

UTIPUL

GENERAL MEETING

BRUSSELS – APRIL 17th, 2009

MINUTES

- ATTENDEES -

UTIPUL Chairman

Mr	Wayne	THOMAS	SAPPI FINE PAPER EUROPE
----	-------	--------	-------------------------

UTIPUL Secretary

Mr	Jérôme	RUPIED	UTIPUL
----	--------	--------	--------

AUSTRIA (AUSTROPAPIER)

Mr	Peter	DONNABAUER	Dr FRANZ FEURSTEIN
----	-------	------------	--------------------

BELGIUM (COBELPA)

Mr	Jacky	DECHAMPS	SCA HYGIENE PRODUCTS
Mr	Firmin	FRANCOIS	COBELPA

FRANCE (UTIPATES)

Mr	Henri	GILBERT	SMURFIT KAPPA
Mr	Mikko	MERILUOTO	AHLSTROM

GERMANY (VERBAND DEUTSCHER PAPIERFABRIKEN)

Mrs	Ute	JOHNEN	KANZAN SPEZIALPAPIERE Gmbh
Mr	Klaus Dieter	KIBAT	VDP
Mr	Vladimir	MAIER	GLATFELTER GERNSBACH Gmbh
Mr	Franz-Josef	OHLE	STORA ENSO INTERNATIONAL Ltd

ITALY (ASSOCARTA)

Mrs	Cinzia	CARADINI	ASSOCARTA
Mr	Vitaliano	VANTINI	FEDRIGONI CARTIERE SPA

NETHERLANDS (VERENIGING VAN NEDERLANDSE)

Mr	Victor	KAMM	SAPPI EUROPE
----	--------	------	--------------

Mr	Norman	SNEL	Inkoop-combinatie De EENDRAGT b.v.
----	--------	------	------------------------------------

SWITZERLAND (ZPK)

Mr	Jurg	KAUER	SAPPI FINE PAPER EUROPE
----	------	-------	-------------------------

UNITED KINGDOM (CONFEDERATION OF PAPER INDUSTRIES)

Mr	John	GOVIER	ARJO WIGGINS Ltd
----	------	--------	------------------

- EXCUSED -

AUSTRIA (AUSTROPAPIER)

Mr	Patrick	MADER	AUSTROPAPIER
Mr	Rudolf	SEELMANN	SCA GRAPHIC LAAKIRCHEN

FRANCE (UTIPATES)

Mr	Patrice	BISSIERE	VIZILLE
Mr	Jean-Olivier	ROUSSAT	PAP. CLAIREFONTAINE

GERMANY (VERBAND DEUTSCHER PAPIERFABRIKEN)

Mr	Oliver	SODER	MYLLYKOSKI CONTINENTAL
----	--------	-------	------------------------

ITALY (ASSOCARTA)

Mr	Lasse	AHTINEN	BURGO GROUP SPA
Mr	Luigi	LAZZARESCHI	DELICARTA SPA
Mr	Giovanni	PELIS	GRUPPOCORDENONS SPA

NETHERLAND (VERENIGING VAN NEDERLANDSE)

Mr	Enrico	BROUWER	V.N.P.
----	--------	---------	--------

PORTUGAL (CELPA)

Mr	Joao Gorjao	CLARA	RENOVA
Mr	Armando	GOES	CELPA
Mr	Manuel	MOREIRA DOS SANTOS	SOPORCEL

SPAIN (ASPAPPEL)

Mr	Carlos	REINOSO	ASPAPPEL
Mr	Luis	RIOS	TORRASPEL
Mr	Rubén	SIMARRO	CLARIANA, S.A

SWITZERLAND (ZPK)

Mr	Jorg	BITTERLI	TELA – KIMBERLY
Mr	Marin	HABERLI	ZPK

UNITED KINGDOM (CONFEDERATION OF PAPER INDUSTRIES)

