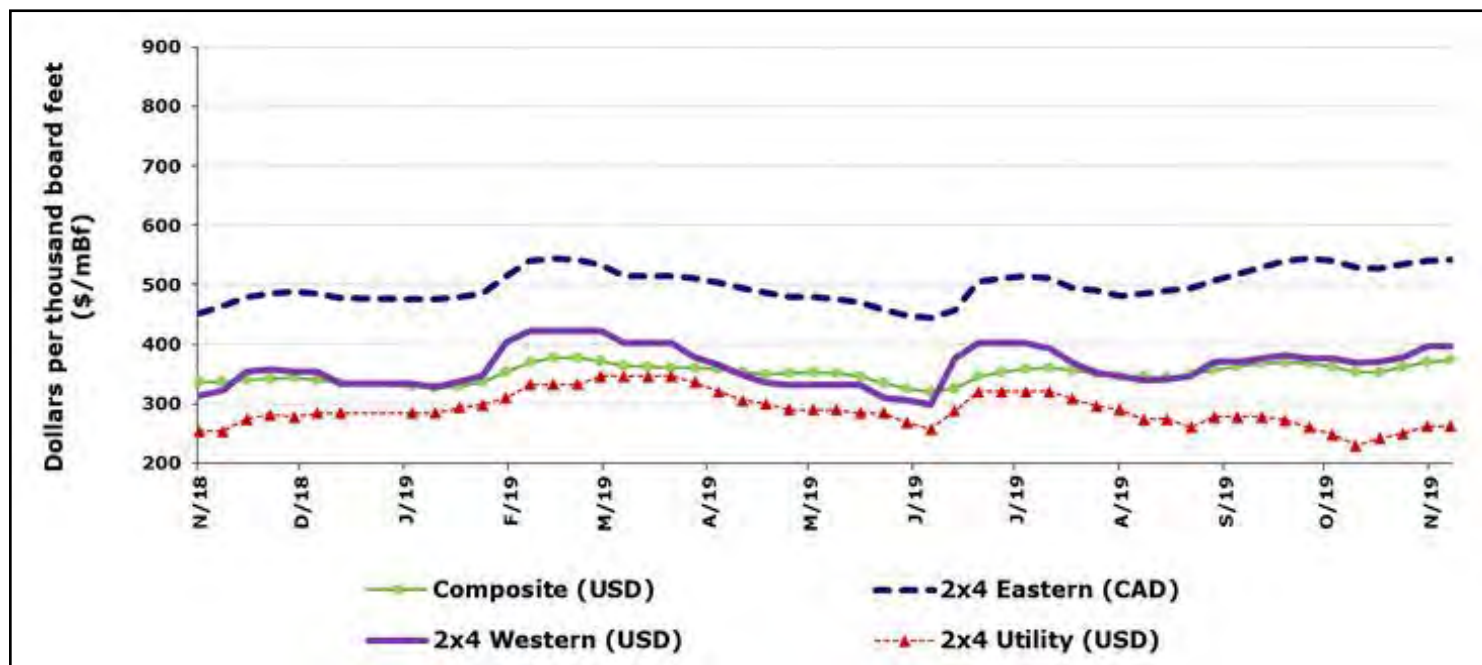
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North American Softwood Prices

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



WPA Welcomes New Members

The Western Pallet Association is pleased to introduce the following new members:

Nic Wilson

Big Sky Lumber Sales

PO Box 975, Hamilton, MT 59840

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Fax: (406)363-4490

Email: nic@bigskylumbersales.com

Sponsor: Richard Curtis, Berry Pallets

Jordan Piland

Williamsburg Millwork Corporation

PO box 427, Bowling Green, VA 22427

PH: (804)994-2151

Fax: (804)994-5371

Email: jordan@atlaspallets.com

James Scherer, Crystal Sherer

Austin Pallet Company

1605 Century ST

Pflugerville, TX 78660

Ph: (512)990-0090

Web: www.austinpallet.com

Email: sales@austinpallet.com

Jessica Torres

Pallets R Us, Inc.

