

## 2020 Pallet Enterprise Buyers' Guide

The 2020 *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 54, suppliers are listed alphabetically with details on the company and its complete contact information. These two formats make it easy to find the sup-

plier 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.



Best of 2019 – Best Plant

### Advanced Automation Insights, Strategies for a Better Plant (Oct. 2019)

By Chaille Brindley

Pallet company leaders and managers want to find a way to automate processes and reduce labor requirements. However, automation done wrong may do little to solve your problems. Instead it may just create new problems.

The challenge is the machinery budget and the lumber/pallet core quality and consistency required to make advanced automation practical. This article covers some common pitfalls that automation efforts face.

- **Expecting a short payback or early success.** Any technology revolution will have its serious bumps along the way. If you want the advantages of innovation, you will have to take some risks and know that the payoff may take years to come to fruition. Whatever is your usual ramp-up period for a proven piece of equipment, you should double or triple it for newer technologies. You must be patient and willing to dedicate some staff to make it work. Usually, this is best outside of your prime production area.

- **Your old operator will work great as a new operator.** When moving from a simpler to a more automated approach, the operator may need to have more technical knowledge about troubleshooting and programming. Maybe you will need to change your compensation formula or this employee will get frustrated when his/her pay drops thanks to the machine.

- **I need a big win; a minor victory just won't do much.** Maybe the best automation decision you can make is to improve one small area first, not focus on the largest part of your operation? Don't get me wrong. A newer, faster core piece of equipment will make a difference. And that may be exactly what you need to do. But if your core bottleneck is in a smaller, less noticeable part of your operation, maybe that area needs some attention first? Consider taking a video of your entire operation across a week (shoot one area at a time over a number of days). What small bottlenecks stand out? What stops just because material is not put in the right place or order information is not relayed in a timely manner? What areas of manual labor struggle to keep up with existing automation? If you haven't taken a good analysis of your production flow, that may be the best place to start.

### MATERIAL HANDLING SYSTEMS & TRUCKING

#### Board & Lumber Stackers

Alliance Automation  
Automated Industrial Technologies, Inc.  
Cooper Machine Company, Inc.  
Froedige Machine & Supply Co., Inc.  
GBN Machine & Engineering Corp.  
HWP Shavers, LLC  
Innovated Control Systems  
J&J Machinery LLC  
JF Industrial Technology  
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.  
Morbark, LLC  
Pallet Machinery Group, Inc.  
Pendul Manufacturing, Inc.  
Sawmill Hydraulics, Inc.  
Storti SPA  
USNR

#### Conveyors & Materials Handling Systems

Alliance Automation  
American Built Machinery Co. LLC  
Automated Industrial Technologies, Inc.  
Automated Machine Systems, Inc.  
Baker Products  
Barry Equipment Co., Inc.  
Biomass Engineering & Equipment  
Boulware Equipment, LLC  
Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle Equipment  
Bronco Pallet Systems  
Built-Rite Mfg. Corp.  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.  
Coral-USA  
Cresswood Shredding Machinery  
Froedige Machine & Supply Co., Inc.  
Hallco Industries Inc.  
Heartland Fabrication & Machine, Inc.  
HMC Corporation  
HWP Shavers, LLC  
Industrial Resources  
Innovated Control Systems  
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.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Messersmith Manufacturing, Inc.  
Metal Detectors, Inc (MDI)

Morbark, LLC  
Multitek North America, LLC  
Oak Lane Machine & Fabrication Ohio LLC  
Pallet Machinery Group, Inc.  
Pendul Manufacturing, Inc.  
PRS Group Inc.  
River Valley Machinery, Inc.  
Samuel Packaging Systems Group  
Samuel Packaging Systems Group - Coding & Labeling  
Sawmill Hydraulics, Inc  
Sawmill Supplies and Equipment, LLC  
SELECT Sawmill Co.  
SMETCO, Inc.  
Smith Sawmill Service  
Storti SPA  
Stouffer Equipment Company  
Supersplitter, Inc.  
Twister Industries  
Universal Machinery Sales Inc.  
USNR  
West Plains Resaw Systems Inc.  
Wood Beaver | Multitek North America  
Wood-Mizer

#### Lift Trucks & Loading Vehicles

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

#### Log Stackers

HWP Shavers, LLC  
LPS Equipment & Acquisition Co., Inc.

#### Pallet Sorting & Handling Systems

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

#### Pallet Stackers

Alliance Automation  
Automated Industrial Technologies, Inc.  
Automated Machine Systems, Inc.  
Baker Products  
Bronco Pallet Systems  
Coral-USA  
GAP, Inc.  
GBN Machine & Engineering Corp.  
Heartland Fabrication & Machine, Inc.  
Industrial Resources  
J&J Machinery LLC  
JF Industrial Technology  
LPS Equipment & Acquisition Co., Inc.  
Midwest Machinery and Automation  
Pallet Machinery Group, Inc.  
Pallet Machinery Service

Best of 2019 – General Advice

## If You Had to Sell Right Now, Could You Sell Your Pallet Business? (Sept. 2019)

By Lisa Monroe

Chuck Lepinski, who runs several companies including Associated Auction & Liquidation Company of Clarksburg, Tennessee, said that keeping good records is the most important thing that a business owner can do to prepare their business to sell.

Lepinski knows a lot about the pallet industry. He was in the pallet business for 17 and a half years before selling his businesses in Minnesota and starting new ventures.

“The biggest thing is to make sure your recordkeeping is straight. This includes safety records, tax accounting and maintenance records. Keep good records. That’s what’s going to sell a business.”

The most important thing a buyer will want to see is documentation showing that the business is profitable, or at the very least, has the potential to turn a profit. Serious buyers will also want to know who your top customers are and how much of your annual income is attributed to each. And they’ll want to see an up-to-date inventory list.

Another tip from pallet brokers is to clean your facility and make sure it’s organized before showing it to potential buyers.

When it comes time to sell, Lepinski suggests putting accounts on notice so customers are aware that there might be a transition and aren’t caught off guard. He also advises to hire a professional who will advertise in the right places.

“Advertising is how you’re going to get it sold,” Lepinski said. “If I have a large pallet company, I advertise in the *Pallet Profile Weekly*. People pay to get that and they’re the real deal players. We’ve seen the best results hands down nationally by advertising there. If I’m going to sell a pallet company, that’s where I’m going to find my buyers because that’s the way to directly connect to the pallet people.”

PRS Group Inc.  
RT Pallet Equipment  
SMETCO, Inc.  
Storti SPA  
Universal Machinery Sales Inc.  
Viper Industrial Products, Inc.

**Pallet Transfer/Load Transfer Systems**  
Alliance Automation

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

**Pallet/Lumber/Wood Products Marking**  
Alliance Automation  
Automated Machine Systems, Inc.  
Claussen All-Mark Inc.

Coral-USA  
Excelsior Marking  
Hub Industrial Supply, Inc.  
LINC Systems  
Messersmith Manufacturing, Inc.  
Rayco Industries, Inc.  
Samuel Packaging Systems Group - Coding & Labeling  
Storti SPA  
Timberstar Manufacturing Ltd.  
Viking Engineering & Development

### Palletizing & Pallet Wrapping Equipment/Supplies

Alliance Automation  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
McGregor Packaging  
Samuel Packaging Systems Group  
Samuel Packaging Systems Group - Coding & Labeling

### Trailers

Air-Flow Trailer Systems, LLC  
Barry Equipment Co., Inc.  
Ervin Equipment, Inc.  
Hallco Industries Inc.  
KEITH Mfg. Co.  
KNL Holdings, LLC  
LPS Equipment & Acquisition Co., Inc.  
Shur-Co®

### Truck & Trailer Dumpers/ Live Floor Trailers

Biomass Engineering & Equipment  
Boulware Equipment, LLC  
KNL Holdings, LLC  
Shur-Co®

### Trucks

LPS Equipment & Acquisition Co., Inc.

### Turn Tables

American Built Machinery Co. LLC  
Baker Products  
Brewco, Inc.  
Bronco Pallet Systems  
Heartland Fabrication & Machine, Inc.  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Mellott Mfg. Co., Inc.  
PRS Group Inc.  
Smart Products  
SMETCO, Inc.  
Twister Industries  
Universal Machinery Sales Inc.  
Viper Industrial Products, Inc.

### 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.  
Pendu Manufacturing, Inc.  
Sawmill Hydraulics, Inc.  
Storti SPA  
Universal Machinery Sales Inc.  
USNR

### Wood Fastening Systems

Coral-USA  
Hub Industrial Supply, Inc.  
JF Industrial Technology  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Midwest Machinery and Automation  
Pallet Machinery Group, Inc.  
PRS Group Inc.  
Viking Engineering & Development  
Viper Industrial Products, Inc.

### PALLET & CONTAINER ASSEMBLY

#### Collated Fasteners (Distribute)

Crane Point Industrial  
Direct Fasteners Inc.  
Legacy Fasteners, LLC  
LINC Systems  
Metropolitan Staple Corp.  
Mid Continent Nail Corp  
Rayco Industries, Inc.  
Viking Engineering & Development  
Viper Industrial Products, Inc.

#### Collated Fasteners (Manufacture)

Baldwin Industrial Supply  
Legacy Fasteners, LLC  
Michigan Fastener  
Mid Continent Nail Corp  
Simpson Strong-Tie  
Universal Fasteners Outsourcing, LLC (UFO™)

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# PRODUCT INDEX

## Loose Nails (Distribute)

Crane Point Industrial  
Direct Fasteners Inc.  
Garnett Company LLC  
Legacy Fasteners, LLC  
LINC Systems  
Metropolitan Staple Corp.  
Mid Continent Nail Corp  
Pneu-Fast Co.  
Rayco Industries, Inc.  
Viking Engineering & Development  
Viper Industrial Products, Inc.

## Loose Nails (Manufacture)

Baldwin Industrial Supply  
Legacy Fasteners, LLC  
Michigan Fastener  
Mid Continent Nail Corp  
Pneu-Fast Co.

## Moulders

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

## Nailing Fixtures/Jigs & Semi-automatic Nailing Systems

Alliance Automation  
Bronco Pallet Systems  
Heartland Fabrication & Machine, Inc.  
J&J Machinery LLC  
JF Industrial Technology  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Metropolitan Staple Corp.  
Midwest Machinery and Automation  
Rayco Industries, Inc.

RT Pallet Equipment  
Storti SPA  
Universal Machinery Sales Inc.  
Viper Industrial Products, Inc.

## Nailing Machines & Systems (Automated Using Collated Fasteners)

Alliance Automation  
Bronco Pallet Systems  
GAP, Inc.  
J&J Machinery LLC  
JF Industrial Technology  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Metropolitan Staple Corp.  
Midwest Machinery and Automation  
Rayco Industries, Inc.  
Viking Engineering & Development  
Viper Industrial Products, Inc.

## Nailing Machines & Systems (Automated Using Loose Fasteners)

Alliance Automation  
Bronco Pallet Systems  
Corali-USA  
GBN Machine & Engineering Corp.  
J&J Machinery LLC  
JF Industrial Technology  
LPS Equipment & Acquisition Co., Inc.  
Pallet Machinery Group, Inc.  
Pallet Machinery Service  
Storti SPA  
Universal Machinery Sales Inc.

## Nailing Machines Parts/Air Compressors

J&J Machinery LLC

JF Industrial Technology  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Metropolitan Staple Corp.  
Midwest Machinery and Automation  
Pallet Machinery Service  
Rayco Industries, Inc.  
Universal Machinery Sales Inc.  
Viking Engineering & Development  
Viper Industrial Products, Inc.

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

Automated Machine Systems, Inc.  
Claussen All-Mark Inc.  
Corali-USA  
Excelsior Marking  
Industrial Resources  
J&J Machinery LLC  
JF Industrial Technology  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Midwest Machinery and Automation  
Pallet Machinery Service  
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.)

Brunner-Hildebrand Lumber Dry Kiln Co.  
Eagle Dip Tanks

Innovated Control Systems  
Kiln-direct.com  
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  
Crane Point Industrial  
Direct Fasteners Inc.  
FASCO America  
Legacy Fasteners, LLC  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Metropolitan Staple Corp.  
Mid Continent Nail Corp  
Rayco Industries, Inc.  
Universal Fasteners Outsourcing, LLC (UFO™)  
Viking Engineering & Development  
Viper Industrial Products, Inc.

## Pneumatic Nailers/Staplers (Manufacturer)

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Simpson Strong-Tie  
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Direct Fasteners Inc.  
FASCO America  
Legacy Fasteners, LLC  
LINC Systems  
Viper Industrial Products, Inc.

## Strapping

Hub Industrial Supply, Inc.  
L-M Equipment Co. Ltd.  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
McGregor Packaging  
Piper's Saw Shop, Inc.  
Samuel Packaging Systems Group  
Samuel Packaging Systems Group -  
Coding & Labeling

## 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  
Automated Industrial Technologies, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Cooper Machine Company, Inc.  
Corali-USA  
JF Industrial Technology  
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  
Heartland Fabrication & Machine, 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.

### Brazed Cutters

KEYSTONE MACHINERY  
CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Profile Technology Inc.

### Chamfering Heads

Profile Technology Inc.

### Chamfering Machines

Automated Industrial Technologies, Inc.  
Baker Products  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Cooper Machine Company, Inc.  
Corali-USA  
J&J Machinery LLC  
JF Industrial Technology  
LPS Equipment & Acquisition Co., Inc.  
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  
American Built Machinery Co. LLC  
Baker Products  
Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Conception R.P., Inc.  
Cooper Machine Company, Inc.  
Crosscut Solutions  
Heartland Fabrication & Machine, Inc.  
HOLTEC USA Corporation  
J&J Machinery LLC  
JF Industrial Technology  
KEYSTONE MACHINERY  
CORPORATION  
L-M Equipment Co. Ltd.  
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.  
Safety Speed Manufacturing  
Sawmill Hydraulics, Inc.  
Sawmill Supplies and Equipment, LLC  
Sharp Tool Co., Inc. (The)  
Smart Products  
Storti SPA  
Stromab, USA  
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  
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 (MDI)  
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)




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Best of 2019 – Industry Trends & News

## Forecast 2020 – Happy Consumers, Slowing Growth & Housing Rebound Offer Mixed Economic Bag (Dec. 2019)

By Phillip M. Perry

A slowing economy. Costly tariffs. Brexit angst. A presidential election. A shaky stock market. Rising labor costs. A looming recession. And happy consumers.

Those are the ingredients of a mind-bending cocktail of economic uncertainty now eroding business confidence and capital investment. Despite the uncertainty that characterizes many areas of the economy, a healthy labor market and high consumer confidence have done a good job propping up a decelerating business environment. Will they continue to do so? And when will the inevitable recession arrive?

That question is particularly important, as two-thirds of the nation's chief financial officers expect the United States to tip into an economic downturn by the third quarter of 2020, according to a Duke University/CFO Global Business Outlook survey. In the early months of the new year economists suggest monitoring financial news for indicators of a recession, often defined as two consecutive quarters of negative economic growth. Increasing stock volatility is one such indicator, as is an inversion in the Treasury yield curve when short term rates are higher than long term ones.

But perhaps the most important indicator of pending trouble is a downturn in the employment picture. "The job market is key," suggested Sophia Koropecyk, managing director of industry economics at Moody's Analytics. "If businesses begin to lay off workers, that will be fodder for recession. Watch for changes in monthly employment growth and in weekly claims for unemployment insurance benefits."

Rising unemployment, said Koropecyk, will result in a decline in the very consumer spending that has been the driving gear of a healthy economic machine. He added, "Once unemployment starts rising, we are either already in a recession or will be in one very soon."

Stromab, USA  
Universal Machinery Sales Inc.

### Notching Machines

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.  
Pallet Machinery Group, Inc.  
Pendul Manufacturing, Inc.  
PRS Group Inc.  
Sawmill Supplies and Equipment, LLC  
Smart Products  
SMETCO, Inc.  
Storti SPA  
Stromab, USA  
Universal Machinery Sales Inc.

### Package Cutoff Saws

Akhurst Machinery

Baker Products  
HOLTEC USA Corporation  
J&J Machinery LLC  
L-M Equipment Co. Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Metal Detectors, Inc (MDI)  
Pacific Trail Manufacturing Inc.  
Pallet Machinery Group, Inc.  
Safety Speed Manufacturing  
Sawmill Hydraulics, Inc  
Sering Sawmill Machinery  
Sharp Tool Co., Inc. (The)  
Storti SPA  
Stromab, USA  
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 (MDI)  
Safety Speed Manufacturing  
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 (MDI)  
Newman Machine Co., Inc.  
Pallet Machinery Group, Inc.  
Pendul 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.  
Go Fast Manufacturing  
HMC Corporation  
Hub Industrial Supply, Inc.  
J&J Machinery LLC  
KASCO LLC  
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 (MDI)  
Morbark, LLC  
Pallet Machinery Group, Inc.  
Pendul Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Sawmill Hydraulics, Inc  
Sawmill Supplies and Equipment, LLC  
Southeastern 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 (MDI)  
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.)  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
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.  
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

Automated Industrial Technologies, Inc.  
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.  
Oak Lane Machine & Fabrication Ohio LLC  
Sawmill Supplies and Equipment, LLC

### PALLET REPAIR/RECYCLING MACHINERY

#### Board End Trim Saws

AccraMax Circular Saw Mandrel  
Baker Products  
Brewco, Inc.  
Cooper Machine Company, Inc.  
Country Saw & Knife, Inc.  
Crosscut Solutions

Heartland Fabrication & Machine, Inc.  
 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.  
 Pallet Machinery Group, Inc.  
 Pendu Manufacturing, Inc.  
 Piper's Saw Shop, Inc.  
 Profile Technology Inc.  
 PRS Group Inc.  
 Safety Speed Manufacturing  
 Saw Service & Supply Inc.  
 Sawmill Hydraulics, Inc.  
 Sawmill Supplies and Equipment, LLC  
 Sharp Tool Co., Inc. (The)  
 Smart Products  
 SMETCO, Inc.  
 Universal Machinery Sales Inc.

**Deckboard Removers**  
 Heartland Fabrication & Machine, Inc.  
 Industrial Resources  
 LPS Equipment & Acquisition Co., Inc.  
 RECONNX, INC.  
 Smart Products  
 SMETCO, Inc.  
 Universal Machinery Sales Inc.

**Hand Disassembly Tools**  
 Heartland Fabrication & Machine, Inc.  
 Industrial Resources  
 J&J Machinery LLC  
 LINC Systems  
 LPS Equipment & Acquisition Co., Inc.

PRS Group Inc.  
 RECONNX, INC.  
 SMETCO, Inc.  
 Universal Machinery Sales Inc.

**Lumber Shears**  
 LPS Equipment & Acquisition Co., Inc.  
 Mellott Mfg. Co., Inc.  
 Universal Machinery Sales Inc.

**Magnetic Separators**  
 Boulware Equipment, LLC  
 Cresswood Shredding Machinery  
 LPS Equipment & Acquisition Co., Inc.  
 Metal Detectors, Inc (MDI)  
 Stouffer Equipment Company

**Nail Stubble Compressors**  
 Industrial Resources  
 LPS Equipment & Acquisition Co., Inc.  
 PRS Group Inc.  
 Universal Machinery Sales Inc.

**Pallet Disassembly Machines (Band)**  
 Alliance Automation  
 Bronco Pallet Systems  
 Heartland Fabrication & Machine, Inc.  
 Hub Industrial Supply, Inc.  
 Industrial Resources  
 LPS Equipment & Acquisition Co., Inc.  
 PRS Group Inc.  
 Saw Service & Supply Inc.  
 Smart Products  
 SMETCO, Inc.  
 Universal Machinery Sales Inc.  
 WIKUS Saw Technology Corp.  
 Wood-Mizer

**Pallet Disassembly Machines (Rotary)**  
 Automated Machine Systems, Inc.  
 Bronco Pallet Systems  
 Heartland Fabrication & Machine, Inc.  
 Industrial Resources  
 LPS Equipment & Acquisition Co., Inc.  
 PRS Group Inc.  
 Universal Machinery Sales Inc.

