

2024 Pallet Enterprise Buyers' Guide

The 2024 *Pallet Enterprise Buyers' Guide* is your “Yellow Pages” for the pallet and low-grade lumber industries. Keep it handy all year long to find the best machinery and service suppliers that can help you take your operation to the next level of efficiency and profitability.

Information about suppliers

is listed in two formats based on the product category and the company name. In the Product Index, which starts below, each supplier is listed under the categories that pertain to its line of business.

Beginning on page 60, suppliers are listed alphabetically with details on the company

and its complete contact information. These two formats make it easy to find the supplier you need. When you are looking for the best suppliers of pallet manufacturing, pallet recycling, sawmill and wood processing equipment and supplies, check out the *Pallet Enterprise Buyers' Guide* first.



ALTERNATIVE PALLETS AND MATERIAL

Composite Pallets and Blocks

Archiblock
Euroblock Verpackungsholz GmbH
Harvest Pallet Machinery System Co

Engineered Wood Products (Plywood, OSB, etc.)

Silaris Corporation

Wood Composite Blocks

Archiblock
Litco International

Wood Composite Pallets

Litco International

MATERIAL HANDLING SYSTEMS & TRUCKING

Board & Lumber Stackers

Alliance Automation
Automated Industrial Technologies, Inc.
Choice Machinery Group
Cooper Machine Company, Inc.
Forestry Systems, Inc.
Froedge Machine & Supply Co., Inc.
GBN Machine & Engineering Corp.
Harvest Pallet Machinery System Co.

HWP Shavers, LLC
J&J Machinery LLC
JF Industrial Technology
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
MAX Board Feet, an Automated Industrial Technologies company
Mellott Mfg. Co., Inc.
Menominee Saw & Supply Co., Inc.
Northtech Machine
Pallet Machinery Group, Inc.
Pendu Manufacturing, Inc.
Sawmill Hydraulics, Inc
Storti SPA
USNR

River Valley Machinery, Inc.
Samuel Packaging Systems Group
Samuel Packaging Systems Group - Coding & Labeling
Sawmill Hydraulics, Inc
Storti SPA
Timberwolf Firewood Processing Equipment
Twister Industries
Universal Machinery Sales Inc.
USNR
West Plains Resaw Systems Inc.
Wood Beaver | Multitek North America
Wood-Mizer

Best of 2023 – Best Plant/Plant Processes

Houston Area Pallet Manufacturer Seeks to Create a Prototype Facility: Business Model Focused on Complex Pallets and Fast Production

By Chaille Brindley

If there's a typical playbook that most pallet manufacturers follow in the United States, Larry and Hinton Howell threw it out the window a long time ago. While many pallet companies try to do a little bit of everything, focus on customization and produce their own lumber, the Howell brothers have taken a different approach with the Hinton Lumber Products facility in La Porte, Texas.

This facility runs three CAPE Tandem nailing lines complete with robotics. It is designed to serve the rental and petrochemical industries producing block and block pallets for very demanding customers who require tight specifications and tolerances.

Hinton Howell, vice president of Hinton Lumber, stated, “Automation is always evolving. This plant was designed to be high-production, with high-quality focus. Automation is the only way to have really tight and consistent standards.”

Hinton went on to suggest, “You really have to decide between two paths in the U.S. market. Your operation is either highly automated with consistent quality and highly specialized, or you custom build designs focusing on small runs and niche customers.”

The La Porte facility processes no lumber. Everything comes in pre-cut and ready to go. The facility has minimal sawdust and focuses on a limited number of sizes for very quality-conscious customers.

Conveyors & Materials Handling Systems

Alliance Automation
American Built Machinery Co. LLC
Automated Machine Systems, Inc.
Baker Products
Barry Equipment Co., Inc.
BE&E
Boulware Equipment, LLC
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle Equipment
Bronco Pallet Systems
Cook's Saw Manufacturing, LLC
Cooper Machine Company, Inc.
Cresswood Shredding Machinery
Forestry Systems, Inc.
Froedge Machine & Supply Co., Inc.
Hallco Industries Inc.
Harvest Pallet Machinery System Co.
HMC Corporation
HWP Shavers, LLC
Industrial Resources
KEITH Mfg. Co.
Keystone Machinery Corporation
L-M Equipment Co. Ltd.
LINC Systems
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
MAX Board Feet, an Automated Industrial Technologies company
Mellott Mfg. Co., Inc.
Menominee Saw & Supply Co., Inc.
Messersmith Biomass Boiler Systems
Metal Detectors, Inc.
Multitek North America, LLC
Oak Lane Machine & Fab Ohio LLC
Pallet Machinery Group, Inc.
Pendu Manufacturing, Inc.
Precision Husky Corporation
PRS Group Inc.

Lift Trucks & Loading Vehicles

LPS Equipment & Acquisition Co., Inc.
Sellick Equipment Limited

Log Stackers

Cooper Machine Company, Inc.
Forestry Systems, Inc.
HWP Shavers, LLC
LPS Equipment & Acquisition Co., Inc.

Pallet Sorting & Handling Systems

Alliance Automation
Automated Machine Systems, Inc.
Bronco Pallet Systems
Forestry Systems, Inc.
Harvest Pallet Machinery System Co.
Industrial Resources
LPS Equipment & Acquisition Co., Inc.
PRS Group Inc.
Sawmill Hydraulics, Inc
Storti SPA
Universal Machinery Sales Inc.

Pallet Stackers

Alliance Automation
Automated Industrial Technologies, Inc.
Automated Machine Systems, Inc.
Baker Products
Bronco Pallet Systems
GBN Machine & Engineering Corp.
Harvest Pallet Machinery System Co.
Industrial Resources
J&J Machinery LLC
JF Industrial Technology
LPS Equipment & Acquisition Co., Inc.
MAX Board Feet, an Automated Industrial Technologies company
Midwest Machinery and Automation
Northtech Machine
Pallet Chief Manufacturing
Pallet Machinery Group, Inc.
PRS Group Inc.
RT Pallet Equipment

PRODUCT INDEX

Storti SPA
Universal Machinery Sales Inc.
Viper Industrial Products, LLC

Pallet Transfer/Load Transfer Systems

Bronco Pallet Systems
Forestry Systems, Inc.
Industrial Resources
PRS Group Inc.
Samuel Packaging Systems Group

Pallet/Lumber/Wood Products Marking

Automated Machine Systems, Inc.
Claussen All-Mark Ind. Intl. Inc.
Excelsior Marking
Forestry Systems, Inc.
Harvest Pallet Machinery System Co.
HUB Industrial Supply, Inc.
LINC Systems
Messersmith Biomass Boiler Systems
Rayco Industries, Inc.
Samuel Packaging Systems Group -
Coding & Labeling
Storti SPA
Timberstar Manufacturing Ltd.
Viking Engineering & Development

Palletizing & Pallet Wrapping

Equipment/Supplies
Forestry Systems, Inc.
Harvest Pallet Machinery System Co.
LINC Systems
LPS Equipment & Acquisition Co., Inc.
McGregor Packaging
Northtech Machine
Samuel Packaging Systems Group

Samuel Packaging Systems Group -
Coding & Labeling

Trailers

Barry Equipment Co., Inc.
Ervin Equipment, Inc.
Hallco Industries Inc.
KEITH Mfg. Co.
KNL Holdings, LLC
LPS Equipment & Acquisition Co., Inc.
Shur-Co®
Woodland Mills Inc

Truck & Trailer Dumpers/ Live Floor Trailers

BE&E
Boulware Equipment, LLC
KNL Holdings, LLC
Shur-Co®

Trucks

LPS Equipment & Acquisition Co., Inc.

Turn Tables

Alliance Automation
American Built Machinery Co. LLC
Baker Products
Brewco, Inc.
Bronco Pallet Systems
Harvest Pallet Machinery System Co., Ltd.
LINC Systems
LPS Equipment & Acquisition Co., Inc.
Mellott Mfg. Co., Inc.
PRS Group Inc.
Sawmill Supplies and Equipment, LLC
Smart Products

Twister Industries
Universal Machinery Sales Inc.
Viper Industrial Products, LLC

Unscramblers

American Built Machinery Co. LLC
Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle
Equipment
Cooper Machine Company, Inc.
Froedge Machine & Supply Co., Inc.
HMC Corporation
HWP Shavers, LLC
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Mellott Mfg. Co., Inc.
Menominee Saw & Supply Co., Inc.
Pallet Machinery Group, Inc.
Pendur Manufacturing, Inc.
Sawmill Hydraulics, Inc
Storti SPA
Universal Machinery Sales Inc.
USNR

Wood Fastening Systems

Harvest Pallet Machinery System Co.
HUB Industrial Supply, Inc.
JF Industrial Technology
LINC Systems
LPS Equipment & Acquisition Co., Inc.
Midwest Machinery and Automation
New Supplies Company
Pallet Machinery Group, Inc.
PRS Group Inc.

SouthernCarlson
Viking Engineering & Development
Viper Industrial Products, LLC

PALLET & CONTAINER ASSEMBLY

Collated Fasteners (Distribute)

CORUS Fastening
Crane Point Industrial
Direct Fasteners Inc.
Eagle Force Industrial
Hahn Systems LLC
Harvest Pallet Machinery System Co.
Legacy Fasteners, LLC
LINC Systems
Mid Continent Steel & Wire-MAGNUM®
Oak Creek Industrial Supply
Products Corporation of North America
Rayco Industries, Inc.
SouthernCarlson
Viking Engineering & Development
Viper Industrial Products, LLC

Collated Fasteners (Manufacture)

Baldwin Industrial Supply
Eagle Force Industrial
Harvest Pallet Machinery System Co.
JSC Litnaglis
Legacy Fasteners, LLC
Michigan Fastener LLC
Mid Continent Steel & Wire-MAGNUM®
New Supplies Company
Simpson Strong-Tie
SouthernCarlson



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- Packaging Products
- Treated Materials
- Crating Products
- Import-Export Wood Products



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Loose Nails (Distribute)

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 Direct Fasteners Inc.
 Garnett Company LLC
 Hahn Systems LLC
 Harvest Pallet Machinery System Co.
 Legacy Fasteners, LLC
 LINC Systems
 Mid Continent Steel & Wire-MAGNUM®
 Pneu-Fast Co.
 Products Corporation of North America
 Rayco Industries, Inc.
 SouthernCarlson
 Viking Engineering & Development
 Viper Industrial Products, LLC

Loose Nails (Manufacture)

Baldwin Industrial Supply
 Harvest Pallet Machinery System Co.
 JSC Litnaglis
 Legacy Fasteners, LLC
 Michigan Fastener LLC
 Mid Continent Steel & Wire-MAGNUM®
 Pneu-Fast Co.
 SouthernCarlson
 TNK Screws & Nails Corp.

