COMM**ODDITIES**
Pulp

Don't think fruit: As a commodity, pulp refers to the building blocks of paper — the material that contains fibers that are mostly from wood, but can also contain traces of rags, straw, grasses and bark.

Where does it come from? The most abundant sources of pulp are forests, though the pulp and paper industry is striving to maximize recycled content. Many newsprint and packaging paper grades are made from recycled fibers, according to the Environmental Paper Network (EPN). However, printing and writing paper — which accounts for one-quarter of global paper production — contains an average of just 8 percent recycled content.

What's it used for? According to the EPN, the remaining three-fourths of global paper production is devoted to paperboard, wrapping and packaging (57 percent), sanitary and household tissue (8 percent), newsprint (6 percent) and other uses (4 percent).

And that's a fact: The Manufacturing ISM® *Report On Business*® indicated pulp was down in price in August. After a 30-percent increase over the previous two years, the Producer Price Index for wood pulp fell from 211.7 in January to 176.5 in July. Weakening newsprint demand and a softening European market have been cited as factors.

SUPPLY CHAIN
REACTIONS

Dimas Gimeno Álvarez *A reliable #supplychain helps create a virtuous cycle between producers, retailers, and customers. In this #NewRetailEra, #IoT is a powerful tool that producers should use to manage deliveries and inventory. They must ensure accurate, on-time and under-the-right-conditions shipping and delivery.*

"In all WHU programs, students get intense negotiations training because we are convinced that soft skills will continue to become more critical. This is another experiential-learning expedition with many role plays that are firmly rooted in business reality (as opposed to the many simulations/role plays where one buys a car or a house or negotiates for hostages)."

Lutz Kaufmann, Ph.D.
Professor of international business and supply management
WHU–Otto Beisheim School of Management
Düsseldorf, Germany

Sen. John Boozman @JohnBoozman
Truckers in AR and throughout the US haul goods across cities, states & the nation. They're vital to manufacturers' ability to get products to market and to consumers. Join me and #ThankATrucker this week for the vital work they do.

Forbes *Trust and transparency in supply chain models is essential to creating an inclusive economy that promotes social equality, as well as reduces waste by accurately aligning the supply and demand.*

ASKING OUR MEMBERS
How is Your Organization Tapping Suppliers to Find Innovation?

This issue's cover story on page 16 examines how procurement organizations, hoping to use innovation to separate themselves from the competition, are starting to look for it from their suppliers. And the suppliers providing that innovation are often entrepreneurs. Who are your organization's most entrepreneurial suppliers? How are they helping your company innovate?

To share your thoughts, email us at editor@instituteforsupplymanagement.org, or leave a comment on our social media pages (the addresses are on page 2). Some entries will be featured under Supply Chain Reactions in the November/December issue of *Inside Supply Management*®. **ISM**