**Pallet Disassembly Strippers**  
 Heartland Fabrication & Machine, Inc.  
 LPS Equipment & Acquisition Co., Inc.  
 PRS Group Inc.  
 Smart Products

**Pallet Handling/Sorting Systems**  
 Alliance Automation  
 Automated Machine Systems, Inc.  
 Bronco Pallet Systems  
 Heartland Fabrication & Machine, Inc.  
 Industrial Resources  
 LINC Systems  
 LPS Equipment & Acquisition Co., Inc.  
 Pallet Machinery Group, Inc.  
 PRS Group Inc.  
 SMETCO, Inc.  
 Universal Machinery Sales Inc.

**Pallet Stringer Plates/Platers**  
 Bronco Pallet Systems  
 Eagle Metal Products  
 GBN Machine & Engineering Corp.  
 Industrial Resources  
 JF Industrial Technology  
 LPS Equipment & Acquisition Co., Inc.  
 PRS Group Inc.  
 SMETCO, Inc.  
 Universal Machinery Sales Inc.

**Pallet Washers**  
 Automated Machine Systems, Inc.  
 Bronco Pallet Systems  
 Pallet Machinery Group, Inc.  
 PRS Group Inc.  
 Universal Machinery Sales Inc.

## SAW BLADES, KNIVES & BLADE MAINTENANCE

**Band Blade Weld Analysis & Testing**  
 Hub Industrial Supply, Inc.  
 Sharp Tool Co., Inc. (The)  
 Smith Sawmill Service

**Blade Tensioning & Leveling Equip**  
 Cook's Saw Manufacturing, LLC  
 LPS Equipment & Acquisition Co., Inc.  
 Menominee Saw & Supply Co., Inc.  
 Sharp Tool Co., Inc. (The)  
 Simonds International LLC  
 Smith Sawmill Service

**Blade Tooth Setters**  
 Baker Products  
 Cook's Saw Manufacturing, LLC  
 LPS Equipment & Acquisition Co., Inc.  
 Moon's Saw Shop Supplies Inc.  
 Piper's Saw Shop, Inc.  
 Sharp Tool Co., Inc. (The)  
 Suffolk Machinery Corporation  
 Wood-Mizer

**Butt Flash Welder**  
 LPS Equipment & Acquisition Co., Inc.  
 Sharp Tool Co., Inc. (The)  
 Simonds International LLC



## Automated Machine Systems, Inc.



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## Chipper Knife Sharpeners

Bandit Industries, Inc.  
HWP Shavers, LLC  
Moon's Saw Shop Supplies Inc.  
Piper's Saw Shop, Inc.  
Precision Sharpening Devices  
Sharp Tool Co., Inc. (The)

## Knives (Counter/Chipper/Planer)

Alderman Saw Shop, Inc.  
Bandit Industries, Inc.  
Barry Equipment Co., Inc.  
Country Saw & Knife, Inc.  
HWP Shavers, LLC  
LPS Equipment & Acquisition Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Midwest Sharpening Service  
Morbark, LLC  
Piper's Saw Shop, Inc.  
Precision Sharpening Devices  
Saw Shop  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
USNR

## Nail Cutting Blades (Band)

Bernie's Saw & Supply Inc.  
Heartland Fabrication & Machine, Inc.  
Hub Industrial Supply, Inc.  
Kenne-SAW & Supply Co.  
Kilgore Saw Company  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Midwest Sharpening Service  
Piper's Saw Shop, Inc.  
Profile Technology Inc.

Best of 2019 – Workforce / Culture

## R-E-S-P-E-C-T: Could It Be Key to Retaining Blue-Collar Workers? (March 2019)

### Idea Box

When workers leave, do you know the reason why?

A study by Randstad USA reveals that personal experiences may actually matter more to most workers than practical things like pay and vacation days.

A summary of the study said, "Relationships and respect are what cause employees to walk out the door." For example, 60% of workers said they'd quit a job over a difficult supervisor, and 53% had quit or considered quitting because they didn't feel that "their employers recruit or retain high-performing individuals."

In addition, 59% said they thought that their employers valued profits and revenues more than the way they treat their employees.

Among other "personal experience" reasons why workers said they wanted to leave their current jobs were:

- Toxic work culture, 38%
- Negative office politics, 58%
- Understaffing by their employer, 46%

While these statistics are about workers, in general, it's possible that having positive personal experiences and being respected at work are even more important to blue-collar workers. That's because these workers already deal with the stigma of doing manual labor, and the punishment that their bodies take from doing physical work day in and day out.

PRS Group Inc.  
Saw Shop  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
Southeastern Metals LLC  
Universal Machinery Sales Inc.  
Viper Industrial Products, Inc.

## Nail Cutting Blades (Rotary)

Econotool Inc.  
Heartland Fabrication & Machine, Inc.  
Hub Industrial Supply, Inc.  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
PRS Group Inc.  
Saw Service & Supply Inc.  
Saw Shop  
Sharp Tool Co., Inc. (The)  
Universal Machinery Sales Inc.

## Saw & Carbide Sharpening Services

Alderman Saw Shop, Inc.  
Bernie's Saw & Supply Inc.  
Country Saw & Knife, Inc.  
Hub Industrial Supply, Inc.  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Midwest Sharpening Service  
Moon's Saw Shop Supplies Inc.  
Pendur Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
Saw Service & Supply Inc.  
Saw Shop  
Sharp Tool Co., Inc. (The)

Smith Sawmill Service  
Southeastern Metals LLC  
Suffolk Machinery Corporation

## Saw Blade Parts - Bearings, Husks, Mandrels

AccraMax Circular Saw Mandrel  
Alderman Saw Shop, Inc.  
Bernie's Saw & Supply Inc.  
Brewco, Inc.  
Country Saw & Knife, Inc.  
Hub Industrial Supply, Inc.  
KASCO LLC  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Piper's Saw Shop, Inc.  
Saw Shop  
Sawmill Hydraulics, Inc.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
Suffolk Machinery Corporation  
Universal Machinery Sales Inc.

## Saw Blades (Band)

Alderman Saw Shop, Inc.  
Baker Products  
Bernie's Saw & Supply Inc.  
Cook's Saw Manufacturing, LLC  
Country Saw & Knife, Inc.  
Heartland Fabrication & Machine, Inc.  
HMC Corporation  
Hub Industrial Supply, Inc.  
Industrial Resources  
KASCO LLC  
Kenne-SAW & Supply Co.  
Kilgore Saw Company  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Midwest Sharpening Service  
Norwood Portable Sawmills  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
Saw Service & Supply Inc.  
Saw Shop  
Sawmill Hydraulics, Inc.  
SELECT Sawmill Co.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
Southeastern Metals LLC  
Spence Industrial Supply Company, Inc.  
Suffolk Machinery Corporation  
Universal Machinery Sales Inc.  
Viking Engineering & Development  
Viper Industrial Products, Inc.  
WIKUS Saw Technology Corp.  
Wood-Mizer

## Saw Blades (Circular & Strob)

Alderman Saw Shop, Inc.  
Bernie's Saw & Supply Inc.  
Country Saw & Knife, Inc.  
Double R Sharpening  
Econotool Inc.  
Hub Industrial Supply, Inc.  
Industrial Resources  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Midwest Sharpening Service  
Peterson Portable Sawmills  
Piper's Saw Shop, Inc.  
Popular Machinery and Tools Inc.

Profile Technology Inc.  
Saw Service & Supply Inc.  
Saw Shop  
Sawmill Hydraulics, Inc.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
Universal Machinery Sales Inc.

## Saw Sharpening Machinery Systems/ Accessories

Baker Products  
Cook's Saw Manufacturing, LLC  
KASCO LLC  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Moon's Saw Shop Supplies Inc.  
Norwood Portable Sawmills  
Piper's Saw Shop, Inc.  
Saw Shop  
Sawmill Hydraulics, Inc.  
SELECT Sawmill Co.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
Suffolk Machinery Corporation  
USNR

## Teeth/Shanks/Carbide Tips

Alderman Saw Shop, Inc.  
ARMORHOG® - CW Mill Equipment Co., Inc.  
Bernie's Saw & Supply Inc.  
Hub Industrial Supply, Inc.  
LINC Systems  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Midwest Sharpening Service  
Moon's Saw Shop Supplies Inc.  
Morbark, LLC  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
Sawmill Hydraulics, Inc.  
SELECT Sawmill Co.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service

## SAWMILL

### Abrasives

Hub Industrial Supply, Inc.  
Menominee Saw & Supply Co., Inc.  
Piper's Saw Shop, Inc.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service

### Band Mills (Industrial)

Baker Products  
Brewco, Inc.  
Cleereman Industries, Inc.  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.  
HMC Corporation  
Hurdle Machine Works  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
SELECT Sawmill Co.  
USNR  
Wood-Mizer

## Bars (Saws, Cutoff, Deck)

L-M Equipment Co. Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Metal Detectors, Inc (MDI)  
Sawmill Hydraulics, Inc  
Smith Sawmill Service

## Bearings

American Built Machinery Co. LLC  
Anson Industrial Mfg. Corporation  
Cook's Saw Manufacturing, LLC  
Ellison Sales, Inc.  
Froedge Machine & Supply Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Oak Lane Machine & Fabrication Ohio LLC  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR

## Blowers

Biomass Energy Solutions  
Boulware Equipment, LLC  
LPS Equipment & Acquisition Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Messersmith Manufacturing, Inc.  
Pallet Machinery Group, Inc.  
Pendur Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Smith Sawmill Service  
Universal Machinery Sales Inc.

## Boiler Tube Cleaners/Supplies

Biomass Energy Solutions  
Fuel Efficiency LLC  
Messersmith Manufacturing, Inc.

## Boilers

Biomass Energy Solutions  
Biomass Engineering & Equipment  
Innovated Control Systems  
LPS Equipment & Acquisition Co., Inc.  
Messersmith Manufacturing, Inc.

## Butt Reducers

Biomass Engineering & Equipment  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Metal Detectors, Inc (MDI)  
USNR

## Cabs & Canopies

Addington Equipment, Inc.  
Brewco, Inc.  
Cleereman Industries, Inc.  
Cooper Machine Company, Inc.  
HMC Corporation  
Jackson Lumber Harvester Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Sawmill Hydraulics, Inc

## Cant Sizers

Brewco, Inc.  
Cooper Machine Company, Inc.  
KEYSTONE MACHINERY CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Pendur Manufacturing, Inc.  
Profile Technology Inc.  
Sawmill Hydraulics, Inc  
Universal Machinery Sales Inc.  
USNR

## Carriages (Sawmill)

Cleereman Industries, Inc.  
Cooper Machine Company, Inc.  
HMC Corporation  
Hurdle Machine Works  
Jackson Lumber Harvester Co., Inc.  
JoeScan, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR

## Chain (Conveying)

American Built Machinery Co. LLC  
Anson Industrial Mfg. Corporation  
Baker Products  
Biomass Energy Solutions  
Biomass Engineering & Equipment  
Brewco, Inc.  
Bronco Pallet Systems  
Cook's Saw Manufacturing, LLC  
Froedge Machine & Supply Co., Inc.  
HMC Corporation  
Hub Industrial Supply, Inc.  
HWP Shavers, LLC  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Metal Detectors, Inc (MDI)  
Oak Lane Machine & Fabrication Ohio LLC  
Pendur Manufacturing, Inc.  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
Universal Machinery Sales Inc.  
USNR

## Chain (Debarking)

Anson Industrial Mfg. Corporation  
Brewco, Inc.  
CBI - A Terex Brand  
HMC Corporation  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Metal Detectors, Inc (MDI)

## Chainsaw Mills

LPS Equipment & Acquisition Co., Inc.  
Metal Detectors, Inc (MDI)  
Norwood Portable Sawmills  
Peterson Portable Sawmills

## Chemicals & Coatings

Eagle Dip Tanks  
Innovated Control Systems

## Chip Handling Equipment

Biomass Energy Solutions  
Boulware Equipment, LLC  
CBI - A Terex Brand  
Hallco Industries Inc.  
KEITH Mfg. Co.  
Kiln-direct.com  
LPS Equipment & Acquisition Co., Inc.  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Messersmith Manufacturing, Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Smith Sawmill Service  
USNR

## Chipper Parts

Bandit Industries, Inc.  
LPS Equipment & Acquisition Co., Inc.

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Menominee Saw & Supply Co., Inc.  
Messersmith Manufacturing, Inc.  
Morbark, LLC  
Piper's Saw Shop, Inc.  
Smith Sawmill Service  
USNR  
Vecoplan, LLC

#### Chipper/Canters

Cooper Machine Company, Inc.  
JoeScan, Inc.  
LPS Equipment & Acquisition Co., Inc.

Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Profile Technology Inc.  
Smith Sawmill Service  
Storti SPA  
USNR

#### Chippers

Bandit Industries, Inc.  
Biomass Engineering & Equipment  
CBI – A Terex Brand

Cooper Machine Company, Inc.  
DuraTech Industries  
HMC Corporation  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Messersmith Manufacturing, Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Pallet Machinery Group, Inc.  
Piper's Saw Shop, Inc.  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
Stouffer Equipment Company  
USNR  
Vecoplan, LLC

#### Computer Software

Automated Machine Systems, Inc.  
Brewco, Inc.  
Cooper Machine Company, Inc.  
eLIMBS, LLC  
Froedge Machine & Supply Co., Inc.  
Innovated Control Systems  
Innovative Data Systems, Inc.  
J&J Machinery LLC  
JoeScan, Inc.  
Kiln-direct.com  
Lignomat USA Ltd.  
Logical Systems, Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Sawmill Hydraulics, Inc  
The PalMate Group  
USNR

#### Controls

American Built Machinery Co. LLC  
Biomass Engineering & Equipment  
Brewco, Inc.  
Brunner-Hildebrand Lumber Dry Kiln Co.  
Cooper Machine Company, Inc.  
Innovated Control Systems  
J&J Machinery LLC  
JoeScan, Inc.  
Kiln-direct.com  
Lignomat USA Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Nova Dry Kiln, LLC  
Sawmill Hydraulics, Inc  
USNR  
Valutec Wood Dryers Inc  
Vecoplan, LLC  
West Plains Electric

#### Conveyors (Log/Lumber)

American Built Machinery Co. LLC  
Baker Products  
Bell's Machining, Welding & Hydraulics  
Biomass Energy Solutions  
Biomass Engineering & Equipment  
Brewco, Inc.  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.  
Froedge Machine & Supply Co., Inc.  
Hallco Industries Inc.  
Heartland Fabrication & Machine, Inc.  
HMC Corporation  
HWP Shavers, LLC  
Jackson Lumber Harvester Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC

Nicholson Manufacturing Ltd.  
Oak Lane Machine & Fabrication Ohio LLC  
Pallet Machinery Group, Inc.  
Pendu Manufacturing, Inc.  
PRS Group Inc.  
Samuel Packaging Systems Group - Coding & Labeling  
Sawmill Hydraulics, Inc  
SELECT Sawmill Co.  
Smith Sawmill Service  
Storti SPA  
Universal Machinery Sales Inc.  
USNR  
Wood-Mizer

#### Cranes

LPS Equipment & Acquisition Co., Inc.

#### Curve Sawing Machinery

LPS Equipment & Acquisition Co., Inc.  
USNR

#### Custom Designed Machinery

American Built Machinery Co. LLC  
Automated Industrial Technologies, Inc.  
Baker Products  
Biomass Energy Solutions  
Biomass Engineering & Equipment  
Brewco, Inc.  
Cooper Machine Company, Inc.  
Cresswood Shredding Machinery  
HWP Shavers, LLC  
KEYSTONE MACHINERY CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Messersmith Manufacturing, Inc.  
Oak Lane Machine & Fabrication Ohio LLC  
Peterson Portable Sawmills  
Sawmill Hydraulics, Inc  
Storti SPA  
USNR

#### Debarker Components

HMC Corporation  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Nicholson Manufacturing Ltd.  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR

#### Debarbers

Baker Products  
Biomass Engineering & Equipment  
Brewco, Inc.  
CBI – A Terex Brand  
HMC Corporation  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Nicholson Manufacturing Ltd.  
Peterson  
Sawmill Hydraulics, Inc  
SELECT Sawmill Co.

Best of 2019 – Best Plant

## John Rock Expansion Features New Nailing Machine (November 2019)

By Rick LeBlanc

John Rock Inc. is one of the largest single-location manufacturers of pallets and crates in the United States. As a company that prides itself on its relentless focus on constant improvement and continual reinvestment, it was no surprise when the Coatesville, Pennsylvania-based operation turned to PRS Group and CAPE for its latest expansion of pallet nailing capacity - the first CAPE nailing line to be installed in the United States.

According to Bill MacCauley, president of John Rock, his company had been looking for a new style or alternative nailing system for many years. It stemmed from the company's relentless drive to become a more efficient operation. "We were looking for a machine that was easier to run than the current machines and would nail faster. We wanted a cluster chuck design, and we wanted a dual hopper for each board width." A few years ago, MacCauley started discussions with Jeff Williams of PRS Group, the exclusive U.S. and Canadian partner of CAPE. CAPE has been in business for over 50 years, and has pallet machinery in use in more than 45 countries.

MacCauley also accompanied Williams to the Netherlands, where they checked out a fully automated CAPE line in operation. "The CAPE line in the Netherlands was 100% automated," MacCauley noted. "There was nobody touching any lumber. The machine fed itself and our machine can be retrofitted to do that. While we don't know whether we need to go there yet, I like the possibility that we can do it."

The CAPE Mach 2 is designed to produce stringer pallets. It offers a quick changeover between designs and can produce about 2,500 pallets in an eight-hour shift. An upgrade module is available to allow block pallet production. John Rock uses the standard three operator configuration, although CAPE does offer robotics and other automation which can reduce or eliminate staffing requirements. Other modules can be added such as branders, automated lumber feed systems, in-line block cutting saws, corner clippers and automated stack banding systems.

A key difference between the CAPE Mach 2 line and other nailing equipment is that they are all electrical not hydraulic. The result is a more robust and durable system in terms of continuous operation. It is also quiet.

Asked about what he likes the most about CAPE, MacCauley remarked, "It's the speed with which it nails. It's smooth, it's quiet. It nails a fantastic pallet."

Smith Sawmill Service  
USNR

## Decks

American Built Machinery Co. LLC  
Biomass Engineering & Equipment  
Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Froedge Machine & Supply Co., Inc.  
KEYSTONE MACHINERY  
CORPORATION  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Oak Lane Machine & Fabrication Ohio  
LLC  
SELECT Sawmill Co.  
USNR

## Dry Kiln Heat Recovery Systems

Biomass Energy Solutions  
Brunner-Hildebrand Lumber Dry Kiln  
Co.  
Innovated Control Systems  
Kiln-direct.com  
Lignomat USA Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Messersmith Manufacturing, Inc.  
Nova Dry Kiln, LLC  
Nyle Dry Kilns  
SII Dry Kilns  
Smithco Manufacturing, Inc.  
USNR  
Valutec Wood Dryers Inc

## Dry Kilns

Brunner-Hildebrand Lumber Dry Kiln  
Co.  
Cooper Machine Company, Inc.  
Innovated Control Systems  
KDS Windsor - Lumber Drying  
Technologies  
Kiln-direct.com  
Lignomat USA Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Messersmith Manufacturing, Inc.  
Nova Dry Kiln, LLC  
Nyle Dry Kilns  
Sawmill Hydraulics, Inc  
SII Dry Kilns  
Smithco Manufacturing, Inc.  
USNR  
Valutec Wood Dryers Inc  
Wood-Mizer

## Dust Collection Systems

Biomass Energy Solutions  
Boulware Equipment, LLC  
Cresswood Shredding Machinery  
LPS Equipment & Acquisition Co., Inc.  
Messersmith Manufacturing, Inc.  
Pallet Machinery Group, Inc.  
River Valley Machinery, Inc.  
Universal Machinery Sales Inc.  
WEIMA America, Inc.

