

# **UTIPULP**

**Lisbon – September 21<sup>st</sup>, 2007**

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**GENERAL MEETING**

**MINUTES**

# **UTIPULP**

## **GENERAL MEETING**

**LISBON – September 21<sup>st</sup>, 2007**

### **- ATTENDEES -**

#### **UTIPULP Chairman :**

Mr	Franz-Josef	OHLE	STORA ENSO INTERNATIONAL Ltd
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#### **UTIPULP Secretary :**

Mr	Jérôme	RUPIED	UTIPULP
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#### **AUSTRIA**

Mr	Peter	DONNABAUER	DR. FRANZ FEURSTEIN
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#### **BELGIUM**

Mr	Firmin	FRANCOIS	COBELPA
Mr	Wayne	THOMAS	SAPPI FINE PAPERS EUROPE

#### **FRANCE**

Mr	Mikko	MERILUOTO	AHLSTRÖM
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#### **GERMANY**

Mrs	Ute	JOHNEN	KANZAN SPEZIALPAPIERE GmbH
Mr	Klaus-Dieter	KIBAT	V.D.P.
Mr	Hermann Josef	KRULL	NORDLAND PAPIER GmbH

#### **ITALY**

Mr	Lasse	AHTINEN	CARTIERE BURGO SPa
Mr	Antonio	BOTTEGA	FEDRIGONI CARTIERE SPA
Mrs	Cinzia	CARADINI	ASSOCARTA
Mrs	Gloria	RICCIONI	GRUPPOCORDENONS SpA

#### **NETHERLAND**

Mr	Norman	SNEL	Inkoop-combinatie De EENDRAGT b.v.
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#### **PORTUGAL**

Mr	Joao Gorjao	CLARA	RENOVA S.A.
Mr	Manuel A. S.	MOREIRA DOS SANTOS	SOPORCEL S.A.

**SWITZERLAND**

Mr Jorg  
Mr Jürg

BITTERLI  
KAUER

TELA-KIMBERLY  
M-REAL BIBERIST

**UNITED KINGDOM**

Mr John  
Mr Joep

GOVIER  
STEVENS

ARJO WIGGINS Ltd  
GEORGIA PACIFIC

**EXCUSED**

Mr Patrice  
Mr Enrico  
Mr Armando  
Mr Luis  
Mr Henri  
Mr Andrea  
Mr Victor  
Mr Eilif  
Mr Luigi  
Mr Patrick  
Mr David  
Mr Carlos  
Mr Jean-Olivier  
Mr Rudolf  
Mr Oliver

BISSIERE  
BROUWER  
CAFIERO  
COSTA LEAL  
GILBERT  
GROSSO  
KAMM  
LADEGAARD  
LAZZARESCHI  
MADER  
MORGAN  
REINOSO  
ROUSSAT  
SEELMANN  
SÖDER

PAPETERIES DE VIZILLE  
V.N.P.  
ASSOCARTA  
CELPA  
SMURFIT KAPPA  
AHLSTRÖM  
SAPPI EUROPE S.A.  
DALUM PAPIR A/S  
DELICARTA S.PA.  
AUSTROPAPIER  
CONFEDERATION OF PAPER INDUSTRIES  
ASPAPEL  
PAPETERIES DE CLAIREFONTAINE  
SCA GRAPHIC LAAKIRCHEN  
MYLLYKOSKI CONTINENTAL GmbH

# **UTIPULP**

## **General Meeting**

*Lisbon – September 21<sup>st</sup>, 2007*

### **AGENDA**

#### **I - WELCOME & APOLOGIES**

#### **II - APPROVAL OF THE AGENDA**

#### **III - APPROVAL OF THE PREVIOUS MEETING'S MINUTES**

- The previous meeting was held in Colmar on April 20<sup>th</sup>, 2007

#### **IV - GENERAL ISSUES**

##### **a) UTIPULP structures:**

- Composition of the National Delegations

##### **b) Communication:**

- Website: evolution, new login and password

#### **V - EXTERNAL SPEAKER**

Bernard de GALEMBERT – CEPI Forest Director

- Wood supplies for the european pulp and paper industry

#### **VI - UTIPULP STATISTICS**

- Pulp trade by the UTIPULP countries
- Presentation of the economic situation in each Member country
- UTIPULP statistics : analysis of the last available statistics

#### **VII - OTHER ISSUES**

- 2007 accounts and 2008 Budget
- Date and location of the next meeting
- Cepi study on the source on virgin fibers

## **- MINUTES -**

### **I - WELCOME & APOLOGIES**

Mr Franz-Josef OHLE, UTIPULP Chairman, opens the meeting at 9:15 a.m. He welcomes all the participants and presents the apologies of the members who have not been able to join the present meeting.