Moulders

Akhurst Machinery
 Baker Products
 LPS Equipment & Acquisition Co., Inc.
 Northtech Machine
 River Valley Machinery, Inc.

Nailing Fixtures/Jigs & Semi-automatic

Nailing Systems
 BD Solutions LLC
 Bronco Pallet Systems
 J&J Machinery LLC
 JF Industrial Technology
 LINC Systems
 LPS Equipment & Acquisition Co., Inc.
 Midwest Machinery and Automation
 New Supplies Company
 Pallet Chief Manufacturing
 Rayco Industries, Inc.
 RT Pallet Equipment
 STAKMA
 Storti SPA
 Universal Machinery Sales Inc.
 Viper Industrial Products, LLC

Nailing Machines & Systems (Automated Using Collated Fasteners)

Bronco Pallet Systems
 Choice Machinery Group
 Hahn Systems LLC
 Harvest Pallet Machinery System Co.
 J&J Machinery LLC
 JF Industrial Technology
 Jointec AB
 LINC Systems
 LPS Equipment & Acquisition Co., Inc.
 Midwest Machinery and Automation
 New Supplies Company
 Northtech Machine
 Pallet Chief Manufacturing
 Rayco Industries, Inc.
 SouthernCarlson
 STAKMA

Viking Engineering & Development
 Viper Industrial Products, LLC

Nailing Machines & Systems (Automated Using Loose Fasteners)

Bronco Pallet Systems
 GBN Machine & Engineering Corp.
 Harvest Pallet Machinery System Co.
 J&J Machinery LLC
 JF Industrial Technology
 Jointec AB
 LPS Equipment & Acquisition Co., Inc.
 Pallet Machinery Group, Inc.
 Storti SPA
 Universal Machinery Sales Inc.

Nailing Machines Parts/Air Compressors

BD Solutions LLC
 Hahn Systems LLC
 J&J Machinery LLC
 JF Industrial Technology
 Jointec AB
 LINC Systems
 LPS Equipment & Acquisition Co., Inc.
 Midwest Machinery and Automation
 Rayco Industries, Inc.
 Universal Machinery Sales Inc.
 Viking Engineering & Development
 Viper Industrial Products, LLC

Pallet I.D. Systems (Branders/Markers/ Paint/Barcode/RFID/Paint Booths)

Automated Machine Systems, Inc.
 Claussen All-Mark Ind. Intl. Inc.
 Excelsior Marking
 Forestry Systems, Inc.
 Harvest Pallet Machinery System Co.
 Industrial Resources
 J&J Machinery LLC
 JF Industrial Technology
 LINC Systems
 LPS Equipment & Acquisition Co., Inc.
 Midwest Machinery and Automation
 PRS Group Inc.
 Samuel Packaging Systems Group
 Samuel Packaging Systems Group -
 Coding & Labeling
 Storti SPA
 The PalMate Group
 Viking Engineering & Development

Pallet Treatment (Heat Treatment Chambers, Dry Kiln, Etc.)

Eagle Dip Tanks
 HT Sanitizer
 Kiln-direct
 Lignomat USA Ltd.
 LPS Equipment & Acquisition Co., Inc.
 Nova Dry Kiln, LLC
 Nyle Dry Kilns
 SII Dry Kilns
 Universal Machinery Sales Inc.
 Wood-Mizer

Pneumatic Nailers/Staplers (Distributor)

Baldwin Industrial Supply
 BD Solutions LLC
 BECK America
 CORUS Fastening
 Crane Point Industrial
 Direct Fasteners Inc.
 Eagle Force Industrial
 Everwin Pneumatic Corporation

Hahn Systems LLC
 Harvest Pallet Machinery System Co.
 Legacy Fasteners, LLC
 LINC Systems
 LPS Equipment & Acquisition Co., Inc.
 Mid Continent Steel & Wire-MAGNUM®
 New Supplies Company
 Northtech Machine
 Oak Creek Industrial Supply
 Rayco Industries, Inc.
 SouthernCarlson
 TNK Screws & Nails Corp.
 Universal Fasteners Outsourcing, LLC
 (UFO™)
 Viking Engineering & Development
 Viper Industrial Products, LLC

Pneumatic Nailers/Staplers (Manufacturer)

BECK America
 Everwin Pneumatic Corporation
 Harvest Pallet Machinery System Co.
 Simpson Strong-Tie
 SouthernCarlson
 Universal Fasteners Outsourcing, LLC
 (UFO™)

Staples (Distribute)

Baldwin Industrial Supply

BECK America
 Crane Point Industrial
 Direct Fasteners Inc.
 Eagle Force Industrial
 Hahn Systems LLC
 Harvest Pallet Machinery System Co.
 Legacy Fasteners, LLC
 LINC Systems
 New Supplies Company
 Products Corporation of North America
 SouthernCarlson
 Viper Industrial Products, LLC

Strapping

Hahn Systems LLC
 Harvest Pallet Machinery System Co.
 Products Corporation of North America

Wirebound Box Mfg. Equipment/ Continuous Wire Assembly Systems

JF Industrial Technology
 Stapling Machines Company, LLC

PALLET LUMBER SAWING & FINISHING MACHINERY

Block Cutters

American Built Machinery Co. LLC

Best of 2023 – General Advice

How to Recession-Proof Your Business

By Phillip M. Perry

The key to success is to remain healthy during a recession so you can take advantage of the opportunities that arise when the economy recovers. Companies that take swift remedial action rebound faster once hard times recede.

It may be time to assess the current revenue and cost. Are incoming receipts matching the cost of materials and delays in construction? This can create a dangerous operating terrain when combined with inflation and low revenue.

Take a look at inefficiencies within the company. Look for internal segments clouding the overall picture. Analyze the dynamics of any problem segments and then make adjustments to enhance profitability.

Another step is to raise operating revenue by accelerating the sale of stale inventory and extending accounts payable. It may be beneficial to repackage goods and services into bundles that are aligned with customer's needs.

Underperforming fixed assets can be another source of funds. While cutting too deeply can harm a company, some attention must be paid to reducing any expenses that have been allowed to grow too high during good times.

Make sure you've got the right people in the right places, and that you know which ones are critical to the operations of your business. Identify underperformers who might be at risk of being let go when revenues decline.

Tough times require a fresh outreach to primary lenders. Ask questions regarding interest rates, lines of credit, and reducing monthly payments to ensure continued access to capital.

Finally, successful enterprises see economic downturns as opportunities to solidify and increase their market presence. The key to success is to remain healthy during a recession so you can take advantage of the opportunities that arise when the economy recovers.

Brewer Machine & Parts LLC- Eagle Equipment
Cooper Machine Company, Inc.
Harvest Pallet Machinery System Co.
JF Industrial Technology
MAX Board Feet, an Automated Industrial Technologies company
Storti SPA
Universal Machinery Sales Inc.

Board Lines

American Built Machinery Co. LLC
Automated Industrial Technologies, Inc.
Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle Equipment
Harvest Pallet Machinery System Co.
J&J Machinery LLC
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
MAX Board Feet, an Automated Industrial Technologies company
Pallet Machinery Group, Inc.

Brazed Cutters

Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Profile Technology Inc.

Chamfering Heads

Harvest Pallet Machinery System Co.
Profile Technology Inc.

Chamfering Machines

Automated Industrial Technologies, Inc.
Baker Products
Brewer Machine & Parts LLC- Eagle Equipment
J&J Machinery LLC
JF Industrial Technology
LPS Equipment & Acquisition Co., Inc.
MAX Board Feet, an Automated Industrial Technologies company
Northtech Machine
Pallet Machinery Group, Inc.
Pendulum Manufacturing, Inc.
Storti SPA
Universal Machinery Sales Inc.

Corner Rounding

Profile Technology Inc.

Cutoff/Crosscut/End Trim Saws

AccraMax Circular Saw Mandrel
Akhurst Machinery
Alliance Automation
American Built Machinery Co. LLC
Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle Equipment
Choice Machinery Group
Cooper Machine Company, Inc.
Crosscut Solutions
HOLTEC USA Corporation
J&J Machinery LLC
JF Industrial Technology

Keystone Machinery Corporation
L-M Equipment Co. Ltd.
L-M Equipment Co., Inc.
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Pallet Machinery Group, Inc.
Pendulum Manufacturing, Inc.
Piper's Saw Shop, Inc.
Profile Technology Inc.
PRS Group Inc.
Sawmill Hydraulics, Inc.
Sharp Tool Co., Inc. (The)
Smart Products
Storti SPA
Ultimizers Inc.
Universal Machinery Sales Inc.
Vista Machines Inc

Dado Cutters / Band Notch Cutters

Profile Technology Inc.

Gang Saws

AccraMax Circular Saw Mandrel
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle Equipment
Cooper Machine Company, Inc.
Fabryka Narzedzi Skrawajacych Fenes S.A.
J&J Machinery LLC
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Menominee Saw & Supply Co., Inc.
Metal Detectors, Inc.
Pallet Machinery Group, Inc.
Pendulum Manufacturing, Inc.
Piper's Saw Shop, Inc.
Profile Technology Inc.
River Valley Machinery, Inc.
Sharp Tool Co., Inc. (The)
Storti SPA
Universal Machinery Sales Inc.
USNR

Indexable Cutters

Baker Products
Cresswood Shredding Machinery
Dun-Rite Tooling
Econotool Inc.
J&J Machinery LLC
JF Industrial Technology
LPS Equipment & Acquisition Co., Inc.
Menominee Saw & Supply Co., Inc.
Piper's Saw Shop, Inc.
Profile Technology Inc.
Sawmill Hydraulics, Inc.
Sharp Tool Co., Inc. (The)
Universal Machinery Sales Inc.

