

Western Pallet

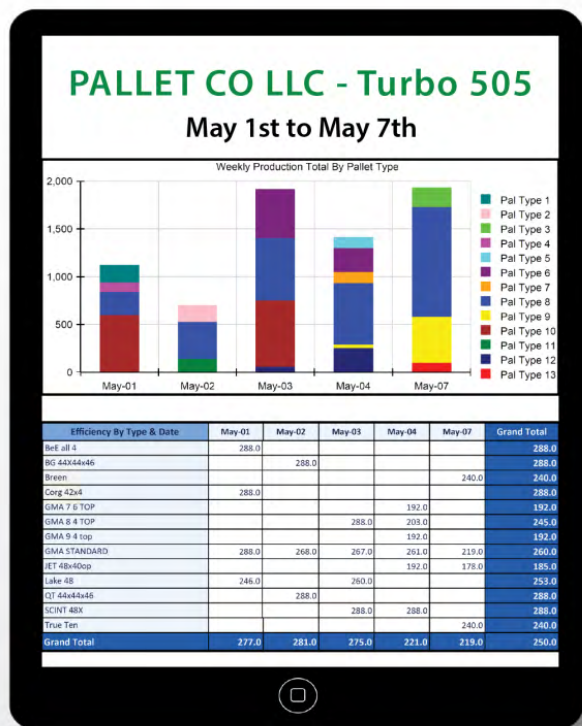
Magazine for WPA Members
September 2019

Magazine



Pallet Industry Consolidation Continues for PalletOne, Huron Capital and UFPI

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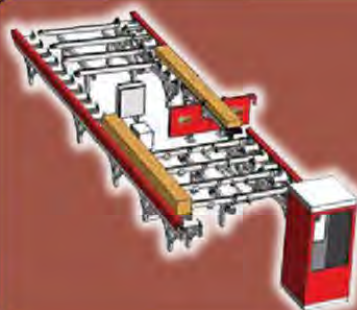


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North American Softwood Prices

Softwood prices listed as of Sept.
11, 2019, courtesy of NRCAN.

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Pallet Industry Consolidation Continues

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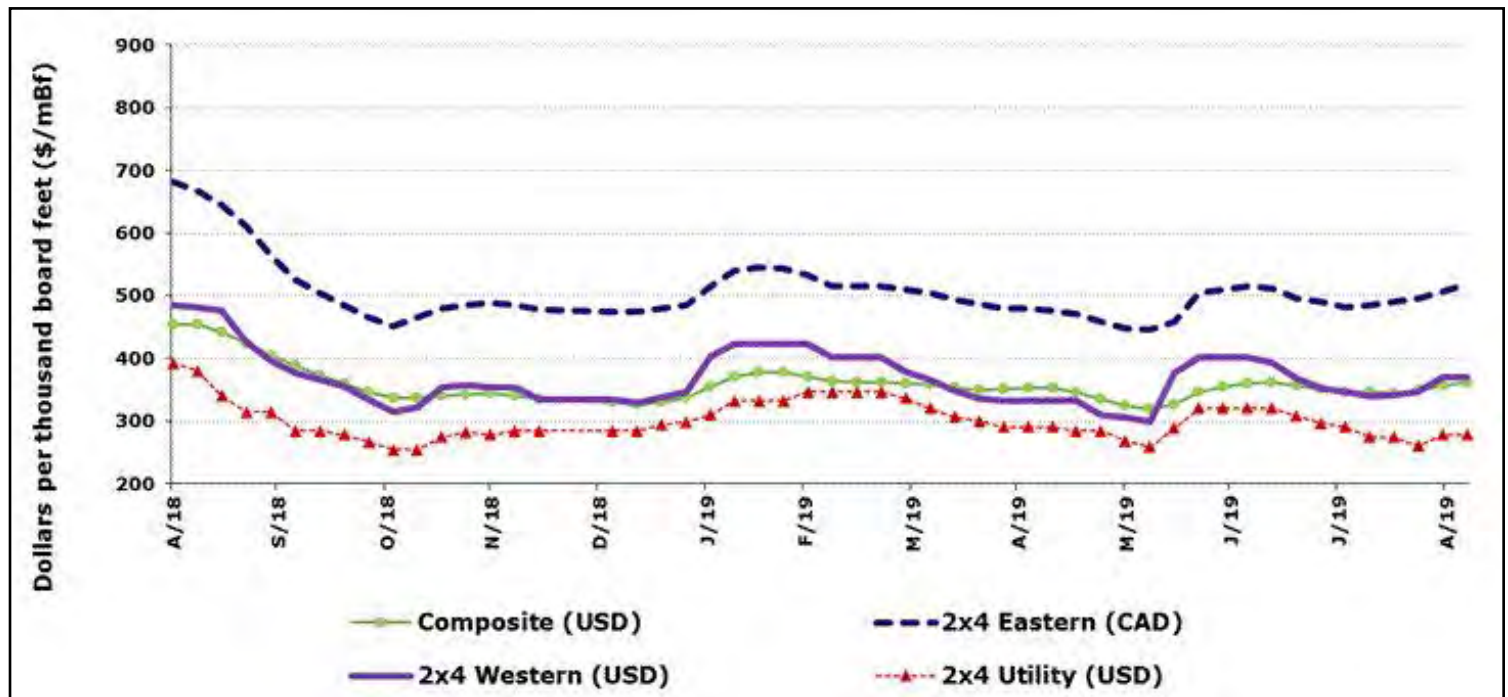
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North American Softwood Prices