## Edge Lines

Cooper Machine Company, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.  
Menominee Saw & Supply Co., Inc.  
Storti SPA  
USNR

## Edgers

American Built Machinery Co. LLC  
Baker Products

Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.  
HMC Corporation  
Hurdle Machine Works  
Jackson Lumber Harvester Co., Inc.  
JoeScan, Inc.  
KEYSTONE MACHINERY  
CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Pallet Machinery Group, Inc.  
Pendu Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Sawmill Hydraulics, Inc  
Sawmill Supplies and Equipment, LLC  
SELECT Sawmill Co.  
Storti SPA  
Universal Machinery Sales Inc.  
USNR  
Wood-Mizer

## End Sealer

Claussen All-Mark Inc.  
Piper's Saw Shop, Inc.

## Feed Works

Cleereman Industries, Inc.  
HMC Corporation  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR

## Fire Suppression

Messersmith Manufacturing, Inc.

## Flourescent Markers (Lumber Grading/Marking)

Menominee Saw & Supply Co., Inc.  
Piper's Saw Shop, Inc.

## Gear Reducers/Drives

Biomass Energy Solutions  
Froedge Machine & Supply Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
USNR

## Grade Printing Equipment

Claussen All-Mark Inc.  
Froedge Machine & Supply Co., Inc.  
Samuel Packaging Systems Group  
Samuel Packaging Systems Group -  
Coding & Labeling  
USNR

## Grading Lines

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Biomass Engineering & Equipment  
Conception R.P., Inc  
Froedge Machine & Supply Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.  
Mellott Mfg. Co., Inc.  
Samuel Packaging Systems Group -  
Coding & Labeling  
Storti SPA  
USNR

## Grinders (Knife)

Conception R.P., Inc

Best of 2019 – General Advice

## Transition Can Be Tough but Necessary in Family Businesses (Sept. 2019)

By Edward C. Brindley

Many of the companies in the pallet and lumber industries are family businesses. While this can be great, it can also pose special challenges, especially when it comes to transitioning business management and ownership.

One thing I believe you must do is to establish criteria for any family members who come to work for the business. This helps ensure that everybody knows what is expected. I have already developed a fairly detailed will and succession plan. Now, I am in the process of creating some other key documents, such as a family pact and code of conduct.

A family pact is made up of the conditions, requirements and restrictions for family members to transfer stock. It also establishes the rules for family members for joining and leaving the company, conflict resolution, compensation guidelines, promotion policies, and so on. Succeeding generations can make some changes. Other things may be set in stone as conditions for inheriting or buying shares.

If you have a number of key family members who are currently in or will take key roles in the business as you transition, one idea is to have them each submit a vision casting document for the future. This invites them to dream, gives them a say in the discussion and can help identify issues early before they erupt into civil war. You can decide if this document will be shared or is for your eyes only.

A good vision casting document likely covers the following:

- Why has the company been successful in the past?
- What does the future of the company look like?
- How can you contribute uniquely to our success?
- What disruptive technologies, trends or customer preferences are changing the landscape?
- What new products or service options should be considered in the next five years?
- What resources need to be secured to help provide for growth?

Only 12% of family businesses survive to the third generation. Failing to plan ahead and have key discussions are two common reasons why things fall apart.

HWP Shavers, LLC  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Moon's Saw Shop Supplies Inc.  
Newman Machine Co., Inc.  
Piper's Saw Shop, Inc.  
Precision Sharpening Devices  
River Valley Machinery, Inc.  
Sharp Tool Co., Inc. (The)  
Simonds International LLC  
Smith Sawmill Service  
Stouffer Equipment Company

## Grinders (Wood waste)

ARMORHOG® - CW Mill Equipment  
Co., Inc.  
Bandit Industries, Inc.  
Boulware Equipment, LLC  
CBI – A Terex Brand

Cresswood Shredding Machinery  
DuraTech Industries  
DynaHog® - CW Mill Equipment Co.,  
Inc.  
Ellison Sales, Inc.  
HogZilla Grinders - CW Mill Equipment  
Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Pallet Machinery Group, Inc.  
Recycling Equipment Inc.  
Rotochopper, Inc.  
Stouffer Equipment Company  
USNR  
Vecoplan Midwest, LLC  
Vecoplan, LLC  
WEIMA America, Inc.  
West Salem Machinery Co.



# PRODUCT INDEX

## Hand Cleaners

Hub Industrial Supply, Inc.  
LPS Equipment & Acquisition Co., Inc.

## Headrigs (Band)

Baker Products  
Cleereman Industries, Inc.  
Cooper Machine Company, Inc.  
HMC Corporation  
Hurdle Machine Works  
JoeScan, Inc.  
KASCO LLC  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR  
Wood-Mizer

## Headrigs (Circular)

Cleereman Industries, Inc.  
Cooper Machine Company, Inc.  
HMC Corporation  
Hurdle Machine Works  
Jackson Lumber Harvester Co., Inc.  
JoeScan, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR

## Hogs

Ellison Sales, Inc.  
HMC Corporation  
LPS Equipment & Acquisition Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Profile Technology Inc.  
Rawlings Waste Wood Hogs  
Rotochopper, Inc.  
USNR  
Vecoplan, LLC

## Hose, Hose Fittings, Etc.

Bell's Machining, Welding & Hydraulics  
Cook's Saw Manufacturing, LLC  
Froedge Machine & Supply Co., Inc.  
LINC Systems  
Oak Lane Machine & Fabrication Ohio  
LLC  
Sawmill Hydraulics, Inc  
Smith Sawmill Service

## In-Kiln Moisture Measurement

Brunner-Hildebrand Lumber Dry Kiln  
Co.  
KDS Windsor - Lumber Drying  
Technologies  
Lignomat USA Ltd.  
Messersmith Manufacturing, Inc.  
Nyle Dry Kilns  
SII Dry Kilns  
USNR  
Wood-Mizer

## Laser Lights

Cemar Electro, Inc.  
Ellison Sales, Inc.  
HMC Corporation

LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Piper's Saw Shop, Inc.  
Sawmill Hydraulics, Inc

## Live Decks

American Built Machinery Co. LLC  
Bell's Machining, Welding & Hydraulics  
Brewco, Inc.  
Cook's Saw Manufacturing, LLC  
Froedge Machine & Supply Co., Inc.  
HMC Corporation  
Hurdle Machine Works  
HWP Shavers, LLC  
KEYSTONE MACHINERY  
CORPORATION  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Morbark, LLC  
Oak Lane Machine & Fabrication Ohio  
LLC  
Piper's Saw Shop, Inc.  
SELECT Sawmill Co.

## Log Stackers/ Log Handling Equip.

HMC Corporation  
HWP Shavers, LLC  
LPS Equipment & Acquisition Co., Inc.  
Mellott Mfg. Co., Inc.  
Sawmill Hydraulics, Inc  
USNR

## Log Turners

Cleereman Industries, Inc.  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.

HMC Corporation  
Hurdle Machine Works  
Jackson Lumber Harvester Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Piper's Saw Shop, Inc.  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
Storti SPA  
USNR

## Lubricants

Adhesive & Equipment, Inc.  
BioLube, Inc.  
Hub Industrial Supply, Inc.  
Menominee Saw & Supply Co., Inc.  
Saw Service & Supply Inc.  
Smith Sawmill Service

## Mandrels

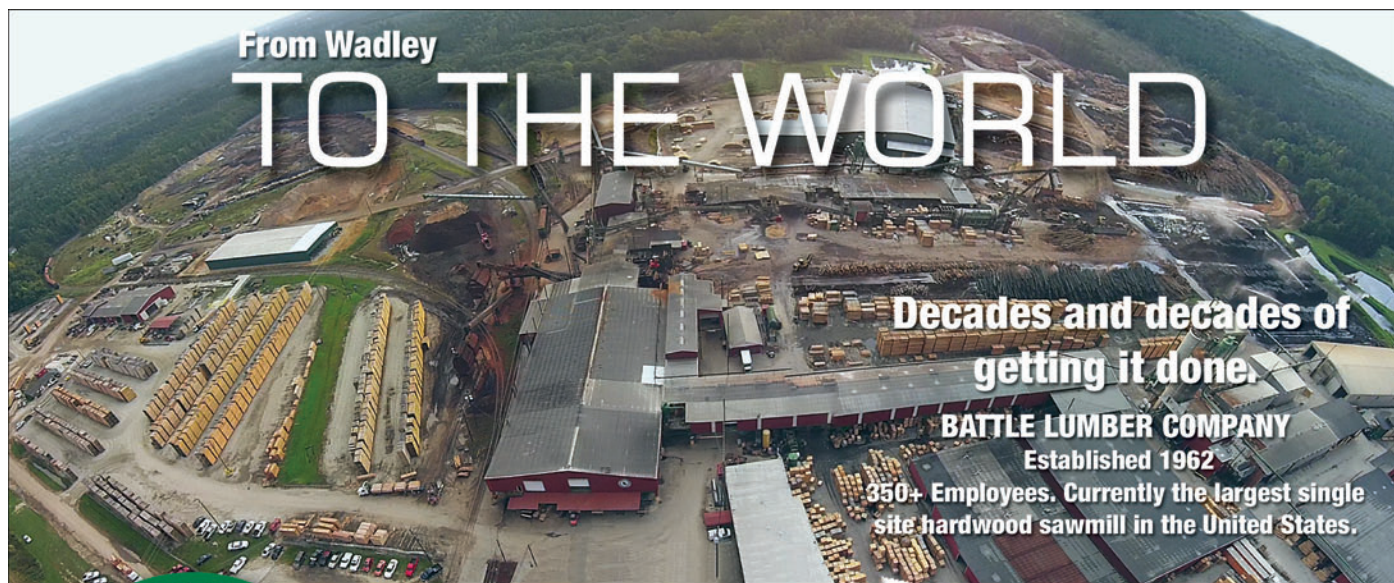
AccraMax Circular Saw Mandrel

## Moisture Meters

Innovated Control Systems  
Lignomat USA Ltd.  
Menominee Saw & Supply Co., Inc.  
Norwood Portable Sawmills  
Nyle Dry Kilns  
Smith Sawmill Service  
USNR  
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LPS Equipment & Acquisition Co., Inc.  
Wood-Mizer



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Cooper Machine Company, Inc.  
HMC Corporation  
JoeScan, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Samuel Packaging Systems Group -  
Coding & Labeling  
Sawmill Hydraulics, Inc  
Ultimizers Inc.  
USNR

## Paints, Inks

Claussen All-Mark Inc.  
Excelsior Marking  
Hub Industrial Supply, Inc.  
LINC Systems  
Piper's Saw Shop, Inc.  
Samuel Packaging Systems Group -  
Coding & Labeling

## Peelers

Biomass Engineering & Equipment  
LPS Equipment & Acquisition Co., Inc.  
Morbark, LLC

## Planers / Planer Mills

Baker Products  
KEYSTONE MACHINERY CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Newman Machine Co., Inc.  
Pallet Machinery Group, Inc.  
Profile Technology Inc.  
River Valley Machinery, Inc.  
USNR

## Portable Sawmills

Baker Products  
Cook's Saw Manufacturing, LLC  
Hurdle Machine Works  
HWP Shavers, LLC  
Jackson Lumber Harvester Co., Inc.  
KASCO LLC  
LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Morbark, LLC  
Norwood Portable Sawmills  
Pallet Machinery Group, Inc.  
Peterson Portable Sawmills  
Sawmill Hydraulics, Inc  
SELECT Sawmill Co.  
Smith Sawmill Service  
Universal Machinery Sales Inc.  
Wood-Mizer

## Post & Pole Machinery

Cooper Machine Company, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Multitek North America, LLC  
Sawmill Hydraulics, Inc  
Smith Sawmill Service

## Predryers

Cooper Machine Company, Inc.  
Lignomat USA Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Nyle Dry Kilns  
SII Dry Kilns  
USNR

## Resaws (Band)

Akhurst Machinery

## Baker Products

Bernie's Saw & Supply Inc.  
Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.  
Go Fast Manufacturing  
HMC Corporation  
Hub Industrial Supply, Inc.  
Hurdle Machine Works  
J&J Machinery LLC  
KASCO LLC  
KEYSTONE MACHINERY CORPORATION  
L-M Equipment Co. Ltd.  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Pallet Machinery Group, Inc.  
Pendulum Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
Sawmill Hydraulics, Inc  
Sawmill Supplies and Equipment, LLC  
SELECT Sawmill Co.  
Southeastern Metals LLC  
Universal Machinery Sales Inc.  
USNR  
West Plains Resaw Systems Inc.  
Wood-Mizer

## Resaws (Circular)

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.)  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Pallet Machinery Group, Inc.  
Pendulum Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
Sawmill Hydraulics, Inc  
USNR

## Ripsaws

Akhurst Machinery  
Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Cooper Machine Company, Inc.  
Hub Industrial Supply, Inc.  
J&J Machinery LLC  
KEYSTONE MACHINERY CORPORATION  
LINC Systems  
LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.  
Menominee Saw & Supply Co., Inc.  
Metal Detectors, Inc (MDI)  
Newman Machine Co., Inc.  
Pallet Machinery Group, Inc.  
Pendulum Manufacturing, Inc.  
Piper's Saw Shop, Inc.  
Profile Technology Inc.  
River Valley Machinery, Inc.

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Safety Speed Manufacturing  
Sawmill Hydraulics, Inc  
Storti SPA  
Universal Machinery Sales Inc.  
USNR

## Saw Deck/Chop

AccraMax Circular Saw Mandrel  
Baker Products  
Brewco, Inc.  
Conception R.P., Inc  
Cooper Machine Company, Inc.  
Go Fast Manufacturing  
HWP Shavers, LLC  
L-M Equipment Co. Ltd.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Metal Detectors, Inc (MDI)  
Morbark, LLC  
Multitek North America, LLC  
Pacific Trail Manufacturing Inc.  
Pallet Machinery Group, Inc.  
Sawmill Hydraulics, Inc

## Sawdust Handling / Shipping Systems

Hallico Industries Inc.

## Scragg Mills

AccraMax Circular Saw Mandrel  
Baker Products  
Brewco, Inc.  
Brewer Machine & Parts LLC- Eagle  
Equipment  
Cooper Machine Company, Inc.  
Jackson Lumber Harvester Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Lumberline Laser, Inc.

Machinery Installation Co. Inc.  
(M.I.C.I.)  
Menominee Saw & Supply Co., Inc.  
Pallet Machinery Group, Inc.  
Pendu Manufacturing, Inc.  
Sawmill Hydraulics, Inc  
Storti SPA  
Universal Machinery Sales Inc.

## Scrap Band & Wire Cutting Machine

LPS Equipment & Acquisition Co., Inc.  
Piper's Saw Shop, Inc.  
Samuel Packaging Systems Group

## Screens

Biomass Engineering & Equipment  
CBI - A Terex Brand  
Cresswood Shredding Machinery  
Dun-Rite Tooling  
DuraTech Industries  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc.  
(M.I.C.I.)  
Morbark, LLC  
Piper's Saw Shop, Inc.  
Smith Sawmill Service  
USNR  
West Salem Machinery Co.

## Sealants

ISK Biocides  
Menominee Saw & Supply Co., Inc.

## Setworks

Brewco, Inc.  
Cleerman Industries, Inc.  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.

Best of 2019 - General Advice

## It's Up to You to Train, Evaluate Forklift Drivers (July 2019)

Did you know that OSHA requires employers to provide forklift operator safety training before a worker takes on their first assignment? Do you know what this training should cover? Here's an overview:

- The employer must evaluate an employee's performance and determine if he is competent to operate a forklift safely before the worker may begin operating a forklift.
- Employers must certify that each operator has received training and evaluate each operator at least once every three years.
- Training and evaluation must be conducted by persons who have the necessary knowledge, training, and experience to train forklift operators and evaluate their competence.
- Formal training may include lectures and video instruction while practical training may include demonstrations and actual exercises with the forklift.
- Refresher training is needed whenever an employee demonstrates he is not operating a forklift safely.
- Simply showing a video doesn't suffice. You must review site-specific information, as well as evaluate the employee's comprehension and capabilities of safe operation.
- Each forklift driver must be evaluated for their performance after their initial training, after refresher training, and at least once every three years.



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Menominee Saw & Supply Co., Inc.  
Morbark, LLC  
Sawmill Hydraulics, Inc  
Smith Sawmill Service  
USNR

## Small Log Mills

AccraMax Circular Saw Mandrel  
Baker Products  
Brewco, Inc.  
Cook's Saw Manufacturing, LLC  
Cooper Machine Company, Inc.  
HWP Shavers, LLC  
Jackson Lumber Harvester Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)

Messersmith Manufacturing, Inc.  
Metal Detectors, Inc (MDI)  
Multitek North America, LLC  
Norwood Portable Sawmills  
Pallet Machinery Group, Inc.  
Peterson Portable Sawmills  
Sawmill Hydraulics, Inc  
Storti SPA  
USNR  
Wood-Mizer

## Sorters

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Cooper Machine Company, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Morbark, LLC  
Pallet Machinery Group, Inc.  
Pendul Manufacturing, Inc.  
Storti SPA  
USNR

Best of 2019 – Industry Trends & News

## Logistics Costs and Changing Trends (Aug. 2019)

By Chaille Brindley

Last year the cost of logistics in the U.S. reached a 10-year high, according to the State of Logistics Report. This annual assessment by the Council of Supply Chain Management Professionals (CSCMP) found that U.S. business logistics costs rose 11.4% to reach \$1.64 trillion, or 8% of 2018's \$20.5 trillion gross domestic product (GDP).

So, why are supply chain costs rising? The retooling of supply chains to account for more e-commerce sales has led to the need for smaller, more costly warehouses. Last year, extremely high utilization of existing truck fleets combined with limited available freight capacity to drive up transport rates. In addition, increasing government regulations on driver hours-of-service caused smaller trucking firms to cease operations, consolidate or be acquired by larger transportation companies. All these factors led to higher transport and logistics costs in 2018. The logistics study was written by A.T. Kearney and presented by Penske Logistics.

Also, a tight U.S. labor market and higher wages for truck drivers and warehouse workers has contributed to higher costs. One potential solution is technology that will decrease labor requirements and improve supply chain collaboration.

The report stated, "Silicon Valley has devoted time, energy and resources to automation and robotics with inventions like automated trucks and automated warehouses...The upgrade to a 5G communications network is on the horizon, which will improve logistics operation execution; planning and management; and high-security encryption."

"The logistics industry is at a new crossroads," said Michael Zimmerman, partner with A.T. Kearney and co-author of the 2019 report. "It has overcome a tough and exhausting year. Now, demand has softened, and growth is in doubt—but not to the point where a steep decline is visible, a context we summarize in the report's title, 'Cresting the Hill.'"

Across three decades, the report has offered a snapshot of the U.S. economy through the lens of the supply chain.

## Spark Detection/Extinguishing Systems

Biomass Engineering & Equipment  
Boulware Equipment, LLC  
LPS Equipment & Acquisition Co., Inc.