Notching Machines

Alliance Automation
American Built Machinery Co. LLC
Automated Industrial Technologies, Inc.
Baker Products
Brewer Machine & Parts LLC- Eagle Equipment
J&J Machinery LLC
JF Industrial Technology
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
MAX Board Feet, an Automated Industrial Technologies company
Pallet Machinery Group, Inc.
Pendulum Manufacturing, Inc.

Profile Technology Inc.
PRS Group Inc.
Sawmill Supplies and Equipment, LLC
Smart Products
Storti SPA
Universal Machinery Sales Inc.

Package Cutoff Saws

Akhurst Machinery
Baker Products
HOLTEC USA Corporation
J&J Machinery LLC
L-M Equipment Co. Ltd.
L-M Equipment Co., Inc.
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Metal Detectors, Inc.
Northtech Machine
Pacific Trail Manufacturing Inc.
Pallet Machinery Group, Inc.
Sawmill Hydraulics, Inc.
Sering Sawmill Machinery
Sharp Tool Co., Inc. (The)
Storti SPA
Universal Machinery Sales Inc.
Vista Machines Inc

Panel Saws

AccraMax Circular Saw Mandrel
J&J Machinery LLC
JF Industrial Technology
LPS Equipment & Acquisition Co., Inc.
Metal Detectors, Inc.
Sawmill Hydraulics, Inc.
Sharp Tool Co., Inc. (The)
Universal Machinery Sales Inc.
USNR

Planers/Cant Sizers

Akhurst Machinery
Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle Equipment
Cooper Machine Company, Inc.
J&J Machinery LLC
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Metal Detectors, Inc.
Newman Machine Co., Inc.
Northtech Machine
Pallet Machinery Group, Inc.
Pendulum Manufacturing, Inc.
Profile Technology Inc.
River Valley Machinery, Inc.
Universal Machinery Sales Inc.
USNR

Resaws (Band)

AccraMax Circular Saw Mandrel
Akhurst Machinery
Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle Equipment
Cook's Saw Manufacturing, LLC
Cooper Machine Company, Inc.
Dakin-Flathers Ltd.
Fabryka Narzedzi Skrawajacych Fenes S.A.
Go Fast Manufacturing
HMC Corporation
HUB Industrial Supply, Inc.
J&J Machinery LLC
KASCO LLC

Best of 2023 – Notable News

Revolutionizing the Pallet Industry: Harnessing the Power of AI with ChatGPT

By Glenn Meeks

One of the most transformative technologies that is reshaping industries involved in the supply chain is Artificial Intelligence (AI). And this technology has a critical role in the pallet industry of the future and the present.

ChatGPT offers a suite of capabilities that make it a valuable asset to a pallet company. Beyond its abilities to automate and optimize, it can perform complex tasks such as training new employees, managing schedules and even drafting marketing content.

One area where AI can make a definite impact on operations is in order and inventory management. Although it can't directly interact with an inventory management system without custom coding, it can serve as an interface between operations and inventory data. ChatGPT can be set up to receive updates from an inventory management system and relay this information in a simplified, easily understandable manner. For instance, it could notify personnel of new orders that have been placed, giving them an immediate heads-up without needing to constantly check for updates.

ChatGPT can assist with coordinating order fulfillment. By integrating it with a pallet company's communication platform, it can notify relevant personnel when an order is ready to be picked, packed or shipped. This leads to faster order processing and improved customer satisfaction.

PRODUCT INDEX

Keystone Machinery Corporation
L-M Equipment Co. Ltd.
LINC Systems
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Menominee Saw & Supply Co., Inc.
Metal Detectors, Inc.
Northtech Machine
Pallet Machinery Group, Inc.
Pendul Manufacturing, Inc.
Piper's Saw Shop, Inc.
Sawmill Hydraulics, Inc.
Sawmill Supplies and Equipment, LLC
SE Metals LLC
Universal Machinery Sales Inc.
USNR
West Plains Resaw Systems Inc.
WIKUS Saw Technology Corp.
Wood-Mizer

Resaws (Block)

AccraMax Circular Saw Mandrel
Brewco, Inc.
J&J Machinery LLC
LINC Systems
LPS Equipment & Acquisition Co., Inc.
Metal Detectors, Inc.
Sawmill Hydraulics, Inc.
Storti SPA

Resaws (Circular)

Automated Industrial Technologies, Inc.
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle
Equipment
Cooper Machine Company, Inc.

J&J Machinery LLC
Keystone Machinery Corporation
LINC Systems
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
MAX Board Feet, an Automated Industrial
Technologies company
Menominee Saw & Supply Co., Inc.
Metal Detectors, Inc.
Pallet Machinery Group, Inc.
Piper's Saw Shop, Inc.
Sawmill Hydraulics, Inc.
USNR

Scragg Mills

AccraMax Circular Saw Mandrel
American Built Machinery Co. LLC
Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle
Equipment
Cooper Machine Company, Inc.
J&J Machinery LLC
Jackson Lumber Harvester Co., Inc.
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Menominee Saw & Supply Co., Inc.
Northtech Machine
Pallet Machinery Group, Inc.
Pendul Manufacturing, Inc.
Sawmill Hydraulics, Inc.
Storti SPA
Universal Machinery Sales Inc.

Slab Recovery Systems

American Built Machinery Co. LLC

Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle
Equipment
Cook's Saw Manufacturing, LLC
Cooper Machine Company, Inc.
J&J Machinery LLC
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Pallet Machinery Group, Inc.
Pendul Manufacturing, Inc.
Sawmill Hydraulics, Inc.
Storti SPA

Wood Dust Removers/Board Cleaners

Baker Products
Brewco, Inc.
Brewer Machine & Parts LLC- Eagle
Equipment
Froedge Machine & Supply Co., Inc.
Go Fast Manufacturing
J&J Machinery LLC
KASCO LLC
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Pine View Industries
Sawmill Supplies and Equipment, LLC

PALLET REPAIR/ RECYCLING MACHINERY

Board End Trim Saws

AccraMax Circular Saw Mandrel
Alliance Automation
Baker Products

Brewco, Inc.
Country Saw & Knife, Inc.
Crosscut Solutions
Harvest Pallet Machinery System Co., Ltd.
Industrial Resources
J&J Machinery LLC
JF Industrial Technology
Keystone Machinery Corporation
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Menominee Saw & Supply Co., Inc.
Northtech Machine
Pallet Machinery Group, Inc.
Pendul Manufacturing, Inc.
Piper's Saw Shop, Inc.
Profile Technology Inc.
PRS Group Inc.
Saw Service & Supply Inc.
Sawmill Hydraulics, Inc.
Sawmill Supplies and Equipment, LLC
Sharp Tool Co., Inc. (The)
Smart Products
Universal Machinery Sales Inc.

Deckboard Removers

Industrial Resources
Jointec AB
LPS Equipment & Acquisition Co., Inc.
RECONNX, INC.
Smart Products
Universal Machinery Sales Inc.

Hand Disassembly Tools

Industrial Resources
J&J Machinery LLC
LINC Systems

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- Line Bars
- Edgers
- Pallet Saws
- Gang Rips
- Moulders
- Finger Jointers



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Profile Technology Inc.
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Piper's Saw Shop, Inc.
Profile Technology Inc.
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Suffolk Machinery Corporation

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KASCO LLC
LINC Systems
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Suffolk Machinery Corporation
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Country Saw & Knife, Inc.
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WIKUS Saw Technology Corp.
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LINC Systems
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Metal Detectors, Inc.
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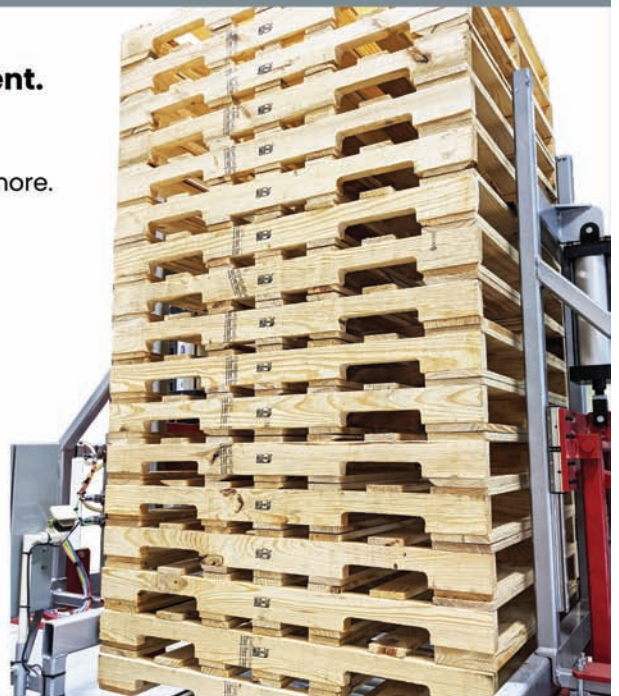
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Best of 2023 – Markets

Markets in Transition: Mobile Robots Invade Warehouses and Industrial Facilities Nationwide

By Rick LeBlanc

Although mobile robots are thought to be displacing fixed automation alternatives, this isn't necessarily the case. They are often opening up new market opportunities that would otherwise remain manual.

According to Makreo, a research firm, more than 80% of warehouses still lack automation at this time. While only 5% of warehouses use sophisticated automation technologies and procedures, and only 15% are automated to a lesser degree, given that mobile robots can increase warehouse productivity by 30%, Makreo sees a substantial growth opportunity.

The biggest driver for increased investment in mobile robotics has been the cost and availability of labor, which has been exasperated by the rise of e-commerce. AMRs (automated mobile robots) provide availability where labor shortages exist and attractive cost figures versus human operators.

To date, most mobile robots have been designed with indoor environments in mind. Increasingly, however, there have been advances aimed at outdoor or uneven terrain usage, which eventually might make them attractive to pallet companies.

To the extent that mobile robots consistently exhibit best practices in pallet handling, there could be some exciting reductions in pallet damage. We will have to wait for the results over time.

