

UTIPUL

General Meeting

Nice – September 21st, 2012

INFORMATION AND DECISION SUMMARY

ATTENDEES

UTIPUL Chairman

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

Mr Jérôme	RUPIED	UTIPUL
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AUSTRIA (AUSTROPAPIER)

Mr Paul	BARTMANN	MONDI
Mr Peter E.	OFFNER	BRIGL & BERGMEISTER GmbH

BELGIUM (COBELPA)

Mr Victor	KAMM	SAPPI
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FRANCE (COPACEL Achat pâtes)

Mr Diego	BORELLO	AHLSTROM
Mr Jean-Olivier	ROUSSAT	PAP. CLAIREFONTAINE

GERMANY (VERBAND DEUTSCHER PAPIERFABRIKEN)

Mr Bernhard	BECK	MUNKSJO
Mr Joerg	DITOMBEE	MITSUBISHI
Mr Martin	DREWS	VDP
Mrs Ute	JOHNEN	KANZAN SPEZIALPAPIERE GmbH
Mr Burckhard	KRUECKE	WEPA PAPIERFABRIK
Mr Vladimir	MAIER	GLATFELTER GERNSBACH GmbH

ITALY (ASSOCARTA)

Mr Luigi	ASTENGO	BURGO Group
Mrs Cinzia	CARADINI	ASSOCARTA
Mr Giovanni	PELIS	GRUPPOCORDENONS SPA
Mr Andrea	PIAZZOLLA	DELICARTA SPA

PORTUGAL (CELPA)

Mr Armando	GOES	CELPA
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SPAIN (ASPAPPEL)

Mr Andre	RIEGERT	TORRAS PAPEL
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SWITZERLAND (ZPK)

Mr Joerg	BITTERLI	KIMBERLY CLARK
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UNITED KINGDOM (CONFEDERATION OF PAPER INDUSTRIES)

Mr John	GOVIER	ARJO WIGGINS Ltd
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EXCUSED

AUSTRIA (AUSTROPAPIER)

Mr	Peter	DONNABAUER	DELFORT Group
Mr	Patrick	MADER	AUSTROPAPIER

BELGIUM (COBELPA)

Mr	Firmin	FRANCOIS	COBELPA
Mr	Pierre	MARNEFFE	IDEM PAPERS

FRANCE (COPACEL Achat pâtes)

Mr	Pierre	UZUREAU	SMURFIT KAPPA
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ITALY (ASSOCARTA)

Mr	Vitaliano	VANTINI	FEDRIGONI CARTIERE
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NETHERLAND (VERENIGING VAN NEDERLANDSE)

Mr	Gerrald	BLOUW	COLDENHOVE PAPIER BV
Mr	Enrico	BROUWER	V.N.P.

PORTUGAL (CELPA)

Mr	Joao Gorjao	CLARA	RENOVA
Mr	Manuel	MOREIRA DOS SANTOS	SOPORCEL

SPAIN (ASPAPPEL)

Mr	Armando	GARCIA MENDOZA	ASPAPPEL
Mr	Rubén	SIMARRO	CLARIANA, S.A

SWITZERLAND (ZPK)

Mr	Max	FRITZ	ZPK
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UNITED KINGDOM (CONFEDERATION OF PAPER INDUSTRIES)

Mr	Brian	DILLON	SCA
Mr	Steve	FREEMAN	CONFEDERATION OF PAPER INDUSTRY

AGENDA

I - WELCOME

II - EXTERNAL SPEAKER

- Presentation of the PIX system

III - DEBATE

- General Trade Rules of pulp
- The EU timber regulation and related items

IV - APPROVAL OF THE PREVIOUS MEETING'S MINUTES

V - GENERAL ISSUES

VI - KEYPOINTS OF THE PAPER INDUSTRY

VII - OTHER ISSUES

I - WELCOME

Norman SNEL, UTIPULP Chairman, opens the meeting. He reminds that the meeting file has been put on the UTIPULP website before the meeting; it is composed of the statutory UTIPULP documents, the Backer and McKenzie competition guidelines, and information relative to the points of the agenda.