Weekly softwood lumber prices to September 11, 2019 are shown below, sourced at <http://www.nrcan.gc.ca/forests/industry/13309>.



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\$300 - until Nov 1st, \$400 - Nov 1st
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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.

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January 17-21, 2020

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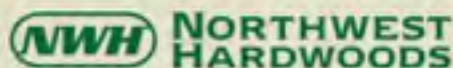
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SEPTEMBER 2019

Sierra Pacific Industries Celebrates 70 Years of Service to the Wood Products Industry

Congratulations to WPA-member Sierra Pacific Industries (SPI) on celebrating 70 years in business. The company was founded in 1949 by Archie Aldis "Red" Emerson and his father when they leased a sawmill together and formed R. H. Emerson & Son. Further expansion led to the incorporation of Sierra Pacific Industries in 1969. Today, the Anderson, California-based company owns and manages about 2 million acres of timberland in California and Washington. The third-generation family owned company is one of the largest private landholders and lumber producers in the U.S.

Operations include 14 sawmills, two millwork facilities, one remanufacturing plant, two bark plants, seven cogeneration facilities, and three windows and doors manufacturing plants. The company follows Sustainable Forestry Initiative®

(SFI) forest management practices.

According to a tribute in The Lumber Log (West Coast Lumber & Building Material Association), "Red has upheld his father's philosophy of treating each team member with respect and dignity, promoting a company culture of transparency, and giving them the tools and opportunities to excel at their work."

The Sierra Pacific Foundation was established by the family in 1979 and is managed today by Red's daughter Carolyn Dietz. To date, the Foundation has provided nearly \$8 million in higher education scholarships.

Source: The Lumber Log



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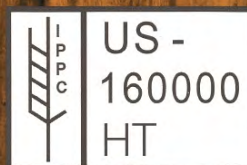
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Residential Construction, August 2019

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

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

Building Permits Up 7.7%

Privately-owned housing units authorized by building permits in August were at a seasonally adjusted annual rate of 1,419,000. This is 7.7% above the revised July rate of 1,317,000 and is 12% above the August 2018 rate of 1,267,000. Single-family authorizations in August were at a rate of 866,000; this is 4.5% above the revised July figure of 829,000. Authorizations of units in buildings with five units or more were at a rate of 509,000 in July.



Housing Starts

Privately-owned housing starts in August were at a seasonally adjusted annual rate of 1,191,000. This is 12% above the revised July estimate of 1,215,000, and is 6.6% above the August 2018 rate of 1,279,000. Single-family housing starts in August were at a rate of 919,000; this is 4.4% above the revised July figure of 880,000. The August rate for units in buildings with five units or more was 424,000.

Housing Completions

Privately-owned housing completions in August were at a seasonally adjusted annual rate of 1,294,000. This is 2.4% above the revised July estimate of 1,264,000 and is 5% above the August 2018 rate of 1,232,000. Single-family housing completions in August were at a rate of 945,000; this is 3.7% above the revised July rate of 911,000. The July total for units in buildings with five units or more was 338,000.



West Bumps Sales Slump

*Pending Home Sales Climb
1.6% in August*

Pending home sales increased in August, a welcome rebound after a prior month of declines, according to the National Association of Realtors®. Each of the four major regions reported both month-over-month growth and year-over-year gains in contract activity.

"It is very encouraging that buyers are responding to exceptionally low interest rates," said Lawrence Yun, NAR chief economist. "The notable sales slump in the West region over recent years appears to be over. Rising demand will reaccelerate home price appreciation in the absence of more supply."