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Nyle Dry Kilns
Sawmill Hydraulics, Inc

SII Dry Kilns
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HWP Shavers, LLC
LPS Equipment & Acquisition Co., Inc.
Machinery Installation Co. Inc. (M.I.C.I.)
Menominee Saw & Supply Co., Inc.
Newman Machine Co., Inc.
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HogZilla Grinders - CW Mill Equipment Co.
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Pallet Machinery Group, Inc.
Precision Husky Corporation
Rawlings Waste Wood Hogs
Recycling Equipment Inc.
Rotochopper, Inc.
USNR
Vecoplan USA
West Salem Machinery Co.

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Best of 2023 – Workforce Culture

Best Practices and Insights for Managing Gen Z in the Workplace

By Phillip M. Perry

Gen Zers are the fastest-growing component of the nation's labor pool. "Gen Zers are the incoming workforce, whether management from previous generations likes it or not," pointed out Dr. Zachary Ginder, executive director at Pine Siskin Consulting.

While dealing with the younger generation can be challenging in any era, Gen Zers represent a new mindset that is especially tough to get a handle on. Managers often try to apply communication styles learned from previous generations and expect the same results. It's important to understand the anxiety felt by people in their twenties, due largely to their experiences with the Great Recession and the COVID-19 pandemic. As a result, it makes sense for prospective employers to accentuate the longevity of their firms and the dedication to career support that can go hand-in-hand with long-term employment. And this is all the more the case due to the unsettling tendency of the young generation to job hop.

Employers can also reduce the incidence of job-hopping by being transparent about the nature of the positions being offered to candidates. Transparency needs to begin long before a candidate even thinks of applying for work. Companies must take pains to polish their images on social media and review sites such as glassdoor.com.

Gen Zers also differ in their preferred sources for instruction. "Older generations tended to look for guidance from people who had maybe 20 or 30 years of experience," said Gibbs. "Gen Zers, though, tend to look to their peers. So rather than having an expert tell them how to do something, it can be more effective to find a champion in their age group whom you can turn into a superstar and let them be the communicator."

If older generations have a bit of a struggle dealing effectively with the youngest workers, the benefit to the company over time can be worth the effort.

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Keystone Machinery Corporation
LINC Systems
LPS Equipment & Acquisition Co., Inc.

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Pallet Machinery Group, Inc.
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Best of 2023 – General Advice

Safety Check: Preventing Accidents with Saws in Pallet and Lumber Operations

By Jary Winstead

Manufacturers strive to provide safeguards to meet the standards of the Occupational Safety and Health Administration (OSHA), and for the most part, equipment suppliers provide adequate safeguards and warning labels. Unfortunately, no manufacturer can eliminate the human factor unless the equipment is fully robotic, and humans still interact with robotics. Most all injuries related to saws can be separated into these areas of OSHA Standards:

Control of Hazardous Energy – OSHA Standard 29 CFR 1910.147

The control of hazardous energy, or lockout/tagout, is often a factor in workplace accidents. Workers servicing or maintaining machines or equipment may be seriously injured or killed if hazardous energy is not properly controlled. OSHA requires employers to train each worker at their initial hire and annually to ensure that they know, understand, and are able to follow the applicable provisions of the control of hazardous energy standards.

Personal Protective Equipment – OSHA Standard 29 CFR 1910.132

When hazards are present or are likely to be present that necessitate the use of personal protective equipment (PPE), OSHA requires a Hazard Assessment to determine the potential hazards and the appropriate PPE.

Machinery and Machine Guarding – OSHA Standard 29 CFR 1910.212

Guarding the point of operation of power-driven tools is not only required, but it is a critical factor in preventing contact with the point of operation. Employers must provide training and enforce the control of hazardous energy.

Employee Safety Training – OSHA Standard 29 CFR 1926.21

OSHA requires that every employee receive safety-related training specific to the job tasks to be performed. This is required at the initial hire and at least annually thereafter.

Administration – OSHA General Duty Clause

OSHA requires that each employer furnish to each of its employees a workplace that is free from recognized hazards that are causing or are likely to cause death or serious physical harm.

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Conway & Robison, LLC
Pacific Lumber Inspection Bureau
Timber Products Inspection, Inc.

PE Best of 2023 – Markets

Thinking Ahead—Letter from Chaille: What Goes Up, Must Come Down – Recycled Market Update

By Chaille Brindley

The pandemic created never-before-seen conditions in the U.S. pallet market. Demand escalated at the same time that retailers kept more pallets and released less back into the market. At the same time, CHEP suffered similar constraints, which led the rental giant to reduce deliveries to customers, especially seasonal agriculture customers.

Markets can change quickly. Recyclers who sold out to conglomerates over the last two years “got out while the getting was good,” when their inventories were worth a lot more than today. Big players that were flush with cores led the downward trend for the market. They dumped pallets on the market to get cash while they could. But it didn't take long for everyone to follow their lead.

Pallet users need to remember the suppliers who rescued them during the pandemic. Good relationships are still important because the pendulum will swing back in favor of suppliers one day, just maybe not to the extent that it did a few years ago.

During the pandemic, the goal was to get cores at all cost. Now, the focus seems to be on getting the best cores at a reasonable price and managing inventories well. Recyclers are going back to fundamentals, and those who recently entered the market are discovering old norms that existed before the pandemic.

Who will survive this latest downturn? It's the companies that manage their inventories well, develop better people, remove waste and improve operational efficiency. That's why the *Pallet Enterprise* exists. Keep on reading and improving.

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Hardwood Market Report

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PE Best of 2023 – General Advice

Pallet Plant Safety: Making Sure Your Business is Prioritizing Proper Risk Management Today

By Mike Seiwert

Fires can not only be financially debilitating, they can also lead to temporary business shutdowns. What can business owners and operators do to mitigate these risks? Pallet business owners need a comprehensive safety program to stay protected.

- Enforcing a system of accountability: Staff needs to know the source of potential risk exposures so they can be addressed quickly and comprehensively.
- Developing a housekeeping program: Staff should be following a housekeeping program covering critical areas including pallet storage and regular dust cleaning.
- Checking electrical equipment: We recommend annual infrared scans of electrical equipment and their main components to see what's hot and could be a fire risk.
- Designating smoking areas: Pallet businesses should enforce a no smoking policy in the building.
- Implementing suppression systems: Mobile suppression systems can go a long way toward limiting damages.
- Identifying a hot work area: Any operation that makes a spark should be done in a designated maintenance area separate from other welding areas.
- Creating standardized safety programs: Loading and unloading forklifts is dangerous, and one of the best ways to manage this threat is to have standardized site controls and safety initiatives in place.
- Practice regular maintenance: All equipment should be checked for any fire risks or potential breaks to keep operations as safe as possible.
- Proper training: Industry turnover is high right now, so employees should be trained regularly on all hazards and the steps involved to properly clean the areas they work in to reduce potential exposures and standardized site controls.

With a proper, comprehensive safety program in place, many of these risk exposures, including fire, can be avoided. Taking the time to build out a plan can keep your business protected and ready to conquer the challenges ahead.

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The PalMate Group

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LINC Systems
LPS Equipment & Acquisition Co., Inc.
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Best of 2023 – General Advice

Wood Packaging Material – CBP Discusses Inspection Procedures, Ways that Importers Can Ensure Compliance and Reduce Shipment Disruption

By Chaille Brindley

The *Pallet Enterprise* sat down with representatives from U.S. Customs and Border Protection (CBP) to discuss inspection processes and ways that shippers and importers can ensure compliance. See the Pre-Shipment Inspection Checklist below to ensure your company is compliant.

Pre-Shipment Inspection Checklist

1.) Make sure to buy your Wood Packaging Material (WPM) from a reputable company that is licensed by your national plant protection oversight organization. For example, in the United States, oversight for treatment is handled by the American Lumber Standard Committee. Don't assume compliance. Require ISPM-15 compliant packaging in your contracts and communicate those expectations to the supplier.

2.) Only buy WPM that is treated and properly marked according to ISPM-15. First, look for an ISPM-15 mark. No mark on the packaging unit, no compliance. The mark should bear the IPPC logo, the country of origin code, the treatment code and the identification code for the treatment facility. The mark should be applied to two opposite sides of the WPM, clearly visible and legible.

3.) Look for visible signs of infestation. This includes round exit holes, feeding damage, and snake-like trails. The presence of frass (insect excrement that looks like sawdust) is also an indicator of WPM infestation. If you see signs of a possible infestation, continue investigating until you decide if there is a live insect present or not.

4.) Buy WPM with debarked wood because bark increases the likelihood of infestation. And it can also increase inspection scrutiny at the port.

5.) Ask your WPM provider who certifies their operation and what the results have been.

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Grinders (Wood waste)

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Silos (Wood waste storage)

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Messersmith Biomass Boiler Systems
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Best of 2023 – Notable News

Thinking Ahead—Letter from Chaille: When Will Pallet Demand Recover?

By Chaille Brindley

An informal poll of 50 pallet industry leaders who participated in a recent webinar for the Western Pallet Association suggested that the current slump in pallet demand will recover by next summer (2024). This was an unscientific, self-selected poll of pallet manufacturers, recyclers and brokers.

When asked, “When do you anticipate pallet demand starting to recover?” The most popular response was the first or second quarter of 2024 (18 out of 50 responses, or 36%). This tracks with what freight expert Craig Fuller of Freightwaves recently predicted in a webinar when he stated that he doesn’t see any signs of a significant uptick in demand for freight capacity in 2023 and that spot rates are not ‘out of the woods’ yet.

Current data from FreightWaves National Truckload Index shows some slight upward trends in the spot rate. But Fuller said that he doesn’t expect spot rates to continue rising for the rest of the year. Freight is typically a leading indicator of pallet activity.

While nobody knows for sure what will happen, most economic experts stated early in the year that any recession would take place in the third or fourth quarter. Most experts believe any recession will be short-lived. That’s hopefully the good news.

The bad news is that the recovery may be gradual and take longer than other recent recovery periods.

A



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Fax: 816/482-3823
Contact: Jared Findley
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Fax: 518/298-2927
Contact: Wilson Collins
Email: sales@cemarelectro.com
www.cemarelectro.com

Cemar Electro manufactures top of the line red and green laser line generators for sawmills and all other cutting/alignment applications. Lasers for Headsaws, Ripsaws, Grading. Complete Edger Kits. 2 yr. warranty. Patented Line.