## Sprockets

Anson Industrial Mfg. Corporation  
Cook's Saw Manufacturing, LLC  
Froedge Machine & Supply Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Oak Lane Machine & Fabrication Ohio LLC  
USNR

## Stackers and Unstackers

Baker Products  
Cooper Machine Company, Inc.  
Froedge Machine & Supply Co., Inc.  
J&J Machinery LLC  
KEYSTONE MACHINERY CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Mellott Mfg. Co., Inc.  
Pallet Machinery Group, Inc.  
Pendul Manufacturing, Inc.  
Storti SPA  
Universal Machinery Sales Inc.  
USNR

## Stake Pointers/Sharpeners

KEYSTONE MACHINERY CORPORATION  
LPS Equipment & Acquisition Co., Inc.  
Pendul Manufacturing, Inc.  
Profile Technology Inc.  
Universal Machinery Sales Inc.

## Stellite Tips

Menominee Saw & Supply Co., Inc.

## Stenciling Systems

Automated Machine Systems, Inc.  
Claussen All-Mark Inc.  
Excelsior Marking  
Samuel Packaging Systems Group  
Samuel Packaging Systems Group - Coding & Labeling

## Take Up Frames

Anson Industrial Mfg. Corporation

## Tensioners

Cleereman Industries, Inc.  
LPS Equipment & Acquisition Co., Inc.  
Piper's Saw Shop, Inc.  
USNR

## Tilt Hoist Systems

Brewer Machine & Parts LLC- Eagle Equipment  
Conception R.P., Inc  
Froedge Machine & Supply Co., Inc.  
HMC Corporation  
KEYSTONE MACHINERY CORPORATION  
KNL Holdings, LLC  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Mellott Mfg. Co., Inc.  
Pendul Manufacturing, Inc.  
USNR

## Tooling, Parts & Serv.

Boulware Equipment, LLC  
Cresswood Shredding Machinery

Froedge Machine & Supply Co., Inc.  
LPS Equipment & Acquisition Co., Inc.  
Menominee Saw & Supply Co., Inc.  
Viper Industrial Products, Inc.

## Top Doggers

Cooper Machine Company, Inc.  
Hurdle Machine Works  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Sawmill Hydraulics, Inc  
USNR

## Trimmers

Brewco, Inc.  
Conception R.P., Inc  
Cooper Machine Company, Inc.  
Froedge Machine & Supply Co., Inc.  
HMC Corporation  
HOLTEC USA Corporation  
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PRS Group Inc.  
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USNR

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## Wood Dust Removers/Board Cleaners

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Brewer Machine & Parts LLC- Eagle Equipment  
Froedge Machine & Supply Co., Inc.  
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KASCO LLC  
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### Auction Services

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



## Consulting

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Automated Machine Systems, Inc.  
Baker Products  
BioLube, Inc.  
Biomass Energy Solutions  
Carolina Inspection Services, Inc.  
Conway & Robison, LLC  
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eLIMBS, LLC  
HMC Corporation  
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J&J Machinery LLC  
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LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Messersmith Manufacturing, Inc.  
Profile Technology Inc.  
PRS Group Inc.  
Rawlings Waste Wood Hogs  
Sawmill Hydraulics, Inc.  
Smith Sawmill Service  
Storti SPA  
Universal Machinery Sales Inc.  
USNR  
Viper Industrial Products, Inc.  
White and Company

## Cryogenic Services

Viper Industrial Products, Inc.

## Educational Materials

Compliance Management LLC  
Cook's Saw Manufacturing, LLC  
Hardwood Market Report  
Universal Machinery Sales Inc.  
White and Company

## Equipment Brokerage

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Machinery Installation Co. Inc. (M.I.C.I.)  
Pallet Machinery Group, Inc.  
PRS Group Inc.  
Universal Machinery Sales Inc.

## Equipment Leasing

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Innovated Control Systems  
LPS Equipment & Acquisition Co., Inc.  
Pallet Machinery Group, Inc.  
PRS Group Inc.  
Universal Machinery Sales Inc.

## Financial

Accord Financial Group  
Ervin Equipment, Inc.

## Hardwood Market Research

Hardwood Market Report

## Machinery Retrofitting

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GBN Machine & Engineering Corp.  
HWP Shavers, LLC  
Industrial Resources  
Innovated Control Systems  
J&J Machinery LLC  
LPS Equipment & Acquisition Co., Inc.  
Messersmith Manufacturing, Inc.  
Oak Lane Machine & Fabrication Ohio LLC  
Pallet Machinery Group, Inc.  
Pallet Machinery Service  
Profile Technology Inc.  
PRS Group Inc.

Rawlings Waste Wood Hogs  
Smith Sawmill Service  
USNR

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Innovative Data Systems, Inc.  
LPS Equipment & Acquisition Co., Inc.  
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Lignomat USA Ltd.  
Storti SPA  
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Biomass Engineering & Equipment  
Boulware Equipment, LLC  
Brewco, Inc.  
Bronco Pallet Systems  
Brunner-Hildebrand Lumber Dry Kiln Co.  
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Cresswood Shredding Machinery  
Froedge Machine & Supply Co., Inc.  
Industrial Resources  
Innovated Control Systems

J&J Machinery LLC  
LPS Equipment & Acquisition Co., Inc.  
Machinery Installation Co. Inc. (M.I.C.I.)  
Pallet Machinery Group, Inc.  
PRS Group Inc.  
Universal Machinery Sales Inc.  
USNR

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Innovated Control Systems  
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Best of 2019 – Industry Trends & News

## E-Commerce Is Changing Supply Chains; Are You Paying Attention (March 2019)

By Edward C. Brindley

Supply chains are not static, and e-commerce is profoundly altering the logistics landscape.

Interestingly, even while e-commerce has boomed, demand for pallets has continued to steadily grow. Cardboard boxes have not completely done away with the need for pallets. Online retail giant Amazon, for example, is open to a wide variety of pallet types as long as the pallet does the job. Most goods are sent to Amazon on pallets. It is simply the distribution center to store part of the supply chain that is bypassed in the Amazon model. Those shipments are made mostly in corrugated boxes now direct to the consumer.

In the store fulfillment model, nothing much changes. So, if you buy from Walmart.com and pick up in the store or have it delivered from a store, the pallet demand doesn't really change that much. A key thing to watch is how much major retailers supply consumers from stores versus distribution centers. That will have an impact on total palletization in the fast-moving consumer goods supply chain.



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Messersmith Manufacturing, Inc.  
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Email: [ronald@aldermansawshop.com](mailto:ronald@aldermansawshop.com)  
Website: [www.aldermansaw.com](http://www.aldermansaw.com)  
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Contact: Joe Woods  
Email: [info@allianceautomation.com](mailto:info@allianceautomation.com)

Website: [www.allianceautomation.com](http://www.allianceautomation.com)  
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Fax: 417/204-5603  
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616/662-1309  
877/267-8384

Fax: 616/662-1310  
Contact: Kevan Grinwis  
Email:

solutions@AutomatedMachineSystems.com  
Website: www.AutomatedMachineSystems.com  
*Automated Machine Systems (AMS) provides automation supporting pallet sorting, repair, stacking, dispensing, painting/stenciling and washing/sanitizing. AMS also offers solutions for wood recovery, material handling, palletizing, and pallet management, as well as the PalMate® suite of software solutions which support a wide range of business functions adding real value to companies globally every day. (See ad on page 37)*



## B

### B & B Manufacturing

3007 West River Rd.  
Olean, NY 14760  
716/373-5881 - 800/654-5320  
Email: bbmfg@verizon.net  
Website: www.bbmfg.org

*The WOOD-PAKER heat shrink wrap packaging equipment line (7 models available), for the convenience wood industry. Packages wastewood (slab and edgings) and firewood into convenience packages for the consumer market. Easy to operate and affordable too. Increase your wood sales profits using the WOOD-PAKER. Financing Available.*

### Baker Products

PO Box 128  
Ellington, MO 63638  
800/548-6914 - 573/663-7711  
Fax: 573/663-2787

Contact: Clyde Reed  
Email: info@bakerproducts.net  
Website: www.bakerproducts.net

*Baker Products manufactures a complete line of sawmills to turn logs into lumber with speed and accuracy. Other products offered include edgers, band resaws, notchers, scragg mills, complete systems and more. Baker Products has been serving the wood industry worldwide since 1988. (See ad Back Cover)*

### Baldwin Industrial Supply

1710 E Tulare Ave  
Tulare, CA 93274

559/688-8821

Fax: 559/688-8823

Contact: Douglas Baldwin

Email: dbaldwin1024@gmail.com

*Offers nails, staples, parts, tools and service for the pallet community. Proud distributor of Monster Products.*

### Bandit Industries, Inc.

6750 Millbrook Rd.  
Remus, MI 49340  
800/952-0178

Fax: 989/561-2273

Contact: Regional Sales Manager

Email: sales@banditchippers.com

Website: www.banditchippers.com

*Bandit Industries is a leading global manufacturer of hand-fed and whole tree chippers, stump grinders, and waste reduction recyclers. Bandit whole tree chippers and horizontal grinders are used in logging and biomass applications around the world, producing chips and valuable end-products for fuel wood markets.*

### Barry Equipment Co., Inc.

30 Birch Island Road  
Webster, MA 01570

508/949-0005

Fax: 508/943-9072

Contact: Joe Barry

Email: joebarry@barryequipment.com

Website: www.barryequipment.com

*Barry Equipment is a family owned and operated full service heavy equipment dealership established in 1985. Represents Peterson Pacific, Doosan, Yanmar and Rotobec equipment for use in the industries of construction, recycling, forestry and biomass.*

### Bell's Machining, Welding & Hydraulics

2044 Rogers Rd.  
Perth, Ontario K7H 1P9

Canada

613/267-1965 - 888/995-1965

Fax: 613/267-6101

Contact: Brent Easton

Email: bellsmachining@bellnet.ca

Website: www.bellsmachining.com

Best of 2019 – Workforce / Culture

## Motives Matter Most When It Comes to Leadership (Sept. 2019)

By Chaille Brindley

When business guru Patrick Lencioni spoke at the Global Leadership Summit (GLS) 2019, he grabbed my attention from the beginning of his speech and never let go.

Lencioni explained that why people lead makes all the difference. If you lead for the wrong reasons, your leadership will be flawed. He broke it down to two major ways of thinking – rewards or responsibilities.

If you lead because you have earned it and want to enjoy the fruits of your labor, he suggested you may be reward focused. The other way of thinking about leadership is recognizing the great responsibility you have and being willing to do what it takes to succeed no matter the sacrifice.

### Good Leaders Address Problems

Lencioni also explained that when you're a leader, you sometimes must be willing to have uncomfortable conversations, whether it be confronting an employee about poor performance or confessing your own failures or weaknesses.

Lencioni stressed that "Leaders must be willing to have messy conversations...If leaders aren't willing to do those messy things, then they shouldn't be leaders in the first place."

Leaders must also be willing to manage their direct reports. But many leaders claim to be too busy to do that. They have their own work to do. They may say, "I hire good people that don't require management." Or they may think, "I don't want to come across as a micro manager." There is a big difference between managing every detail and managing people in general.

### Running Great Meetings

Many leaders hate meetings, but they need to change their attitude toward them because meetings can be their time to shine. It is kind of like a quarterback hating playoff games or a surgeon hating surgery. That's what you get paid for. Meetings are a managers Superbowl.

Lencioni warned, "Bad meetings lead to bad decisions." The wrong things get funded. The wrong person is promoted or empowered. The wrong solutions get tried. Bad meetings can suck the life out of an organization or company and stifle passion and creativity.

Bell's is a welding and hydraulic shop. The company also manufactures firewood, processors, tumblers, conveyors and splitters.

## Bernie's Saw & Supply Inc.

1233 Circle Ave.  
Forest Park, IL 60130-2416  
708/209-1636 - 888/249-1646  
Fax: 708/209-1656  
Contact: Peg Curran  
Email: berniessaw@aol.com  
Supplies bandsaw blades for resawing & dismantling. Along with circular saw blades for resale & sharpening. Ship via UPS.  
(See ad on page 74)



## BioLube, Inc.

PO Box 9732  
Fort Wayne, IN 46899  
260/414-9633 - 260/467-9208  
Fax: 260/440-3136  
Contact: Bob Pennycoff  
Email: sales@biolube1.com  
Website: www.biolube1.com  
BioLube is the official originator and manufacturer of Lubie® saw lubricating systems and Lubie® lubricants proven to be trouble-free, biodegradable, non-flammable and odor-free, making work environments safer and more productive. The Lube Master all-pneumatic Spray System is easily installed on all wood processing equipment yielding more linear feet per shift. Guaranteed! (See ad on page 51)



## Biomass Energy Solutions

PO Box 1113  
Blue Springs, MO 64015  
816/482-3822  
Fax: 816/482-3823  
Contact: Jared Findley  
Email: jfindley@biomassenergysolutions.com  
Website: www.biomassenergysolutions.com  
Biomass Energy Solutions provides technical support and industrial equipment supply for chemical, industrial and wood processing facilities.

## Biomass Engineering & Equipment

5851 S Harding St.  
Indianapolis, IN 46217  
317/522-0864  
Contact: **BIOMASS engineering & equipment**  
Tim Brown  
Email: tim@beande.net  
Website: www.biomassengineeringequipment.com  
Biomass Engineering & Equipment provides engineering and complete systems for bulk material handling: chipping, screening, transfer, bulk storage, infeed and outfeed. SMART



conveyors from BE&E boast top-of-the-line performance and an innovative design which increases efficiency and decreases maintenance. Engineering services include turn-key wood yards, material handling and energy systems.

## Bliss Industries, LLC

P.O. Box 910  
Ponca City, OK 74601  
580/765-7787  
Fax: 580/762-0111  
Contact: Sales  
Email: sales@bliss-industries.com  
Website: www.bliss-industries.com  
Bliss Industries, LLC is a leading manufacturer of pellet mills, hammermills, and other processing equipment for the biomass pelleting and processing industry. From a single pellet mill line to multi-pellet mill lines, Bliss has the experience and knowledge to help you with your project.



## Boulware Equipment, LLC

3134 Pinkie Lane  
Newton, NC 28658  
704/651-6061  
Contact: Brad Boulware  
Email: brad@boulwarellc.com  
Website: www.boulwarellc.com  
Specializing in turnkey pallet scrap grinding systems and turnkey dust collection systems. New grinder dealer for Cresswood. Also offers used and rebuilt grinder systems such as Cresswood, Vecoplan and Weima in addition to fans, blowers, cyclones, scrap conveyors, truck loading systems, baghouses and wood scrap recycling service.  
(See ad on page 43)



## Brewco, Inc.

P.O. Box 150  
607 Front St.  
Central City, KY 42330  
800/237-6880 - 270/754-5847  
Fax: 270/754-9249  
Contact: Bill Hendrix  
Email: bhendrix@brewco.com  
Website: www.brewcoinc.com  
Brewco provides equipment for the Pallet, Grade, Crosstie, and Stave Mill Industries. Offers the Brewco Timberland Big Jake Scragg and Auto Edger. Also, B800 Resaws complement these so you can process whole logs into pallet cut stock.



## Brewer Machine & Parts LLC - Eagle Equipment

PO Box 512  
Central City, KY 42330  
270/754-1768 - 800/345-6516

Fax: 270/754-5341  
Contact: Marty Fox  
Email: mfox@brewermach.com  
Website: www.brewermach.com  
Soar higher with Eagle Equipment. Heavier materials mean longer lasting equipment, which has been Brewer's brand for nearly 50 years. There are many examples of products still running at top performance for 30 or more years. Offers a combination of quality, lead-time and competitive price for Pallet, Grade, Stave and Rail Tie industries. (See ad on pages 63, 93)

## Bronco Pallet Systems

P.O. Box 1  
Loves, KY 42061  
270/674-6091 - 800/458-5462  
Fax: 270/674-6094  
Contact: Morris Self  
Email: broncosys@gmail.com  
Website: www.broncosys.com  
Manufacturer of patented, block and stringer pallet assembly system - block and stringer pallet recycling and sorting systems. Newer systems specifically engineered for assembling larger sizes and styles of pallets.

## Brunner-Hildebrand Lumber Dry Kiln Co.

7516 Highway 70 So., Suite 170  
PO Box 210289  
Nashville, TN 37221  
615/301-8721  
Contact: Andreas Mueller  
Email: andreas.mueller@brunner-hildebrand.com  
Website: http://www.bhl-drykilns.com  
BHL introduces Hildebrand Weight Precision Technology (HWPT), which weighs entire lumber stacks wirelessly for monitoring moisture loss. Compared to common in-kiln-probe-systems, it provides massive improvements due to more accurate results and easy integration into the daily work routine by using weighing devices looking just like regular 4x4s. Customers benefit from a superb level of accuracy and its practical implementation. For more information, please email andreas.mueller@brunner-hildebrand.com or visit www.bhl-drykilns.com.

## Built-Rite Mfg. Corp.

750 East Hill Rd.  
Ludlow, VT 05149  
802/228-7293 - 800/757-2520  
Fax: 802/228-7293  
Contact: John Smith, Dave Anthony  
Email: info@built-rite.com  
Website: www.built-rite.com  
"Built-Rite" builds a complete line of Firewood Processing equipment. New for '20- Model 18HP-16 processor with 16-way bundlewood wedge and an optional 16-way firewood wedge - Firewood Tumbler with infeed and outfeed conveyors. Unique features on processors include patented Multi-Wedge System and hour glass infeed rolls. Also makes 2 circular saw models.

**Happy New Year!**  
Wishing you peace and prosperity in 2020.





## Carolina Inspection Services, Inc.

5910 Morgan Park Dr  
Monroe, NC 28110  
704/776-4901  
866/753-5738  
Fax: 704/776-4902



Contact: Amanda Gilreath-Eaton  
Email: cis@carolinainspection.com  
Website: www.carolinainspection.com  
Provides certification and inspection services for WPM and HT programs under ISPM-15 guidelines. (See ad on page 101)

## CBI – A Terex Brand

22 Whittier Street  
Newton, NH 03858  
603/382-0556  
Fax: 603/382-0557

Contact: Art Murphy  
Email: NWT.Sales@terex.com  
Website: www.terex.com/cbi  
CBI manufactures and distributes a complete line of portable and stationary grinders, shredders, chippers, flail debarkers, and attachments for composting, forestry, biomass recovery, and wood-waste processing.

## Cemar Electro, Inc.

100 Walnut St.  
Champlain, NY 12919  
518/298-3065 - 800/298-5273  
Fax: 518/298-2927

Contact: Wilson Collins  
Email: sales@cemarelectro.com  
Website: 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.

## Claussen All-Mark Inc.

8795 Grissom Parkway  
Titusville, FL 32780  
321/607-5070 - 800/252-2736  
Fax: 321/607-5071

Contact: Tim Goldammer - Sales Manager  
Email: sales@claussenallmark.com  
Website: www.claussenall-mark.com  
39 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  
Website: 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. Stave mill equipment. The 54" and 62" thin kerf Lumber-Pro double cut band mills. And now Cleereman sawmill controls and optimization.

## Compliance Management LLC

711 Thompson St.  
Florence, AL 35630  
844/44COMPLY  
256/248-0020



Contact: Colton McKinney  
Email: cmckinney@compliancemanagement.com  
Website: www.compliancemanagement.com  
Compliance Management uses e-learning and automated compliance tracking to help organizations in the wood products industry hire faster, train better and comply confidently! Compliance Management's online platform offers electronic I-9 and onboarding compliance as well as OSHA, DOT and orientation training for new hires.

## Conception R.P., Inc

405 Avenue Galilée  
Quebec, Quebec G1P 4M6,  
Canada  
418/871-6016 - 877/871-6016  
Fax: 418/871-6292

Contact: Richard Tremblay  
Email: info@conceptionrp.com  
Website: www.conceptionrp.com  
Founded in 1990, Conception R.P. designs and manufactures state-of-the-art finger jointing systems for the industry. The company is now oriented on Mass Timber Production and delivers turnkey finger jointing lines for CLT, Glulam and other engineered timber production.