All regional indices were up from July, with the highest gain in the West region.

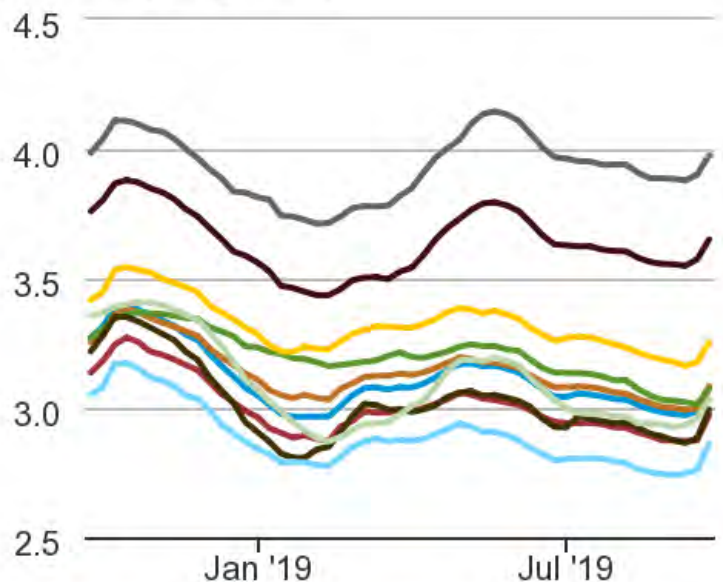
"With interest rates expected to remain low, home sales are forecasted to rise in the coming months and into 2020," said Yun. "Unfortunately, so far in 2019, new home construction is down 2.0%. The hope is that housing starts quickly move into higher gear to meet the higher demand."



EPA Diesel Fuel Update *Updated September 23, 2019*

On-Highway Diesel Fuel Prices

(dollars per gallon)



Source: Energy Information Administration

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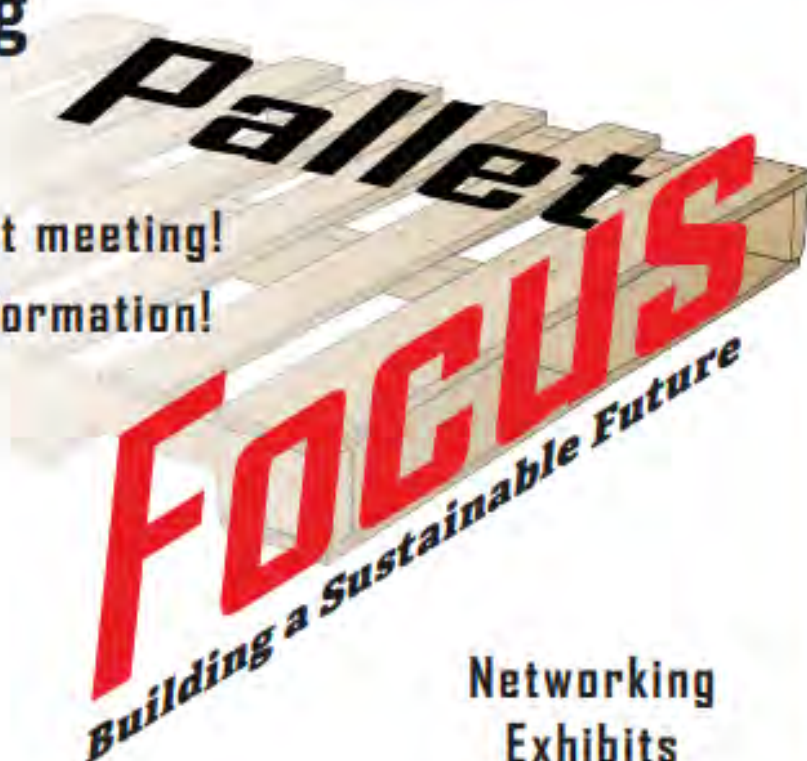
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Network, have fun, and get great information all weekend with industry professionals - visit exhibitors, play golf, join the fun at the auction....

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

America's Largest New Pallet Manufacturer, PalletOne Inc. Acquires Alabama-Based Bay Wood Products

PalletOne More Than Doubles Its Wood Pallet Manufacturing Capacity In Alabama with Acquisition

ROBERTSDALE, Ala. – PalletOne, Inc., America's largest new pallet manufacturer, has purchased Bay Wood Products Inc., a pallet and crate manufacturing business located in Baldwin County on the Alabama Gulf Coast.