Choice Machinery Group

11441 East Lakewood Boulevard
Holland, MI 49424
616/546-8225
Contact: Ed Strahota

Email: eds@choicemachinerygroup.com
www.choicemachinerygroup.com
Choice Machinery Group manufactures American-made machinery in Holland, MI USA. Serving the Pallet Industry with standardized pallet machinery, along with custom machinery and automation to pull labor out of processes. (See ad page 24)

Claussen All-Mark Ind. Intl. Inc.

8795 Grissom Parkway
Titusville, FL 32780
321/607-5070 - 800/252-2736
Fax: 321/607-5071
Email: sales@claussenallmark.com
www.claussenall-mark.com

43 years Specializing in: Lumber and Panel Face Grade Printers • Dual Edge Printers • Stud Printers • Laminated Beam Printers • Stripe Markers • Inks • Ink Rolls and Pads • Rubber Stamps • Stamp Hammers & Rollers • Conversion Systems • Roller Hand Stampers and Custom Designed marking equipment to fit your needs.

Cleereman Industries, Inc.

5500 Pine Street
Newald, WI 54511
715/674-2727
Fax: 715/674-7002
Contact: Paul Cleereman
Email: info@cleereman.com
www.cleereman.com

With an in-house engineering department, Cleereman can handle all your sawmill needs from single piece to complete turn-key. HS-360 to the heavy-duty LP-54 carriages, four carriage drives in hydrostatic with electric programmable controls or AC/electric drives. Heavy duty rosser head debarker, log hauls, log decks, log turners, track frames, husks, top saws, conveyors, drop belts, headrig roll cases, transfer chains, trimmers. Manual and optimized edgers. Stave mill equipment. The 54" and 62" thin kerf Lumber-Pro double cut band mills. Cleereman sawmill controls and optimization.

Control-Com

307 NE 4th Avenue
Crystal River, FL 34429
877/456-7622

Contact: Steve Brown
Email: support@control-com.com
www.control-com.com

The AMi Headset is a communication device that redefines the boundaries of short-range critical communications. Ergonomically designed, it is powered by both Bluetooth® and Dynamic Mesh Communications (DMC™) technologies and equipped with the best hearing protection capabilities, making it the ideal solution for teamwork in hazardous or challenging industries.



Conway & Robison, LLC

PO Box 1508
Sharpsburg, GA 30277
678/642-4036
Fax: 770/234-5837
Contact: Jason Robison

Email: jason@cr-inspect.com
www.cr-inspect.com
Providing ISPM-15 certification and consulting to pallet manufacturers and end-users.

Cook's Saw Manufacturing, LLC

160 Ken Lane
Newton, AL 36352
334/692-5074 - 800/473-4804
Fax: 334/692-3704
Email: sales@cookssaw.com
www.cookssaw.com

With over 40yrs in the sawmill industry Cook's Saw is at the forefront in sawmill technology offering a full line of portable sawmills and sawmill equipment such as edgers, resaws, sharpeners, setters, band blades and parts & accessories. Request a free catalog today!



Cooper Machine Company, Inc.

PO Box 550
50 W Smith St.
Wadley, GA 30477
478/252-5885
Fax: 478/252-1866
Contact: Frances Cooper
Email: info@coopermachine.com
www.coopermachine.com
Cooper Machine is a provider of quality equipment solutions and services for producing wood products.



CORUS Fastening

11 Brown Ave.
Springfield, NJ 07081
800/255-7209 - 973/564-9500
Fax: 973/564-8853
Contact: Howard Kastner
Email: howard.kastner@corusfastening.com
www.corusfastening.com
CORUS has been a trusted, family owned distributor of nailing and stapling solutions for the pallet industry. Since 1969, CORUS is the oldest supplier throughout the New England and Mid-Atlantic regions. Offers fast delivery, dedicated on-site service through fleet of service vans, and an innovative line of pallet nailers.

Country Saw & Knife, Inc.

PO Box 887
Salem, OH 44460
330/332-1611 - 800/253-7379
Fax: 330/332-1677

Contact: Eric Glista
Email: sales@countryragsaw.com
www.countryragsaw.com

Full line sales and service of any carbide saws, gang rips, cut-offs and edgers. Supplies bandsaw blades from 3/16" to 2" wide for wood and metal cutting. Also provides sharpening and setting services for bandsaws and sells a full line of abrasives. (See ad page 46)

Crane Point Industrial

3831 24th Ave., Bldg. 4
Forest Grove, OR 97116
503/648-0336
Fax: 503/648-0446
Contact: Matt Oordt

Email: info@cranepointllc.com
Crane Point is a global supplier of nails, tools, screws and accessories to the pallet, industrial, and construction industries. They operate distribution centers in Baltimore, Houston, Long Beach, Boise and Portland. (See ad page 76)



Creekside Manufacturing LLC

137 Meadow Creek Road
New Holland, PA 17557
717/355-2008
Email: creekside@ibyfax.com
www.creeksidemanufacturing.com
Manufactures self dumping hoppers, 4,000 and 6,000 lb capacity. Located in Lancaster County, PA, with great shipping prices. Quantity discounts. Buy direct from manufacturer and save!



Cresswood Shredding Machinery

55 W. Lincoln Highway
Cortland, IL 60112
815/758-7171 - 800/962-7302
Fax: 815/758-0733
Contact: Jack Cress
Email: info@cresswood.com
www.cresswood.com
Cresswood is a USA manufacturer of single-shaft, low-RPM wood grinders and biomass processing systems. Options include hopper-feed grinders for dump & go operations and end-feed grinders for inline processing. Cresswood also builds material handling conveyors, supplies magnetic separators, and offers dust collection solutions. Factory-direct service teams are supported by in-stock parts availability. (See ad page 45)

Crosscut Solutions

E5763 County Road B
Manawa, WI 54949
920/596-2330
Fax: 920/596-2324
Contact: Amy Starr

Email: crosscut@wolfnet.net
www.crosscutsolutionsinc.com

Offers a wide variety of up-cutting saws, both mechanical and pneumatic designs. These cut-off saws are used in pallet, flooring, cabinet and other woodworking operations to cut out defect material and produce finished cut stock and components. Available in left-hand or right-hand models, sizes 14 inches, 18 inches, and 24 inches. (See ad page 31)

D



Dakin-Flathers Ltd.

Boothroyds Lane, Green Lane Industrial Estate
 Featherstone, West Yorkshire
 United Kingdom

502/242-1080

Contact: Andrew Bliss

Email: pallet@dakin-flathers.com

www.dakin-flathers.com/pallet

Manufacturer of premium sawmill and pallet recycling blades from 1" to 2" including the revolutionary Ripper37 sawmill blades. Stock is available across North America for the entire Ripper37 range plus 1 1/4" x .042" x 5/8 carbon and bi-metal pallet recycling blades. Over 100 years of manufacturing experience.

Direct Fasteners Inc.

8801 Whisper Creek Trail

Rockford, MN 55373

612/812-2044

Contact: Paul Masica

Email: paul@directfastenersinc.com

www.directfastenersinc.com

Machine quality, extra stiff-stock bulk pallet nails. Collated nails, screws and staples, pneumatic nail and staple tools.

DMSi | TallyExpress | eLIMBS

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Suite 100

Omaha, NE 68154

402/330-6620

Contact: Jason Bolstad

Email: sales@dmsi.com

www.dmsi.com/log-lumber/

DMSi Software provides inventory solutions for the entire hardwood supply chain, from timber to consumer. Their eLIMBS system includes easy-to-use handheld and desktop software for tracking wood products for timber, logging, and sawmills. The TallyExpress mobile app tallies bundles in minutes using a standard Android smartphone. And their Agility ERP provides robust inventory and order management for distributors and retailers.

Double R Sharpening

18915 Brake Shoe Rd.

Meadville, PA 16335

814/333-1181

Fax: 814/333-1731

Contact:

Roy Hershberger

Email: roy@doublersharpening.com

www.doublersharpening.com

New Circular Saws, New Strob Saws, New Trim Saws, New Chipper and Planer Knives. + Sharpening.



Dun-Rite Tooling

55 W. Lincoln Highway

Cortland, IL 60112

815/758-5464 - 800/209-3145

Fax: 815/758-0733

Contact: John Gilbreth

Email: info@dun-ritetooling.com

www.dun-ritetooling.com

Dun-Rite manufactures replacement tooling for most brands of single-shaft shredders and grinders. Dun-Rite's proprietary heat treatment, quality tool steel, and precision machining contribute to extended tooling life-actually doubling it in some applications. Services include: tooling programs, inventory in-stock and ready-to-ship, and custom tooling.

DYNA Products

8440 State Rd

Millington, MI 48746

898/823-6200

Contact: Anthony & Noah

Email: dynamarketing@dyna-products.com

www.dyna-products.com

DYNA builds industry-leading, safe, high-advanced, and high-output firewood processors. DYNA provides a nationwide firewood processor fleet available to rent to home owners and businesses. DYNA creates firewood processors that can split up to 22-foot length, 4 full cords of firewood per hour. Firewood producers repeatedly choose DYNA.

DynaHog® - CW Mill Equipment Co., Inc.

14 Commerce Drive

Sabetha, KS 66534

785/284-3454 - 800/743-3491

Fax: 785/284-2010

Contact: Grinder Parts Sales Department

Email: sales@dynahog.com

www.dynahog.com

DynaHog® offers High Performance hammermill screens, hammers, other grinder parts, rotor repair or replacement, and grinder service, for your SWING HAMMER style tub grinder, horizontal grinder, and other hammermill applications for all brands of grinding equipment.

E

E+E Elektronik

333 East State Parkway

Schaumburg, IL 60173

847/490-0520

Fax: 847/843-0275

Contact: Matthew Nemeth

Email: info.us@epluse.com

www.epluse.com

For over 30 years, E+E Elektronik has been a premier manufacturer of robust humidity and temperature sensors. These sensors are designed to replace cumbersome wet bulb thermometers. Stainless-steel remote probes are easily protected from danger. Digital wet bulb readings remove the need for a water container and source.

Eagle Dip Tanks

200 A Progress Drive Ext

Burgaw, NC 28425

910/259-9794

Fax: 910/259-1625

Email: sales@eaglediptanks.com

www.eaglediptanks.com

Eagle Dip Tanks builds stainless steel dip tanks in a heavy duty design with automatic operation and remote controls. Dip tanks can be expanded with infeed and outfeed rollers with stainless steel drip pans and tilting forks for chemical recovery. Manufactures tanks for lumber, pallets and other complete systems.