## Conway & Robison, LLC

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

Contact: Jason Robison  
Email: jason@cr-inspect.com  
Website: 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  
Website: 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,

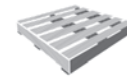
setters, band blades and parts & accessories. Request free catalog today!



## 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  
Website: www.coopermachine.com  
Cooper Machine is best known for its Low Grade and Pallet solutions; also provides quality equipment for Grade, Tie and Stave Mills as well. Produces Scraggs, Merchandising Systems, Slab Recovery Systems, Trimmers, Edgers, Sorting/Stacking Systems as well as the optimization/controls for the equipment.



## Corali-USA

9848 Redhill Dr.  
Cincinnati, OH 45242  
513/588-3199 - 513/382-9208  
Contact: Jeff Jensen

Email: jeff@stitchingandgluing.com  
Website: www.corali-usa.com  
Corali, Europe's premier manufacturer of pallet making equipment for 60 years, has the experience and know-how to solve the toughest problems. It is supported in the U.S. and Canada with U.S.-based sales, parts, and service through Corali-USA in Cincinnati, Ohio. Guaranteed parts stock, veteran pallet technicians, and leading-edge machinery. (See ad on page 4)

## 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  
Website: 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 on page 50)



## Crane Point Industrial

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

Contact: Ian Carter  
Email: info@cranepointllc.com  
Crane Point is a full service supplier of high quality fasteners, tools and parts to the pallet and crating industry. Crane Point supplies the highest standard machine quality bulk nails, as well as a



complete line of wire collated coil nail/fasteners and is a master distributor for Max, Hitachi, Bostitch, Apach and Unicatch. Operates warehouses in Baltimore, Houston, Long Beach and Portland. (See ad on page 27)



### 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  
Website: 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 on page 19)

### Crosscut Solutions

E5763 County Road B  
Manawa, WI 54949  
920/596-2330  
Fax: 920/596-2324  
Contact: Amy Starr  
Email: crosscut@wolfnet.net  
Website: 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 on page 92)

## D

### Direct Fasteners Inc.

8801 Whisper Creek Trail  
Rockford, MN 55373  
612/812-2044  
Contact: Paul Masica  
Email: paul@directfastenersinc.com  
Website: www.directfastenersinc.com  
Machine quality, extra stiff-stock bulk pallet nails. Collated nails, screws and staples, pneumatic nail and staple tools.

### Double R Sharpening

18915 Brake Shoe Rd.  
Meadville, PA 16335  
814/333-1181  
Fax: 814/333-1731  
Contact:  
Roy Hershberger  
Email: roy@doublersharpening.com  
Website: 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  
Website: 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.

### DuraTech Industries

PO Box 1940  
Jamestown, ND 58401  
701/252-4601 - 800/243-4601  
Fax: 701/252-0502  
Contact: Bob Strahm  
Email: ind.sales@duratechindustries.net  
Website: www.duratechindustries.net  
DuraTech Industries manufactures a complete line of recycling equipment for the wood waste industries. DuraTech offers a line of tub grinders, horizontal grinders and their newest addition, the TC-15, a 15-inch tree chipper.

### 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  
Website: 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

### Eagle Dip Tanks

200 A Progress Drive Ext  
Burgaw, NC 28425  
910/259-9794  
Fax: 910/259-1625  
Email: sales@eaglediptanks.com  
Website: 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 Metal Products

PO Box 1267  
Mabank, TX 75147  
903/887-3581 - 800/521-3245  
Fax: 903/887-2239  
Contact: Jennifer Ferguson  
Email: mwylie@eaglemetal.com  
Website: www.palletplates.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.

### 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



Replace your **BUSTED** turner bucket with our new active flipper arms

J & J Machinery is now offering turner upgrade kits for your vetted nailer.



- ▶ Active pallet release allows 2nd machine to cycle more consistently.
- ▶ Allows turner to receive new half pallet sooner.
- ▶ Eliminate the need to weld broken turner buckets.
- ▶ Reduce noise pollution from your banging resonant bucket.
- ▶ Renews turner functionality and reliability with new gearbox, motor, shaft and bearings.
- ▶ Works with original operating system as well as upgraded J & J systems.
- ▶ Improved turner functionality will lead to increased production and machine reliability.
- ▶ Kits can be installed by customer or arrange installation by J & J's Machine Specialists.

**J&J MACHINERY**  
WHERE DO YOU WANT TO GO?  
850.712.4975 www.JANDJMACHINERY.com



Website: [www.econotool.com](http://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 on page 81)

**eLIMBS, LLC**  
 2730 Washington Blvd.  
 Belpre, OH 45714  
 (740) 401-0720 - (888) 520-1951  
 Fax: (866) 739-0336  
 Contact: Amy Coyner  
 Email: [sales@elimbs.com](mailto:sales@elimbs.com)  
 Website: [www.elimbs.com](http://www.elimbs.com)

*eLIMBS is a Software Solutions and Hardware Solutions provider serving the wood products industry with easy-to-use tools for tracking wood products from the initial standing timber process clear through the harvesting, production and manufacturing process up to and beyond the point of sale.*

**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](mailto:sales@ellisonsales.com)  
 Website: [www.ellisonsales.com](http://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.*

**Wishing you peace and prosperity in 2020.**

**Master Distributor**  
**FASCO AMERICA**  
 Get connected:  
[www.fascoamerica.com](http://www.fascoamerica.com)  
 or call 800-239-8665

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**Ervin Equipment, Inc.**  
 608 N. Ohio Street  
 PO Box 30  
 Toledo, IL 62468  
 217/849-3125 - 877/873-6863  
 Contact: Perry Lopst  
 Email: [ppropst@ervinusa.com](mailto:ppropst@ervinusa.com)  
 Website: [www.ervinusa.com](http://www.ervinusa.com)  
*New and Used Dry Vans, Flatbeds, Semi-Trailers, Finance, Logistics*

**Excelsior Marking**  
 888 W. Waterloo Road  
 Akron, OH 44314  
 330/745-2300 - 800/433-3615  
 Fax: 330/745-2333  
 Contact: Dave Sutter  
 Email: [daves@excelsiormarking.com](mailto:daves@excelsiormarking.com)  
 Website: [www.excelsiormarking.com](http://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.*



**FASCO America**  
 105 Industrial Park Drive  
 Muscle Shoals, AL 35661  
 800/239/8665  
 Fax: 256/381-6659  
 Email: [sales@fascoamerica.com](mailto:sales@fascoamerica.com)  
 Website: [www.fascoamerica.com](http://www.fascoamerica.com)  
*Fasco brings the most complete selection of tools & fasteners available by offering a highly diversified range of top quality products.*  
 (See ad on page 59)

**Fast Mat Inc.**  
 9655 KY HWY 672

Princeton, KY 42445  
 270/619-0640  
 Fax: 270/365-2997  
 Email: [info@fastmatusa.com](mailto:info@fastmatusa.com)  
 Website: [www.fastmatusa.com](http://www.fastmatusa.com)  
*Manufacturers of FastMat crane mat drill.*  
 (See ad on page 85)

**Froedje Machine & Supply Co., Inc.**  
 317 Radio Station Road  
 Tompkinsville, KY 42167  
 270/487-5891 - 888/868-5891  
 Fax: 270/487-9479  
 Contact: Jeff Bybee  
 Email: [info@froedje.com](mailto:info@froedje.com)  
 Website:  
[www.froedje.com](http://www.froedje.com), [www.lumberhandling.com](http://www.lumberhandling.com)  
*Pallet board cleaners, 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.* (See ad on page 51)

**Fuel Efficiency LLC**  
 101 Davis Parkway  
 Clyde, NY 14433  
 315/923-2511 - 800/448-9794  
 Fax: 315/923-9182  
 Contact: Joe Connelly or Keith Knapp  
 Email: [fuelefficiency@aol.com](mailto:fuelefficiency@aol.com)  
 Website: [www.fuelefficiencyllc.com](http://www.fuelefficiencyllc.com)  
*The Fuel Efficiency/B.E.T. automatic tube cleaning system eliminates all of the problems associated with manually cleaning boiler firetubes. It has fully automatic controls to provide regular, timed cleaning. It removes soot and ash accumulations and cleans every boiler tube at least once during each hour of boiler operation.*



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 300 County Rd. 2  
 Piedmont, AL 36272  
 256/447-9532  
 Fax: 256/447-9529  
 Contact: Charles Pope  
 Email: [Bub@g2nailer.com](mailto:Bub@g2nailer.com)  
 Website: [www.G2nailer.com](http://www.G2nailer.com)  
*Manufactures pallet assembly machines.*

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**Garnett Company LLC**  
 11400 Jess and Betty Garnett Ave.  
 Brandsville, MO 65688  
 417/256-7064 - 877/427-6245  
 Fax: 417/257-7876  
 Contact: Diann Garnett  
 Email: diann@garnettcompany.com  
 Website: 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  
 Website: www.nailerman.com  
 Manufacturer of Nailers, Pallet Stackers, Lumber Stackers, Branders and Pallet Assembly Systems both Block and Stringer. (See ad on page 87)

**Go Fast Manufacturing**  
 W7824 Smith St.  
 Shiocton, WI 54170  
 800/854-7439  
 Fax: 920/227-1961  
 Email: sales@gofastmfg.com  
 Website: www.gofastmfg.com  
 Go Fast Manufacturing manufactures quality equipment for all industrial manufacturers. Product



line-up include band resaws, dedusters, notchers, chop saws, edgers, material handling equipment, trim saws, grade saw and run-around, and firewood processing equipment.  
 (See ad on page 31)



**Hallco Industries Inc.**  
 PO Box 505  
 Tillamook, OR 97141  
 503/842-8746 - 800/542-5526  
 Fax: 503/842-4866  
 Email: info@hallcoindustries.com  
 Website: 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.

**Halverson Wood Products, Inc**  
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 Pine River, MN 56474  
 218/587-2065  
 Contact: Tom  
 Email: halversonwoodproducts@halversonwp.com  
 Website: www.HalversonWoodProducts.com  
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operation; In-cab safety and comfort; processes 1 to 2 cords per hour. Simple controls. Easy to set up and easy to store, Mobile — goes to the wood, Processes wood into truck or trailer, Quick attach/detach, Fast factory support.

**Hardwood Market Report**  
 780 Ridge Lake Blvd, Suite 1002  
 Memphis, TN 38120  
 901/767-9126  
 Fax: 901/767-7534  
 Contact: Judd Johnson  
 Email: judd@hmr.com  
 Website: www.hmr.com



International lumber newsletter furnishing benchmark pricing and market commentary on North American hardwoods and hardwood products. Hardwood Wizard® - a free online hardwood product search tool for subscribers. Website includes all published reports and industry news.

**Heartland Fabrication & Machine, Inc.**  
 207 North Saint Augustine Street  
 Pulaski, WI 54162  
 920/822-2215 - 800/422-2215  
 Fax: 866/723-7319  
 Contact: Erick Finke  
 Email: ef@hfami.com  
 heartlandfabandmachine@gmail.com  
 Website: www.hfami.com  
 Pallet recycling equipment: Band Saws, Nail Clippers, Trim Saws, Chop Saws, Turn Tables, Repair Tables, Assembly Tables. Material handling equipment. Snow blades and snow buckets for forklifts. Abrasive saws and miters saws.

**HMC Corporation**  
 284 Maple Street  
 Contoocook, NH 03229  
 603/746-4691  
 Fax: 603/746-4819  
 Contact: Peter Taylor  
 Email: info@hmccorp.com  
 Website: 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.

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 14 Commerce Drive  
 Sabetha, KS 66534  
 785/284-3454  
 Fax: 785/284-3601  
 Contact: Tim Wenger  
 Email: hogzilla@cwmill.com  
 Website: 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. Experts prefer HogZilla's efficiency, torque, proven production, reliability, visible quality, durability & can be configured as stationary, portable, track mount, or w/ mounted loader. 20 std models & options.

## Best of 2019 – Best Plant Suppliers Offer Many Choices for Automated Pallet Assembly (March 2019)

Broadly speaking, there are two types of machines used to nail pallets. One group uses hydraulic, mechanical, or electrical power to drive bulk fasteners. The other group uses pneumatic nailing tools and collated fasteners for assembling pallets. The first group generally represents a higher capital investment, although an advantage is that bulk fasteners cost less than collated fasteners.

When purchasing a nailing machine, business owners should consider their return on investment – how long it will take to recoup the cost of the machine. That will require determining the number of pallets that would have to be nailed on the machine per day, and whether your business will support that volume.

### Considerations When Purchasing a Nailing Machine

Another factor to consider is what the machine can do for you – how versatile it is. For example, what's the smallest pallet it can assemble and the largest? Another key consideration is pallet quality.

Here are some additional questions to consider before purchasing a nailing machine:

- How quickly can it be changed over to a different pallet?
- What is the cycle time, or how long does it take to assemble one pallet?
- Will the machine be used to assemble stringer pallets or block pallets?
- Can it nail pallets with four stringers?
- Can it nail wing pallets?
- Can the machine be expanded or modified in the future to increase production or nail a larger range of pallets?
- How many operators does it require?
- What about automated features to reduce labor?



## HOLTEC

### HOLTEC USA Corporation

PO Box 2190  
Brandon, FL 33509  
813/754-1665 - 800/346-5832  
Fax: 813/752-8042  
Contact: Sam Rashid  
Email: info@holtecusa.com  
Website: 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 8,000 manufacturers worldwide including over 2,000 in North America. HOLTEC is recognized as a worldwide leader in package crosscut saw technology. (See ad on page 3)*

### Hub Industrial Supply, Inc.

371 SW Ring Court  
Suite 101  
Lake City, FL 32025  
386/755-9401 - 800/743-9401  
Fax: 866/324-5821  
Contact: Samuel Lacey  
Email: sam@hubindustrial.com  
Website: 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 on page 23)*

### Hurdle Machine Works

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

### HWP Shavers, LLC

1660 Poplar Springs Rd  
Aiken, SC 29805  
803/564-7173  
Contact: Patrick Hutto  
Email: info@hwpshavers.com  
Website: www.hwpshavers.com

*HWP Shavers manufactures shaving mills and support equipment. It has 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. (See ad on page 39)*

## Happy New Year!

### IMAL-PAL Group, Inc.

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

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



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616/791-7500 - 800/748-0306  
Fax: 616/791-7501  
Contact: Martin VanDenack  
Email: sales@irinc.us  
Website: www.irinc.us

*Industrial Resources is an industry leader in the design, build, installation and support of pallet recycling 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. Full supplier of parts and services for their products. Most popular products include: The Infinity™ Stacker, High-Speed Tipper-Accumulator, PassOne™ Dismantler, Wolverine II™ and RapidCut II™ Bandsaws, QuickCut™ Trim Saw, BoxSpring Dismantler, CenterLift™ Stacker, E-Series™ Bucket Tipper. (See ad on page 71)*

### Innovated Control Systems

PO Box 1091  
Bancroft, Ontario K0L 1C0  
Canada  
613/332-9960 - 877/427-5456  
Fax: 613/332-9960  
Contact: Brad Nichol  
Email: info@portakiln.com  
Website: www.portakiln.com

*Serving the wood products industry for over 20 years, Innovated Control Systems is a leading wood preservation equipment manufacturer and service provider in Canada. Dedicated to manufacturing state of the art equipment including dry kilns, conditioning and heat treating chambers, wood preservation equipment, wood processing and handling equipment, automation and controls, prototype machinery and one-off process equipment in addition to rebuilding and retrofitting existing production equipment to improve capacity with automation. Contact today to find out what ICS can do for you!*

## IMAL PAL GROUP

### Innovative Data Systems, Inc.

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Bohemia, NY 11716  
631/244-0069  
Fax: 631/256-8454  
Contact: Alan A. Miceli  
Email: amiceli@pallettrack.com  
Website: www.pallettrack.com



*Pallet Track® Bar code based tracking systems designed for the pallet and lumber industries. Track standing timber to sawdust and everything in between. Tracks receiving, production, yield, shipping, inventory and more. Pallet drawing systems. Hand scan punch clocks. Mill Manager System is a simple, intuitive ERP system designed for Sawmills and Pallet Manufacturers. Online ordering. Paperless shippers. (See ad on page 79)*

### Iron Bull Manufacturing

6064 North 350 East  
Marshall, IN 47859  
765/597-2480



Contact: Emanuel King  
*Manufacturers of self-dumping material handling hoppers. The new "stretch" models are built specifically for woodworking and pallet shops. Ideal for handling scrap right off the table saw. Also manufactures the Iron Bull EZ-Load Firewood Hopper. Load firewood safely without damaging your customer's vehicle. Different sizes available. (See ad on page 94)*

### ISK Biocides

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Fax: 901/344-5388  
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Email: info@iskbiocides.com  
Website: 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 service and 70 years experience in wood preservation.*

## J

### J&J Machinery LLC

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Fax: 850/969-1214  
Contact: Jeff Purnell  
Email: jeff@JandJmachinery.com  
Website: www.jandjmachinery.com

*J&J Machinery, LLC offers proven operational software and hardware for any nailer on the market. In addition, offers customized machinery for your unique production needs. J&J Machinery, LLC offers proven operational software and hardware for any nailer on the market. Specializes in rebuilding pallet nailing machines and also offers customized machinery for your unique production needs. (See ad on page 58)*

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 Wood Shaving Mills, Webb Burners.

**JF Industrial Technology**  
 112 Juliad Court Suite 105  
 Fredericksburg, VA 22406  
 540/760-1963 - 800/996-5677  
 Contact: John Conway  
 Email: jconway@jfoodtech.com  
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**Happy New Year!**  
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# L

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Canada  
604/576-0088  
800/455-8807  
Fax: 604/576-0089  
Contact: Rick Weihs  
Email: sales@lmsaws.com  
Website: www.LMSaws.com

*L-M Canada is a leading package cross cut systems manufacturer in North America. From*



*portable saws, to automated high tech systems, they have the system that will meet your needs. (See ad on page 7)*

## Laser Technology, Inc.

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303/649-1000 - 877/696-2584  
Contact: Amy Tibljas  
Email: info@lasertech.com  
Website: <http://Go2.LaserTech.com/TLM>

*LTI understands that working with a mountain of ever-changing inventory can be challenging. Its Log Deck volume laser/software solution is a safer and faster way to collect deck length and area as well as calculate MBF for specified log*

*species and diameters. This easy to use system only requires one operator, and is compatible with many popular data collectors.*



## Legacy Fasteners, LLC

5710 Technical Drive, Bldg A  
Poplar Bluff, MO 63901  
573/785-0521

Fax: 573/712-2936

Contact: Marsha Libla

Email: [marsha@legacyfasteners.com](mailto:marsha@legacyfasteners.com)

Website: [www.legacyfasteners.com](http://www.legacyfasteners.com)

*Legacy Fasteners manufactures machine quality bulk pallet nails and wire collated pallet nails. It distributes staples and pneumatic tools to support its fastener program. Tool lending programs are available in some areas. (See ad on page 94)*

## Lignomat USA Ltd.

14345 NE Morris Ct.  
Portland, OR 97230  
800/227-2105 - 503/257-8957  
Fax: 503/255-1430

Contact: Grete Heimerdinger

Email: [sales@lignomat.com](mailto:sales@lignomat.com)

Website: [www.lignomat.com](http://www.lignomat.com)

*Lignomat has been manufacturing moisture meters and kiln control systems for over 40 years. Offers pin and pinless moisture meters for the common woodworker to the industrial furniture manufacturer. Also offers control systems and monitoring systems for dryers, predryers, heat-treatment schedules all with wireless capabilities.*



## LINC Systems

16540 South Park Drive  
Westfield, IN 46074  
800/513-9918 - 317/399-3100  
Fax: 800/330-5481

Email: [info@lincsystems.com](mailto:info@lincsystems.com)

Website: [www.lincsystems.com](http://www.lincsystems.com)

*LINC Systems is a supplier of pneumatic tools, fasteners, industrial supplies and packaging products. An industrial and wholesale distributor with over 35 years of experience. Service model includes a direct on-site tool maintenance program as well as on-site safety training. Also supplies the pallet industry with all of the industrial supplies needed to keep your operations running smoothly.*



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## Litco International

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330/539-5433 - 877/284-5043  
Fax: 330/539-5388

Contact: Gary Sharon

Email: [info@litco.com](mailto:info@litco.com)

Best of 2019 – Workforce / Culture

## Reducing the Risk of Drug Impaired Workers (Feb. 2019)

By Phillip M. Perry

Workplace drug abuse can threaten your bottom line in many ways – higher absenteeism, lower productivity and costly accidents that spark lawsuits. Employers are facing a greater risk than ever from a growing culture of impairment that shows no signs of tapering off any time soon. Pallet and lumber companies are on the frontline of the nation's drug epidemic, as many workers can't even pass a basic drug test.