PO Box 1347

Fontana, CA 92334

Ph: (909)349-7207

Email: palletsrusinc@hotmail.com

Sponsor: Norm Normile

Dave Harms

Pallet Recyclers Northwest

6523 Old Salem Road NE

Albany, OR 97321

Ph: (541)928-1387

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Web: www.palletrecyclersnw.com

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Some of the subjects on the program for 2020 are:

- ⇒ Strategies for better business practices
 - ⇒ Fire codes and prevention
 - ⇒ Wood waste panel
 - ⇒ Alternative insurance strategies
 - ⇒ Labor issues
 - ⇒ WPA's Long Range Plan
-and more!



For more information visit www.westernpallet.org/2020

Meet the Speakers

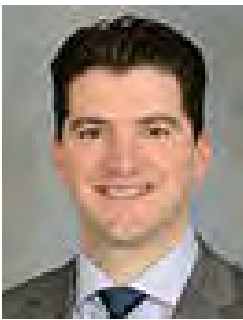
2020 WPA Annual Meeting



Guy Gruenberg
Rose Pallet
What's Next? Discover New Opportunities, Uncover Your Problems, Create Options and Execute for Success!



Chaille Brindley
Industrial Reporting
Closing the Revolving Door -- Rethinking the Labor Problem



Brad Gething
NWPCA
NWPCA and Fire Code Update: Industry Solutions from Coast to Coast



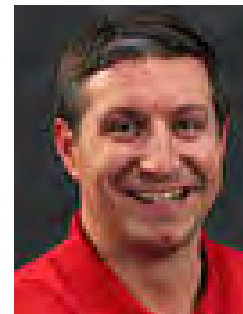
Carly Taylor
Oregon Pallet
After the Fire (with Brad Gething)



Grady Marshall
Sequoia Risk Partners
Captive Insurance: Risks and Benefits



Leigh Greenwood
The Nature Conservancy
Nature, Science and Solid Wood Packaging



Panel from left to right:
Joe Flood, *MEAJM*
Ray Gutierrez, *Commercial Lumber and Pallet*
Rodney Wadel, *R&R Pallet of Garden City, Inc.*
Nick Korn, *Rotochopper, Inc.*



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Exhibit Cost

\$300 - until Nov 1st, \$400 - Nov 1st
Exhibitors must be members of WPA with dues current, sign up and pay for an exhibit space, and pay the annual meeting registration fee - online meeting registration opens October 1st.

Exhibit space includes a skirted, 8' table arranged around the periphery of the meeting room. Additional amenities available through the Rancho Las Palmas Resort & Spa and are the responsibility of the Exhibitor.

Exhibit space is limited. Sign up for exhibit tables opens at 8:00 AM PDT on September 5, 2019.

Exhibit Schedule

- **Saturday, January 18th - 5:00 - 6:30 PM**
• Exhibit Showcase during WPA welcome reception
- **Sunday, January 19th - 7:00 - 8:00 AM**
• Exhibit Showcase during WPA breakfast
- **Sunday, January 19th - 12 Noon - 1:00 PM**
• Exhibit Showcase during WPA lunch
- **Monday January 20th - 8:00 AM - 9:00 AM**
• Exhibit Showcase during WPA breakfast

Set-up starts at 12:00 Noon, Saturday, January 18th, and should be ready by 5:00 PM, just in time for the welcome reception. Breakdown can start after 11:00 AM, Monday, January 20th and completed by 2:00 PM.



2020 WPA Annual Meeting

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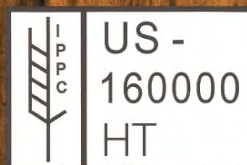
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Residential Construction, Oct. 2019

Released November 19, 2019 (www.census.gov)