Mr	David	MORGAN	CONFEDERATION OF PAPER
INDUSTRIES			
Mr	Joep	STEVENS	GEORGIA PACIFIC

AGENDA

I - WELCOME & APOLOGIES

II - APPROVAL OF THE AGENDA

III - APPROVAL OF THE PREVIOUS MEETING'S MINUTES

- The previous meeting was held in Divonne on September 19th, 2008

IV - GENERAL ISSUES

- Executive Committee members
- Composition of the National Delegations
- Communication

V - DEBATE UPON THE DIRECTION AND ROLE OF UTIPULP

VI - EXTERNAL SPEAKER

- The Forest Law Enforcement, Governance and Trade (FLEGT)
Mr Seppo NIINIAHO, STORA ENSO

VII - SHORT COMMENTS ON STATISTICS

- Economic situation in the Member countries
- Monthly declarations to UTIPULP
- UTIPULP statistics

VIII - OTHER ISSUES

- 2008 accounts
- 2009 budget
- Date and location of the next meeting

I - WELCOME & APOLOGIES

Mr. Wayne THOMAS, UTIPULP Chairman, opens the meeting at 9 a.m. He welcomes all the participants. He presents the apologies of the members who were not able to join the present meeting.

He reminds the members of the importance of their participation in the meetings, which are organized to gather all the members. Outside DENMARK, he notes that SPAIN and PORTUGAL are not represented.

He thanks the Belgian delegation for the walking throughout Brussels and the dinner which were organised on April 16th.

He indicates that several documents for the meeting were available before the meeting on the UTIPULP website :

- Agenda of the meeting, previous meeting minutes, list of the executive committee members, composition of the national delegations.

II - APPROVAL OF THE AGENDA

The chairman reminds the members of the changes, which were decided by the General Assembly in Divonne on September 19th, 2008 as to the agendas of the meetings. It was decided that the comments about the economic situation and statistics should be reduced, and that the debates relative to points of common interest should be more developed.

The chairman reads the agenda of the meeting, which was prepared by the Executive Committee. The agenda is approved by the members.

The chairman underlines that the members must apply the conclusions of the competition compliance audit established by Baker and Mc Kenzie. The Baker and Mac Kenzie report is permanently available on the website, as well as the articles of association and the rules of statistical operations.

III - APPROVAL OF THE PREVIOUS MEETING'S MINUTES

The members examine the minutes of the meeting which took place in Divonne and was organized with the Swiss Delegation on September 19th, 2008. The minutes are unanimously approved.

IV - GENERAL ISSUES

- Executive Committee members

The list of the Executive Committee members is as follows :

Mr Wayne THOMAS, Chairman
Mr John GOVIER, Vice-Chairman
Mr Jorg BITTERLI
Mr Franz-Josef OHLE
Mr Norman SNEL

Mr. Jerome RUPIED, Secretary

Mr Wayne THOMAS informs the Assembly about a change in his professional occupation; he indicates that he will not be able to participate at the UTIPULP meetings any longer.

The Executive Committee members propose that the General Assembly elects Mr John GOVIER as a new chairman, and Mr Norman SNEL as a new vice-chairman.

Articles of Association (article 4 – General Assembly)

The General Assembly elects from among its members a Chairman and a Vice-Chairman who must be of different nationalities. Their term of office is two years and it may be renewed once.

The General Assembly thanks Mr John GOVIER and Mr Norman SNEL for their involvement in the association. The General Assembly agrees to the proposition and they are elected as a new chairman, and a new vice-chairman.

Mr Wayne THOMAS goes on presiding the meeting as the Chairman.

The Executive Committee members report on the way of replacing Mr Wayne THOMAS as an E. C. member. They indicate that they received Mr Henri GILBERT's application for this function.

The Chairman asks the General Assembly whether other delegations present a candidate. The Italian delegation indicates that they wish to present a candidate.

The Chairman requests them to let UTIPULP informed about their intention. He proposes that, if ITALY does not present a candidate, Mr Henri GILBERT will be mandated as a new Executive Committee member.

The General Assembly agrees to this proposition.

- Composition of the national delegations

The Secretary indicates the following changes in the national delegations.