### Respond Carefully to Positive Tests

If a drug test turns out to be positive, "there are two options," advised Nancy N. Delogu, shareholder in the Washington, D.C. office of Littler Mendelson, the nation's largest law firm defending employers in labor disputes ([littler.com](http://littler.com)). "One is adverse employment action like termination. Some employees do that from the first, especially if they have made it clear from the beginning that employees who need help can come forward for assistance without fear of discipline."

The second option is to offer someone an opportunity to get assistance. "A second chance usually involves an evaluation by a substance abuse professional and the opportunity to complete an education and/or treatment program and then undergo follow-up testing," Delogu said. "Rather than just tell the employee to enroll in a treatment program, have the person evaluated by a professional and agree to do what is prescribed."

Many counselors urge employers to look seriously at a second chance for first offenders. "A large percentage of people who test positive for the first time are not dependent yet, but have recreationally imbibed," suggested Dee Mason, president of Working Partners, a consulting firm based in Ohio ([workingpartners.com](http://workingpartners.com)). "If they are dealt with properly, including counseling, they will walk the line and do better. They often turn into excellent, loyal employees."

### Testing Alone Is Insufficient

A drug testing program can be dangerous in isolation. "The worst thing you can do is wake up one morning and decide to start testing people," cautioned Joe Reilly, president of his own drug testing consulting firm in Florida ([www.joereilly.com](http://www.joereilly.com)). "If you get a positive, you then have to ask yourself 'What do I do now?'"

On the other hand, if your testing program is part of a more encompassing workplace drug policy, you'll already know what to do. "Maybe it's termination, or maybe it's giving the employee a second chance with counseling and treatment."

Your drug policy should be part of a larger drug-free workplace program which includes education on the effects of drugs, supervisor training in spotting and responding to impaired employees, and access to counseling resources such as an Employee Assistance Program (EAP).

Website: [www.litco.com](http://www.litco.com)  
 Founded in 1962, Litco specializes in Engineered Molded Wood™ pallets and core plugs. Also, extruded wood blocks. All products are strong, stiff, have a high resistance to impact, and are ISPM 15 export-ready. The pallets and core plugs are certified USDA BioPreferred, and Cradle to CradleCM sustainable. The extruded wood blocks reduce labor and material costs while improving pallet performance. Stocking distributorships for pallets and core plugs are open to qualified companies. All products are made in the USA. For more information, call 877-431-3308 or visit <https://www.litco.com/engineered-wood-products-group/>. (See ad on page 12)

**Logical Systems, Inc.**  
 PO Box 649  
 258 Main Street, Suite 211  
 Yarmouth, ME 04096  
 207/846-3669  
 Fax: 207/846-3804  
 Contact: Amy Coyner  
 Email: [sales@elimbs.com](mailto:sales@elimbs.com)  
 Website: [www.elimbs.com/lsi](http://www.elimbs.com/lsi)  
 Now part of the eLIMBS family - Developers of the Sawmill Manager, Enterprise Log, Lumber and Accounting Manager applications (Powered by Progress). Field computing solutions for sawmills, log concentration yards & veneer log buyers. Resellers of hand-held computers from Juniper Systems.



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 P.O. Box 147  
 Clarksburg, TN 38324  
 800/598-3651 - 731/986-4351  
 Fax: 731/986-4529  
 Contact: Chuck Lepinski  
 Email: [sales@lps-inc.com](mailto:sales@lps-inc.com)  
 Website: [www.lps-inc.com](http://www.lps-inc.com)  
 LPS specializes in pallet and sawmill equipment as well as wood finishing equipment. Hosts the liquidation of full pallet and sawmill operations. Large inventory of used sawmill and pallet equipment.

**Lumberline Laser, Inc.**  
 12119 NE 99th St. Suite 2040  
 Vancouver, WA 98682  
 833/608-8485  
 Fax: 360/686-3033  
 Contact: Byron Hatfield  
 Email: [sales@lumberlinelaser.com](mailto:sales@lumberlinelaser.com)  
 Website: [www.lumberlinelaser.com/timberline](http://www.lumberlinelaser.com/timberline)  
 Lasers for edgers, ripsaws, circle and band mills. Mechanical shift assemblies and mounting hardware for movable saw and stationary applications. 24 month warranty, and 24 hour repair turnaround.

**Happy New Year!**  
 Wishing you peace and prosperity in 2020.



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 2966 S. Church St-Suite 203  
 Burlington, NC 27215  
 336/269-2284  
 Fax: 336/740-9098  
 Contact: Butch Wilson  
 Email: [bw47@triad.rr.com](mailto:bw47@triad.rr.com)  
 Website: [www.lignamachinery.com](http://www.lignamachinery.com)  
 M.I.C.I. offers all HEAVY DUTY MEBOR products: horizontal bandsaws, single arbor, double arbor and "optimized" edgers with chipping heads; "vertical" headrigs; horizontal resaws with run around systems. Machine sizes for log diameters 32" to 70". Fast return speeds. Also offering JOCAR vertical bandsaws to 84" and slab recovery systems. Used equipment available.

**McGregor Packaging**  
 PO Box 7552  
 Tifton, GA 31793  
 800/362-9332  
 Fax: 229/386-5144  
 Contact: Henry Kea or Jennifer Kea Craun  
 Email: [sales@mcpackage.com](mailto:sales@mcpackage.com)  
 Website: [www.mcpackage.com](http://www.mcpackage.com)  
 Steel and Plastic Strapping, Seals, Tools, Stretch Film and More! Shipping Nationwide for 20 Years! Volume Discounts Available!

**Mellott Mfg. Co., Inc.**  
 13156 Long Lane  
 Mercersburg, PA 17236  
 717/369-3125  
 Fax: 717/369-2800  
 Contact: Carl Park  
 Email: [sales@mellottmfg.com](mailto:sales@mellottmfg.com)  
 Website: [www.mellottmfg.com](http://www.mellottmfg.com)  
 Since 1965, Mellott has been designing and manufacturing quality log and lumber handling equipment. Onsite engineering and a design team available to provide solutions for your next project. Will consult and coordinate with you to supply the best options for your application.

**Menominee Saw & Supply Co., Inc.**  
 900 16th St.  
 PO Box 515  
 Menominee, MI 49858  
 906/863-2609  
 800/582-0470  
 Fax: 906/863-1147  
 Contact: John Brock  
 Email: [john@menomineesaw.com](mailto:john@menomineesaw.com)  
 Website: [www.menomineesaw.com](http://www.menomineesaw.com)  
 Since 1891, Menominee Saw has supplied quality cutting tools and mill supplies to sawmills throughout the midwest. Mill troubleshooting and filer training are also offered. Also sells and installs MASS Computer Networks systems. An O.E.M. manufacturer of band resaws and carbide tipped saws. (See ad on page 68)



**Messersmith Manufacturing, Inc.**  
 2612 F Road  
 Bark River, MI 49807  
 906/466-9010  
 Fax: 906/466-2843  
 Contact: Gerry Guard  
 Email: [sales@burnchips.com](mailto:sales@burnchips.com)  
 Website: [www.burnchips.com](http://www.burnchips.com)  
 Boilers from 750,000 BTU/Hour to 33 Million BTU/Hour, that burn wood chips, saw dust, or hog fuel. Designs, fabricates, installs and trains operators. Messersmith has been a trusted expert regarding Biomass Boilers for the last 30 years. Can help with whole systems or tune and upgrade your current system. Leaders in the Biomass heat industry.

**Metal Detectors, Inc (MDI)**  
 PO Box 26440  
 1001 Terry Street  
 Eugene, OR 97402  
 541/345-7454  
 Fax: 541/345-7971  
 Contact: Laura Blackwell  
 Email: [sales@mdiblue.com](mailto:sales@mdiblue.com)  
 Website: [www.mdiblue.com](http://www.mdiblue.com)  
 Manufacturers of industrial conveyor line metal detectors to protect hogs, chippers, saws, presses, lathes, planers, and refiners since 1965. Surround Type Metal Detectors and Under Conveyor Metal Detectors with proven M-4 digital technology available for whole log, cant, lumber, panel board, plywood, planer, wastewood, OSB, MDF and recycling installations.

**Metropolitan Staple Corp.**  
 11 Brown Ave.  
 Springfield, NJ 07081  
 800/255-7209  
 Fax: 973/564-8853  
 Email: [info@metrostaple.com](mailto:info@metrostaple.com)  
 Website: [www.metrostaple.com](http://www.metrostaple.com)  
 Supplier of quality nailing and stapling equipment for the pallet industry for over 50 years. Features the innovative Tech line of nailers and staplers including the advanced models 670S for .099" nails, and the new Tech 55M.1Pro nailer for nails with smaller diameters, plus the full line of Max, Hitachi and BeA tools. Also sells a wide variety of staples and nails, including large coils for automated machinery, plus bulk nails, and accompanied by a highly experienced team and service fleet allowing for prompt on-site repairs and delivery throughout the New England and Mid-Atlantic states. (See ad page on 17)

**Michigan Fastener**  
 2466 Ducker Rd.  
 North Branch, MI 48461  
 810/627-1587 - 810/728-4005  
 Contact: Jon Will  
 Email: [michiganfastener@outlook.com](mailto:michiganfastener@outlook.com)  
 Website: [www.michiganfastener.com](http://www.michiganfastener.com)  
 MIFAST is an American Made nail manufacturer in North Branch Michigan. Specializes in bulk hand drive nails and coil nails. High quality nails at great prices.

**Happy New Year!**





## Mid Continent Nail Corp

2700 Central Avenue  
Poplar Bluff, MO 63901  
573/778-1211 - 800/867-6245  
Fax: 573/778-3211  
Contact: Tammy Jameson  
Email: tjameson@magnumfasteners.com  
Website: www.magnumfasteners.com

Domestic manufacturer of MQ bulk and collated fasteners to the Wood Industry. Supplier of high quality staples, corrugated fasteners, carton closing staples, pneumatic tools and parts to round out customers' needs. (See ad on page 47)

## Midwest Machinery and Automation

PO Box 328  
Griffith, IN 46319  
217/621-2133  
Fax: 217/666-4166  
Contact: Del Wagner  
Email: del@woodpeckermachine.com  
Website: www.woodpeckermachinery.com

Exclusive distributor of Woodpecker Nailing Machines. These include the Original Woodpecker, Woodpecker Junior, and Woodpecker Junior Mat/Crate Builder. Exclusive distributor of the MASTER Recycler, the first of its kind automatic nailer for use with exclusively ALL Recycled/Reclaimed material. Exclusive distributor of CMAX Block Pallet Nailing System and specialized nailing/sawing equipment. Also provide consultation on specialty pallet/building component nailing & stacking equipment. American Owned/Operated company selling ONLY American Made Equipment. (See ad on page 89)



## Midwest Sharpening Service

11606 Brickyard Road  
Holton, MI 49425  
231/924-5953  
Fax: 231/924-6166  
Contact: Marvin Miller  
Midwest Sharpening Service offers Quantity Discounts. Midwest offers gang saws, bandsaw blades, edge saws, trim saws, split saws, and custom saws. (See ad on page 30)



## Moon's Saw Shop Supplies Inc.

494 W. Landstreet Rd.  
Orlando, FL 32824  
407/857-8727 - 800/447-7371  
Fax: 407/857-8748  
Email: moonsorlando@aol.com  
Website: www.moonsawandtool.com  
Distributor of sharpening machines and supplies selling rebuilt machinery like Wright, ACME, Moon's Systematic. Quality sales and service since 1956. (See ad on page 59)

## Morbark, LLC

8507 S. Winn Rd.  
PO Box 1000  
Winn, MI 48896  
989/866-2381 - 800/831-0042  
Fax: 989/866-2280  
Email: inquire@morbark.com  
Website: www.morbark.com  
Recently acquired by Alamo Group Inc. (NYSE-ALG), Morbark, LLC has been innovating and manufacturing durable, high-performance equipment for more than 60 years. Morbark's equipment helps customers to process and convert waste wood and other organic materials into sellable end products. Morbark produces 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 under the Morbark, Rayco, DENIS CIMAF and Boxer brands. Sales and aftermarket support are conducted through a worldwide, authorized dealer network.

## Multitek North America, LLC

375 Progress Street  
Prentice, WI 54556  
800/243-5438 - 715/428-2000  
Fax: 715/428-2700  
Contact: Sales  
Email: sales@multitekinc.com  
Website: www.multitekinc.com  
Over 40 years of industry leadership, Multitek continues to be a leader with its high performance firewood processing machines. Multitek, based in Wisconsin, has a rich focus on research and innovation achieving many patents, awards, and produces machinery distinguished by high standards of quality.

## MYINKADO.COM

### MYINKADO.com

4308 Broadway Rd.  
Haltom City, TX 76117  
855/35 PRINT - (855/357-7468)  
Contact: David Duff/Frank Bryant  
Email: dduff@myinkado.com  
Website: www.myinkado.com  
MYINKADO.com is a nationwide printing and apparel company. Specializes in quality custom safety wear and corporate apparel, as well as promotional products and advertising swag for your business. A true one stop custom print shop for over 25 years. (See ad on page 77)



## Newman Machine Co., Inc.

2949 Lees Chapel Rd  
Browns Summit, NC 27214  
336/273-8261  
Fax: 336/273-6939  
Contact: Randall McCorquodale  
Email: sales@newmanwhitney.com  
Website: www.newmanwhitney.com  
Newman Machine Company offers Multiple Trimmers, Knife Grinders, Shavings Machines, Dimension Mill Planers, Glulam Planers and Rough Mill Planers, as well as a host of other machinery for use in the Pallet, Sawmill, Lumber and Furniture industries. (See ad on page 44)

## Nicholson Manufacturing Ltd.

9896 Galaran Road  
Sidney, British Columbia V8L 3S6  
Canada  
250/656-3131  
Fax: 250/656-3111  
Email: forestsales@nicholsonmfg.com  
Website: http://www.debarking.com  
Nicholson Manufacturing is a Ring Debarker Specialist and it's been that way for over 60 years. All around the globe, wherever there is a forest products industry, you will find Nicholson equipment in operation - reliably and efficiently doing the job it was designed to do and adding value to the bottom line.

## Norwood Portable Sawmills

730 Young Street  
Suite 900  
Tonawanda, NY 14150  
800/567-0404  
Contact: Customer Service  
Email: info@NorwoodSawmills.com  
Website: www.NorwoodSawmills.com  
NORWOOD SAWMILLS -Productive, reliable & versatile portable sawmills. A range of bandmills available. Manual to fully-hydraulic. Norwood bandmills feature patented Norwood production-boosting technology with auto-locking sawhead. Quality-made in the U.S.A. & Canada. Norwood sawmills start from only \$4,397. ALWAYS IN STOCK! "GET YOUR FREE INFO KIT"

Nova Dry Kiln, LLC  
500 Bergman Street



The PreSharp cutting edge and squared cutting face geometry delivers long run times and square cuts in Resaws, Scragg Mills and Portable Sawmill applications.

Call Toll Free   
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## SIMONDS PreSharp™

Narrow Kerf Bandsaw  
Blades...Ground Razor  
Sharp at the Factory!



Louisville, KY 40203  
502/409-4539  
Fax: 502/409-4560  
Contact: Jack Meredith  
Email: info@novadrykiln.com  
Website: www.novadrykiln.com

*Nova Dry Kiln is a world wide provider of unique wood drying solutions that enable customers to achieve the best short-term and long-term financial results. These results are achieved by providing wood dry kilns and heat-treat chambers exceeding industry standards for quality, longevity and operational economy.*

## Nyle Dry Kilns

12 Stevens Rd  
Brewer, ME 04412  
800/777-6953  
207/989-4335  
Fax: 888/638-1519  
Contact: Jeremy Howard  
Email: KilnSales@nyle.com  
Website: www.nyle.com



*Nyle Dry Kilns has over 42 years experience in the lumber industry. Selling more than 7,500 kilns worldwide to date it has made its mark as a leading manufacturer of dry kiln solutions, offering a complete line of dry kilns, heat treating systems and industry leading controls.*



## Oak Lane Machine & Fabrication Ohio LLC

33015 Township Rd 352  
Brinkhaven, OH 43006  
330/275-7474  
Fax: 330/275-7478

Contact: Raymond Schmucker  
Email: ray.oaklane@sle.email

*Manufacturer of sawmill support equipment such as log decks, green chains, conveyors, hydraulic systems, hydraulic motors, pumps, hoses, and fittings.*



## Pacific Lumber Inspection Bureau

909 S 336th St Ste 203  
Federal Way, WA 98003  
253/835-3344  
Fax: 253/835-3371

Contact: Ben Haynes  
Email: info@plib.org  
Website: www.plib.org



*A private, non-profit lumber and wood products quality control inspection agency. In early 2019 PLIB merged with West Coast Lumber Inspection Bureau to form a global organization that is broader based, more experienced and better-equipped to meet the needs of members and wood producers now and into the future. PLIB provides grading and grade stamping services to softwood lumber producers, remanufacturers and drying facilities in the U.S., Canada and Europe. Also provides ISPM 15 inspection and IPPC stamping services, glulam and CLT certification*

*and grade stamping services and a variety of other certification services. (See ad on page 49)*



## Pacific Trail Manufacturing Inc.

6532 SE Crosswhite Way  
Portland, OR 97206

503/233-8952 - 888/910-7297

Fax: 503/233-0767

Contact: Thomas Langton

Email: info@ptmi.net

Website: www.ptmi.net

*Four product lines are offered to the wood products industry. Crosscut unit saws for fast, tight tolerance unit cross-cutting. Saw chain style deck saws for inexpensive large log bucking to length. 3/4" pitch saw bars for feller bunchers, delimiters & slashers. (See ad on page 5)*

Best of 2019 – Best Plant

## Teamwork, People Focus Drives Growth & Efficiency at PalletOne (November 2019)

By Chaille Brindley

Some companies talk about teamwork, PalletOne lives and breathes it. As the largest pallet manufacturer in the United States, it would be easy for the company to develop a more corporate atmosphere. But local managers run each operation with an entrepreneurial approach combined with the resources and workplace opportunities of a large company.

It is one thing when the CEO of a company talks about culture, slogans and teamwork. It is another thing when local managers, supervisors and line workers mention how they like the team atmosphere at PalletOne.

Craig Parrott, the plant manager at the Butner, North Carolina facility, explained, "PalletOne believes in what is best for the plant – a strong team atmosphere. I try to relate it to being on a sports team. We have broken down departmental barriers and strive to meet weekly, monthly and yearly goals."