The agenda, has been prepared by the Executive Committee. It is approved by all the members. The Chairman underlines that the members must debate on the topics with respect to the competition compliance rules, which forbid any exchange about sensitive points.

II - EXTERNAL SPEAKER

- Presentation of the PIX system

Timo TERAS (FOEX Company) presents the subject (see attachment).

The members debate with the speaker. They underline that the indices are based on confidence, and they should be really representative of the pulp market prices.

They ask that the companies which provide prices information will be reminded of the rules to be applied in that matter.

III - DEBATE

- General Trade Rules of pulp

Diego BORELLO reminds that the current General Trade Rules are too much in favour of the pulp seller. That is the reason why the General Assembly in Brussels on September 16th, 2011 decided to elaborate the draft of a new text, which should be more balanced between the interests of sellers and buyers.

The text dispatched to the members before the meeting takes into account the remarks expressed during the General Assembly in Vienna. No remark has been received after this Assembly, except a minor formal remark.

The chapters titles of the text are the following

1. Preamble
2. Quantity : weight and moisture
3. Quantity : quantity margin
4. Quantity : air-dry quantity
5. Quality
6. Delayed payment and ownership of goods
7. Limitation of damages
8. Reliefs (force majeure)
9. Delayed shipment, late arrival of ship
10. Claims
11. Shipments
12. Compliance with laws
13. Applicable law
14. Arbitration

The members approve this text unanimously. They decide unanimously the following :

- This text will be put in an official form. It becomes the UTIPULP General Trade Rules of pulp, and it will be placed on the UTIPULP website.
- The text will be sent to the EUROPULP and EPIS representatives, and it will be the basis of the negotiations to come with them.
- All UTIPULP members should refer to this text in their contact with the sellers.

The General Assembly will examine the sellers' reactions during the meeting planned in April 2013.

- The EU timber regulation and related items

Jean-Olivier ROUSSAT reminds that the new European timber regulation will be applicable from March 2013. The companies will be responsible to provide correct information relative to the timber products, which they have bought.

References : CEPI presentation (Sept. 20th, 2012 Nice - see attachment), CPI presentation (UTIPULP General Assembly in Edinburgh, April 15th, 2011)

A questionnaire has been sent to the UTIPULP members. The secretary presents the summary of the information received from the following companies.

AHLSTROM	GLATFELTER	MONDI
ARJOWIGGINS	GRUPPO CORDENONS	MUNKSJO
BRIGL BERGMEISTER	KANZAN SPEZIALPAPIERE	SOFIDEL
CLAIREFONTAINE	KIMBERLY CLARK	WEPA
DE EENDRAGT	MITSUBISHI	

Question 1

In what contract terms do you mainly buy pulp from your suppliers ?

Delivered at place	1 company, 4 companies (for a part of the business)
Delivered Duty Paid	1 company, 1 company (for a part)
Cost Insurance and Freight	4 companies, 5 companies (for a part)
Free on Board	
Others (Free Carrier, Delivered Duty Unpaid, CIF loaded....)	3 companies, 1 company (for a part)

Question 2

Who takes care of the customs clearance ?

The buyer	6 companies, 2 companies (for a part)
The seller	3 companies, 2 companies (for a part)
A fiscal representative of the buyer	2 companies

The members comment the complexity of the regulation and the difficulty to get the information from the suppliers, which might involve many problems. They note that the FSC / PEFC certification systems will not help them in that matter.

The members note that an examination of the rights and obligations resulting from the incoterms could be a topic of interest for a next General Assembly.

IV - APPROVAL OF THE PREVIOUS MEETING'S SUMMARY

The previous meeting has been held in Vienna (Austria) on April 20th, 2012.

The summary is approved unanimously.