- . BELGIUM : Mr Jacky DECHAMPS is a new member of the Belgian delegation.
- . ITALY : Mr Vitaliano VANTINI is a new member of the Italian delegation

The Secretary indicates that delegates are missing in some delegations.

- . DENMARK : 2 delegates
- . UNITED KINGDOM : 1 delegate

- Communication

The 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 members pages of the website.

The Secretary asks whether the members wish to express remarks upon the website, for example difficulties to use it. The members do not present any remark.

V - DEBATE UPON THE DIRECTION AND THE ROLE OF UTIPULP

According to the agenda, the Chairman proposes that the members feel free to exchange about their wishes as to the UTIPULP direction and role.

Mr John GOVIER indicate that changes in the UTIPULP organization might be necessary, following the actual difficulties of the european paper industry.

Articles of Association (article 2 – Purpose)

The objectives of the Association are to achieve a better understanding on the part of purchasers of pulp for the European paper and board industry of capacity and potential supply issues likely to disrupt or otherwise affect supply of pulp, including regulatory and other developments at a global level likely to have an impact on supply in Europe.

For this purpose, the Association may organise the collation and reporting of certain data on shipments of pulp in Europe....., share non-confidential market information gathered from the media, Internet, industry publications....., co-operate with other pulp users and manufacturers organisations located outside.

The members confirm globally their interest to participate in the UTIPULP activities. They think that the european level is appropriate with respect to the current situation of the paper industry. Thus UTIPATES members prepare a reduction of their activity at the national level.

Beyond the statistical activities, UTIPULP role is confirmed as to the meetings organisation and the reflexion about professionnall questions. The participation of external speakers is

appreciated about topical subjects as PEFC certification, FLEGT, carbon footprint...The interest of exchanging experiences on such points is underlined.

The members confirm their interest to attend the annual seminar organised by EUROPULP. They wish that the UTIPULP meeting once per year and the participation to the EUROPULP seminar will both be continued.

The question of an eventual promotion of the interests of the pulp buying is examined. The members confirm that CEPI is charged of preparing and supporting the professional positions of the pulp and paper industry, including pulp buying. UTIPULP may transmit the remarks or the wishes of the pulp buyers to CEPI.

As to statistics, the members underline the UTIPULP purpose of providing accurate and relevant figures, with the aim of creating value for the members. Some remarks are presented about the UTIPULP statistics (see below VII – Short comments on statistics).

The Chairman thanks the members for this interesting debate. He confirms that value creation should be searched as to the different UTIPULP activities; they consist essentially of statistical exchanges and publications, organisation of meetings and debates about the professional issues.

He confirms the organisation of two meetings per year : one UTIPULP meeting with the participation of an external speaker, and one UTIPULP meeting with the participation at the EUROPULP seminar. As to administration, UTIPULP will take in charge the costs of the external speaker.

VI - EXTERNAL SPEAKER

The Chairman introduces Mr. Seppo NIINIAHO, Legal department, STORA ENSO.

Mr. Seppo NIINIAHO presents the questions relative to the Forest Law Enforcement, Governance and Trade (FLEGT), and the regulations proposed by the European Parliament and the Council. This presentation is available on the UTIPULP website.

VII - SHORT COMMENTS ON STATISTICS

▪ Economic situation in the Member countries

The document relative to the economic situation in the Member countries has been available on the website before the meeting. The Chairman asks whether members wish to present short remarks about this document.

The Belgian and German delegates give national updated figures relative to the macro – economic situation in their countries.

- Monthly declarations to UTIPULP

The Chairman indicates that the Executive Committee examined the monthly declarations transmitted to UTIPULP in the year 2008 and beginning 2009, in order to maintain the current quality of the UTIPULP statistics.

The Secretary reminds that the UTIPULP statistics are based on the figures received every month, and that the revised figures eventually transmitted later are not taken into account. Therefore he reminds the necessity that the first figures are correct. The UTIPULP members confirm their willingness of cooperating in that aim.