He thanks the portuguese Delegation, for the organisation of this meeting and the invitation to the boat tour followed by a dinner aboard. Mr Luis COSTA LEAL charged Mr OHLE to transmit his apologize for his absence due to a meeting with the European officials.

### **II - APPROVAL OF THE AGENDA**

The President reads the agenda. He informs that a speech by Mr Bernard de GALEMBERT, CEPI Forest Director, is planned during the meeting.

The agenda of the general meeting is unanimously approved

### **III - APPROVAL OF THE PREVIOUS MEETING'S MINUTES**

The minutes of the previous meeting, which took place in Colmar on April 20<sup>th</sup>, 2007 were sent to the members on July 17<sup>th</sup>. These Minutes are unanimously approved.

### **IV - GENERAL ISSUES**

#### **A) UTIPULP STRUCTURES**

- **Changes in the composition of the National Delegations**

UTIPULP Secretariat has been advised of the following changes into the composition of the National Delegations :

#### **France :**

UTIPATES informed UTIPULP that Mr Jérôme DELALY (ARJOWIGGINS) left the French Delegation.

### **Switzerland :**

ZPK informed UTIPULP that Mr Rudolf MARTY (Papierfabriken Cham Tenero AG) left the swiss Delegation.

The chairman notes that Mr Joep STEVENS appears for this meeting as a representative of both France and United Kingdom. On the President's request, Mr Jérôme RUPIED as UTIPATES representative agrees that France will be represented by another delegate for the next meetings.

The Secretary indicates that some Delegations still miss one or two delegates:

- Belgian Delegation : 1 member
- Danish Delegation : 1 member
- Spanish Delegation : 2 members
- UK Delegation : 1 member

The President proposes the reelection of Mr Antonio BOTTEGA as a member of the Executive Committee. This proposal is approved.

## **B) COMMUNICATION**

### **• Website : evolution, new login and password**

New login and password are communicated in session. It is reminded that the members have a restricted access to the data detailed country per country on the member's pages of the website. New login and password are given by UTIPULP (only), during the General Meetings and to the National Associations every 6 months. To obtain the login and password the companies have to contact their National Association.

Statistics of connections and downloading are presented in session, showing a fairly stable frequentation. The pike in visits are always between the 15<sup>th</sup> and 18<sup>th</sup> of each month, showing the high interest for the UTIPULP statistics.

## **V - EXTERNAL SPEAKER**

Mr Bernard de GALEMBERT, CEPI Forest Director, presents the question of the wood supplies for the European pulp and paper industry in the context of a new energetical use for woods.

## **VI - UTIPULP STATISTICS**

### **A) PULP TRADE BY THE UTIPULP COUNTRIES**

The Secretary presents the pulp imports according to Eurostat : long term (1995-2006) and short term evolutions (January 2000 - june 2007). These figures include imports from each of the UTIPULP countries but Switzerland. Imports of UTIPULP countries from other UTIPULP countries have been taken out.

The imports of market pulp by the UTIPULP countries grew at an annual growth rate of 0,4% between 1995 and 2006. North European supply declined from 29% in 1995 to 22% in 2006. Brazil was the main exporter to UTIPULP countries in 2006 with a share of 26%.

The total imports for the first 6 month 2007 are equivalent to the same period in 2006, and higher than the last 6 months 2006 (+9%).

## **B) PRESENTATION OF THE ECONOMIC SITUATION IN EACH MEMBER COUNTRY**

Most of the Delegations sent to the UTIPULP Secretariat a short memo on the macroeconomic and pulp and paper situation. The information provided is commented by each of the Delegations.

- Belgium faces a difficult political situation. Several countries present a significant increase in GDP in 2007 versus 2006 (estimated figures) : Austria (+3,2%), Germany (+ 2,8%), Netherland (+3,0%), Spain (+3,7%), United Kingdom (+2,8%),
- Some countries present a more limited increase in GDP : in France, Italy, Portugal, the increase is limited to 1,8% in 2007 versus 2006.
- Several participants note that the paper industry faces difficulties : lifeless global economy, increasing costs of pulp and energy, reduction of production capacities of paper and board.
- For 7 months 2007 compared with the same period 2006, the paper and board production decreased by 1,8% in Belgium, 3,7% in France, 7,8% in United Kingdom. It increased by 3,3% in Germany.

## **C) UTIPULP STATISTICS : ANALYSIS OF THE LAST AVAILABLE STATISTICS**

The President indicates the UTIPULP had difficulties to collect the figures relative to august 2007 for some countries. He reminds the UTIPULP members of the necessity to send their figures on time, to make it possible to put the statistics on the website on the 15<sup>th</sup> of each month.