Eagle Force Industrial

15483 Columbia Ave.

White Rock, BC V4B 1K3, Canada

604/562-7447

Contact: Dean Dasovic

Email: info@eagleforce.ca

www.eagleforce.ca

EAGLE FORCE IND is a new distributor supplying tools and fasteners to the pallet and construction industry. The company provides high quality bulk and coil nails, staples and pneumatic tooling. Also full and LTL direct shipments.

Eagle Metal Products

PO Box 1267

Mabank, TX 75147

903/887-3581 - 800/521-3245

Fax: 903/887-2239

Contact: Elizabeth Murphy

Email: emurphy@eaglemetal.com

www.eaglemetal.com

Complete supplier of connector plates and plating equipment for Pallet Repair, Stringer Splicing, Reinforcing, End Protection, Top Framing and Crating. Eagle's line of plates and equipment will save you in costs, materials and labor and bring profits to your company's bottom line.

Happy New Year!

Econotool Inc.

2971 Franks Rd.
Huntingdon Valley, PA 19006
215/947-2404
800/245-9663
Fax: 215/947-0529
Contact: Andrew Middleton
Email: amid@econotool.com
www.econotool.com



Econotool manufactures indexable carbide cutters for the wooden pallet and lumber industries. Cutters for notching, cant sizing, chamfering, sidehead/hogging for both new and recycled material. Also rotary blades for pallet disassembly and circular saw blades for both recycled and new material. (See ad page 38)

Ellison Sales, Inc.

PO Box 19327
Portland, OR 97280
888/244-0161 - 503/244-0161
Fax: 503/293-0816
Contact: Dan Hardisty
Email: sales@ellisonsales.com
www.ellisonsales.com

Parts and service for Montgomery and Jeffrey Hogs. Streamline Laser Guide Lights. Hydraulic Controls for Log Turners. Electric Joysticks and Pushbutton Handles. Used/rebuilt hogs and miscellaneous sawmill machinery.



Ervin Equipment, Inc.

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217/849-3125 - 877/873-6863
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Email: ppropst@ervinusa.com
www.ervinusa.com

New and Used Dry Vans, Flatbeds, Semi-Trailers, Finance, Logistics

Euroblock Verpackungsholz GmbH

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86556 Unterbernbach
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+49 151 188 42 446

Contact: Benjamin Klink
Email: benjamin.klink@euroblock.com
www.euroblock.com

EUROBLOCK pallet blocks and packaging timber are a fixture in global merchandise logistics. A reliable supplier as well as a robust industry player. High-quality products form the basis for sustainable and viable future solutions in the pallet and packaging timber industry. (See ad page 75)



Everwin Pneumatic Corporation

#7 Wugong 7th Road
Taichung 41353
Taiwan, Province of China
+886-4-23332999
Contact: Dan Burgjohann
Email: danb@everwinpneumatic.com
www.everwinpneumatic.com

EVERWIN Pneumatic Corporation is one of the world's leading manufacturers of industrial & construction pneumatic nailers and staplers. EVERWIN has one of the largest industrial lines of coil pallet tools, ranging from 1 inch pallet & crating tools to 5-1/8 inch nailers. Most tools can be adapted for automated applications, and are available in all major markets around the globe. (See ad page 53)

Excelsior Marking

888 West Waterloo Road
Akron, OH 44314
330/745-2300
800/433-3615
Fax: 330/745-2333

Contact: Dave Sutter

Email: daves@excelsiormarking.com
www.excelsiormarking.com

Pallet and Lumber marking specialists. Offering Made In The USA Stainless Steel Branding Dies, Branding Irons, individual characters, IPPC HT branding dies and stamps, custom self-inking and rubber stamp products, inks, stencils, ink pads, cleaners, branding iron attachments, X-out stamps, and other marking products. Works with your Inspection Agency to ensure compliance.



F

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Kleeberga 2 • Siedlce, 08110
Poland
+48 697 094 776 (WHATSAPP AVAIL.)
Fax: +48 256 448 825
Contact: Anna Abramek-Jastrzebska
Email: export@fenes.com.pl
www.fenes.com.pl/en

FENES S.A. is a Polish manufacturer of cutting tools for almost 40 years. The company specializes in a variety of saw blades for wood and pallet dismantling, as well as grinding wheels for saw sharpening, carbide end mills, sharpeners, and setting machines. All-important, high quality tools at one place!

Forestry Systems, Inc.

4105 Oak Ridge Road
Summerfield, NC 27358
800/868-2559 - 336/643-9663
Fax: 336/643-9345

Contact: Patrick J. Jenks
Email: Sales@ForestrySystems.com
www.ForestrySystems.com

For 38 years, Forestry Systems has been dedicated to providing a complete inventory solution for the log, lumber and manufacturing industries. Forestry Systems offers groundbreaking products across software and hardware, with solutions that track your production and costs from start to finish.

Froedge Machine & Supply Co., Inc.

317 Radio Station Road
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270/487-5891 - 888/868-5891
Fax: 270/487-9479

Contact: Jeff Bybee
Email: info@froedge.com

www.froedge.com, www.lumberhandling.com
Pallet board cleaners, pallet board trimmers, lumber, cant and tie trimmers, treatment spray systems, and material handling systems for lumber applications. Infeed decks, tilt hoists, chain decks, unscramblers, stackers, roll cases, tally systems, grading stations, belt conveyors; single machines or complete systems. Also filters, industrial supplies and repairs.

Fuelbox Industrial, LLC

3811 University Blvd W #29
Jacksonville, FL 32217
904/685-9323

Contact: Santiago del Pino
Email: santiago@fuelboxindustrial.com
www.fuelboxindustrial.com

Fuelbox is an industrial supplier specializing in manufacturing and supplying dismantling saw blades and circular saw blades to the pallet



industry. Also offers industrial safety products, tools and essential supplies

G

Garnett Company LLC

10363 County Road 9510
West Plains, MO 65775
417/256-7064 - 877/427-6245
Fax: 417/257-7876
Contact: Diann Garnett
Email: diann@garnettcompany.com
www.garnettcompany.com
Distributor of high quality bulk pallet nails.



GBN Machine & Engineering Corp.

17073 Bull Church Rd.
Woodford, VA 22580
804/448-2033 - 800/446-9871
Fax: 804/448-2684
Contact: Raj Nainani
Email: gbnmach@verizon.net
www.nailerman.com
Manufacturer of Nailers, Pallet Stackers, Lumber Stackers, Branders and Pallet Assembly Systems both Block and Stringer. (See ad page 99)

Gillingham-Best, Inc.

17305 E Euclid Avenue
Spokane Valley, WA 99216
509/928-5463 - 509/993-5874
Contact: Tom Best
Email: TBest@GillinghamBest.com
www.GillinghamBest.com
Gillingham-Best is the manufacturer of the patented Variable Pan Geometry Sticker Stacker System. Provides high volume stacking with a single operator. Unique features and simple rugged construction. Keep your 30 year total cost of ownership at an industry low.



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Email: sales@gofastmfg.com
www.gofastmfg.com
Go Fast Manufacturing manufactures quality equipment for all industrial manufacturers. Product line-up includes but not limited to band resaws, dedusters, notchers, chop saws, edgers, board stackers, material handling equipment, trim saws, grade saw and run-around, and firewood processing equipment. Go Fast, Create, Innovate! (See ad page 29)

H

Hahn Systems LLC

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Indianapolis, IN 46268
630/514-1117 - 800/589-3796
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Email: msaulnier@hahnsystems.com
www.hahnsystems.com
Knowledgeable, Professional, Resourceful. Fasteners, power tools, pneumatic tools, compressors, hand tools, ladders, lubricants, packaging, safety supplies. (See ad page 77)

Hallco Industries Inc.

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Tillamook, OR 97141
503/842-8746 - 800/542-5526
Fax: 503/842-4866
Email: info@hallcoindustries.com
www.hallcoindustries.com
Hallco Live Floors are designed to efficiently move a variety of wood products. These include:

sawdust, wood flour, bark and chips pulp, paper and recycled materials and wood waste. Hallco is the original manufacturer of live floors for trailers and stationary conveyor systems. Systems are custom designed for each trailer to provide the best fit possible for any trailer manufacturer.

Hardwood Market Report

780 Ridge Lake Blvd, Suite 102
Memphis, TN 38120
901/767-9126
Fax: 901/767-7534
Contact: Judd Johnson
Email: judd@hmr.com
www.hmr.com
Hardwood Market Report – now in its 100th year – is best-known for the Hardwood Market Report, which provides benchmark pricing and market commentary on North American hardwoods. In addition, the HMR Executive provides authoritative perspectives on ideas and issues affecting the industry. And, HMR Import Newsletter™ reports extensively on pricing and market conditions for imported hardwood lumber in North America.



Harvest Pallet Machinery System Co., Ltd.

No. 13 Longhu Rd, Hi-Tech Industrial Park
Dawang, GuangDong, 526238
China
+86-758-3625994
Fax: +86-758-3625990
Contact: Kelvin Zhang
Email: kelvin@harvestnails.com
www.allforpallet.com
HPM is an innovative company with a wide range of equipment, tools and nails fit for EPAL, CHEP and GMA pallets. Currently they are devoted to the wood packaging for Tesla batteries and solar panels in the utilization of new energy industries. A zero carbon footprint is their tireless pursuit. Learn more at www.allforpallet.com. (See ad page 67)

Happy New Year!

HPM Harvest Pallet Machinery

www.allforpallet.com www.harvestnails.com

Block Pallet Making Machine with Automatic Nailing + Chamfering+Branding+Stacking

machines for pallet items

Zero-carbon factory

Jumbo coil & bulk nails for pallet machines using

sales@allforpallet.com yona@harvestnails.com

GMA Pallet

Pallet leg

All for pallet MAKING • SORTING • REPAIRING

HMC Corporation

284 Maple Street
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603/746-4691
Fax: 603/746-4819
Contact: Peter Taylor
Email: info@hmccorp.com
www.hmccorp.com

Manufactures debarkers, carriages, modular mills, log turners, carriage drives, two saw and drop saw trimmers, log and lumber handling equipment. Distributes bandmills, resaws, AC carriage and bandmill drives, gang and board edgers, linear positioning and scanning systems.