The Secretary reports on controls of the accuracy of the monthly figures. These figures were compared with the annual pulp consumption received from the members, which is used for the calculation of the fees due to UTIPULP. The Secretary noted some mistakes relative to the estimation of missing data, and he will examine the question directly with the concerned persons.

Mr John GOVIER indicates that due to recent changes in the UK paper industry CPI has some concerns about its coverage of woodpulp inventories at UK mills.

- UTIPULP statistics

The members note that the UTIPULP statistics provide useful information, which could not be found elsewhere. They suggest improvements relative to the figures provided by PPC and to some technical points. Information about Chinese pulp consumption and inventories should be searched, and the members are invited to transmit their contacts to UTIPULP.

The Secretary indicates that contacts are in progress with national organisations in order to develop statistical exchanges. The following countries are quoted : Czech Republic, Poland, Turkey.

VII - OTHER ISSUES

- 2008 accounts

The Chairman proposes that the UTIPULP members examine the 2008 accounts.

The total of the expenditures reached 19 930.44 euros (- 5.6% versus budget)

- The meeting expenses increased because of the exceptional charge relative to the meeting organised in Divonne with EUROPULP (+ 10.8 % versus budget).
- The secretariat expenses decreased because of the departure of Mrs M. Baertsoen, statistician (-12.6% versus budget). Mrs E. Ruivo took rapidly Mrs M. Baertsoen's place.

The resources (contributions + interests) amounted to 23 206.54 euros (+ 5.0% versus budget).

- The contributions received from the members were unchanged and in line with the budget.
- The interest were higher than budget, because of good results without taking risks.

The comparison of the expenses and the resources shows a benefit of 3 276.10 euros. Affecting the 2008 benefit to the reserves, UTIPULP reserve amounts to 21 916.89 euros. It represents approximately 13 months of expenditures.

The Chairman submits the 2008 accounts (and the affectation of the benefit to the reserves) to the approbation of the General Assembly. The 2008 accounts and the affectation of the benefit to the reserves are unanimously approved by the General Assembly.

- 2009 budget

The Chairman presents the proposed budget. It is proposed to have a level of charge of 23 140 euros in 2009, increasing from the level of the 2008 accounts (+ 16.1 % versus 2008 accounts).

- The meeting expenses will include the cost of the social programm and the dinner for the participants (+28.0 % versus 2008 accounts).
- The secretariat (salaries) comes back approximately to the 2007 amount (+ 11.0 % versus 2008 accounts).

The resources (contributions + interests) are budgeted at 22 500 euros. Because of the interests they are reduced versus 2008 accounts (-3.0 %).

- The Chairman proposes that the level of the contributions remains unchanged.

According to the proposed budget, the comparison of the expenses and the resources should make appear a deficit of 640 euros. After affecting this deficit to the reserves, the reserves of UTIPULP should correspond to 21 277 euros at the end of 2009.

The Chairman submits the budget proposal for 2009 to the approbation of the General Assembly. The proposal of the 2009 budget is unanimously approved by the General Assembly.

- Date and location of the next meeting

According to the historical account of the places of the UTIPULP meetings, the next General Assembly will be held in ITALY on September 18th, 2009. The UTIPULP Secretary and the Italian delegation together will determine the place and the conditions of this meeting, which should be planned in a well connected place.

The General Assembly should be preceeded the day before by the EUROPULP seminar during which experts will present professionnall topics.

Having gone through the agenda, the Chairmann closes the meeting at 12:00 a.m.

