



# **GENERAL ASSEMBLY**

**Dresden**

**April 17<sup>th</sup>, 2015**



## Welcome and Apologies

Dresden, April 17th, 2015



# Agenda of the meeting

## 1

### **INTRODUCTION**

- 1.1 Welcome
- 1.2 Safety
- 1.3 Legal guidelines for attending UTIPULP meetings
- 1.4 New delegates
- 1.5 Approval of the minutes of the last meeting (Barcelona, September 19<sup>th</sup>, 2014)

## 2

### **SPECIAL SUBJECT DOSSIERS**

- 2.1 Follow-up discussions with EUROPULP (Chairman, V. Kamm)
- 2.2 Follow-up discussions with EPIS (Chairman, V. Kamm)
- 2.3 GTR difficulties in implementation? (All)
- 2.4 PIX/FOEX (Chairman, J. Govier)
- 2.5 Genetically Modified Trees (P.A. Lacour)
- 2.6 EU Timber Regulation (P.A. Lacour)
- 2.7 FSC /PEFC (P.A. Lacour)



## Agenda of the meeting

- 3 PRESENTATION of Dr. Henry GOECKE** (Institute of the German Economy in Köln)  
“Current situation and outlook of the USD / € parity”
- 4 ASSOCIATION TOPICS**
  - 4.1 Removal of the Registered Office location
  - 4.2 Finance/Budget (Chairman – P.A. Lacour)
  - 4.3 Excom members (Chairman – P.A. Lacour)
  - 4.4 New UTIPULP website
  - 4.5 Statistics (P.A. Lacour)
  - 4.6 Member countries: special items
- 5 CLOSE OUT** (Chairman)
  - 5.1 New date & location
  - 5.2 Tour de table
  - 5.3 Close



## Safety

- ☐ The chairman indicates the safety measures to follow, particularly in case of fire

## Legal guidelines

- ☐ The chairman presents the main requests of the guidelines. Guidelines are available at any time during the meeting



## New delegate

### NETHERLANDS:

Mr. Joep **STEVENS**

Inkoop-combinatie “De EENDRAGT” BV



## Approval of the minutes of the last meeting

Barcelona, September 19<sup>th</sup>, 2014

The previous meeting was held in Barcelona  
on September 19<sup>th</sup>, 2014

[Doc 1 Minutes](#)

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# **SPECIAL SUBJECT DOSSIERS**

Dresden, April 17th, 2015





## Follow-up discussions with EUROPULP

- ☐ Executive Committee members report

## Follow-up discussions with EPIS

- ☐ Executive Committee members report



## GTR Difficulties in Implementation

- ☐ No particular issues have been reported to the secretariat



## **PIX/FOEX “new Rules” – The story so far**



*On the 19<sup>th</sup> March FOEX made a short presentation to EPIS members on their first experiences of putting the new PIX reporting rules into practice.*

The following slides are an attempt to summarise the key messages/observations taken from that presentation.



## ***General Observations on monthly reporting***

- 89% of participants who reported previously have continued to do so.
- Balance of weekly 'price points' between buyer and seller has shifted for BHKP from 58% / 42% in 2014 to 52% / 48% in 2015 and from 57% / 43% to 48% / 52% for NBSK
- The number of 'price points' submitted each week is lowest in week 4 and then trends higher through weeks 1, 2 and 3
- Since the launch more buyers (68%) than sellers (47%) have confirmed that they will follow the new specifications
- Signature of the DPA has been low – 16% buyers, 0% sellers. However, 11% have already indicated that they will not sign!
- Only 14% of respondents have indicated that they are ready for an audit



## *Comments Received by FOEX*

- “Will not report due to the new rules”
- “New rules seem very formal and official”
- “New rules are much easier to implement, better defined”
- “Involves a higher workload”
- “We will not sign the DPA, we deny any responsibility or commitment regarding the data provided”
- “Only the auditing could create us some problems. We totally agree with the method but when selected for audit, our legal department doesn’t agree to physically show copies of the invoices”



## ***Some General Observations by FOEX***

- Misunderstandings on what constitutes a ‘previous months price’ and also how it should be reported.
- Price providers are understating the number of ‘eligible’ price points they could submit by only reporting once when a price is agreed.
- It is not always clear if a reported price is a ‘weighted’ average of eligible prices or a single transaction
- The index of week 1 does not seem to be representative of the previous months final price as weeks 2 & 3 include final prices agreed at the “end of the previous month”