"In my heart of hearts, I knew PalletOne was the best option for our employees, customers and the community," said Jimmy Wilson, founder and a former owner of Bay Wood Products. "They understand what we do and they know our industry. As I was looking at succession plans, it was very important to me to leave our employees in good hands."

Wilson, who founded Bay Wood Products with a group of investors 25 years ago, said he would remain as general manager of the Baldwin County business. Bay Wood Products is a full-service manufacturer of wooden pallets, rough-cut lumber, dunnage and crates with a recent expansion into the biofuel and mulch markets. The company is one of the largest single-site manufacturers of wooden pallets in Alabama and Mississippi, specializing in customer-designed solutions to wood packing

material needs. Since 1994, the company has crafted pallets of all shapes and sizes and specifications for big industry, large petroleum companies, and chemical companies, shipping agencies, manufacturers, farmers of sod and other crops.

PalletOne owns another pallet manufacturing plant in Selma, Alabama.

"We are very pleased to welcome such a well-run operation in the southern Alabama market," said PalletOne CEO Howe Wallace. "Jimmy and the Bay Wood team are well respected in our industry. It's an honor to move forward with them."

Founded Aug. 31, 1994, exactly 25 years to the day of the acquisition, Bay Wood Products serves clients across the U.S. with a global reach. Producing 190 truckloads of pallets per month, the 20-acre facility manufactures wooden pallets, rough-cut lumber, custom crates, and mulch. In recent years, sales have reached \$20 million annually.

With the acquisition, Wallace said, the southern Alabama market could see an expansion of products and services,



PalletOne CEO Howe Wallace (left) with Bay Wood Products founder Jimmy Wilson (right) announced the acquisition of Bay Wood Products by PalletOne Inc.

including industrial recycling. Speaking to a group of Bay Wood employees in mid-August, Wilson and Wallace answered questions together about the pending sale, then Wallace shared PalletOne's mission: "We strive to be the best blue-collar employer in the markets we serve."

Wooden pallets are an \$11 billion annual industry in the United States, employing about 67,000 men and women, according to 2016 data from the National Wooden Pallet and Container Association. On any given day, there are approximately 1.8 billion wood pallets carrying goods in the U.S.

Organized in 2001, PalletOne now operates 18 locations in nine states and manufactures new pallets, provides pallet repair programs, recycles used pallets and produces a variety of other wood products. With national headquarters in Bartow, Florida, PalletOne's operations include Industrial Recycling Services, SunOne Logistics, and Sunbelt Forest Products Corporation, one of the largest producers of pressure-treated lumber and residential fencing in the Southeast. Through its combined operations, PalletOne employs more than 1,500 people across 23 locations. Its annual revenues exceed \$500 million annually.



Huron Capital Merges Northwest Pallet Services and Prime Woodcraft



Huron Capital, a leading lower-middle-market private equity firm, has announced an additional equity investment in its industry-leading pallet platform, Northwest Pallet Holdings, LLC. Through this investment, Huron is combining Northwest Pallet and Prime Woodcraft Inc. The combined company will be headquartered in Schaumburg, Illinois. Financial terms of the transaction were not disclosed.

Northwest Pallet is a Schaumburg, Illinois-based pallet solutions company with more than 30 years of experience in recycling, manufacturing and repairing new and used pallets of various shapes and sizes. Prime, an innovative and growing pallet management service provider with nationwide coverage, is based in Brunswick, Ohio.

"This merger allows us to bring together two great commercial teams and leverage

our combined capabilities to more effectively serve our clients,” said Northwest Pallet President and CEO, Jack Donnell, “We believe Prime’s innovative approach to pallet management solutions, along with Northwest Pallet’s resources and infrastructure, will enable us to provide unique solutions and scale to our customers while continuing to expand the combined business.”

Donnell will serve as President and CEO of the combined company while Prime founder and CEO Ansir Junaid will serve as a board member and significant shareholder in Northwest Pallet.

“I’m confident in the choice to partner with Northwest Pallet, a Huron Capital portfolio company, for several reasons. Both of our companies have complementary capabilities that fit together nicely and are expected to serve as a growth platform moving forward,” said Junaid, who will be actively involved in the combined company post-closing. “I’m proud to have been part of building and growing Prime, and I remain committed to ensuring customer relationship success well into our future.”

“This strategic merger creates a platform that substantially increases Northwest Pallet’s scale, providing a partner for customers that is among the largest in the marketplace,” said Huron Capital Vice President Matt Lacki. “The innovative industry approach developed by Prime is expected to add more than just scale to

the combined company. Prime’s expertise and customer collaboration is another reason why we are thrilled that Junaid will remain actively involved in the company going forward.”