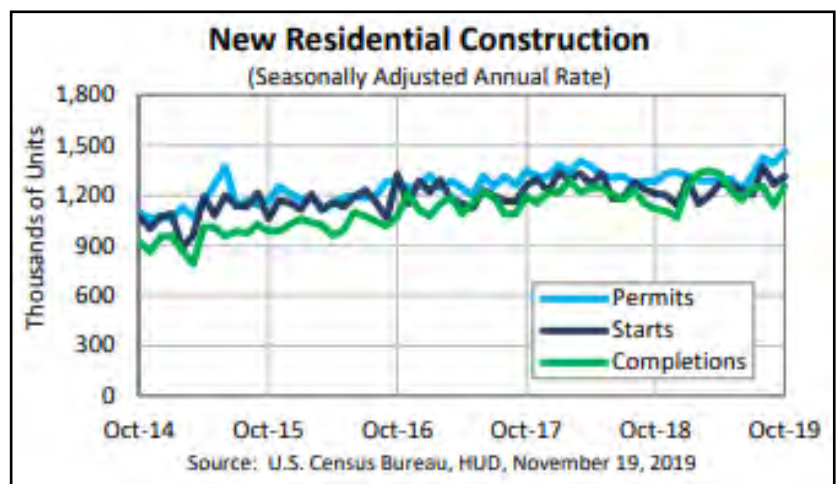
The U.S. Census Bureau and the U. S. Department of Housing and Urban Development jointly announced the following new residential construction activity for October 2019:

Building Permits Up 5%

Privately-owned housing units authorized by building permits in October were at a seasonally adjusted annual rate of 1,461,000. This is 5% above the revised September rate of 1,391,000 and is 14.1% above the October 2018 rate of 1,281,000. Single-family authorizations in October were at a rate of 909,000; this is 3.2% above the revised September figure of 881,000. Authorizations of units in buildings with five units or more were at a rate of 505,000 in October.

Housing Starts

Privately-owned housing starts in October were at a seasonally adjusted annual rate of 1,314,000. This is 3.8% above the revised September estimate of 1,266,000, and is 8.5% above the October 2018 rate of 1,211,000. Single-family housing starts in October were at a rate of 936,000; this is 2% above the revised September figure of 918,000. The October rate for units in buildings with five units or more was 362,000.



Housing Completions

Privately-owned housing completions in October were at a seasonally adjusted annual rate of 1,256,000. This is 10.3% above the revised September estimate of 1,139,000 and is 12.4% above the October 2018 rate of 1,117,000. Single-family housing completions in October were at a rate of 897,000; this is 4.5% above the revised September rate of 858,000. The October total for units in buildings with five units or more was 354,000.




Pending Home Sales Grew 1.5% in September

Pending home sales grew in September, marking two consecutive months of increases, according to the National Association of Realtors. The four major regions were split last month, as the Midwest and South recorded gains but the Northeast and West reported declines in month-over-month contract activity.

The Pending Home Sales Index climbed 1.5% to 108.7 in September, reversing the prior month's decrease. Year-over-year contract signings jumped 3.9%. An index of 100 is equal to the level of contract activity in 2001.

Historically low mortgage rates played a significant role in the two straight months of gains, according to Lawrence Yun, NAR's chief economist. "Even though home prices are rising faster than income, national buying power has increased by 6% because of better interest rates," he said.

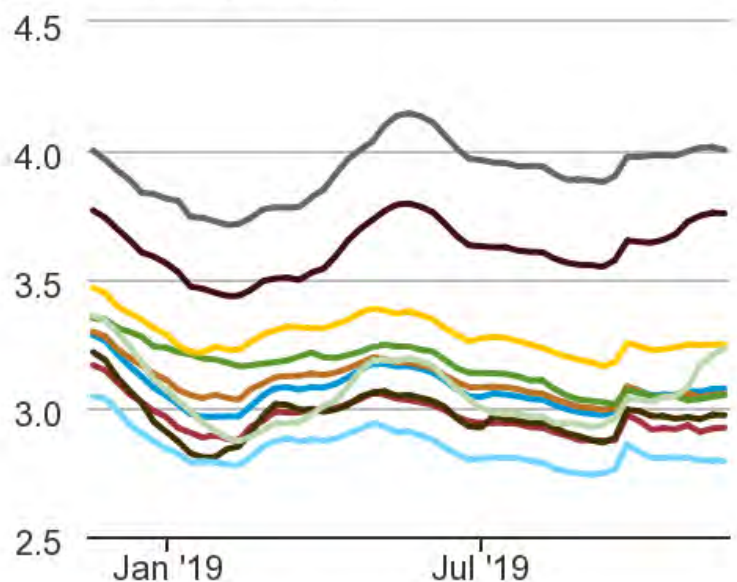
The index in the West declined 1.3% in September 2019 to 95.1, which is an increase of 3.4% from a year ago.