## ***Some Comments to Stimulate Debate***

- It seems the 'new' rules are still a some way from being fully understood, with the danger is that a 'hybrid' system evolves and inherits all the concerns that surrounded the old system – **training still needed.**
- Although not touched on during the FOEX presentation 'weighting' is an underlying concern as possibly highlighted earlier in this presentation by the switch in the % balance of 'price points' between buyer and seller.  
**Are producers gaining more influence?**
- Seems to be underlying concerns from some price providers relating to the signature of the DPA and also the audit requirement.
- As a separate point do we need to discuss the increasing influence RISI/FOEX seem to gaining on our industry! – **should our industry consider 'sponsoring' an alternative index?**





## PIX / FOEX

☐ FOEX slide show on PIX index development

[Document 2](#)



## Genetically Modified Trees

- ☐ Press Release by Suzano [Document 3](#)
- ☐ CEPI has developed a holding statement on GM trees
- ☐ The objective is to help to answer questions from journalists
- ☐ Statement:

*“There are no GM Trees in commercial cultivation in Europe today. There is research around the world to the potential of genetic modifications of trees, under strict conditions set by governments.*

*Fibres from GM trees are today not used in the European pulp and paper industry.*

*It is a sensitive and sector wide issue. Certification schemes for example do not accept the use of GM trees.*

*Our industry/company in Europe is closely monitoring developments. We believe the development of GM trees for commercial use is likely to occur in the future, but most likely outside Europe, which will bring a significant competitive challenge to our sector.*



## EU Timber Regulation

- ☐ In most countries paper industry seen as a low risk sector
- ☐ Among the countries where paper industry was controlled are DE, FI, UK
- ☐ In other countries, informal visits of national inspectors in paper industry have been organised
- ☐ Most companies use PEFC/FSC certification as a part of their due diligence system
- ☐ Companies consider suppliers selling certified/controlled wood as low risk in their risk assessment
- ☐ Illegal timber has not been found in European PPI companies
- ☐ Often late or no feed-back from competent authorities to controlled companies



## FSC/PEFC

- ☐ FSC OCP is not seen as a problem
- ☐ Main dossier regarding certification was the revised FSC CoC (it was for consultation until 28 February)
- ☐ No major issue have been identified of this revision



## ISO Standard on Chain of Custody

- ☐ The Standard “ISO 38001 Chain of Custody (CoC) of wood and wood based products” is under preparation by ISO
- ☐ Its objective is to set a common frame for wood and wood based products CoC
- ☐ Last meeting took place on 16-20 March in Brazil
- ☐ Discussion will keep going till the consultation of standardization bodies (May 2016)
- ☐ Publication is expected on May 2017



## **ASSOCIATION TOPICS**



## Removal of the Registered Office location

### Document 4

- ☐ UTIPULP is formally located at COBELPA (Belgium)
- ☐ COBELPA will move to a new location in Brussels
- ☐ UTIPULP can therefore consider to location (COBELPA, CEPI, COPACEL)
- ☐ For practical reasons, the Excom proposes that UTIPULP moves to the new COBELPA location
- ☐ **Do members approve this proposal?**





## New UTIPULP website

- ☐ Reminder: the General Assembly had agreed in Barcelona to stop the contract with the IT company hosting the UTIPULP website
- ☐ A new website has been developed by COPACEL
- ☐ As hosting the new website is free of any charge, this will result in a saving of 1200 Euros/year
- ☐ As the cost for the development of the new website is 2400 Euro, the pay-back is on two years
- ☐ Any suggestion for the improvement of the website will be welcomed
- ☐ The new website will be on line as of May 2.

### Document 5

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## Finance / Budget

- ☐ **2014 Accounts**
- ☐ **2015 Budget**



## UTIPULP - 2013 ACCOUNTS / 2014 ACCOUNTS

DEBIT	2013 ACCOUNTS	2014 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	6 996,46	9 374,24	2 377,78	25,4%
SECRETARIAT	15 793,66	14 971,78	-821,88	-5,5%
Salaries	14 378,95	13 232,00	-1 146,95	-8,7%
Stationery	114,71	103,30	-11,41	-11,0%
Accounting	1 300,00	1 636,48	336,48	20,6%
COMPLIANCE AUDIT	0,00	0,00	0,00	0,0%
DEPRECIATION	289,28	0,00	-289,28	-
WEBSITE	1 210,00	1 210,00	0,00	0,0%
TRANSACTION EXPENSES	0,57	0,59	0,02	3,4%
<b>TOTAL</b>	<b>24 289,97</b>	<b>25 556,61</b>	<b>1 266,64</b>	<b>5,0%</b>