Based in Detroit, Huron Capital is an operationally-focused private equity firm with a long history of growing lower middle-market companies through our proprietary ExecFactor® and buy-and-build investment models. Over the past two decades, Huron Capital has successfully established six investment funds totaling approximately \$1.8 billion in capital and has completed over 175 transactions throughout North America. Huron Capital portfolio companies have had aggregate annual revenues exceeding \$3.0 billion, 15,000 employees and operated over 325 facilities. Huron Capital targets both control and non-control equity stakes in fundamentally sound companies that the firm believes can benefit from its operational approach to creating value.

These transactions typically take the form of equity recapitalizations, family succession transactions, market-entry strategies, corporate carve-outs, and management buyouts of companies having revenues up to \$200 million. Huron Capital’s sector focus includes business services, consumer products & services and specialty industrials.



SUNDOG® RFID Tags for Rough Wood Surfaces

Until now, applications such as logs, lumber loads, pallets, utility poles and railroad ties, as well as live trees, have not had any UHF RFID tag tailored for these demanding applications, according to Utility Composites, Inc.

Utility Composites, Inc has introduced a ruggedized, long-distance, passive tag that can be instantly installed: the SUNDOG® UHF RFID staple for tracking assets with rough wood surfaces. SUNDOG® tags are ruggedized to withstand cooking baths used in veneer production, kiln drying cycles in lumber, as well as creosote pressure-treating processes for utility poles and railroad ties, without degradation of readability. SUNDOG® staples will not trip metal detectors or damage cutting blades and can be left in the wood.

SUNDOG® is an innovative UHF RFID tag made of high strength, aerospace-grade composite materials. SUNDOG® tags are staples that are collated in strips of 25 tags and can be instantly inserted into the wood surface with a custom stapler for secure attachment. Flat, adhesive-backed RFID tags do not stick to rough wooden

surfaces. Expensive, ruggedized tags take time and effort to screw each tag into the wood surface. Whether on a log stored in a yard or traveling down the highway in high wind and rain, SUNDOG® tags stay fixed to their asset. Instant attachment of SUNDOG® collated tags saves precious labor time. Visit www.sundog-rfid.com.



NAFTA Panel Says ITC Can't Show Harm

A NAFTA panel has given the United States three months to review its tariffs on Canadian softwood lumber imports, according to a report in the National Post.

The panel participants — including three Canadians and two Americans — in a ruling this month, said they couldn't agree with the U.S. International Trade Commission that there was evidence Canadian imports were causing injury to the U.S. industry. The body asked the commission to reconsider the evidence it used to reach its decision within 90 days.

"This decision supports what Canada has been saying all along: U.S. duties on Canadian softwood lumber are unfair and unwarranted," said Foreign Affairs Minister Chrystia Freeland in a statement. "The panel's decision is an important step in the right direction in having these duties on Canadian exports removed and the sums collected reimbursed."

The panel noted that the U.S. softwood industry was in the midst of its most profitable period ever, which made it hard to accept the conclusion that Canadian wood was harming it.

In April 2017 the U.S. imposed duties averaging about 20 percent on most Canadian softwood exports. At the time, it alleged that Canada was unfairly subsidizing its industry as well as dumping wood into the U.S. at unfair prices. Subsequently, the American trade-commission determination that Canada's industry was causing harm to the U.S. producers.

"We've fought these battles before and we won," Susan Yurkovich, president of the B.C. Lumber Trade Council told the National Post, commenting that in the last softwood lumber dispute it took three rulings from the NAFTA panel to convince the commission to back down. "They are the same arguments this time. But it takes a long time."



The Membership Drive Is On!

This year's membership drive is now underway, and as always, the competition will be intense.

In addition to valuable cash prizes, the winner now also receives the membership plaque, presented at the Annual Meeting. With the highly successful 2019 Annual Meeting now in the books, it is time to work toward 2020.

Top 5 Reasons for Business Loan Declines

Those of us in the Financial Services industry hear it all the time. Small business owners stressing over the lack of enough capital resources, particularly when it comes to borrowing money. There are many solutions to this problem, which I'll briefly mention at the end of the article, but I thought it useful for entrepreneurs to understand some of the reasons for lending institutions turning down requests for money, so that they can try to make their businesses attractive to lenders.