All regional indices are  up from July, with the highest gain in the

EPA Diesel Fuel Update Updated November 18, 2019

On-Highway Diesel Fuel Prices

(dollars per gallon)



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 New England Central Atlantic
 Lower Atlantic Midwest
 Gulf Coast Rocky Mountain
 West Coast California



Source: Energy Information Administration

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Season sponsor signup only- does not include separate meeting registration. Registration opens October 1, 2019.

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NWPCA Launches NAM Health Care to Address Member Coverage Needs

The National Wooden Pallet & Container Association (NWPCA) announced this November that it will offer an association health plan to its members, extending affordable health care to small and medium-sized manufacturing companies in approved states.

"At NWPCA, we are proud to add this health plan that can help lower costs and increase competitive health coverage for the men and women who work hard crafting the wooden pallets that move our world," said Brent McClendon, NWPCA President and CEO.

The plan, called NAM Health Care (www.namhealthcare.com), was developed to meet the unique health care needs of manufacturers. It will offer a portfolio of health benefits options insured by UnitedHealthcare. In states where these plans are available, businesses with 2 to 99 employees will be able to choose from a variety of PPO (Preferred Provider Organization) and HSA (Health Savings Account) health plans.

"In working with NAM Health Care, our manufacturing members and their employees have greater access to a network of preferred providers," added McClendon.

Members will also have access to UnitedHealthcare's Choice Plus care provider network of more than 1.3 million physicians and care professionals, 6,000

hospitals and other care facilities nationwide. Under NAM Health Care, eligible member companies also will have access to supplemental benefits including dental, vision and life. UnitedHealthcare will work with any licensed and appointed agents who want to sell NAM Health Care.

Mercer will provide NWPCA small-business members that elect Mercer as their agent of record with consulting services regarding health benefit offerings and contribution strategies, marketing support to sign up and enroll their employees, plan administration and compliance consulting services.

The Mercer Affinity 365+SM platform will provide members technology for obtaining quotes for employee benefits, facilitating enrollment and providing ongoing benefit administration to help drive cost efficiencies and employee engagement. Member employer groups may continue to work with their current agents and consultants to obtain quotes through the NAM Health Care offering.

NWPCA is quoting these plans for eligible member groups for a December 1 enrollment date. To request a quote for these plans, where available, interested businesses may visit palletcentral.com/health.

NAM Health Care is an industry-based Association Health Plan (AHP) that's fully ACA-compliant, administered by Mercer

"At NWPCA, we are proud to add this health plan that can help lower costs and increase competitive health coverage for the men and women who work hard crafting the wooden pallets that move our world."

Bruce McClendon, NWPCA

NAM Health Care is an industry-based Association Health Plan (AHP) that's fully ACA-compliant, administered by Mercer and sponsored by The National Association of Manufacturers (NAM), of which the National Wooden Pallet & Container Association is an affiliate member. Medical, Dental, Vision and Life insurance are underwritten by UnitedHealthcare®. Plans are not available to member employers in all states.

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FEFPEB president calls for total certified wood sourcing

European Federation of Wooden Pallet and Packaging Manufacturers (FEFPEB) president Rob van Hoesel has challenged European wooden pallet and packaging manufacturers to ensure all the timber they use is certified as sustainably produced.

Speaking to delegates at the annual FEFPEB congress this October, van Hoesel said that, against a background of increasing worldwide attention on the environmental credentials of businesses, pallet and packaging companies should seek to guarantee that 100% of the wood they use originates from sustainably managed forests, by purchasing only from certified sources.

"Our businesses and the timber we use are naturally sustainable – but we need to make sure we can demonstrate this by also having all the possible certification," he said. "My opinion is that within a few years, as an industry we can no longer afford to use any piece of timber which is uncertified. That is our responsibility and how we should move forward."

He added that while business-to-consumer demand for certified wood is already high, companies operating in business-to-business supply chains should take the initiative now to guarantee all its timber is sustainably sourced.