CREDIT	2013 ACCOUNTS	2014 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	27 560,00	27 561,00	1,00	0,0%
INTEREST	21,69	35,06	13,37	38,1%
Exceptionnal product		605,00		
<b>TOTAL</b>	<b>27 581,69</b>	<b>28 201,06</b>	<b>619,37</b>	<b>2,2%</b>

<b>RESULT</b>	<b>3 291,72</b>	<b>2 644,45</b>	<b>-647,27</b>
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## UTIPULP - 2014 BUDGET / 2014 ACCOUNTS

DEBIT	2014 BUDGET	2014 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	7 000,00	9 374,24	2 374,24	25,3%
SECRETARIAT	15 600,00	14 971,78	-628,22	-4,2%
Salaries	14 000,00	13 232,00	-768,00	-5,8%
Stationery	200,00	103,30	-96,70	-93,6%
Accounting	1 400,00	1 636,48	236,48	14,5%
COMPLIANCE AUDIT	2 500,00	0,00	-2 500,00	-
DEPRECIATION	0,00	0,00	0,00	-
WEBSITE	1 210,00	1 210,00	0,00	0,0%
TRANSACTION EXPENSES	40,00	0,59	-39,41	-6680%
<b>TOTAL</b>	<b>26 350,00</b>	<b>25 556,61</b>	<b>-793,39</b>	<b>-3,1%</b>

CREDIT	2014 BUDGET	2014 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	27 560,00	27 561,00	1,00	0,0%
INTEREST	20,00	35,06	15,06	43,0%
Exceptionnal product		605,00		
<b>TOTAL</b>	<b>27 580,00</b>	<b>28 201,06</b>	<b>621,06</b>	<b>2,2%</b>

<b>RESULT</b>	<b>1 230,00</b>	<b>2 644,45</b>	<b>1 414,45</b>
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## UTIPULP

### BALANCE SHEET

31/12/2014

In Euros

ASSETS		LIABILITIES	
<b>Computer Equipment</b>	897,80	<b>Accumulated profits</b>	18 265,86
Depreciation	897,80		
Net value	0,00	<b>Net result of the period</b>	2 644,45
<b>Cash</b>	4 331,39		
<b>Securities</b>	17 237,10	<b>Accounts payable</b>	1 463,15
<b>Advance suppliers</b>	500,00		
<b>Prepaid expenses</b>	304,97		
<b>TOTAL</b>	22 373,46	<b>TOTAL</b>	22 373,46

#### Reserves

On January 1st 2015 (after 2014 result) : 20 910,31

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## RESERVES / DEBITS 2000 - 2014



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# UTIPULP

The Group of European Market wood pulp users

## UTIPULP - 2014 ACCOUNTS /2015 BUDGET PROPOSAL

DEBIT	2014 ACCOUNTS	2015 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
<b>MEETING EXPENSES</b>	<b>9 374,24</b>	<b>8 900,00</b>	-474,24	-5,3%
- Meeting room, accomodation		8 000,00		
- Invitation of an expert		900,00		
<b>SECRETARIAT</b>	<b>14 971,78</b>	<b>15 600,00</b>	628,22	4,0%
Salaries	<b>13 232,00</b>	14 000,00	768,00	5,5%
Stationery	<b>103,30</b>	200,00	96,70	48,4%
Accounting	<b>1 636,48</b>	1 400,00	-236,48	-16,9%
<b>PROVISION FOR LEGAL FEES</b>	<b>0,00</b>	0,00	0,00	
<b>DEPRECIATION</b>	<b>0,00</b>	<b>0,00</b>	0,00	
<b>WEBSITE</b>	<b>1 210,00</b>	<b>500,00</b>	-710,00	-142,0%
New WEBSITE		<b>2 400,00</b>		
COST of a NEW LOCATION		<b>500,00</b>		
<b>TRANSACTION EXPENSES</b>	<b>0,59</b>	<b>40,00</b>	39,41	98,5%
<b>TOTAL</b>	<b>25 556,61</b>	<b>27 940,00</b>	2 383,39	<b>8,5%</b>