Credit Deficiency

Let's get the most obvious one out of the way first. Banks, being risk averse and regulated, have strict credit requirements for lending. These apply to both your personal and your business credit, usually measured by a credit score. Late payments, high balances relative to your credit limit, lack of any credit history, collection accounts/judgements, excessive inquiries from applying for credit too often, and foreclosures/bankruptcies damage credit scores. If your score falls below the bank's minimum requirement you will not be approved for a loan.

Lending Limits

One area regulations addressed by banking regulations is lending concentration. Banks are not allowed to

exceed certain percentages of their total loans for any one individual or entity. Similarly, they monitor loan concentration in asset classes, industries, and loan types (residential mortgages, commercial mortgages, asset based, lines of credit, etc.). Some banks forgo certain loan types altogether. If your loan request happens to fall outside of their current parameters/limits they cannot approve it.

Collateral

There are too many different reasons for this to go into, but if the type of collateral you offer as security for the loan is not currently acceptable to the bank they will not lend. This can change within each bank over time and does vary from bank to bank.

Portfolio Adjustments

Part of this goes back to lending limits, but it also involves risk mitigation and balancing of assets. Banks are continuously monitoring their entire loan portfolio to insure they comply with federal regulations, are appropriately diversified, and meet internal profitability requirements. That means that adjustments are continually being made by adding or eliminating types of loans they fund. As an example, the bank declines an application because they have too much exposure in that applicant's industry.

Covenant Breach

This is normally missed by borrowers. Every loan contract has clauses requiring the borrower to meet certain requirements. Everyone is aware of payment requirements. However, many contracts also contain financial requirements and clauses that forbid certain actions or conditions. An example is maintaining a minimum debt to income ratio. There are many others. You may have inadvertently violated one of these covenants. That prevents you from any further borrowing and may result in your loan being called.

Because banks are so heavily regulated, they must be careful to ensure that they are complying as well as being diligent in reducing their risk exposure. They are,

after all, responsible for proper care of their customer's money. This can make it difficult for some businesses to qualify for a loan. The alternative financing industry offers a variety of potential solutions, enabling those businesses to have access to the capital needed. They are usually not regulated so they have more freedom in choosing the type of loans they fund. They also tend to specialize in a certain type of business financing, allowing them to use expertise to customize a loan to a business' need.

In short, if your business is not quite ready for bank lending, an alternative financing solution may be the answer.

This article was written by Brian Dineen, CEO, Trinity Capital Partners.



Automation and Pallets: Modern Materials Handling's Latest Survey

No surprise, automation is driving the need for better quality pallets, according to a September 2019 report from Modern Materials Handling. Bottom board issues stood out as being the biggest issue identified in their survey. Laszlo Horvath, director of the Center for Packaging and Unit Load Design at Virginia Tech University, commented that pallet quality

problems are increasingly frequently encountered as companies move to automation. They are concerned that the pallets they have been using in the past will pose problems as they migrate to automation. The primary culprits, he said, are low-quality pallets that clog and jam automated systems.

(Cont'd on Page 26)



Attention to collaborative pallet design as part of the customer's automation project can help your pallet relationship avoid unnecessary "bumps" on the conveyor and bumps in the road for the finished system. (Photo credit: Millwood)

(Cont'd from Page 25)

In today's incredibly time-sensitive distribution environment, the article notes, "where customers won't wait for more than a day or two (if that) for their orders, these setbacks could mean the difference between staying competitive and falling behind."

The Modern Materials Handling survey determined that the biggest pallet-related issue concerned bottom boards that resulted in jams or faults. According to the article, 53% of respondents deal with this problem on a daily or weekly basis, while another 25% deal with it at least monthly.

Around 21% of respondents say that loose or broken pallet components getting caught in the rollers, while other leading quality issues include the incorrect placement of bottom deck boards, poor quality or missing bottom boards (31%) and other missing or damaged components (25%).

"The more lower quality pallets you buy, the more flexibility you need to have in your system," Horvath told Modern Material Handling. "The higher the level of automation you have in place, the lower the levels of flexibility."



Social Media Roundup

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

**John Dye**
September 21 at 1:15 PM · 🌐



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Save the Date! 🎯

🌟 Ci stiamo avvicinando! 🌟

 **PALLET DAY: 7 Novembre 2019, Ecomondo Rimini Fiera**
Dopo il successo delle edizioni precedenti in Francia, Polonia, Cina, Ungheria per la prima volta approda in Italia il primo PALLET DAY!
Un evento unico dedicato al pallet, ed in particolare al pallet Epal che quest'anno festeggia 20 di presenza sul mercato Italiano.