You can see the teamwork approach in how employees are cross-trained so they can move from working on a saw to a nailing line as needed. This also means that PalletOne is looking to hire employees who can be flexible and problem solve situations.

Eddie Stokes, the nailing supervisor at the Butner plant, commented, "Craig, our plant manager, has broken down departmental barriers. He has helped us get to another level on the bottom line as everyone works together to meet customer demands and solve production challenges. Nobody says you can't have that guy he's mine when we need to make up in another area of the plant."

Back a few years ago, the plant used to have 130 employees. It now produces more pallets with only 100 workers. Stokes added that the team has increased production on the Viking nailing lines 18% over the last 18 months. Workers and supervisors set the goals; they are not directed from the top down.

Employees can see their progress because television sets throughout the plant act as a scoreboard to track production. This visual approach to monitoring goals has been championed in the North Carolina PalletOne plants and is being deployed across the company's entire network.

Parrott said, "I have guys who will ask if they can work 10-15 minutes extra in a day to meet their goals. When they are willing to give me that kind of effort, you know that you are doing things right."

Recently, the Butner plant has achieved a 97% run time. Improved maintenance and staggered breaks have helped to reduce downtime.

Beyond open communication, the company seeks to empower local managers to innovate. The Butner plant has pioneered a new apprenticeship program to raise up younger workers through college training. Employees complete courses at Granville Community College, and PalletOne pays the costs as long as the employee satisfactorily completes the course work. The employee learns new skills in fields that are in demand and for job functions that can allow the worker to advance at PalletOne. Parrott explained, "PalletOne is seeking to grow and promote from within. We are investing in our employees' future... Employees will be more loyal when they know they are working for a company that will invest in and help grow them in terms of skills and abilities."



## Package Research Laboratory

25 Pine St.  
Rockaway, NJ 07866  
973/627-4405  
Fax: 973/627-4407  
Contact: David Dixon  
Email:

ddixon@package-testing.com  
Website: www.package-testing.com

Package Research Laboratory is accredited by the American Lumber Standard Committee to certify the compliance of wooden containers and pallets to Wood Packaging Material Regulations instituted by the International Plant Protection Convention (ISPM-15 program).



## Pallet Machinery Group, Inc.

5217 Kingswood Ln  
King George, VA 22485  
540/644-9220  
Fax: 540/663-4081

Contact: Greg, Evan, Wayland or Doug  
Email: info@palletmachinery.com  
Website: http://www.palletmachinery.com

Pallet Machinery Group offers center split resaw systems, board stackers, block/stringer pallet systems and low labor automation including robots and material handling. Pallet Machinery Group also offers used pallet and sawing equipment. (See ad on page 96)

## Pallet Machinery Service

### Pallet Machinery Service

250 Commerce Road  
Tappahannock, VA 22560  
804/443-5111

Contact: Doug Jones  
Email: doug.jones@palletmachinery.com  
Website: www.palletmachinery.com

Pallet Machinery Service offers high quality refurbished pallet nailers as well as top of the line, in the field electrical and hydraulic upgrades for outdated Viking™ tandem nailers. PMS also offers a custom line of conveyors and a large inventory of parts for Viking™ nailing machines.

## PalMate Group (The)

6651 Pine Ridge Ct. SW  
Jenison, MI 49428  
616/662-1309  
877/267-8384  
Fax: 616/662-1310

Contact: Kevan Grinwis  
Email: solutions@ThePalMateGroup.com  
Website: www.ThePalMateGroup.com

The PalMate Group is made up of people and software providing process solutions which are revolutionizing pallet manufacturing and recycling companies, as well as timber processing and sawmill operations. The PalMate suite of software solutions, including PalMate ERP, Plant Floor, PalMate Portal, and PalQuote, supports a wide range of business functions, creating efficiency, improving communication, and adding real value to companies globally every day. (See ad on page 29)



## Pendu Manufacturing, Inc.

718 N. Shirk Road  
New Holland, PA 17557  
717/354-4348  
800/233-0471  
Fax: 717/355-2148

Contact: Ron Auchey  
Email: info@pendu.com  
Website: www.pendu.com

Pendu Manufacturing produces standard and custom automated machinery mainly for the pallet, sawmill, material handling, railway tie, and log home industries. Pendu can build complete systems, individual machines, and parts. Products include Scragg mills, trim saws, edgers, gang saws, stackers, and railway tie end platers. Pendu also has a full-service machine shop and can provide welding, grinding, milling, turning, and fabrication services. Capabilities also allow them to build a variety of custom machines for a wide range of industries. To learn more about their services, visit www.pendu.com or call 717-354-4348! (See ad on page 27)



## Peterson

PO Box 40490  
Eugene, OR 97404  
541/689-6520 - 800/269-6520  
Fax: 541/689-0804

Contact: Michael Spreadbury  
Email: peterson@petersoncorp.com  
Website: www.petersoncorp.com

Peterson specializes in developing processing equipment that turns low-grade organic materials into high value products. A leading manufacturer

of horizontal grinders, disc and drum chippers, blower trucks, screens and stacking conveyors.

## Peterson Portable Sawmills

U.S. Agent Details:  
1402 South Main Street  
Willits, CA 95490  
800/456-4145 US - 877/327-1471 NZ  
Email: sales@petersonsawmills.com

Website: www.petersonsawmills.com  
Swingblade sawmill 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 its US agent Sawyer's Choice for more information.

## Piper's Saw Shop, Inc.

454 Phillip Stone Way  
Central City, KY 42330  
270/754-2354 - 800/845-6075  
Fax: 270/754-2500

Contact: Marc Gregory  
Email: marc.gregory@piperssaw.com  
Website: 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 on page 70)



## Pneu-Fast Co.

2200 Greenleaf Ave.  
Evanston, IL 60202  
847/866-8787

Website: 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 pallet division. They use high grade steel for lateral shear strength. Nails come in both screw and ring shank styles with lengths from 1-5/8" to 2-1/4". They have 0.28" head diameters, 0.128" thread diameters and 0.113" nail diameters.

## 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  
Website: www.populartools.net  
Circular saw blades (wholesale).  
(See ad on page 76)



## Precision Sharpening Devices

5051 Iroquois Ave.  
Erie, PA 16511  
814/899-0796  
Fax: 814/899-8777



Contact: Jason Peterson  
 Email: info@precisionsharpeningdevices.com  
 Website: www.precisionsharpeningdevices.com  
**IF YOU OWN or OPERATE a CHIPPER you Can't Afford NOT to Own a Bevel Buddy™ Knife Sharpener. Onsite Sharpening. Put a sharp edge on your chipper knives in minutes while they are still in your machine! • CHIP MORE! • CHANGE YOUR KNIVES LESS! • INCREASE PRODUCTION! • DECREASE SHARPENING COSTS!**



### Profile Technology Inc.

300 Seebold Spur  
 Fenton, MO 63026  
 314/965-9111 - 800/369-4242  
 Fax: 314/966-5550  
 Contact: David Lieber  
 Email: david@profiletech.com  
 Website: www.profiletech.com  
*Profile Technology manufactures custom-designed & engineered cutting tools for the primary and secondary wood industry (incl. plastics, nonferrous metals). Features Indexable Cutter Heads for Notching, Dadoing, Planing, Cant Sizing, Chamfering, and Hogging for new & recycled wood/pallet repair (their Nailbuster® grade). Indexable Inserts & Saw Blade service. (See ad on page 8)*



### PRS 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  
 Website: www.prsgroupinc.com  
*PRS manufactures a full line of pallet related equipment including pallet stackers, dispensers, trim saws, pallet dismantlers, pallet recycling and repair machines. PRS also manufactures several supply items including metal connector plates, crow bars, and stackable lumber racks. PRS 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 on pages 32, 51)*



### Rawlings Waste Wood Hogs

Po Box 4485  
 Missoula, MT 59806  
 866/762-9327 - 406/728-6182  
 Fax: 406/728-7957  
 Contact: John Rawlings

Email: John@rawlingsmanufacturing.com  
 Website: www.wastewoodhogs.com  
*The Rawlings Patented Super Hi-Inertia Hog is your source for complete wood waste recovery solutions. Rotor is equipped with a high mass moment of inertia and low operating costs per ton of material processed. Rawlings Wood Hogs are available in both vertical and horizontal models.*

### 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  
 Website: www.raycoindustries.com  
*Manufactures a complete line of semi-automatic pallet nailing machines using collated nails. Rayco has installed over 400 pallet machines across North America and Australia. (See ad Inside Back Cover)*

### RECONNX, INC.

1842 Lashley St.  
 Longmont, CO 80504  
 303/834-8464 - 303/775-3556  
 Fax: 303/554-8556  
 Contact: Jon Giltner  
 Email: jxg@reconnx.com  
 Website: www.nailkicker.com  
*Save money and re-use good pre-cut wood with the Nail Kicker V20 hand-held pneumatic denailer. Four choices of interchangeable driver sizes to fit any task. Dismantle oversize or damaged pallets using a 5, 6 or 8 mm size to drive nail heads thru ¾-inch pallet boards into stringers. Or a 4 or 5 mm to drive the nail point out of thicker wood even when cut flush with the wood.*

### Recycling Equipment Inc.

2052 Industrial Drive  
 Newton, NC 28658  
 704/325-3535 - 888/734-3783  
 Fax: 704/325-3537  
 Contact: Dean Burrow  
 Email: dean@gogreenrei.com  
 Website: 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  
 Website: www.rivervalleymachinery.com  
*United States distributor for Kalin Planers, Pinheiro Planers, Planer/Molders, and Gang Ripsaws. Machines for moldings, log cabin and wide plank flooring engineered for fast change-*

*over between patterns for short and production capabilities under 200 feet per minute. New and reconditioned machines available. Planer models from 4" x 18" to 16" x 34" available.*

### Rotochopper, Inc.

217 West Street  
 St. Martin, MN 56376  
 320/548-3586  
 Fax: 320/548-3372  
 Contact: Nicole Klein  
 Email: info@rotochopper.com  
 Website: www.rotochopper.com  
*Rotochopper manufactures a complete lineup of horizontal wood waste grinders for producing biomass fuel, color-enhanced landscape mulch, animal bedding, and other commodities. Other products include two-stage fine grinding systems, slow speed shredders, wood chip processors, and mobile baggers. (See ad on page 95)*

### RT Pallet Equipment

Box 29  
 Imperial, Saskatchewan S0G 2J0  
 Canada  
 306/737-3310  
 Fax: 306/963-2070  
 Contact: Robert Trembley  
 Email: roberttrembley@hotmail.com  
 Website: 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 on page 92)*



### Safety Speed Manufacturing

13943 Lincoln Street NE  
 Ham Lake, MN 55304  
 763/755-1600 - 800/772-2327  
 Fax: 763/755-6080  
 Contact: Tom Houska  
 Email: sales@safetyspeed.com  
 Website: www.safetyspeed.com  
*Safety Speed manufactures high quality American made panel processing machinery. A full line of vertical panel saws, panel routers, wide belt sanders, edgebanders and screw pocket machines give the opportunity to order the equipment that matches specific application requirements. Optional accessories are offered to complement the machines.*

### Samuel Packaging Systems Group

1401 Davey Road  
 Suite 300  
 Woodridge, IL 60517  
 800/323-4424  
 Email: packaging@samuel.com  
 Website: www.samuelpsg.com  
*With over 50 years serving the lumber industry, Samuel Packaging Systems Group offers forestry customers a single source supply for all their strapping and packaging requirements. Product line includes steel and polyester strapping, hand tools, seals, edge protection, as well as fully automated unitizing systems.*



## Samuel Packaging Systems Group – Coding & Labeling

1365 Derwent Way  
New Westminster, British Columbia V3M5V9  
Canada  
800/ 667-1264  
Contact: Wayne Van Tassel  
Email: info@samuelsystems.com  
Website: <http://www.samuelsystems.com/>  
Samuel Packaging Systems Group Coding and Labeling team provides a complete range of Industrial Ink Jet and Labeling solutions for the Wood Products industry. Offers a full range of semi-automatic and fully automatic ink jet printers and label machines.

## 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, nathanbelock@sawserviceandsupply.com, dalebelock@sawserviceandsupply.com  
Website: [www.sawservicesupply.com](http://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 on page 102)

## Saw Shop

HCR # 2 Box 2538  
Van Buren, MO 63965  
573/323-8585 - 800/323-8840  
Fax: 573/323-8852  
Contact: Amanda Mayberry  
Email: AKmayberry@hotmail.com  
Carbide saw repair, new carbide saw sales, gang saws, cut off saws, band saw parts, band saw blade sales, band saw blade sharpening

## Sawmill Hydraulics, Inc

23522 W. Farmington Rd  
Farmington, IL 61531  
309/245-2448 - 800/245-2448  
Fax: 309/245-5126  
Contact: Sales  
Email: Service@4helle.com  
Website: [www.4helle.com](http://www.4helle.com)  
From Carriages, Scraggs, Networks and Feeds, Sawmill Hydraulics, Inc has everything for your Sawmilling Needs. Manufactures HELLE Carriages, Scragg Mills, Log Turners, 2, 3 & 4 Saw Trimmers Computerized Networks, Shaving Mills, Feeds, Edgers, Resaw Systems, Rollcases, Belts, Drag Chains Decks and a wide variety of other HELLE sawmill equipment.

## Sawmill Supplies and Equipment, LLC

123 Inducto Way  
PO Box 497  
Sarepta, LA 71071  
318/994-2116  
Fax: 318/994-4107  
Contact: Mark or Chad Morgan  
Email: sawmillsupplies@centurylink.net  
Website: [www.sawmillsupplies.net](http://www.sawmillsupplies.net)  
Manufacturer of Morgan Low Profile Band

Resaws, Trimsaws, Military Notchers, Board Dedusters, Edgers and Conveyors. Supplier of all Morgan Saw parts. (See ad on page 29)

## SELECT Sawmill Co.

5889 County Road 17  
Plantagenet, Ontario K0B1L0  
Canada  
613/673-1267  
Fax: 613/673-2854  
Contact: Luc Carrière  
Email: info@selectsawmill.com  
Website: [www.selectsawmill.com](http://www.selectsawmill.com)  
Double-cut band sawmills for continuous back and forth sawing up to 3 FT/SEC. High powered stationary or portable units with automation and hydraulic log handling for logs up to 42"x22' long. Customization, frame extensions and complete sawmill layouts available including debarker, edger, trim saws, conveyor systems, live infeed/outfeed decks and more.



## Sellick Equipment Limited

2131 Roseborough Road  
Harrow, Ontario N0R 1G0  
Canada  
877/735-5425  
Fax: 519/738-3477  
Contact: Dell White  
Email: sales@sellickequipment.com  
Website: [www.sellickequipment.com](http://www.sellickequipment.com)  
Manufactures rough terrain forklifts with capacities ranging from 5,000-16,000 pounds. Also truck-mounted forklifts with 5,500-7,000 pound capacities. Distributors for JCB Teletruk telescopic forklifts with 5,500-7,700 pound capacities.

## Sering Sawmill Machinery

22703 NE 216th Ave  
Battle Ground, WA 98604  
360/687-2667  
Contact: Marty Sering  
Email: office@seringsawmillmachinery.com

## Best of 2019 – General Advice

### Understanding the Business of Text Marketing (Oct. 2019)

By Glenn Meeks

Most people are connected to the world via the one tool that goes with them everywhere. In the today's world, 96% of Americans own a mobile phone of some sort (<https://www.pewinternet.org/fact-sheet/mobile/>). It has become the centerpiece of our digital lives "on the go."

SMS/Text marketing allows you to reach your customer in the most direct way possible in today's digital world. It is an affordable marketing channel and a great way to stay in touch with your customer and develop new business.

### Comply with Laws

Telecommunications is a heavily regulated industry in the United States and there are laws like the Federal Do-Not-Call list, the Telephone Consumer Protection Act (TCPA), and the Telemarketing and Consumer Fraud and Abuse Prevention Act that are designed to protect the consumer from unwanted communications.

The primary feature of these laws is the process of the "opt-in/opt-out." It is essentially the customer giving you permission to communicate with them. Any of the text marketing services below will either have resources to help you understand these laws or be able to point you in the right direction for further review.

### Best Practices

It is a good practice to segment your text marketing campaigns by using keywords to track an audience. You could target warehouse managers by using the keyword "Dock Sweep" in a campaign, for example. Segmenting by keyword allows you to track the success of the campaign and use that data to fine tune the marketing message to a specific audience.

One mistake to avoid is sending too many text marketing messages, or "blitzing." Because the open rates on text messages are so high, sending too many messages can become a turn-off or "opt-out" very quickly.

### Key Features of Text Services

The key features of any text service plan are these:

- Audience segmentation
- Message templates and customization
- Campaign keywords
- Analytics

Some services offering the above options and many more bells and whistles include: EZTexting.com, Slicktext.com, and Simpletexting.com.

Website: [www.seringsawmillmachinery.com](http://www.seringsawmillmachinery.com)  
**Blue Babe portable and stationary package saws are a division of Sering Sawmill Machinery. Their package saws are manually or hydraulically actuated. They use double-end reversible saw bars and self-contained saw chain lube systems. American made, low priced saws that have low maintenance requirements.**



**Sharp Tool Co., Inc. (The)**  
 7 Bonazzoli Ave.  
 Hudson, MA 01749  
 978/568-9292 - 800/221-5452  
 Fax: 978/568-9497

Contact: Mike Morette  
 Email: [Mike@sharptool.com](mailto:Mike@sharptool.com)  
 Website: [www.sharptool.com](http://www.sharptool.com)  
*Circular saw blades, band saw blades, knives, carbide products, grinding equipment, sawmill equipment and installation. (See ad on page 24)*

**Shur-Co®**  
 2309 Shur-Lok Street  
 Yankton, SD 57078  
 877/729-2969 - 800/327-8287  
 Fax: 605/665-0501  
 Website: [www.shurco.com](http://www.shurco.com)  
*Shur-Co®, LLC proudly serves customers with 10 sales, service and distribution locations throughout North America, plus an ever-expanding global presence, with Shur-Co®, Donovan and ShurTite™ brands. Well-designed, well-engineered and well-built tarping systems.*

**SII Dry Kilns**  
 207 Cedar Lane Drive  
 Lexington, NC 27292  
 336/357-7146  
 800/545-6379  
 Fax: 336/357-2267  
 Email:  
[kilninfo@siidrykilns.com](mailto:kilninfo@siidrykilns.com)



Website: [www.siidrykilns.com](http://www.siidrykilns.com)  
*SII Dry Kilns specializes in hardwood and softwood dry kilns, predryers, fan sheds, pallet and firewood drying / heat treating chambers. Now exclusively representing WDE Maspell in offering Vacuum and Thermal Modification Kilns. SII offers a complete range of kiln controls including the "Sample Watch" in-kiln weight system (now in wireless). SII also provides kiln repair services and a full line of kiln parts and accessories. (See ad on page 67)*

**Simonds International LLC**  
 PO Box 600  
 Fitchburg, MA 01420  
 800/426-6226  
 Fax: 800/513-2529



Email: [contactus@simondsint.com](mailto:contactus@simondsint.com)  
 Website: [www.simondsint.com](http://www.simondsint.com)  
*Simonds International, a U.S. manufacturer of industrial saw blades, machine knives and cutting tool maintenance equipment, has launched the next generation of PreSharp narrow bandsaw blades. They feature the same square face and ground tooth cutting edge on an improved saw body. (See ad on page 34)*

**Simpson Strong-Tie**  
 5956 W Las Positas Blvd  
 Pleasanton, CA 94588  
 800/999-5099  
 Email: [web@strongtie.com](mailto:web@strongtie.com)

Website: [www.strongtie.com/crate](http://www.strongtie.com/crate)  
*Valuable cargo needs special treatment. Custom-built crates require reliable, durable fasteners-and nails aren't always enough. Simpson Strong-Tie offers a wide variety of collated and hand-drive lag-replacement screws designed for crates and pallets to ensure high-value items make it to their destination in one piece. Quick Drive® auto-feed screw driving systems help build crates quickly and efficiently. Simpson Strong-Tie has high-quality fastener solutions tailored to your needs.*

**Smart Products**  
 3401 North Commerce Drive  
 Muncie, IN 47303  
 800/401-0099  
 765/284-9545  
 Fax: 765/284-7270  
 Contact: Ken Hess



Email: [smartpro@smartproductsinc.com](mailto:smartpro@smartproductsinc.com)  
 Website: [www.palletrecyclingequipment.com](http://www.palletrecyclingequipment.com)  

- Traditional one (1) & two (2) person bandsaw pallet dismantlers
- Pallet dismantling systems
- Block & GMA/stringer 'pallet prep' repair equipment
- Portable bandsaw dismantlers
- Turn tables, board removal & scrap conveyors
- Single & double head notchers
- Board trim saws, including manual, single-end & double-end power chain feed. (See ad on page 21)

**Bands & Blades...**  
**Bands & Blades...**  
**We have lots of**  
**Bands & Blades !!!**

**BiMetal & Carbon – We Have Them All**



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- COMPETITIVE PRICING...
- SAME DAY SHIPPING
- FREE SHIPPING WITH A MINIMUM ORDER



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**BERNIE'S SAW & SUPPLY INC.**

Email: [berniessaw@aol.com](mailto:berniessaw@aol.com)

**888-249-1646**



## SMETCO, Inc.

P.O. Box 560 • 14633 Ottaway Rd., NE  
Aurora, OR 97002  
503/678-3081  
800/253-5400  
Fax: 503/678-3095  
Email: Info@smetco.com  
Website: www.smetco.com



Manufacturers and Innovators of high speed pallet sorting systems, pallet repair systems, dispensing and stacking equipment, band saw dismantlers, notchers, trimsaws, platers, and more. Provides State-of-the-Art solutions to pallet handling challenges. (See ad Inside Front Cover)

## Smith Sawmill Service

181 County Road 4763  
Timpson, TX 75975  
936/254-3161  
800/598-6344  
Contact: Paul Smith,  
Michael Smith, Dustin Norris  
Email: info@SmithSawmillService.com  
Website: www.SmithSawmillService.com



Smith Sawmill Service has been proudly serving the wood industry since 1990. Services and products are designed around the ever-changing needs of sawmills, chip mills, paper mills, pallet manufacturers and the like. Through 50 plus employees, its customers reap the benefit of over 200 years of combined sawmill experience. A shop with over 15,000 square feet, equipped with the right machinery to supply sawmills with what is necessary to meet tomorrow's needs today, and most importantly to achieve the highest yield at the lowest cost.