"It's very important for the industry because sooner or later someone will walk

into your company and say: 'you say you are sustainable - but can you prove it?'" van Hoesel asked. He said he would like all members of FEFPEB's national associations to aim for 100% sustainability within a limited period of years, advising that they should start dialogues with customers and other partners, such as PEFC, in the supply chain to help it reach this goal.

FEFPEB's 69th congress took place at Le Méridien hotel in Hamburg, Germany from October 9 to 11, 2019, and featured a day-long business session, which included further speakers tackling the subject of sustainability, including Martha Buffington, chief procurement officer at Dutch nutrition, health and sustainable living business DSM, who illustrated how the company had put ethics at the heart of its operations; Dr. Maarten Willemen, chairman of PEFC the Netherlands, speaking for chain of custody in wood supply chains; and Marcus Kirschner, managing director of German wooden packaging trade association HPE – which this year celebrates its 150th year anniversary, and which hosted the three-day congress.

Kirschner gave an overview of ISO 38200 for wood traceability, the benefits of which include greater flexibility and sharing of additional information on sustainability.

Left to right: FEFPEB secretary general, Fons Ceelaert; HPE president, Jürgen Rademacher; HPE managing director, Marcus Kirschner; and FEFPEB president Rob van Hoesel



The congress program included a south tour to block manufacturer Euroblock and woodland management at the State Forests Lower Saxony and a north tour to the facilities at the port of Hamburg, Europe's third-largest port, export packaging company Andresen & Jochimsen Exportpack, and Joh Friedrich Behrens AG, one of Europe's leading fastening technology businesses.

Brent J McClendon, president of the NWPCA, spoke about the cross-sector #ForestProud initiative that is promoting wood usage in the U.S. and aims to raise awareness of the positive effects of forests beyond manufacturing.

The congress business session included an evaluation of the success of the ISPM 15 certification standard and an outlook for future developments by Dr. Thomas Schröder from the plant protection department of the German Federal Ministry of Food and Agriculture (BMEL). Concluding that ISPM 15 had been successful in protecting plant health,

Schröder said there is still a need to educate users of wooden packaging in the supply chain about the correct way to implement ISPM 15 and the necessity for them to do so.

Professor Bernd Sadlowsky from Hamburg University updated delegates on latest research into protecting wooden packaging and pallets from damage; while professor Michael Kohl presented a rationale for using wood and wood products in terms of the effect on CO₂; and Dr. André Wolf of the Hamburg Institute of International Economics gave the congress an overview of the economic challenges that face the European and world economy – including the growing importance of China to global trade.

A total of 264 delegates and partners from 24 countries attended the congress, which also featured a partner program and evening dinner events at Hamburg's sailing club, Le Méridien hotel and the World Heritage Speicherstadt, location of Hamburg's maritime museum.

Lost trees hugely overrated as environmental threat, study finds

Cutting down trees inevitably leads to more carbon in the environment, but deforestation's contributions to climate change have been vastly overestimated, according to a new study.

Researchers from Ohio State University and Yale University found that deforestation for timber and farmland is responsible for about 92 billion tons of carbon emissions into the environment since 1900. That number is only 20% of the previous estimate.

"Our estimate is about a fifth of what was found in previous work showing that deforestation has contributed 484 billion tons of carbon – a third of all manmade emissions – since 1900," said Brent Sohngen, a professor of environmental and resource economics at Ohio State.

He said that the widely accepted estimate didn't take into account the planting of new trees and other forest management techniques that lessen the environmental burden. The model used in this study did take those factors into account, which made a significant difference considering the intensive forest management happening in many parts of the world and the less-intensive, but not inconsequential, management that is happening elsewhere.

"There was a significant shift toward treating forests as a renewable, rather



than nonrenewable, resource in the last century, and we estimate that those reforestation and forest management efforts have led to a far smaller carbon burden on the environment," Sohngen said, adding that the previous estimate was based on trees' natural regrowth without any human intervention.

"Man made land use and land use change have had a relatively small effect on carbon emissions compared to the almost 1,300 billion tons of industrial carbon emissions during the same time period."

