Appalachian Lumbermen’s Club
Pallets Move the World®
and are #1 Consumer of Hardwood

Mark Barford
NWPCA Sr. Director Business Partnerships
About NWPCA

- Largest international organization of wood packaging professionals
- 670 Members operating in 28 countries
- $4 million annual budget, 15 staff, advocating on behalf of those small and large companies who are key to shipping and the economy.
- The Pallet Foundation, 501(c3) non-profit provides $300k annually to support research (e.g. LCA/EPD’s, Landfill Avoidance, PDS) in the wood packaging industry.
Expanding Advocacy: Locally and in DC

“If you are not at the table, you are on the menu.”
• Industry size is estimated at $11.5 billion in the U.S.,
directly connected to $17T economy.
  • 2 billion pallets in service everyday
  • 94% of pallets are wood

• In 2015, the 2,700 businesses in the U.S. employed
  more than 52,000 workers.

• Industry uses 35% of all hardwood sawmill production
  and 10% of all softwood sawmill production.
So what’s this I hear about recycled pallets? How many pallets are hardwood? How many pallets are made every year?

500 million new pallets produced annually. Average board feet 14-18bf depending on design.
Net Volume of Hardwood Growing Stock on US Timberland

Privately Held

Total Public

Percent Change in Growing Stock Volumes on

Source: USDA Forest Service

Graph: Hardwood Market Report

Million Cubic Feet


44.5% 18.0% 12.0% 13.5% 5.7%

41.6% 17.5% 11.4% 9.4% 5.4%

59.7% 20.6% 14.7% 31.4% 6.9%
Eastern US Hardwood Production

Production Peaked in 1999 at an est. 12,619,000,000 board feet

1960 est. 7,672,500,000 board feet

1975 est. 7,157,500,000 board feet

2016 production was 8,303,863,600.

Estimated 57 year average is 9,386,688,000 board feet.

Graph: Hardwood Market Report

Sources: US Census Bureau, US Forest Service, and Hardwood Market Report

National Wooden Pallet & Container Association
Pallets Move the World®
US Hardwood Log Exports
Excluding Canada

Source: USDA Foreign Agricultural Service

* Annualized
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<thead>
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<th>Year</th>
<th>Pallets</th>
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<td>3.0</td>
</tr>
<tr>
<td>2010</td>
<td>3.2</td>
</tr>
<tr>
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<td>3.26</td>
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<td>2012</td>
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<td>3.589</td>
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<tr>
<td>2016</td>
<td>3.265</td>
</tr>
<tr>
<td>2017</td>
<td>2.958</td>
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RAILWAY TIE CONSUMPTION

Source: Railway Tie Association
Graph: Hardwood Market Report

2009 to 2017 +16.3%

Billion Board Feet

<table>
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<tr>
<th>Board Road/Mat Timbers</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
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<td></td>
<td>0.175</td>
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<td>0.413</td>
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Competing Materials

Change the Pallet Campaign uses “carbon/greenhouse” argument to advocate for the replacement of solid wood pallets with corrugated. Oregon campaign used slick videos, was highly funded.
“Cardboard pallets tested did not work for the agency’s transport and storage needs.”

“The pallets did not hold their structure in-transit and were not capable of being used to store product at the destination location because of their condition after shipping.”

Oregon Department of Corrections Analysis, February 21, 2017
INTRODUCING THE LIGHTEST, STRONGEST, SLEEKEST, CLEANEST, SMARTEST, GREENEST PALLET A SUPPLY CHAIN COULD EVER WANT.

Introducing BLOCKPal™ from RM2

When RM2 created BLOCKPal, it created a better pallet to move goods and your company’s bottom line. It’s all due to BLOCKPal’s unique composite material. Material that’s fused into a lightweight, durable, non-porous, unbreakable pallet that can deliver multiple benefits over a long life cycle to any supply chain.

For more information on BLOCKPal and its leasing and purchasing options, visit www.rm2.com, call 844.779.0888 or follow us on Twitter @RM2Pallets

Go green

Lower Costs

Great news for your bottom line. There are more than 40 areas of savings when businesses switch from wood pallets to iGPS plastic pallets. This includes lower transport costs, less product damage and reduced equipment downtime. The new and stronger iGPS has reemerged as a driving market force with its unique Plastic Pallet Pooling System, that provides cutting edge, global supply chain solutions for some of the leading companies and manufacturers in the world.

To see more green for your company call 1800-884-0259 or visit www.igps.net

iGPS LIGHTER, STRONGER, SAFER, GREENER
Cary Institute, Harvard Forest
Seeks ban on imports of solid wood packaging.

S – Switch to pest-free packaging materials for international shipments to the US
M – Minimize new pests outbreaks by expanding early detection and rapid response programs.
A – Augment international pest prevention programs with key trade partners.
R – Restrict or eliminate imports of live woody plants.
T – Tighten enforcement of penalties for non-compliant shipments.
Protecting Our Forests: ISPM-15 Works!

Since wide-scale implementation of ISPM-15 in 2005, the risk of plants pests arriving via wood packaging have significantly decreased. Since 2005, there have been no new large-scale establishments of invasive wood-boring insects.

• Asian Longhorned Beetle was first discovered in US in 1996.

• Emerald Ash Borer was found in the US and Canada in the 1990s.
Sustainable Forests
North America's forests are growing at twice the rate of what is removed for consumer use.

Mission
Increase the use of wooden packaging through educating and informing customers, packaging specialists and packaging students of wood's environmental benefits.
Pallets Move the World®

National Wooden Pallet & Container Association
Pallets Move the World®
Questions?

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