



**CWPCA  
ACPCB**

# 2015 Annual Report



# About the CWPCA

The Canadian Wood Pallet and Container Association is a non-profit industry association representing companies that manufacture wood pallets and containers across Canada. The CWPCA/ACPCB works to develop public awareness of the wood pallet and container industry and foster a greater understanding of the economic and environmental values of this important secondary market for forestry products. The CWPCA provides members with services in the areas of health and safety, continuous improvement, industry promotion, public education, issues management, and government relations.

CWPCA is also a service provider for the Canadian Heat Treated Wood Products Certification Program (HT Program), administering the largest inspection program for wood packaging manufacturers in Canada.

## Staff

Brian Isard, General Manager

Scott Geffros, Assistant General Manager

Lori Devlin, Office Manager

Stephanie Poirier, Program Coordinator HT Program

## Table of Contents

3—Message from the President

4—Message from the General Manager

6—Message from the Assistant General Manager

7—Nature's Packaging

8—2015 in Numbers

10—Governance

11—Members

Appendix A—Financial Statements

# Message from the President

As the first year of my term as President comes to a close it is easy to look back at 2015 and see lots of reasons to look to the future with optimism. The CWPCA has embarked on some ambitious tasks and we are starting to see some positive results stemming from those. First, I am happy to report that for the first time in many years, our membership has grown. This is quite an achievement when you consider that many other associations struggle with high levels of membership attrition. Our membership is complimented by the clients served through the HT Program. Our third party oversight arrangement with the Canadian Food Inspection Agency allows our voice to be heard in several high level working groups where we join together with policy makers and provide valuable input that strengthens our industry. In efforts to build on membership growth and continue to expand, the Board of Directors has worked to revise our By- Laws in order to not only increase our appeal, but to make our organization more accessible to a larger variety of companies that can benefit by being a member.



**Ryan Scobie**

The CWPCA also finds itself in the enviable position of being teamed with our sister organizations, the NWPCA and WPA in the Natures Packaging endeavor. This initiative is unique in its ability to unite the players in the wood packaging industry across Canada and the United States in a harmonized effort to promote the positive aspects of our products. Our industry has a great story to tell, and this effort is just the beginning to help promote our products and educate those outside the industry as to why “Wood is Good”.

As I move into my second year of this role I look forward to watching the CWPCA continue to evolve and grow. A rebranding effort was undertaken as part of the strategic plan, and with it, the CWPCA will adopt a new look that will continue to roll out over the course of the next year. Myself and the Board of Directors will continue to push the CWPCA into new territory and strive to create an environment where members are not only supported, but will find resources aimed at strengthening not only their individual businesses, but the industry as a whole. We cannot however do that alone. We need our members to participate, ask questions, and provide input as to the path the CWPCA will take in the future. Our staff and Board of Directors are accessible to all, and welcome any ideas that will provide our members with further benefit, enhance the perception of the industry, or expand on our outreach.

Last but certainly not least I wish to extend a big thank you to the staff who serve the CWPCA. Their dedication and passion for the industry speaks for itself, and their efforts and contribution should not go without recognition.

It has been my pleasure serving as President over the past year, and excited by what is to come in the next year.



## Message from the General Manager



Brian Isard

The Canadian wood pallet and container industry, which achieved \$790 million in sales in 2015, is a significant market for industrial grade lumber from our forest products industry. We add substantial value to industrial grade lumber processed to provide the delivery platforms which support a global supply chain. Longstanding industry recycling practices add to the level of sustainability of wood packaging as a large percentage of wooden pallets and containers are repaired, and/or repurposed downstream.

As we report our progress this year, we must recognize the work done by our members, our Board of Directors and industry volunteers in strengthening our industry amid the many challenges we face.

### This year's highlights:

#### Programs and Services

We continued to support a number of key programs linked to ensuring the continued viability of our industry. We added new safety training modules for workplace ergonomics and machine guarding, that are available through our Virtual Safety Group program. The occupational health and safety of the workers in our industry remains a paramount concern. We will continue to promote greater awareness of health and safety issues and provide resources for safety information.