DOCUMENTS

- 2008 accounts
- 2009 budget



2007 Accounts - 2008 Accounts

DEBIT	2007 ACCOUNTS	2008 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	2783,07	6 482,22	3 699,15	57,1%
SECRETARIAT	13903,09	12 203,32	-1 699,77	-13,9%
Salaries	12411,79	11 566,25	-845,54	-7,3%
Stationery	1259,97	637,07	-622,90	-97,8%
Postages	231,33		-231,33	#DIV/0!
WEBSITE	1210,00	1 210,00	0,00	0,0%
TRANSACTION EXPENSES	14,12	34,90	20,78	59,5%
TOTAL	17910,28	19 930,44	2 020,16	10,1%

CREDIT	2007 ACCOUNTS	2006 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	22002,00	22 002,00	0,00	0,0%
INTEREST	614,42	1 204,54	590,12	NA
TOTAL	22 616,42	23 206,54	590,12	2,5%

RESULT	4 706,14	3 276,10	-1 430,04
---------------	-----------------	-----------------	------------------



2008 Budget - 2008 accounts

DEBIT	2008 BUDGET	2008 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	5 850,00	6482,22	632,22	10,8%
SECRETARIAT	13 970,00	12203,32	-1 766,68	-12,6%
Salaries	12 660,00	11566,25	-1 093,75	-8,6%
Stationery	1 100,00	637,07	-462,93	-42,1%
Postages	210,00		-210,00	-100,0%
WEBSITE	1 240,00	1210,00	-30,00	-2,4%
TRANSACTION EXPENSES	50,00	34,90	-15,10	-30,2%
TOTAL	21 110,00	19 930,44	-1 179,56	-5,6%

CREDIT	2007 BUDGET	2007 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	22 000,00	22 002,00	2,00	0,0%
INTEREST	100,00	1 204,54	1 104,54	NA
TOTAL	22 100,00	23 206,54	1 106,54	5,0%

RESULT	990,00	3 276,10	2 286,10	
---------------	---------------	-----------------	-----------------	--



Balance sheet 31.12.2008

ASSETS		LIABILITIES	
Computer Equipment	1 483,05	Accumulated profits	18 640,79
Depreciation	- 1 483,05	Net profit of the period	3 276,10
Net value	0,00	Accounts payable	572,43
Cash	9 431,06		
Securities	11 924,26		
Paid in advance	1 134,00		
TOTAL	22 489,32	TOTAL	22 489,32