## **VII - OTHER ISSUES**

### **A) 2007 ACCOUNTS AND 2008 BUDGET**

- **UTIPULP 2007 accounts**

The total of the expenditures reached 20 100 euros (identical to the budget)

- ⇒ Meeting expenses and website were identical to the budget.
- ⇒ Secretariat expenses were above to the amount voted in the budget by 50 euros, due to some increase in stationery and postages.
- ⇒ Transaction expenses were 40,00 euros below the budget.

The resources (contributions + interests) amounted to 22 382 euros.

The comparison of the expenses and the resources shows a benefit of 2 282 euros. Affecting the 2007 benefit to the reserves, UTIPULP reserves amount to 16 207 euros, above the target fixed by the General Assembly in April 2006. It represents 8 months of expenditures.

**The President submits the 2007 accounts (and the affectation of the benefit to the reserves) to the approbation of the General Assembly. The 2007 accounts and the affectation of the benefit to the reserves are unanimously approved by the General Assembly.**

- **Cost sharing**

The Chairman reminds the members of the inquiry made upon cost sharing for the social programme of the UTIPULP meetings.

The Secretary presents the results of the inquiry.

The question asked was the following (e-mail Secretary – August 30<sup>th</sup>, 2007) : “During the last meeting in Colmar on April 20<sup>th</sup>, 2007, a discussion took place on the way the expenses related to the meetings should be shared between the members. Some Delegations indicated that the costs implied by the dinner and the visit on the day prior to the meeting, which are currently paid by the hosting country, are a real burden to the budgets of the National Associations. They proposed to pass on these costs to UTIPULP, which would spread the expenses among the countries”.

The answer of Mr Carlos REINOSO ASPAPEL was the following : “Our view is that meeting cost should be financed separately from the general budget. We propose that the hosting country should have the choice to cover the meeting expenses in total or part (eg. The gala dinner), and the remaining expenses be invoiced by UTIPULP directly to the people who attended the meeting. We believe that this is a good system to keep meeting cost under control, to avoid to charge national associations with a cost for which they are not budgeted and to give the hosting country the freedom to choose according to its willingness”.

This position was supported by Armando CAFIERO (ASSOCARTA), Firmin FRANCOIS (COBELPA), Martin HABERLI (ZPK), Luis LEAL (CELPA).

Mr Klaus KIBAT(VDP) answered that the system should not be changed. Mr MARTIN OLDMANN (CPI) and Mr Jérôme RUPIED (as UTIPATES, FRANCE) supported the proposal to release National Associations from the costs associated with hosting UTIPULP meetings which could be borne by UTIPULP directly.

The Chairman notes that the sharing costs wished by most of the members corresponds with the rules observed up to now. The hosting country finances a part of the meeting expenses (social programme and lunch), the members finance the transport and hotel expenses, and UTIPULP finances the cost of the UTIPULP meeting itself.

Most of the members of the Assembly confirm that the rules should remain unchanged.

However the Chairman notes that the answers of most of the members, some of them being absent, accepted that the hosting country should have the choice to cover the meeting expenses in total or part. He indicates that this cannot be agreed and underlines that the system chosen must be the same for all the members. Therefore the Chairman thinks it will be necessary to examine this question again.

- **UTIPULP 2008 budget**

The Chairman presents the proposed budget.

It is proposed to have a level of charge of 20 510 euros in 2008, slightly increasing (+2,1%) from its 2007 level, the cost sharing rules being unchanged. The resources (contributions + interests) are budgeted at 22 150 euros. The Chairman proposes that the level of the contributions remain unchanged. The comparison of the expenses and the resources should make appear a benefit of 1 640 euros.

After affecting the 2008 benefit to the reserves, the reserves of UTIPULP should correspond to 17 847 euros at the end of 2008.

**The Chairman submits the budget proposal for 2008 to the approbation of the General Assembly. The proposal of the 2008 budget is unanimously approved by the General Assembly.**



## **B) DATE AND LOCATION OF THE NEXT MEETING**

The Secretary indicates that the Spanish Delegation invites UTIPULP Members in Spain for the next meeting. The Spanish Delegation is thanked for this invitation and the Chairman decides to propose the date of **April 17<sup>th</sup> and 18<sup>th</sup>, 2008**.

The UTIPULP Secretary will be in contact with ASPAPEL to prepare the organisation of the meeting.

## **C) SOURCE OF VIRGIN FIBRES**

The Chairman indicates that data from the CEPI study on the source of virgin fibres in the year 2005, have been put in the dossier for this meeting.

Having gone through all the items of the agenda, the Chairman closed the meeting at 13:00.

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