HogZilla Grinders - CW Mill Equipment Co., Inc.

14 Commerce Drive
Sabetha, KS 66534
785/284-3454
Fax: 785/284-3601
Contact: Tim Wenger
Email: hogzilla@cwmill.com
www.hogzilla.com

CW Mill has been manufacturing electric/diesel powered tub/hzl grinders over 45yrs for waste reduction, recycling, landclearing, C&D, & other tough grinding applications. Efficiency, torque, proven production, reliability, visible quality, durability & can be configured as stationary, portable, track mount, or w/ mounted loader. Over 20 standard models & options available.

HOLTEC USA Corporation

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813/754-1665
800/346-5832
Fax: 813/752-8042
Contact: Sam Rashid
Email: info@holtecusa.com
www.holtecusa.com



Manufactures systems that are used to cut whole bunks of lumber to length with a precision of +/- 1mm (.040-inch) in under one minute. Used by over 10,000 manufacturers worldwide including over 2,500 in North America. HOLTEC is recognized as a worldwide leader in package crosscut saw technology. (See ad page 3)



HT Sanitizer

N6480 Riverview Rd
Porterfield, WI 54159
715/789-2593
Contact: Thomas Wiedemeier
Email: tom.twsawmill@gmail.com

www.htsanitizer.com

This machine has a heat treat cycle to prevent mold growth. Out of its three various models, HT Sanitizer can help determine which is a fit to help your company produce large truck loads or less per day by eliminating outsourcing your heat treated products. Call today for more information and to schedule a visit to see demo machine in action!

HUB Industrial Supply, Inc.

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Suite 101
Lake City, FL 32025
386/755-9401 - 800/743-9401
Fax: 866/324-5821
Contact: Rachel Shaheen
Email: rachel@hubindustrial.com
www.hubindustrial.com

HUB Industrial supplies pallet dismantling blades and many other consumables. HUB specializes in the pallet industry, working with the end user to develop products and systems that improve efficiency and reduce costs. As a subsidiary of Applied Industrial Technologies, HUB serves the MRO needs of pallet plants, including hydraulics, belts, bearings and fuses. (See ad page 43)

Hurdle Machine Works

16195 Hwy 57
Moscow, TN 38057
901/877-6251
Contact: Jeff Hurdle
Email: sales@hurdlemachineworks.com
www.hurdlemachineworks.com

Hurdle Machine Works, Inc. offers complete circle mill packages. Each mill is ready to go with log turner, log deck, cab, husk, networks, carriage, and choice of options. With over 500 complete sawmills sold, the Hurdle mill is a proven machine that is simple, dependable, and affordable. Paired with a resaw, the mill makes an efficient and cost effective grade mill.

Hurst Boiler & Welding Co., Inc.

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229/346-3545 - 877/994-8778
Fax: 229/346-3874
Email: info@HurstBoiler.com
www.HurstBoiler.com

Manufacturers of a complete line of packaged Steam & Hot Water Boilers. Feature: Solid Waste Fuel Boilers, The "Hurst" Hybrid design ideal for forest related industry. Burns all wood waste. Setting the standard for wood burning boiler systems.

HWP Shavers, LLC

1660 Poplar Springs Rd
Aiken, SC 29805
803/564-7173
Contact: Patrick Hutto

Email: info@hwpshavers.com

www.hwpshavers.com
HWP Shavers manufactures shaving mills and support equipment. They have shaving mills running in 38 states and 14 foreign countries. Offers several different types of shaving mills, for any application and species of wood. In addition, builds merchandising systems, belts, log decks, sorters, surge bins, barn sweeps, etc.



IMAL-PAL Group, Inc.

PO Box 870949
Stone Mountain, GA 30047
509/855-3411
Contact: Andrew Jowett
Email: andrew.jowett@imalpal.com
www.imalpal.com

Service and Support Division:
IMALPAL Group Service NA Corporation
3992 Dover Ave - Alpharetta, GA, 30009
Ph. 678-301 9951

Email: serviceNA@imalpal.com

There are huge amounts of discarded wood waste, chips, sawdust, etc. that are being disposed of and dumped in landfill. The IMALPAL Group designs and manufactures complete lines that process these materials to produce extruded and pressed pallet blocks, stringers, complete pressed pallets and wood pellets.



Industrial Resources

2685 Northridge Dr NW Suite D
Grand Rapids, MI 49544
616/791-7500 - 800/748-0306
Fax: 616/791-7501
Contact: Martin VanDenack
Email: sales@irinc.us
www.irinc.us

Industrial Resources is an industry leader in the design, build, installation and support of pallet recycling, and pallet build machinery. With over 30 years of experience, Industrial Resources builds a complete line of capital equipment for Wood Recovery, Pallet Recycling and Pallet Systems: Stacking, Dispensing, Repairing, Sorting, Conveying, Painting, Trimming and Dismantling.

Happy New Year!



Iron Bull Manufacturing

6064 North 350 East
Marshall, IN 47859
800/529-4015
Contact: Daniel Gregg
Email: daniel@ibullmfg.com
www.ibullmfg.com

Iron Bull has a QUICK-SHIP LINE of HOPPERS IN STOCK for fast shipping and tiered price discounts if you buy two or more units. Iron Bull also manufactures custom hoppers based on your specific needs.

ISK Biocides

416 East Brooks Road
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800/238-2523
Fax: 901/344-5388
Contact: Lance Johnson
Email: johnsonl@iskbiocides.com
www.iskbiocides.com

ISK offers a full line of mold control products for pallets, including those used in the food and pharmaceutical industries. All backed by first-rate service and 70 years' experience in wood preservation.

J

J&J Machinery LLC

2715 Southern Oaks Dr.
Cantonment, FL 32533
850/712-4975
Fax: 850/969-1214
Contact: Jeff Purnell
Email: jeff@JandJmachinery.com
www.jandjmachinery.com

J&J Machinery, LLC offers proven operational software and hardware for any nailer on the market. Services range from full to partial rebuilds with modernized operating systems. They also offer customized machinery for your unique production needs. J&J Machinery, LLC works to develop solutions to increase nailing machine productivity and reliability. (See ad page 40)

Jackson Lumber Harvester Co., Inc.

830 State Road 37
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715/926-3816
Fax: 715/926-4545
www.JacksonLbrHarvester.com

Jackson Lumber Harvester...Manufacturers of: Jackson Hydraulic Sawmills, Jackson Scragg Mills, "Lumber Harvester" Portable Sawmills, Edgers, Vertical Edgers, Log Decks and

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Providing lumber and component processing equipment, stackers and nail-less box assembly machines. (See ad page 89)

JoeScan, Inc.

4510 NE 68th Dr., Ste. 124
Vancouver, WA 98661
360/993-0069
Fax: 360/993-0064
Contact: Blake DeFrance
Email: info@joescan.com
www.joescan.com
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Jointec AB

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Åhus
Sweden
+46 70 633 9717
Contact: Karl Johan-Berg
Email: karl@jointec.se
www.jointec.se
Supplies equipment for manufacturing and repairing wood pallets, as well as equipment for producing pallet blocks from sawdust and waste.



LitNaglis

JSC Litnaglis

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Lithuania
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Fax: +370 448 53744
Contact: Martynas Vauras
Email: marketing@litnaglis.com
www.litnaglis.com
Litnaglis is a professional manufacturer of nails for wooden pallets and construction works. Since it was founded in 2000, the company has been growing and improving rapidly, with production currently reaching 5,000 tons per month. They offer a wide range of products and

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www.KeystoneMachinery.com

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Paragould, AR 72450
870/236-7753 - 800/643-3811

Fax: 870/239-2130
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Fax: 604/576-0089

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Email: sales@LMSaws.com
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www.lmequipmentusa.com

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573/785-0521

Fax: 573/712-2936
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Email: marsha@legacyfasteners.com
www.legacyfasteners.com

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Lignomat USA Ltd.

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Portland, OR 97230
800/227-2105 - 503/257-8957
Fax: 503/255-1430

Contact: Grete Heimerdinger
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Email: michiganfastener@outlook.com
www.michiganfastener.com
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info@euroblock.com

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Newman Machine Co., Inc.

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 Browns Summit, NC 27214
 336/273-8261
 Fax: 336/273-6939
 Contact: Randall McCorquodale
 Email: sales@newmanwhitney.com
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Fax: 914/376-7376
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Swingblade sawmill is custom built by Peterson Portable Sawmills. Refined for over three decades, a Peterson can slice through hardwood with ease and cut to almost any length. Experience the quality, efficiency and service that comes with owning one of the Peterson range of swingblade sawmills. Contact their US agent Sawyer's Choice for more information.

Pine View Industries

755 East Kittle Rd.
Mio, MI 48647
989/848-2194
Manufacturer of high production Deduster with variable speeds from 250-800 linear feet per minute, hydraulic actuated bump gate, 5HP 3-Phase motors on brushes, hydraulic forward and reverse feed. Many options available. (See ad page 22)

Piper's Saw Shop, Inc.

454 Phillip Stone Way
Central City, KY 42330
270/754-2354 - 800/845-6075
Fax: 270/754-2500
Contact: Andrew Fauver
Email: andrew.fauver@piperssaw.com
www.piperssaw.com
Proudly serving the wood industries since 1978, Piper's offers a wide array of supplies and services and is a leading distributor of all types of mill supplies, saw blades, knives and more. With distributorships from Lenox, Wood-Mizer, Simonds, and many others, they have many avenues to provide you with the products that you need. (See ad page 66)



Pneu-Fast Co.

1275 Barclay Blvd.
Buffalo Grove, IL 60089
847/866-8787
www.pneufast.com
Pneu-Fast has been a leader in American made nails for over 40 years. Pneu-Fast started manufacturing bulk pallet nails to supply its own

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Popular Machinery and Tools Inc.