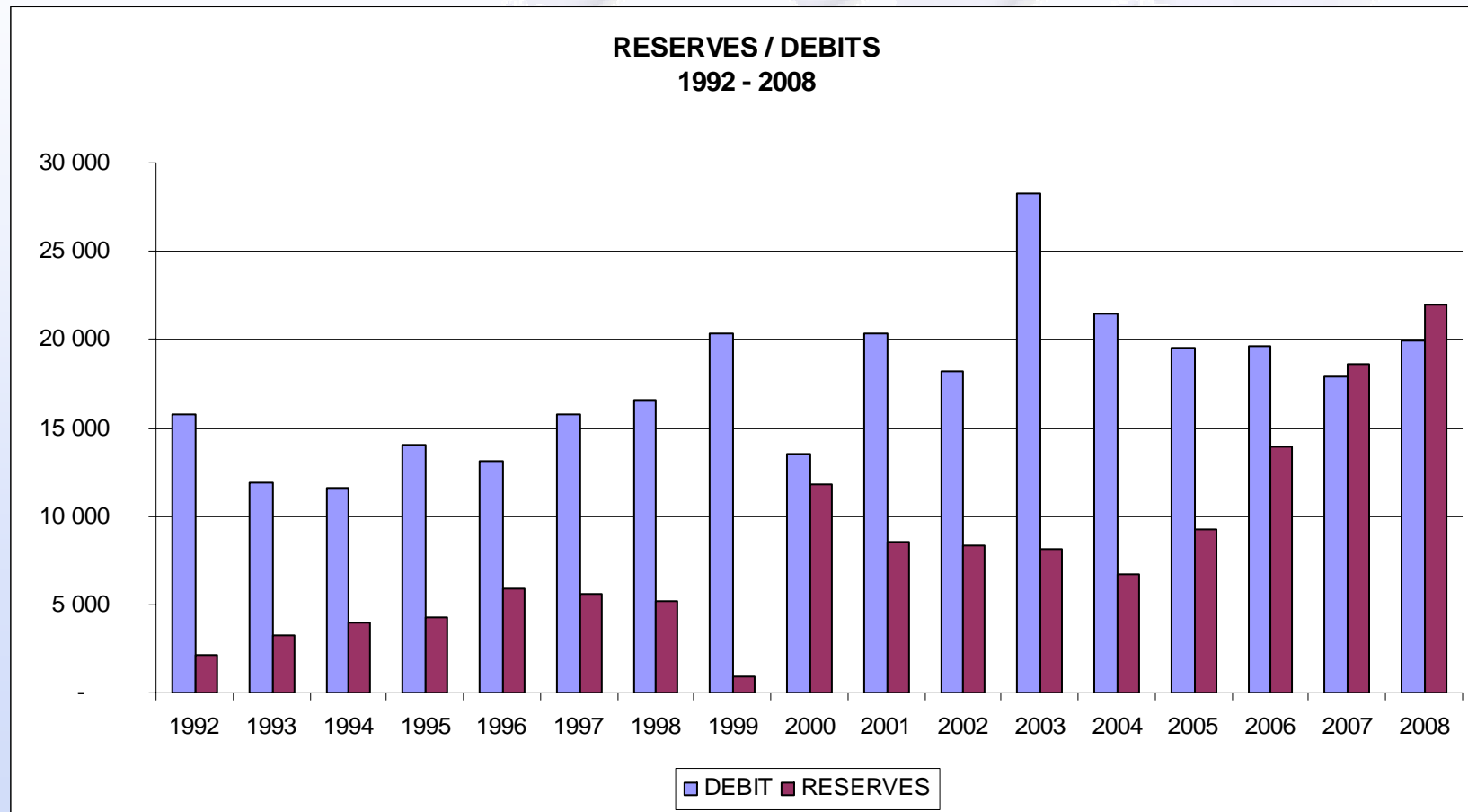
Reserves

On January 1st 2009 (after addition of the 2008 benefit) :

21 916,89 euros



Reserves





2008 Accounts - 2009 budget

DEBIT	2008 ACCOUNTS	2009 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	6482,22	8 300,00	1 817,78	28,0%
SECRETARIAT	12203,32	13550,00	1346,68	11,0%
<i>Salaries</i>	11566,25	12 800,00	1 233,75	10,7%
<i>Stationery</i>	637,07	700,00	62,93	9,9%
<i>Postages</i>		50,00	50,00	-
WEBSITE	1210,00	1 240,00	30,00	2,5%
TRANSACTION EXPENSES	34,90	50,00	15,10	43,3%
TOTAL	19 930,44	23 140,00	3209,56	16,1%
CREDIT	2007 ACCOUNTS	2008 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	22 002,00	22 000,00	-2,00	0,0%
INTEREST	1 204,54	500,00	-704,54	-58,5%
TOTAL	23 206,54	22 500,00	-706,54	-58,7%
RESULT	3 276,10	-640,00		

Reserves on 01/01/2010 (after addition of the 2009 expected deficit) = 21 277 euros



2008 budget - 2009 budget

DEBIT	2008 BUDGET	2009 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	5 850,00	8 300,00	2 450,00	41,9%
SECRETARIAT	13 970,00	13 550,00	-420,00	-3,0%
Salaries	12 660,00	12 800,00	140,00	1,1%
Stationery	1 100,00	700,00	-400,00	-36,4%
Postages	210,00	50,00	-160,00	-76,2%
WEBSITE	1 240,00	1 240,00	0,00	0,0%
TRANSACTION EXPENSES	50,00	50,00	0,00	0,0%
TOTAL	21 110,00	23 140,00	2 030,00	9,6%

CREDIT	2007 BUDGET	2008 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	22 000,00	22 000,00	0,00	0,0%
INTEREST	100,00	500,00	400,00	NA
TOTAL	22 100,00	22 500,00	400,00	1,8%

RESULT	990,00	-640,00	-1 630,00
---------------	---------------	----------------	------------------



UTIPULP

The Group of European Market wood pulp users

Reserves