... Stay tuned, stiamo arrivando! 😎

Save the Date! 🎯

🌟 we are getting closer! 🌟

 **pallets day: 7 November 2019, ecomondo rimini fair**
After the success of previous editions in France, Poland, China, Hungary for the first time arrives in Italy the first pallet day!
A unique event dedicated to the pallet, and in particular to the pallet that this year celebrates 20 of presence on the Italian market.

... stay tuned, we're coming! 😎

⚙️ Rate this translation

 2



National Wooden Pallet and Container Association (NWPCA) ...

September 25 at 9:30 AM · 🌐

NWPCA RELEASES PDS 6.0 - UNIT LOAD FOR BOXES. PDS 6.0 is the most advanced software tool in the world that considers the interactions between a flexible wood pallet and corrugated boxes. The tool uses world-leading science and modeling that allows pallet designers to prevent cargo damage, while optimizing cost and material efficiency. <https://bit.ly/2IHq9IR>



Pallet Design System™
with LoadSync

Developed by



**National Wooden Pallet
& Container Association**
Pallets Move the World®



VERSION 6.0

ADDITIONAL LANGUAGES:



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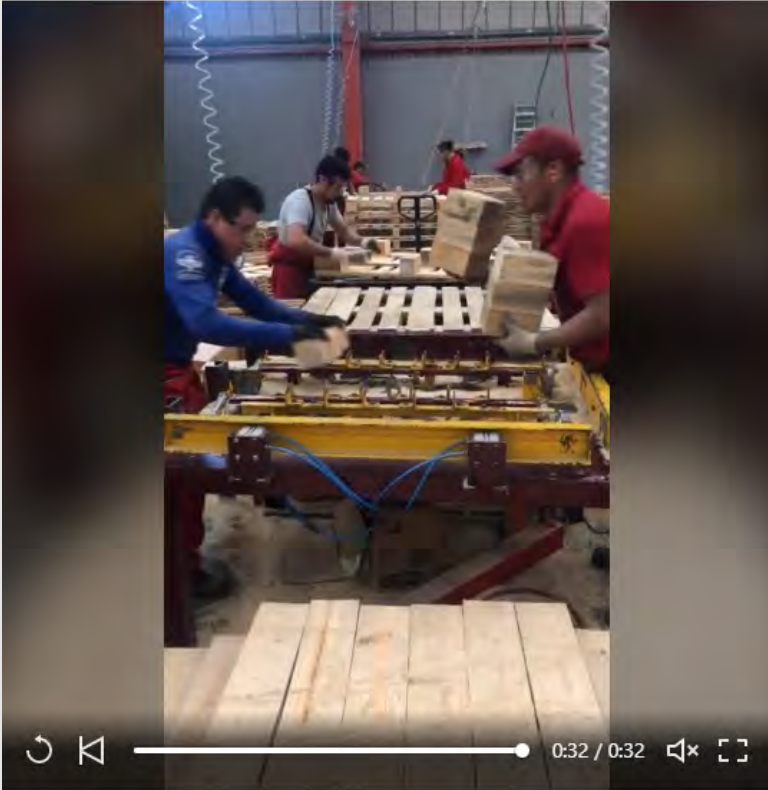


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[See translation](#)



8

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UFPI Acquires Pallet USA, Boosting Industrial Capacity and Services in the Midwest

GRAND RAPIDS, Mich. – Universal Forest Products, Inc. has announced that one of its affiliates has acquired Hartford, Wisconsin-based Pallet USA, LLC. The acquisition expands Universal's industrial product capacity and services in the Midwest.



Pallet USA operates one facility that manufactures pallets and crates. The company also distributes industrial lumber and sheet stock and provides services such as heat treating, pallet removal and recycling, custom product design, delivery and managed inventory programs. Bruce Church, president and CEO of Pallet USA, will remain with the operation as general manager of operations through 2019, then transition into a consulting role to assist with new sales efforts to national customers. According to the Pallet USA website, the company has a fleet of over 80 vehicles. Its manufacturing capabilities include high and low-volume, fully automated pallet and skid assembly, as well as precise custom designs of wood packaging and crating. It also has multiple heat treatment chambers on site for ISPM 15 certification.

"We're excited to welcome Pallet USA to the UFP family of companies," stated Matthew J. Missad, CEO of Universal Forest Products. "The acquisition allows

us to grow our presence in the Milwaukee area and will help us serve manufacturers that have a larger regional, national or international presence. Pallet USA also operates a profitable pallet reclamation business, providing customers with a cost-effective solution for their wood pallet needs, that could be scaled to other UFP facilities. Bruce Church and his team have done an excellent job growing their business, and we're excited to help them achieve their full potential."