1,300 billion tons of industrial carbon emissions during the same time period." Previous estimates argued that about 27 percent of man made net carbon emissions were from deforestation whereas the new research estimates that the correct number is just 7 percent.

"Forestry and land use are blamed for being an enormous source of climate change, but they're not an enormous source. The energy sector is an enormous source, and that's where we should focus our attention – that and looking for ways to maximize our forests' role in protecting the environment," Sohngen said.

Mendelsohn said that the forest could be critical in efforts to solve climate change.

"It is possible to manage the world's forests to store more carbon than they currently do. Some of this can be stored in near-permanent tropical forests that are simply not cut at all and some can be stored in managed forests," he said.

"In the long run, forests could also be tapped as a source of bioenergy. If they are burned along with carbon capture and storage, forests can effectively suck carbon out of the atmosphere and help the world reach lower long-run temperature targets."

Source: Ohio State University

CalAmp and Pallet Alliance Partner to Provide IoT-Enabled Wood Pallets

IRVINE, CA & CARRBORO, NC – CalAmp, a global technology solutions provider, is partnering with Pallet Alliance, a provider of holistic pallet management programs. This arrangement allows multi-site manufacturing companies to leverage IntelliPallet™, a turnkey, IoT-enabled platform and supply chain managed service integrated with wooden pallets. Employing CalAmp iOn Tags™, gateways and the CalAmp Telematics Cloud (CTC)™, multinational enterprises challenged

with managing hundreds of thousands of pallets will be able to integrate this subscriber-based telematics solution to enable more sustainable, secure and efficient tracking of shipments and assets.

By integrating CalAmp's iOn Tags with wooden pallets, enterprises can access ***Cont'd on Page 24***

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location and environmental data on assets in transit all over the world from the point of palletization to the final destination via a CalAmp telematics gateway and the CTC. The solution helps address blind spots, reducing the potential for theft while also minimizing spoilage as products travel across sea, land, and air.

The system has been validated by Pallet Alliance through field experience. "We began field testing more than a year ago, and have had pallets in a live pool for over a year," explained Mike Jones, a principal at The Pallet Alliance Inc. (TPAI). "The approach is new to the (wood pallet) market but definitely isn't new to us.

"As supply chains continue to modernize, customers are increasingly interested in adding efficient, cost-effective data gathering," Jones told Western Pallet Magazine. While CalAmp is flexible regarding technology, the original IoT use case involved the use of Bluetooth Low Energy (BLE) tags and wireless hubs to connect up to 60 BLE-enabled pallets at a time to the cloud.

"Not only will our iOn Tags and gateways help corporations monitor shipment departures and arrivals, but access to our CTC information dashboard will also provide environmental conditions and data analyses to ensure optimal shipment control," said Jeff Newman, vice president of supply chain visibility solutions at CalAmp. "In today's connected economy,

there is no reason for a company not to have point-to-point traceability about the location and conditions of their valuable assets throughout the shipment process, from the first mile to the last. Smart pallets enable more efficient business operations that help maintain product quality and maximize revenue potential."

Pallet Alliance's success integrating CalAmp's advanced telematics technology with wooden pallets eliminates the need to convert to alternate materials, according to TPAI. With the IntelliPallet platform service, monitoring compliance, handling, and environmental changes can be more effectively managed by making more informed decisions based on real-time supply chain insights.

"The ability to integrate end-to-end IoT connectivity with customers' existing pallet systems will transform the logistics industry," said Jones. "Customers can implement location and data services without abandoning their wooden pallet systems, avoiding the added expense and limitations resulting from converting to plastic or composite pallets, not to mention the other required infrastructure investments."

"And because we work with existing pallets, it's not necessary to make the massive investment to convert all pallets

to IoT at once, or make any infrastructural changes at all," Jones emphasized. "We can gradually feed integrated pallets into customers' pallet operations as new pallets are required, or even outfit older pallets with integrated components. Also, part of the initial appeal was understanding that, for most applications, it isn't really necessary to track all or even

most pallets. A sample set will do just fine."

Tyson Steffens, also a principal at TPAI, stressed that the IoT solution will also benefit users of custom sized pallets and other applications where plastic pallets may not be a good fit.