We also took steps to strengthen our brand recognition and our marketing program by enlisting the services of a professional marketing company, Accurate. This was a major undertaking that involved staff, Accurate and incorporated consultation with randomly selected association members. The purpose of this project and the related findings, will help us address misconceptions about the Association's membership and our operations as a Third Party Auditor of the HT Program. Accurate provided us with recommendations on how to move forward, and we have already taken action on some of these items. We have developed a new logo, corrected the French translation of our Association name, and we are developing new marketing materials (business cards, stationary, new brochures, a new look for our monthly newsletter, to name a few). Stay tuned for the new look and feel of our Association, and the future initiatives that we will be implementing.

#### Regulatory Affairs

We work with government and other stakeholders to promote a regulatory framework that is competitive with other jurisdictions around the world. The CWPCA monitors proposed regulations and policy changes and informs members on areas of environmental management, workplace safety and market access in international trade through participation in two key groups:

- The Canadian Forest Products Phytosanitary Working Group (CFPWG) serves to promote market access for Canadian forest products.
- The Forest Products Certification Committee which works to develop the regulations that govern the Canadian Heat Treated Wood Products Certification Program (HT Program), which saw considerable changes that affected our industry.

## **Advocacy and Policy**

We have acquired new data and analysis to better demonstrate the value of the wood packaging industry to the Canadian economy. Our efforts to further promote the sustainable attributes of the wood packaging industry became a reality with the launch of the Nature's Packaging website with a five year \$60,000 commitment from each of the three participating associations.

We represented the Canadian industry at the Global Forum Wood Pallet and Packaging Industry meeting of all pallet associations in Cork, Ireland, to work towards establishing harmonization and transparent rules regarding ISPM-15 implementation (repairs, multiple markings) and the monitoring of trade flows. We also continue to work on addressing the threat posed from competing materials for shipping platforms.

## **HT Program**

This past year saw a major shift in management responsibilities as the Association restructures its HT Quality Management Program. The Canadian Food Inspection Agency (CFIA) has downsized and this means organizations such as ourselves involved in the Alternative Service Delivery initiative within the HT program, are now responsible for the , maintenance of facility registration lists and a number of additional monitoring activities.

To meet the challenges of these new responsibilities we undertook the following:

- Provided commentary and feedback during the development of the newly implemented policy directive, D-13-01
- Restructured our pricing to ensure we remain cost effective for registered facilities
- Conducted an internal audit of CWPCA quality assurance procedures under the HT program
- Conducted over 1000 inspections at 472 registered facilities across Canada
- Conducted two nationwide surveys on partially assembled wood packaging and mark obliteration to better address changes in new regulations
- Fielded over 1000 inquiries, ranging from non-registered companies wanting information on certification and joining the program to clients seeking technical advice

# FINANCIALS

## **Statement of Financial Position**

The CWPCA is in a healthy financial position. The Association saw increased spending in 2015 with the focus on spending allocated funds budgeted in the Strategic Plan that had not been addressed in the previous two years, such as developing a sustainability initiative and developing membership growth with the recruitment of an Assistant General Manager. The Association had a clean audit from our external auditor, Leslie Macleod.

Refer to Appendix A for the audited financial statements.

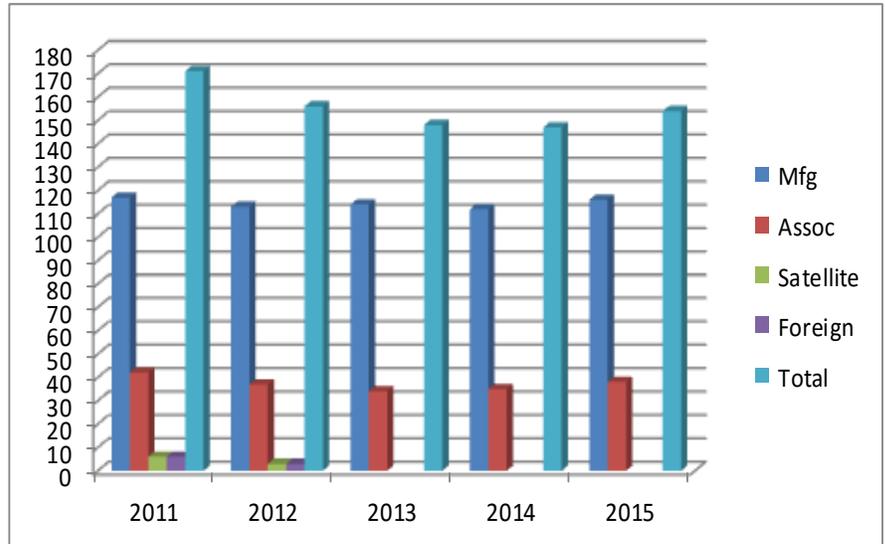
# Message from the Assistant General Manager