"As a UFP company, we see great opportunities for serving both Pallet USA customers and existing Universal customers," said Bruce. "We will be able to enhance our presence in the market while adding more product and service offerings. Universal's size will also allow us to provide our employees with greater career opportunities. This is a great time in the history of our company."



NWPCA Releases Pallet Design System™ 6.0

Ground-Breaking Unit Load Design Tool Minimizes Damage, Maximizes Profit

ALEXANDRIA VA, September 25, 2019 – The National Wooden Pallet & Container Association (NWPCA) announces the release of PDS 6.0, the most advanced software tool in the world that considers the interactions between a flexible wood pallet and corrugated boxes. The tool uses world-leading science and modeling that allows pallet designers to prevent cargo damage, while optimizing cost and material efficiency.

“Unit Load for Boxes takes technology normally associated with space flight, race cars, and jet engines and uses it to gain insight into wooden pallet and unit load design,” commented Kristen DeLack, PE, PDS structural engineer. “We’re excited to take all this know-how and put it into the hands of wooden pallet manufacturers,” added Brent McClendon, NWPCA President and CEO.

Jordan Piland, NWPCA’s Board Chair said, “Expect to see more from the PDS development team for 2020. PDS 6.0 Unit Load for Boxes is just the first installment of system-level unit load design and analysis tools in PDS; drums, plastic pails, and sheet goods will follow.” Piland added, “NWPCA and The Pallet Foundation investments, totaling nearly \$1.5 million over the next two years, advance our industry and benefit each of our companies, making PDS the international language for pallet design.”

For more information on Pallet Design System™ 6.0, read the detailed product release.

Pallet Foundation News

The Pallet Foundation has been very active over the last couple of years investing in tools and research to answer our industry’s most critical questions, and advancing the science and understanding of how wood packaging interacts with unit loads.

There are "good news" results to share regarding landfill avoidance, landfill avoidance, the economic impact of the wood pallet industry and its carbon footprint impact.

Tools available at the Nature's Packaging website include:

- Wood is Environmentally-Friendly
- Landfill Avoidance: Wood Waste as a Resource
- North American Forests are Sustainable
- Wood Packaging is Recyclable

Research is also underway regarding wood packaging and unit loads.



News Briefs

Good sign? Pallet maker plans big expansion

The Pallet Factory plans a \$3.5 million, 43,000-square-foot expansion that may say as much about the economy as it does about the 42-year-old Memphis business. "We're typically a pretty good first indicator of how the economy is doing," company president Wes Doyle said Tuesday. "Ninety-eight percent of everything we touch or use in a day at one point was shipped on a wooden pallet."

Demand for the 40,000 pallets shipped daily by The Pallet Factory has been "very, very strong," said Doyle, whose father Michael Doyle founded the company in 1977. The company has applied for a building permit to add a 40,000-square-foot factory warehouse and 3,000 square feet of office space at its headquarters, 3740 Arnold Road. That site is just west of Getwell in the city's vast industrial district of Southeast Memphis. [Read more.](#)

Alamo Group to purchase Morbark for \$352M

Stellex Capital Management, a middle market private equity firm, announced today that it has entered into an agreement to sell Morbark, LLC, a leading manufacturer of high-performance equipment and after-market parts for the forestry, recycling, tree care, sawmill, land clearing and biomass markets to Alamo Group for \$352 million. The sale includes all assets and operations of Morbark and its affiliate brands.

Founded in 1957 and based in Winn, Mich., Morbark and its affiliate brands, Rayco, DENIS CIMAF, and Boxer Equipment, produce a full line of brush chippers, stump cutters, mini skid steers, forestry mulchers, aerial trimmers, whole tree and biomass chippers, flails, horizontal and tub grinders, sawmill equipment, material handling systems, and mulcher head attachments for excavators, backhoes, and skid steers. [Read more.](#)

Reusable Packaging Association Issues White Paper on Smart Asset Technologies

The Reusable Packaging Association (RPA) has issued an industry white paper to provide guidance on current technologies for the identification, monitoring and tracking of reusable transport packaging. The report is called *A Smarter, Technology-Driven Supply Chain with Reusable Packaging Systems*. [Read more.](#)



Connect with Western Pallet Association!



Upcoming Events

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

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

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

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

In case you missed them...

(Click on back issues to read or download)