12008 Warfield Street
San Antonio, TX 78216
800/610-7297
210/348-0783
Fax: 210/348-0776
Contact: Anthony Ruffo
Email: anthonyr@populartools.net
www.populartools.net
Circular saw blades [wholesale].
(See ad page 70)



Precision Husky Corporation

850 Markeeta Spur Road
Moody, AL 35004
205/640-5181
Fax: 205/640-1147
Contact: Scott Smith
Email: sales@precisionhusky.com
www.precisionhusky.com
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Fenton, MO 63026
314/965-9111 - 800/369-4242
Fax: 314/966-5550
Contact: David Lieber
Email: info@profiletech.com
www.profiletech.com



Profile Technology manufactures custom-designed & engineered cutting tools for the primary and secondary wood industry. Feature Indexable Cutter Heads for Notching, Dadoing, Planing, Cant Sizing, Chamfering, and Hogging for new & recycled wood/pallet repair (our Nailbuster® grade). Indexable Inserts & Saw Blade service. (See ad page 8)



PRR Group Inc.

2 Eastgate Drive
Jacksonville, IL 62650
217/291-0009 - 866/546-8864
Fax: 217/291-0008
Contact: Jeff Williams
Email: jwilliams@prsgroupinc.com
www.prsgroupinc.com
PRR manufactures a full line of pallet related equipment including pallet stackers, dispensers, trim saws, pallet dismantlers, and highly automated machinery systems for pallet recycling and repair processes, including the all new Auto-Max trim saw that scans, optimizes, cuts, and sorts pallet lumber automatically. PRR also manufactures several supply items including metal connector plates, crow bars, and stackable lumber racks. PRR stocks a large inventory of pre-owned and refurbished pallet machinery. Exclusive representative for CAPE nailing machinery and automation solutions throughout the US and Canada. (See ad page 35)

R

Rawlings Waste Wood Hogs

1780 Idaho Street
Missoula, MT 59801
866/762-9327 - 406/728-6182
Fax: 406/728-7957
Contact: John Rawlings
Email: John@rawlingsmanufacturing.com
www.wastewoodhogs.com
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Rayco Industries, Inc.

1502 Valley Road
Richmond, VA 23222
804/321-7111 - 800/505-7111
Fax: 804/321-0658
Contact: Devin McDaniel or Bryan Spangler

Email: pallets@raycoindustries.com
www.raycoindustries.com
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1842 Lashley St.
Longmont, CO 80504
303/775-3556
Contact: Jon Giltner
Email: jxg@reconnx.com
www.nailkicker.com
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Recycling Equipment Inc.

2052 Industrial Drive
Newton, NC 28658
704/325-3535 - 888/734-3783
Contact: Dean Burrow
Email: dean@gogreenrei.com
www.gogreenrei.com
Celebrating 25 Years of business, REI is an industry leader providing customers with the latest technology to meet waste and recycling challenges. REI manufactures, sells, installs and services balers, shredders, roll shears, conveyors, wire processing equipment, electronic scrap equipment, tippers and sort systems. Providing recycling solutions that preserve our natural resources.

River Valley Machinery, Inc.

PO Box 129
East Livermore, ME 04228
207/897-5300
Fax: 207/897-2888
Contact: Paul Wilson
Email: pqwilson@gwi.net
www.rivervallemachinery.com
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320/875-9950
Contact: Nicole Klein
Email: info@rotochopper.com
www.rotochopper.com

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RT Pallet Equipment

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Canada
306/737-3310
Fax: 306/963-2070
Contact: Robert Trembley
Email: roberttrembley@hotmail.com
www.rtpalletequip.com

RT Pallet Equipment manufactures pallet jigs and stackers. Custom sizes are also available. Jigs are semi-automatic. Jig and stacker is fully pneumatic. No electricity. (See ad page 109)



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Saw Service & Supply Inc.

11925 Zelis Road
Cleveland, OH 44135
216/252-5600 - 800/735-5604
Fax: 216/252-7476
Contact: Gary Snyder, Dale Belock, Nate Belock
Email: garysnyder@sawserviceandsupply.com, dalebelock@sawserviceandsupply.com, nathanbelock@sawserviceandsupply.com
www.sawservicesupply.com
Manufactures and distributes bandsaw blades and circular saw blades in addition to safety supplies to pallet recyclers and lumber facilities. Also manufactures the Hawk bandsaw dismantler, 10-inch trim saw and HD chop saw for pallet recycling. (See ad page 110)

Sawmill Hydraulics, Inc

23522 W. Farmington Rd
Farmington, IL 61531
309/245-2448 - 800/245-2448
Fax: 309/245-5126
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Canada
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Fax: 519/738-3477
Contact: Dell White
Email: sales@sellickequipment.com
www.sellickequipment.com
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Portland, OR 97211
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Fax: 503/295-6822
Contact: Aric Keith, General Manager
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Contact: Mario Cucciari
Email: sales@storti.it
www.storti.it

Storti manufactures complete plants to process wood from logs to finished pallets and mats. Block and stringer pallet nailing machines are just a section of the wide range of machinery produced. (See ad page 13)

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Email: info@timberwolfblades.com
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Contact: Brent or Brandon Ball

Email: westplainsresaw@gmail.com

www.westplainsresaw.com

Manufacturer of heavy-duty grade and pallet resaws, notchers, chop saws and sorting systems as well as material handling equipment such as unscramblers, package decks, transfer chains, rollcases and belts. All customizable to fit any mill's needs. (See ad page 50)



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PO Box 5288

Salem, OR 97304

503/364-2213 - 800/722-3530

Fax: 503/364-1398

Contact: Michael Lindley or Cory Stouder

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Best of 2023 – Best Plant/Plant Processes

Green = Lean: Lean Manufacturing Roundtable Explores Ways to Cut Costs and Eliminate Waste in Pallet Operations

In a roundtable discussion earlier this year, pallet industry leaders shared how lean manufacturing can reduce costs and improve operational efficiency. The panelists include (in alphabetical order by last name) Cory McGee, COO of Phoenix Wood Products; Matt O'Malley, president of O'Malley Lumber Company; and Henry Quesada, professor, assistant director of extension and ANR program leader at Purdue University.

Could you share some specific examples of how the adoption of lean manufacturing has changed the day-to-day operations at your plant?

Cory: It starts with your attitude and approach to dealing with people. If someone is underperforming or needs coaching, stop right then and have a conversation. Why wait until review time? Help the employee perform at his or her best right now. Managers do an employee an injustice if they fail to act quickly or help others improve. One thing I think we do well is be able to have a hard, honest conversation, learn from it, and formulate a game plan moving forward. Often, in a matter of minutes, we can make a major operational decision to pivot and pursue. A lot of organizations cannot do that; there is too much red tape or overengineered hoops to jump through.

Matt: Sitting on a fairly large piece of property, material flow and staging were always issues. Employees either had trouble finding raw materials, or work stations were waiting on lumber because raw material was everywhere on the yard. We created a clear process flow chart from inbound lumber to finished goods. This was a fairly simple process for all the employees to grasp. It made their jobs easier while boosting efficiency. It did take a lot of policing at first, but with clear charts for everyone to see and the topic brought up at weekly toolbox talks, employees quickly started policing each other. This was a project that management thought would take months to implement. However, once the employees bought in, it became a reality quickly.

Henry: When you look at the production floor, especially for smaller companies, there is a lot of activity. You have to understand the processes and separate those activities that actually generate value for the customer from the ones that don't. Anything that doesn't create value adds cost to the owner. When you have things lying around the floor that don't move, or flow, that adds cost. Lean focuses on eliminating cost from your system. For example, if you are buying poor-quality lumber, maybe you have to spend too much time cutting out all of the knots. Another example is dust collection systems. Some companies have to stop for half an hour every shift to clean up dust because they don't have the right collection system. If you calculate the lost time you spend on cleanup, it could be huge.

PE Best of 2023 – Industry Trends

Trucking and Logistics Round Table Discussion: What Lies Ahead for the Freight Industry?

By Chaille Brindley

Pallet Enterprise recently interviewed four thought leaders in the truck freight space: Balika Sonthalia of Kearny, Norita Taylor of Independent Drivers Association, John Vaccaro of Bettaway Supply Chain Services, and Chad Wesbey of Pallet Logistics of America. They shared their thoughts on everything from trucking problems and solutions to freight volumes and rates.

How can pallet providers better work with trucking providers to optimize networks and reduce supply chain costs?

Sonthalia: Shippers can benefit with more flexibility in their loading and unloading operations with modular pallets. This will help drive more efficiencies within the four walls and on the logistics site operations.

Taylor: Oppose efforts that harm small-business truckers like speed limiters, insurance minimum increases, tolling, AB5. Support efforts like parking, restroom access, improved training standards and repealing the exemption in the Fair Labor Standards Act for truck drivers.

Vaccaro: Pallet providers have an unrealized advantage in the freight space when they use existing under-utilized trucks and drivers. Pallet providers also have lower operating costs than a traditional for-hire trucking company. Pallet companies have profit and G&A (general and administrative expenses) in their pallet sales. Pallet companies in a 50- to 100-mile radius have an advantage and opportunity if they understand the need and are strategic in how they offer or leverage it.

Wesbey: Create a strategic partnership. Identify providers who have the capabilities to share and analyze your data, integrate with your systems, and provide flexibility in their approach to your supply chain challenges. Search for opportunities to create efficiencies in your network through drop trailer programs, dedicated fleets, and visibility tools.

Best of 2023 – Industry Trends

Industry Consolidation Insights & Outlook

By Chaille Brindley

Let's look at some of the lessons from the last two years of merger and acquisition activity and ponder what may happen in the near future. The consolidation trend this time has been driven by significant interest from private equity funds.

Both 48forty Solutions and Kamps are buying up plants with more automation as well as putting in more automation this time around. The reason is simple. No matter the size of your company or who owns it, employees are hard to get and retain. So, automation as a major trend seems here to stay.

Many of the companies acquired had some good personnel who have moved into key roles in their new companies. While this occurred in the past, all of these M&A players today are focusing more on attracting top managers and keeping them.

Retailers have started deleveraging and getting rid of extra inventory, which means more recycled pallets are flooding back onto the market. Based on conversations with recyclers around the country, cores are becoming more readily available than at any time in the past couple of years.

Another major change is the development of more automated solutions to dismantle, trim and optimize recycled lumber. Pallets that otherwise would be ignored can be taken apart easier and turned into lumber to produce more GMA pallets. This automation revolution is changing how some recyclers view odd-sized pallets. And the technology is available to everyone, not just the big players.

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