**Scott Geffros**

In May of 2015, after many years as a CWPCA member, I eagerly joined the Association staff as the Assistant General Manager. Initially I was tasked with developing recruitment and retention strategies for membership and expanding on the member services that the CWPCA provides. I have since been expanding my role by actively participating in all aspects of the Association's business, from supporting the HT Program, to building bridges with the NWPCA and WPA as a part of the Nature's Packaging initiative, and our current rebranding efforts.

While there is still much to do, I am proud to report that since I have come on board we have seen growth in our new member applications and that the Association saw significant membership growth for the first time in 13 years. Additionally, we have been able to increase the number of member and client visits which has led to the strengthening bonds between the staff and the Association members. We were also able to embark on the first ever Quebec tour where we were able to visit with both members and potential members across the southeastern portion of the province.



This increased exposure is set to continue in 2016. I look forward to continued high levels of member engagement (with the eventual goal of getting to each and every member's facility), furthering our good relations with our sister Associations, strengthening ties with the Canadian government, and promoting our industry positively through trade show representation and the Nature's Packaging effort. As always, I am available to you, our members, and welcome any and all correspondence. I anticipate building on the momentum of 2015 and seeing the CWPCA move forward into the future.

**16** New members 

**81** Member & potential member visits 

# Nature's Packaging

In 2015 we successfully completed a partnership with the National Wooden Pallet and Container Association and the Western Pallet Association to develop the Nature's Packaging initiative and website.

Supporting the principle that sustainability is a part of the future success of our industry and is most effective when the overall industry owns and leads the change, these industry-led groups continue to tackle specific issues related to the messaging on our industry's environmental performance.

**Vision** - For wood packaging to be universally recognized for its environmentally responsible role in sustainably addressing the growing needs of global distribution.

**Mission** - Increase the use of wood packaging through educating and informing customers, packaging specialists, and packaging students of wood's environmental benefits.



Ensuring our industry throughout North America is engaged in sustainable practices is the best way to ensure the long term success of our industry.

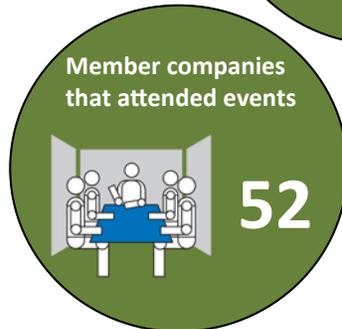
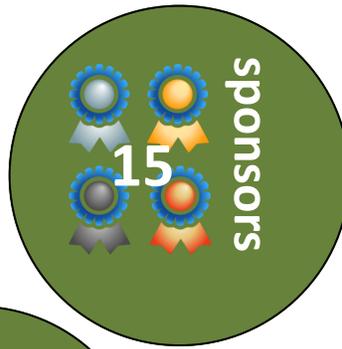
CWPCA members that provided on going technical and administration support to each of the Nature's Packaging committees:

**Marketing and Executive**—Rob Anderson, St. Boniface Pallet;

**Media**—Mark Patrick Tame, Herwood Industries;

**Research**—Jeff Doman, CHEP Canada, Dave Uppal, Pioneer Pallet, Phil Leblanc, Ressources Lumber and Chip Dauber, Ongweoweh Corporation .





# Governance

## Board of Directors 2015

Ryan Scobie - **PRESIDENT**  
WOODBIDGE PALLET

JASON WHEELER - **VICE-PRESIDENT**  
HERWOOD INC.

Simon Trillwood  
TOPAX EXPORT PACKAGING SYSTEMS

Rob Anderson  
ST. BONIFACE PALLET COMPANY LTD.