Establishing an ROI for Reusable Asset Tracking: It Takes a Village

The future is at hand for affordable, effective tracking of pallets and other reusable packaging assets, according to participants of an expert panel at PACK EXPO Las Vegas this September. The session, Asset Technologies for Reusable Packaging, included: Shawn Stockman, Director of Business Solutions at ReturnCenter, who moderated; as well as Ernest Wood, Operations Manager at C2it; David Kalan, Vice President at Paxxal; and Gail Peter Wong, Product Manager at AT&T IoT.

For Wood, his biggest takeaway from the recently released RPA asset tracking technology white paper was the importance of involving all of the key stakeholders and mapping out a plan "before you start investing and then looking forward to seeing what are the unintended consequences of what you're trying to do with it."

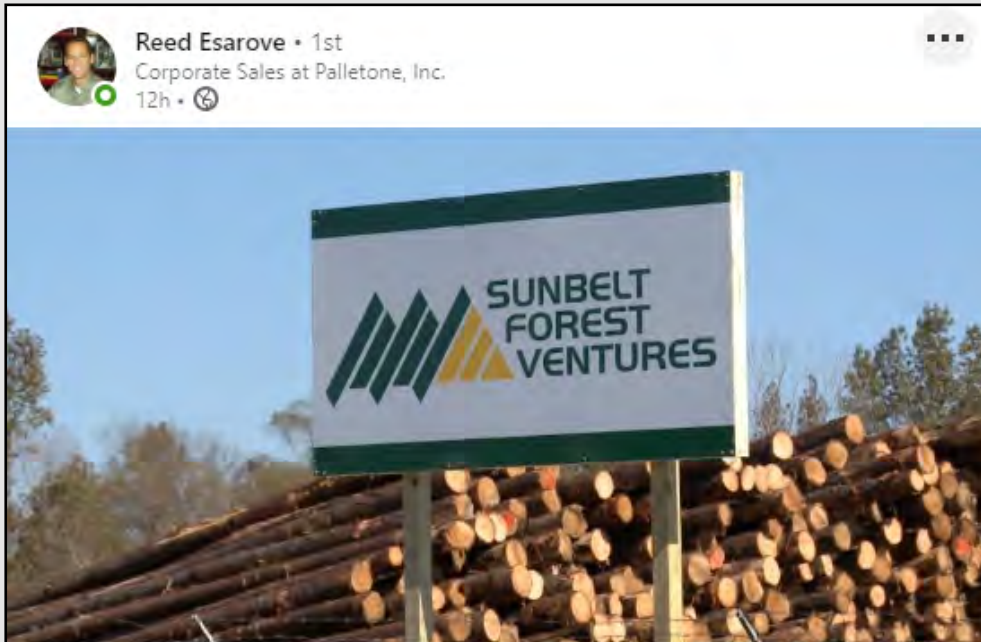
Kalan remarked that he was enthusiastic about the availability of tracking technologies, as well as their potential for opportunities such as artificial intelligence. "So that was my big walk away from this paper," he said. "Wow, it's (tracking technology) here and it's here now."

"...From the very beginning, I naively thought that at the end of the day, we could put together a little decision tree about how do I decide which of these technologies to use," added Stockman. After months of conversations and research, he came to realize that the process wasn't linear. Various tracking technologies exist which overlap in their capabilities, as the white paper outlines.

[Read more.](#)

Social Media Roundup

What's new in social? Click on images to check.



New Sawmill to Bring Dozens of New Jobs to Selma
alabamaneews.net

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To share your company's social post, email to
newsdesk@westernpallet.org





David T. Hammons • 2nd

Sales Manager at Phoenix Wood Products/Heart Wood Products

1d • 🌐

It was good to be back in New York visiting some great people at Ongweoweh, and seeing one of my mentors! (Mr. Bonamie still getting at it at 91.)

...see more



Diana Nebel • 2nd

Responsabile EPAL Italia | European Pallet Association e V. EPAL | Comunicazione e ...