CREDIT	2014 ACCOUNTS	2015 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
<b>CONTRIBUTIONS</b>	<b>27 561,00</b>	<b>27 560,00</b>	-1,00	<b>0,0%</b>
<b>INTEREST</b>	<b>35,06</b>	<b>20,00</b>	-15,06	<b>-75,3%</b>
<b>EXCEPTIONNAL PRODUCT</b>	<b>605,00</b>			
<b>TOTAL</b>	<b>28 201,06</b>	<b>27 580,00</b>	-621,06	<b>-2,3%</b>

<b>RESULT</b>	<b>2 644,45</b>	<b>-360,00</b>	-3 004,45	
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Dresden, April 17th, 2015



# UTIPULP

The Group of European Market wood pulp users

## UTIPULP - 2014 BUDGET /2015 BUDGET PROPOSAL

DEBIT	2014 BUDGET	2015 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
<b>MEETING EXPENSES</b>	<b>7 000,00</b>	<b>8 900,00</b>	1 900,00	21,3%
- Meeting room, accomodation		8 000,00		
- Invitation of an expert		900,00		
<b>SECRETARIAT</b>	<b>15 600,00</b>	<b>15 600,00</b>	0,00	0,0%
Salaries	14 000,00	14 000,00	0,00	0,0%
Stationery	200,00	200,00	0,00	0,0%
Accounting	1 400,00	1 400,00	0,00	0,0%
<b>PROVISION FOR LEGAL FEES</b>	<b>2 500,00</b>	0,00	-2 500,00	
<b>DEPRECIATION</b>	<b>0,00</b>	<b>0,00</b>	0,00	
<b>WEBSITE</b>	<b>1 210,00</b>	<b>500,00</b>	-710,00	-142,0%
New WEBSITE		2 400,00		
<b>COST of a NEW LOCATION</b>		<b>500,00</b>		
<b>TRANSACTION EXPENSES</b>	<b>40,00</b>	<b>40,00</b>	0,00	0,0%
<b>TOTAL</b>	<b>26 350,00</b>	<b>27 940,00</b>	1 590,00	<b>5,7%</b>

CREDIT	2014 BUDGET	2015 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
<b>CONTRIBUTIONS</b>	<b>27 560,00</b>	<b>27 560,00</b>	0,00	<b>0,0%</b>
<b>INTEREST</b>	<b>20,00</b>	<b>20,00</b>	0,00	<b>0,0%</b>
<b>TOTAL</b>	<b>27 580,00</b>	<b>27 580,00</b>	0,00	<b>0,0%</b>

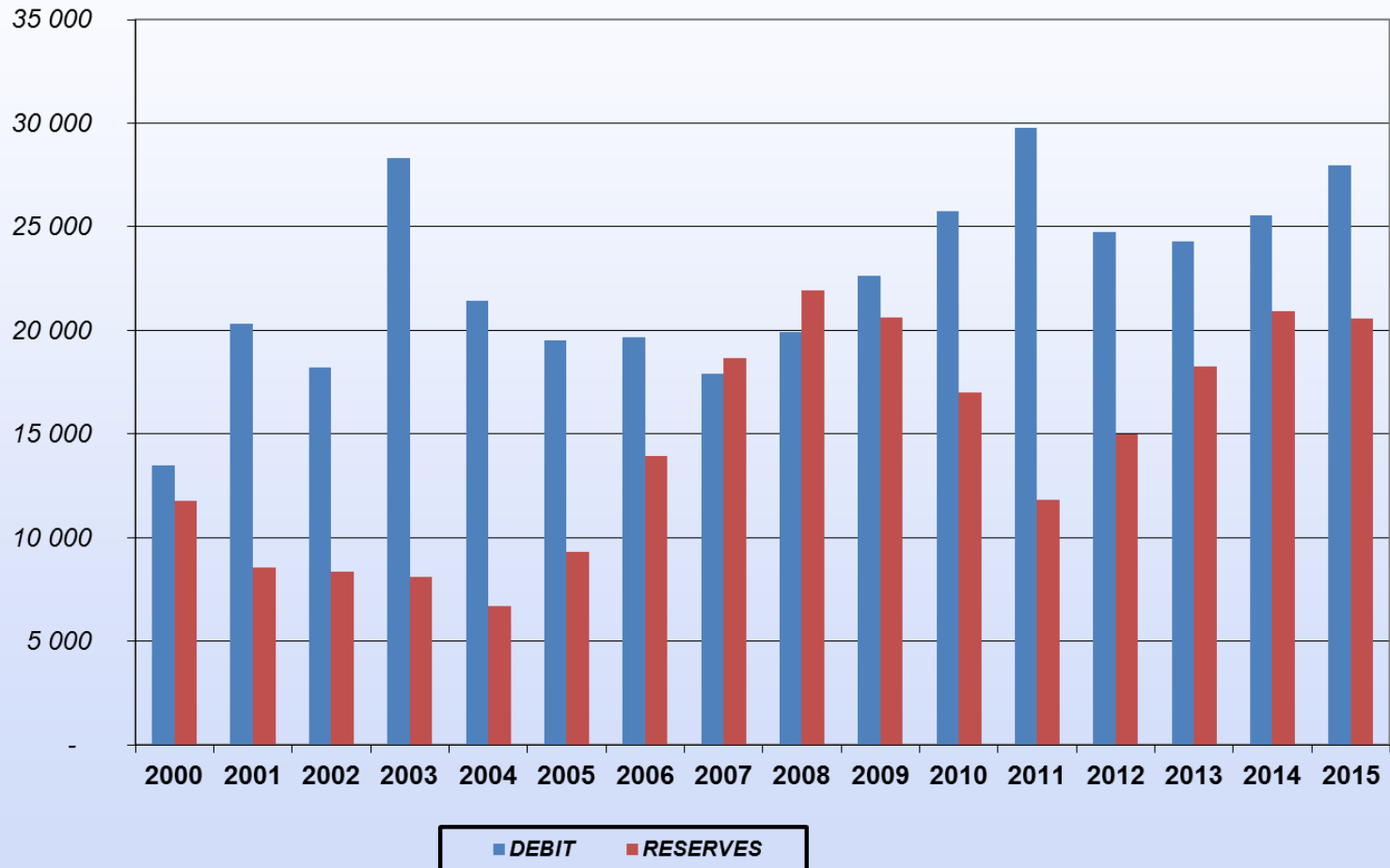
<b>RESULT</b>	<b>1 230,00</b>	<b>-360,00</b>	<b>-1 590,00</b>
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Dresden, April 17th, 2015