Graham Haycock  
PACIFIC PALLET

Fred Vrugteveen  
NIAGARA PALLET & RECYCLERS

Henry Wall, Jr.  
H & H WOOD PRODUCTS

### Associate Directors

Vic Ulgiati  
WESTON FOREST PRODUCTS INC.

Vincent Piche  
CANADIAN WOOD PRODUCTS

Herman Long - **PAST-PRESIDENT**  
SCOTIA PALLETS LIMITED

Sukhi Brar - **TREASURER**  
ADVANCE PALLET & CRATE

STEVE McCONKEY  
NEFAB INC.

Marco Turcotte  
GROUPE SAVOIE INC.

Martin Boutet  
LCN Inc.

Paul Simpson  
PALLET RENEW INC.

Sean Meston  
CALGARY PALLET

Joe Carbone  
STANLEY BLACK & DECKER

## Committees

- The Nominating Committee handles the process for recruitment, appointment and ongoing development of Directors
- The Finance Committee provides oversight relating to the annual budget, financial information and policies, internal control systems and the audit process
- The Social Media Committee helps the Board assesses the growing and evolving space that social media occupies in our world and helps to devise strategies to engage members and promote the industry, the association, and our members.
- The Event Planning Committee provides advice and recommendations on the organization of the annual general meeting and the regional meetings held annually
- The Strategic Planning Committee provides advice and recommendations on issues related to the future direction of the Board
- The Packaging Committee provides oversight of our role and performance as a Third Party Auditor as per our agreement with the Canadian Food Inspection Agency

# Current Membership List

## Manufacturing Members

A-1 PALLET ENTERPRISES INC.	EASTERN ONTARIO PALLETS LTD	MAGNUM PACKAGING INDUSTRIES
A-1 PALLETS LTD.	EMBALLAGE MONTREAL EXPRESS	MAYFAIR LUMBER SALES
ADVANCE LUMBER REMANUFACTURING	FOUR-PACK (9146-3232 QC Inc)	MICHIGAN PALLET RECYCLING INC.
AFT SAWMILL LIMITED	G.L. WOOD PRODUCTS	MOEN LUMBER SALES LTD.
ALBERTA PALLET CO	GALAXY PALLETS (1998) INC.	MOORE PACKAGING SYSTEMS
ALEX PALLET	GROUPE SAVOIE INC.	MURDOCK MACKAY LTD.
ALL FAB PALLETS	H & H WOOD PRODUCTS INC.	NEFAB INC.
ALLIN CABLE REELS - DIV. OF J. HAMELIN	HALDIMAND WOOD MFG	NIAGARA PALLET & RECYCLERS LTD.
ALPA LUMBER MILLS INC	HAMILTON X PACKAGING & PALLETS	NORTH AMERICAN CRATING INC.
AL-PACK ENTERPRISES LTD.	HERRGOTT INDUSTRIES LTD.	NORTH STAR PALLETS INC.
BARCO MATERIALS HANDLING.	HERWOOD INC.	OLYMPIC FOREST PRODUCTS
BLUEWATER PALLET INC.	HILLHURST PALLETS LTD.	ONGWEOWEH CORPORATION
BOWMANVILLE WOOD PRODUCTS INC.	HOOVER SAWMILL & PALLET INC.	ORILLIA WOODWORKING INC.
BOXER BUILDING & CRATING LTD.	HUPACO WOOD PRODUCTS LTD.	OXFORD PALLET & RECYCLERS LTD.
BRAMPTON PALLET	INTEGRATED PACKAGING SYSTEMS INC.	PAC EX CRATING LTD.
BRIDGEWATER METAL INDUSTRIES	IROQUOIS ENTERPRISES	PACIFIC PALLET LTD
BUTLER & BAIRD LTD.	IVOR FOREST PRODUCTS LTD.	PALLET MANAGEMENT GROUP
CALGARY PALLET LTD.	J & M PALLET	PALLET RENEW INC.
CAN-CRATE INDUSTRIES LTD.	J & R PALLET RECYCLING LTD.	PALLETS AND MORE, INC.
CHALLENGER PALLET LTD.	J. HAMELIN INDUSTRIES	PARAMOUNT PALLET, LP.
CHEP CANADA	JAMES MARTIN	PECO PALLET
CHRYSALIS WOOD AND PLASTICS LTD.	K & V PALLETS INC.	PETE'S PALLET MANUFACTURING
CITY PALLETS INC.	KEVCO PACKAGING INC.	PIONEER PALLET & LUMBER LTD.
CRATEX INDUSTRIES LTD.	KINGS WOOD PRODUCTS	PRECISION WOOD PRODUCTS
CRE-O-PACK PACKAGING INTL INC.	L E WOOD MANUFACTURING & LUMBER SALES	PROWEST SHIPPING & PACKAGING LTD.
CUSTOM CRATING LTD.	L.H. PLANTE ET FILS INC.	QUINN & QUINN INC.
DAVID McNABB PALLET MFG. INC.	LCN PALLETS & CONTAINERS	R.J. DUNGEY & SONS LTD.
DOMINION PALLET & CRATE LTD.	LES PALETTES BB INC.	RANGER ENTERPRISES
DURHAM PALLET SERVICES	LITTLE 'D' PRODUCTS LTD.	RESTON PKGING SOLUTIONS (1754147 ONT INC