2w • 🌐

Oggi finalmente si sta svolgendo il primo pallet day in Italia! 🙌🌐ItSono numerosissimi i partecipanti all'evento, quasi 200 tra aziende licenziatrici EPAL, utilizzatori di pallet, operatori del settore e giornalisti. Il nostro Coordina ...see more

[Rate this translation](#) • 🌐

Today the first pallet day in Italy is finally taking place! 🙌🌐There are many participants in the event, almost 200 EPAL licensee companies, pallet users, industry operators and journalists. Our Coordinator of EPAL Italy Davide Dellavalle together with the President of EPAL International Robert Holliger open the work for an interesting and content-rich afternoon here in Ecomondo "The Green Technologies Expo" #epal #epalsystem #epalpallets



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Top Comments



🌐 48 • 3 Comments

NOVEMBER 2019



Chaille Brindley

November 19 at 10:36 PM · 🧑

So, I went to prison today. Didn't stay long. First time visiting a corrections facility. It was an honor to meet two people who are on a journey to a new beginning. Find out how you can help tackle addiction and substance abuse in Colorado. Visit www.cayasteamboat.com. #addictionrecovery #substanceabuse



👍❤️ John Swenby and 28 others

👍 Like



Annette Ferri · 1st

National Wooden Pallet and Container Association (NWPCA)

6d · 🌐

It's America Recycles Day, and we're proud of the sustainable movement associated with wooden pallets across the U.S. Check out more incredible statistics here <https://bit.ly/378lnWI> #packagingsolutions #recyclable #ecofriendly



Recycle-Reuse

naturespackaging.org

🔄 42 · 2 Comments



Like




Comment






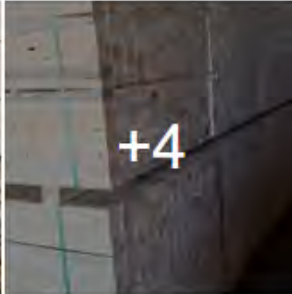
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Top Comments ▼


Utah Lumber Company
 Yesterday at 12:49 PM

Road trip to Saratoga. Clear roads are always a welcomed sight this time of year. The lumber looks amazing as usual and Roscoe was a good truck mate! Check out the deer all over town and the mill!




 13
 8 Comments





Smith Sawmill Service
 · 3 hrs

We are always happy to show our state of the art circle saw manufacturing plant to our customers. Today was a great day here at SSS. We invite all our customers to come see how we deliver the best guided round saws in the industry. — at Smith Sawmill Service.


  17
 1 Comment

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Most Relevant ▾


Michael Smith



  1h


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News Briefs

CBP issues penalty-mitigation guidelines for wood packaging violations

U.S. Customs and Border Protection has published guidelines for how importers and carriers may mitigate penalties for violations of wood packaging materials regulations.

Some of the mitigating factors that CBP will take into account include “clear documentary evidence” from the importer or carrier that the wood packaging violations were remedied, if a small percentage of the shipment involved noncompliant wood packaging, an established record of compliance or “a violator’s lack of importing experience.” [Read more.](#)

Marking Options for Rough Lumber

Unstamped heat treated rough lumber which has been heat treated at one mill or kiln operation and subsequently shipped to a second mill for surfacing or further processing, may be stamped HT or KDHT after processing provided all mills or kiln operations involved have in place an approved quality control program which maintains the identity of the material from heat treatment to final processing and marking, and which can be audited to verify compliance with heat treatment requirements. [Read more.](#)

Growing plastic on trees could help curb pollution, here's how

Inventors of the material, Woodly, say their process transforms wood into pearl-like granules that can then be made in a clear plastic film for use in packaging. [Read more.](#)

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Upcoming Events

12/5/2019 - 12/06/2019 Pallet Design System Training Course, NWPCA Headquarters, Alexandria, Virginia www.palletcentral.com

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

2/11/2020 - 2/13/2020 WestPack 2020, Anaheim Convention Center, Anaheim, California. <https://westpack.packagingdigest.com/>

3/4/2020 - 3/6/2020 NWPCA Annual Leadership Conference, Naples, Florida www.palletcentral.com

3/9/2020 - 3/12/2020 MODEX 2020, Atlanta, Georgia www.modexshow.com

5/10/2020 - 5/14/2020 LIGNA, Hannover, Germany <https://www.ligna.de/>

In case you missed them...

(Click on back issues to read or download)