*In Euros*

## PROPOSAL RESERVES / DEBITS 2000-2015



Dresden, April 17th, 2015





- ❑ After having considered the budgeted expenses and revenues, and taken notes that the total dues to be paid by member associations in 2015 are the same as in 2014 (27 560 Euros), **members are requested to approve the 2015 budget.**



## Executive Committee members

### ☐ Composition of the Excom (on 17 April 2015)

Paul BARTMANN, Chairman	Austria
Bernhard BECK, Vice Chairman	Germany
John GOVIER	United Kingdom
Victor KAMM	Belgium
Lorenzo MARZOTTO	Italy
Stéphane MOZDYNIEWICZ	France
Norman SNEL	The Netherlands

- ☐ Norman SNEL, as he joined the same company as another Excom member, decided to step out so that the same company is not represented twice in the Excom
- ☐ The representatives of Belgium and UK have ended their mandate (3 years)
- ☐ The chairman proposes that Mr KAMM and GOVIER are renewed for 3 years in their mandates
- ☐ Do members approve this proposal?



## UTIPULP website : Login and password

- The password and user name will remain unchanged until May 1st, 2015 :
- Identifier or user name : utipulp Password : **pulp007**

The screenshot displays the UTIPULP website interface. On the left is a sidebar menu with the following items: MEMBERS, HOME, PRESENTATION, DEFINITIONS, STATISTICS, NEWS, LINKS, and CONTACTS. The main content area features the UTIPULP logo and tagline. A 'Mot de passe réseau' (Network password) dialog box is open, prompting the user to enter their credentials. The dialog box includes fields for 'Site' (www.utipulp.org) and 'Domaine' (/members/members.mgi). The 'Nom de l'utilisateur' (User name) field is pre-filled with 'utipulp', and the 'Mot de passe' (Password) field is pre-filled with 'pulp007'. A checkbox for 'Enregistrer ce mot de passe dans votre liste de mots de passe' (Save this password in your list of passwords) is present. The dialog box also has 'OK' and 'Annuler' (Cancel) buttons. A search bar is visible in the top right corner of the main content area.



## Statistics

### Doc 6 Keypoints

- ☐ Slight updates have been done on the document “rules of operation “
- ☐ Formal approval of members is requested



## Member countries: special items



**Close out**



## Date and location of the next meeting

- ☐ 17/18 September 2015
- ☐ Venue: as in the past, the meeting will be organised in co-operation with Europulp in Barcelona





## *Date and location of the previous meetings*