## Smithco Manufacturing, Inc.

7911 N.E. 33rd Dr.  
Portland, OR 97211  
503/295-6590 - 800/764-8456  
Fax: 503/295-6822  
Email: sales@smithcomfg.com  
Website: www.smithcomfg.com

Axial flow propellers for dry kiln applications, sizes 760 mm to 84", with 4, 6, 8 and 12 blades. Products are airfoil designed solid-cast aluminum, fully adjustable, reversible with equal flow reversed and manufactured with stainless steel assembly hardware. Smithco offers an exclusive gauge for easy adjusting of the pitch angle of its propellers.

## Southeastern Metals LLC

660 Folk Avenue  
Woodbury, GA 30293  
678/207-8550  
Contact: Tiphani Jones  
Email: sales@semetals.net  
Website: www.semetals.net  
NATIONWIDE DELIVERY. Woodmizer, Lenox and Simonds. Provides bandsaw and recip blades for resaw machines, pallet dismantling and nail cutting.

## Spence Industrial Supply Company, Inc

2019 West Beaver Street  
Jacksonville, FL 32209  
904/354-8020  
Fax: 904/354-8019  
Contact: Scott Spence  
Website: www.spenceindustrial.com

Spence Industrial offers Bi-Metal and Carbon Steel custom welded bandsaw blades to your specifications. An authorized Lenox weld center located in the Southeastern United States. Also offers a full line of industrial supplies.



## Stapling Machines Company, LLC

41 Pine Street  
Rockaway, NJ 07866  
973/627-4400 - 800/432-5909  
Fax: 973/627-5355  
Contact: Doug Halckenhauser  
Email: sales@smcllc.com  
Website: www.smcllc.com  
Wirebound box machinery, Pallet top deck machinery, Crating machinery, Wood fastening automated box closing machines.

## Storti SPA

Via F. Dioli 11, 26045 Motta Baluffi (CR)  
Italy  
0039-0375-968311  
Fax: 0039-0375-968310  
Contact: Mario Cucciari  
Email: sales@storti.it  
Website: www.storti.it  
Complete woodworking plants to process wood from logs to finished pallets and mats. Specializes in automated pallet systems including both block and stringer machines. (See ad on page 13)

## Stouffer Equipment Company

10520 Mountain Road  
Grantville, PA 17028  
717/861-7301 - 800/761-7301  
Fax: 717/861-7303  
Contact: Scott Stouffer  
Email: sales@stoufferequipco.net  
Website: www.stoufferequipco.net  
Stouffer Equipment Company is a full service dealer for wood waste recycling equipment. Precision Husky Grinders, SUI attachments, RotoScreen Trommels, manufacturer of quality wear parts for most brands of grinders including swing hammers. Hard to find ReTech parts and new and used equipment including grinders, screeners, loaders and more. Also, manufactures and sells Colorant Machines & is a Greenville Colorant Distributor.

## Stromab, USA

2747 A Interstate Street  
Charlotte, NC 28208  
704/392-0110  
Fax: 704/394-0410  
Contact: Paul Rhoades  
Email: paul@macoser.com  
Website: www.macoserwood.com  
Since 1965 Stromab has been a European leader in manufacturing crosscut saw systems for the woodworking and timber industries. Made in Italy, Stromab systems are heavy-duty industrial equipment meeting all European safety standards. Utilizing CNC, touch screen and Ethernet technology, Stromab USA offers automatic angle cutting, push-feed defecting systems, and through-feed optimization and defecting systems.

Stromab's product line also includes up-cut saws, radial arm saws, pendulum saws, clamps for the window and door industry or clamps for LVL laminated beams.



## Suffolk Machinery Corp.

### Suffolk Machinery Corporation

12 Waverly Ave.  
Patchogue, NY 11772  
800/234-7297 - 631/289-7153  
Fax: 631/289-7156  
Contact: Tom Davies  
Email: info@timberwolfblades.com  
Website: www.timberwolfblades.com  
Manufacturers of Timber Wolf Band Mill and Resaw Blades from 1" to 2-1/8" wide for all applications. Other products include Suffolk Dual Tooth Setter, CBN Grinding Wheels for Oil Cooled Sharpeners, Sharpening Accessories, Guide Systems and Urethane V-belts.

## Supersplitter, Inc.

3 Bert Drive, Unit 1  
West Bridgewater, MA 02379  
508/427-5800  
Fax: 508/638-5688  
Contact: Paul McCann  
Email: supersplitter@comcast.net  
Website: www.supersplit.com  
Fast...Powerful...Reliable! Supersplit® features 2-1/2 second cycle time, non-hydraulic rack & pinion design, works with electric or gas motors, tall comfortable working height with wrap around production table. Join the thousands of Supersplit® owners that have broken the hydraulic habit and made firewood profitable.



## Timber Products Inspection, Inc.

100 Kedron Drive  
Peachtree City, GA 30269  
770/785-4769  
Contact: Matt McGowan  
Email: mmcgowan@tpinspection.com  
Website: www.tpinspection.com  
Timber Products Inspection is recognized as an industry leader in Wood Packaging Material quality assessment and export treatment certification (heat treatment and methyl bromide inspections). (See ad on page 92)



TIMBER PRODUCTS  
We Deliver Confidence. ®

## Timberstar Manufacturing Ltd.

2-7861 Hwy 97 North  
Vernon, British Columbia V1B 3R9  
Canada  
250/545-5441  
Fax: 250/545-1103  
Contact: John Wiebe  
Email: john@timberstar.ca  
Website: www.timberstar.ca  
-Lumber Marking Equipment -Panel Marking Equipment -Pallet Printers

## Timberwolf Firewood Processing Equipment

2235 Clarks Corners Road  
Marathon, NY 13803  
607/849-7800

Email: [lynsieb@timberwolfequip.com](mailto:lynsieb@timberwolfequip.com)

Website: [www.timberwolfequip.com](http://www.timberwolfequip.com)

Commercial and residential heavy duty wood splitters. Commercial firewood processors with live deck, patented top-roll clamp, hydraulic saws in gas or diesel power. Conveyors, PTO log splitters and log loaders. All equipment is made in New York, USA and uses Honda GX commercial grade or Hatz engines.

## TLB, Inc.

4308 Quincy Street  
Hudsonville, MI 49426  
616/916-0900

Contact: Tom Lubbers

Email: [thelogboiler@gmail.com](mailto:thelogboiler@gmail.com)

Website: [www.thelogboiler.com](http://www.thelogboiler.com)

The Log Boiler has eliminated all steps in processing biomass: loading, hauling, cutting, splitting, stacking, drying, burner loading and ash removal. Has been used successfully for years by muck farmers, livestock farmers, greenhouse operators, homeowners, hydroponic growers, trucking companies, pallet manufacturers, sawmills, and excavating businesses. TLB, Inc. is the original manufacturer and supplier of the Log Boiler. Ideal for clients needing high BTU requirements or longer re-loading intervals.

## Trelan Manufacturing

498 Eight Mile Road  
Remus, MI 49340

989/561-2280

Fax: 989/561-2530

Website: [www.trelan.com](http://www.trelan.com)

Trelan Whole Tree Chippers have been in production for over 40 years. Trelan manufactures a complete line of Heavy Duty Whole Tree Chippers including the new Extreme Models: 646-WRC Extreme, 686-WRC Extreme and 786-WRC Extreme. Trelan Chippers range in horse power from 440 Hp to 1000 Hp. If you are looking for a Top Quality Whole Tree Chipper, look no further than Trelan.

## Twister Industries

2266 Highway 65  
Mora, MN 55051  
612/390-9620 - 320/679-9835

Contact: Chuck Sheely

Email: [sales@TwisterEquipment.com](mailto:sales@TwisterEquipment.com)

Website: [www.AllThingsFirewood.com](http://www.AllThingsFirewood.com)

Manufactures TWISTER HORNET FIREWOOD PROCESSORS, wood splitters, and re-processors, as well as conveyors, turn tables, elevators, kilns, and firewood bundlers. TWISTER FIREWOOD PACKAGERS: Sell stretched wrapped bundles of firewood at convenience stores, super markets, lumber yards and campgrounds.

Fax: 812/298-0374

Contact: Mona C. Tracy

Email: [sales.universalmachinerysales@gmail.com](mailto:sales.universalmachinerysales@gmail.com)

Website: [www.universalmachinerysales.net](http://www.universalmachinerysales.net)  
Machinery for pallet repair, manufacturing and wood recycling, including disassemblers, sorters, stackers, trim saws, notchers, chamfers, cut-off and chop saws, stake machines, nailing machines, branders, grinders, corner-rounders, multi-head trimmers, dedusters, block saws, resaws, unscramblers, round tables, military notchers, angle choppers, self dumping hoppers, scissors lifts. (See ad on pages 52-53, 91)

## USNR

PO Box 310  
1981 Schurman Way  
Woodland, WA 98674  
360/225-8267 - 800/BUY-USNR  
Fax: 360/225-8017

Email: [sales@usnr.com](mailto:sales@usnr.com)

Website: [www.usnr.com](http://www.usnr.com)

USNR is a world leader in the design, manufacture and installation of advanced wood processing and drying solutions for sawmills, planer mills, CLT, OSB, LVL, plywood, veneer, and other engineered wood plants. Understands the complete process of converting raw materials into finished products. Contact USNR to learn about the options for your next project.

# U

# V



## Ultimizers Inc.

28380 SE Stone Rd.  
Boring, OR 97009  
503/663-7263  
Fax: 503/663-5151

Contact: Bryson Southard

Email: [contact@ultimizers.com](mailto:contact@ultimizers.com)

Website: [www.ultimizers.com](http://www.ultimizers.com)

Advanced technology and high quality machine manufacturing. Rough mill optimization specialists from initial design to production and support. Floor plan layouts, equipment and computer software design, full fabrication, specialized machining, production, parts, installation and service.

## Universal Fasteners Outsourcing, LLC (UFO™)

West Fork, AR 72774  
800/352-0028 - 479/283-0526

Contact: Jim Boyd

Email: [jboyd@911-nails.com](mailto:jboyd@911-nails.com)

Website: [www.nailscrews.com](http://www.nailscrews.com)

Home of UFO Ballistic NailScrews®-Patented, Pneumatically Driven Screws-"Drive them In; Screw them Out!" VT Testing Reports available at <http://www.911-nails.com/nstesting.html>



## Universal Machinery Sales Inc.

6075 West Harlan Drive  
Terre Haute, IN 47802  
812/298-8090 - 855/298-8890

## Valutec Wood Dryers Inc

3924 Oxford Street  
Coquitlam, British Columbia V3B 4E8  
Canada  
778/868-3695

Contact: Ingo Wallocha

Email: [ingo.wallocha@valutec.ca](mailto:ingo.wallocha@valutec.ca)

Website: [www.valutec.ca](http://www.valutec.ca)

The Valutec Group is a leading supplier for continuous kilns in the world. Its focus is on unidirectional continuous kilns with annual capacities up to 170MMBF. Extremely durable stainless steel structure and high drying quality. Please call Ingo Wallocha if you would like to know more about Valutec.



## Vecoplan Midwest, LLC

4005 Earnings Way  
New Albany, IN 47150  
812/720-4401  
Fax: 812/923-4994

Contact: Bill Miller

Email: [bmiller@vecoplanmidwest.com](mailto:bmiller@vecoplanmidwest.com)

Website: [www.vecoplanmidwest.com](http://www.vecoplanmidwest.com)

Vecoplan Midwest offers wood grinders, chippers, and pellet mills. Designs, engineers, builds and installs turnkey pelletizing plants that turn wood scrap into profits. Grinders offer low speed, high torque, low noise, ram fed, dump and run, single shaft grinding which produce consistent sized wood particles. Based on many years of experience working with pallet manufacturers and recyclers, can advise what will work and what won't.




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[info@populartools.net](mailto:info@populartools.net)

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## Vecoplan®

### Vecoplan, LLC

5708 Uwharrie Road  
Archdale, NC 27263  
336/861-6070  
Fax: 336/861-4329  
Contact: Yuri ChoCholko  
Email: ychocholko@vecoplanllc.com  
Website: www.vecoplanllc.com

Vecoplan offers wood grinders, chippers, and pellet mills. Engineers and installs wood waste processing systems complete with integrated controls for flawless operation. Backed by factory certified parts and service, Vecoplan grinders feature true dump & run operation, are ram fed, deliver low speed, low noise, high torque processing of wood scrap and produce consistently sized shredded particles.  
(See ad on page 25)

### Viking Engineering & Development

5750 Main Street, NE  
Minneapolis, MN 55432  
763/571-2400  
800/328-2403  
Contact: Kurt Larsen  
Email: info@vikingeng.com  
Website: www.vikingeng.com

Viking continues to be a trusted partner for automated pallet equipment since 1975. The Viking family is personally invested in the growth



Best of 2019 – Workforce / Culture

## Surveying Unlocks Company and Industry Insights (December 2019)

By Chaille Brindley

As I talk with more and more leading pallet companies, one trend has recently emerged. They all seem to be moving toward using employee engagement and/or customer service surveys to measure progress on company goals.

At PalletOne, the company has tied its annual employee engagement and experience survey in with its human resources paperwork that all employees have to complete. Howe Wallace, CEO of PalletOne, said, that as a result, they have a very high success rate. Employees complete a basic survey of 12 questions aimed at identifying the current health of the company's culture. While the individual responses are anonymous, the results are made public to all employees. These results are compared with results from previous years.

The company uses a survey tool by Emplify (<https://emplify.com/>) to monitor employee's perception of Millwood's culture. Individual responses are confidential and not disclosed to company management to encourage honesty. The survey is conducted via smartphones three times per year and is offered in English and Spanish. Currently, the company gets about 75% of its workforce to respond after doing extensive internal PR for the effort.

The survey results showed that some managers who were being burnt out got more help and people with the right skillset to take the employee care efforts to the next level. As a result, employee engagement scores are increasing. The company is getting more buy-in and involvement from the production workers. Problems are being fixed and culture may be as healthy as it has ever been.

Survey tools are critical to identify what needs to be fixed and where the company culture really is. Otherwise, you may deceive yourself into thinking everything is fine when some glaring areas need work.

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## Best of 2019 – Industry Trends & News

### Wood Residuals Research Identifies Trends (July 2019)

Reducing waste and finding useful markets for wood residuals and waste byproducts is as important as ever. The U.S. forest products market has undergone a significant transformation since The Great Recession in 2008.

Concerned about the long-term viability of these residual wood fiber markets, the National Wooden Pallet & Container Association (NWPCA), the U.S. Endowment for Forestry & Communities, and Resources for the Future engaged Forest2Market to conduct a detailed analysis for the Pacific Northwest (PNW) and U.S. South markets. Forest2Market looked at economic conditions during two major periods, 2004–2009 (the pre-recession bubble and the Great Recession) and 2007–2017 (the Great Recession and recovery).

### Overall Regional Market Considerations

Residuals tend to follow what happens with lumber market demand because those tend to be byproducts of more expensive wood products. Also, overall economic trends tend to hold true for all wood products, including residuals.

Over the last 10 years, the U.S. South mill landscape has undergone significant transformation. The Forest2Market report summarized, “The permanent closure of three pulp and paper mills and three particleboard plants was met with the opening of 16 new industrial pellet facilities, which led to a 10% increase in the total number of residual wood fiber consumers. Conversely, 36 pine sawmills and 66 hardwood sawmills have closed during the same period, which led to a 15% decrease in the total number of residual wood fiber producers.

The South is becoming America’s wood basket. Pine growth still outpaces removals by 82%, and this large supply of standing timber has made the region attractive for mill technology investment. In contrast, the hardwood sector in the South has declined tremendously over the past 10 years.

The market in the PNW is much different than the South when it comes to residuals. Forest2Market explained, “Since the early 1900s, this market has focused on lumber production and sawlog harvests. As a result, pulp mills were designed to consume only conifer sawmill chips, with no log handling equipment. Landowners are not accustomed to growing pulpwood, and thinnings for pulpwood are not common. This is the result of mill consumption needs and the fact that logging conditions (steep terrain and high logging costs) make thinnings only marginally commercially feasible.”

### Conclusions

Forest2Market stated, “The softwood pulp industry has benefited from positive consumer trends such as growth in packaging and container demand and new-found demand for absorbent products. The demand for these products is growing between 2–4% annually, and the U.S. South is well positioned to take advantage of these trends.”

In contrast, consumer trends and preferences are not favoring hardwood fiber as printing and writing papers, carton board and liquid packaging are all declining in demand.

The report determined, “The Northwest U.S. market is severely hobbled due to the tight log supply. The added demand of export markets further complicates the supply situation. PNW lumber capacity has never recovered from the spotted owl crises, let alone the aftermath of the Great Recession. Strangely, the PNW residual chip market is very much insulated from the production declines, as pulp mills make up residual chip deficits with primary chip mill chips.”



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TEAM TOTALS:		90	114	153	169	147
Bech9	Julia	15	15	15	15	15
Bech10	Frank	17	17	17	17	17
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