V - GENERAL ISSUES

▪ Executive Committee members

The General Assembly in Vienna decided the composition of the Executive Committee as follows

Norman SNEL, Chairman	Netherlands
Victor KAMM, Vice-Chairman	Belgium
Luigi ASTENGO	Italy
Paul BARTMANN	Austria
John GOVIER	United Kingdom
Burkhard KRUECKE *	Germany
Jean – Olivier ROUSSAT	France

* temporary member

The Chairman reminds that the 3 main European pulp buying countries should be represented in Ex Com, i.e. Germany, Italy, France. After that other countries are Ex Com members and assure the quality of the decisions taken.

VDP was represented by Ute JOHNEN at the Executive Committee meeting on Thursday, Sept. 20th, 2012.

VDP proposes the appointment of Bernhard BECK, new Chairman of the national committee, as a permanent Executive Committee member.

The Assembly confirms Mr Bernhard BECK's nomination as VDP permanent representative.

The members are informed that John GOVIER's mandate as an Ex Com member has expired. Portugal and Spain will inform the Secretary about their possible intention to nominate an Ex Com member. The members approve unanimously that, in case of a negative answer, John GOVIER would be renewed as an Ex Com member.

• UTIPULP Chairman

The Executive Committee noted that the first Norman SNEL's mandate as UTIPULP Chairman has expired.

The Ex com members thanked Norman SNEL for the work done as a Chairman; the meetings have become the opportunity for debates on topics of interest. They noted also that a successor, Victor KAMM, the current vice-chairman, is available to take the Chairmanship.

Therefore they decided to propose that Victor KAMM will become the UTIPULP Chairman from the next meeting. Paul BARTMANN would become the new vice-Chairman. Norman SNEL would go on participating in the Ex Com meetings.

The Assembly members approve this proposal unanimously.

• UTIPULP members

The secretary reminds that ZPK dismissed by sending a letter to the Chairman, with effect at the end of the year 2012. The 2012 contribution has been paid regularly.

Paper companies operating in Denmark have been recently closed; no market pulp is bought any longer in that country, and UTIPULP will consider that the Danish membership is cancelled.

- Composition of the national delegations

The following delegates have transmitted their resignations recently

Klaus Dieter KIBAT , delegate (Germany) who retired.
Peter RANFTL, deputy (Germany)

The following became UTIPULP delegates recently

Joerg DITTOMBEE, deputy (Germany)
Martin DREWS, delegate (Germany)
Andre RIEGERT, delegate (Spain)
Martin WERNER, deputy (Germany)

The following country members are missing delegates

ASPAPL (Spain) : 1 delegate missing
CELPA (Portugal) : 1 delegate
COBELPA (Belgium) : 1 delegate
COPACEL (France) : 1 delegate
CPI (United Kingdom) : 1 delegate
VNP (Netherlands) : 1 delegate

- Communication : UTIPULP website

The password to the UTIPULP website is usually changed twice a year. The new password is indicated to the members.

VI -KEYPOINTS OF THE PAPER INDUSTRY

- Short comments on keypoints in the member countries

The members comment the national figures and keypoints of the national pulp and paper industries.

- UTIPULP statistics

The members do not express special comments about the UTIPULP statistics.

The members think that more transparency from the suppliers side would be useful; they underline the need of more relevant, complete and on time figures from suppliers about their pulp inventories.

VII - OTHER ISSUES

- Date and location of the next meeting

The Chairmann notes that the members appreciated their participation at the Seminar organised by EUROPULP.

The members decide the date of the next meeting : April 19th, 2013. It will be preceeded by a social programm the day before.

The Chairman comments the information relative to the location of the previous meetings.

He asks whether Portugal or Spain could organize the next meeting in an easily accessible place, well deserved by airlines.

Armando GOES (Portugal) will inform rapidly the secretary about the possibility that CELPA organizes this meeting. In case of a negative answer Andre RIEGERT (Spain) would examine the same point for ASPAPEL.

The Chairman thanks the participants; he closes the meeting at 12:30.

ANNEXES

- Presentation of the PIX system. Timo TERAS (FOEX Company)
- European legality schemes : timber regulation. CEPI presentation