ROY'S WOOD SHOP LTD.  
S & B PALLETS LTD.  
SASKATOON PALLET LTD.  
SCOTIA PALLETS LTD.  
SEA AIR INTERNATIONAL  
SEA-CAN CONTAINERS  
SHUR-WAY INDUSTRIES (2010) INC.  
SKID JIM ENTERPRISES INC.  
SOUTHEAST PALLET & WOOD PRODUCTS  
SPRING HILL PALLET INC.  
ST. BONIFACE PALLET CO.  
STELLAP PALLETS (1586-720 ONT. INC)  
THAYER LUMBER CO. INC.  
THE PALLET FACTORY  
THOMCO PALLET & BOX  
THULIUM LTD.-THULIUM FARM  
TOLKO INDUSTRIES LTD.  
TOPAX EXPORT PACKAGING SYSTEMS  
TOPCO PALLET RECYCLING LTD.  
TOTAL PALLET SOLUTIONS INC.  
TRICAN PACKAGING INC.  
UNITED PALLETS AND CRATES INC.  
VERBEEK PALLET SUPPLY CO. LTD.  
WAINFLEET BOX & PALLET  
WILLOW BRAE CORPORATION  
WINDSOR PALLET LTD.  
WOODBIDGE PALLET LTD.

**Associate Members**

AIR-IT-ON  
BENOIT & DIONNE FOREST PRODUCTS  
BOIS BONSAI INC./BONSAI LUMBER  
BOLDUC EQUIPEMENTS INDUSTRIELS INC.  
BRAMWOOD FOREST INC.  
CANADIAN WOOD PRODUCTS  
CENTURION LUMBER MFG 1983 LTD.  
CORE CANADA SOLUTIONS INC., DIV.  
SHAW SABEY & ASSOC.  
DIRECT TIMBER INC.  
DOUGLAS G. HUNTER INC.  
FALCON LUMBER LTD.  
INDUSTRIAL RESOURCES INC.  
JOE QUIGG CONSULTING  
LANCE BISSETT LTD.  
LASADA INTERNATIONAL INC.  
MAXWOOD LUMBER LTD  
McRAE MILLS  
NICHOLSON & CATES LTD.

ONTARIO SAWDUST LTD.  
PALLET MACHINERY GROUP  
PENDU MANUFACTURING INC.  
PRS GROUP  
REMBOS INC.  
RESSOURCES LUMBER  
ROTOCHOPPER  
SHUR-FAST FASTENERS INC.  
SILVARIS/LOW GRADE LUMBER  
SPEC WOOD  
STANLEY BLACK & DECKER  
STERLING MARKING PRODUCTS INC.  
T.L.B. PRODUITS FORESTIERS INC  
TALL TREE LUMBER CORP  
TAURUS CRACO MACHINERY INC  
TOWNSEND LUMBER INC.  
TRANS CANADA STAMP  
VIKING ENGINEERING  
WESTON FOREST PRODUCTS INC.  
WOOD-MIZER CANADA

