

UTIPULP

Group of European Market Wood Pulp users

General Assembly meeting

BARCELONA – September 16th, 2016

Minutes

Attendees:

Mr	Paul	BARTMANN (Chairman)	MONDI
Mr	Steve	ABDULLA	SCA Hygiene products
Mr	Luis	ARRUE	Papelera del ORIA S A
Mr	Romain	BALDI	Munksjö France Holding S.A.S.
Mr	Bernhard	BECK (Vice-Chairman)	MUNKSJO
Mr	Gerrald	BLOUW	COLDENHOVE PAPIER BV
Mrs	Cinzia	CARADINI	ASSOCARTA
Mr	Jörg	DITTOMBEE	MITSUBISHI
Mr	Peter	DONNABAUER	DELFORT Group
Mr	Martin	DREWS	VDP
Mrs	Ute	GIERDEN	KANZAN SPEZIALPAPIERE GmbH
Mr	John	GOVIER	ARJOWIGGINS Ltd
Mr	Victor	KAMM	SAPPI EUROPE SA
Mr	Burckhard	KRUECKE	WEPA PAPIERFABRIK
Mr	Ivo	MAZZURANA	BURGO GROUP
Mr	Stéphane	MOZDYNIEWICZ	PAPETERIES DE CLAIREFONTAINE
Mr	Peter E.	OFFNER	BRIGL & BERGMEISTER GmbH
Mr	Giovanni	PELIS	GRUPPOCORDENONS SPA
Mr	Andrea	PIAZZOLLA	SOFIDEL SPA
Mr	Norman	SNEL	SAPPI EUROPE SA
Mr	Joep	STEVENS	Inkoop-combinatie De EENDRAGT b.v.
Mr	Pierre	UZUREAU	SMURFIT KAPPA CELLULOSE DU PIN
Mrs	Charo	VIEJO CHAVES	LECTA
Mrs	Claudia	TAVARES	THE NAVIGATOR COMPANY (observer)
Mr	Paul-Antoine	LACOUR	UTIPULP
Mrs	Anna Maija	WESSMANN	EPIS (Guest from 10:30 to 11:15)

1. Introduction (Chairman)

1.1 – 1.3 Welcome, Safety and Legal guidelines for attending UTIPULP meetings

The Chairman welcomes all the participants, reminds safety procedures as well as the Guidelines pertaining to the competition laws that have been sent prior to the meeting, and that participants have strictly to comply with.

1.4. New delegates

The Chairman welcomes Mrs Charo VIERO (LECTA) and Mrs Claudia TAVARES (The Navigator Company).

He mentions that he had discussions prior to the meeting with Mrs TAVARES in order to explain her that her nomination has raised several questions within the Executive Committee. He adds that these questions will be discussed under item 5.1 (see below).

1.5. New members

The Secretary says that no contact has been taken with the Turkish paper association.

Agreed:

- **UTIPULP will wait that the Turkish paper association is a CEPI member before reconsidering to approach it.**

1.6. Approval of the minutes of the last meeting (Amsterdam, April 22nd, 2016)

The minutes are approved without amendments.

2. Special Subject Dossiers (trade)

2.1. Follow-up Discussions with EUROPULP

The Chairman mentions that, based on the discussions he had with Europulp, it appears that the port of Flushing still does not report pulp inventories. He adds that discussions are ongoing between Europulp and this port, and that the situation might improve in the coming months.

2.2. Follow-up discussions with EPIS

The Chairman reports that he had approached EPIS in order to discuss with them options for improving the quality of moisture measurements. An outcome of this discussion was the decision to set up a joint Working Group (with two representatives of the two associations) in order to address the issue.

Agreed:

- **Mr Jörg DITTOMBEE and Mrs Charo VIEJO CHAVES kindly accept to be the two representatives of UTIPULP within this Working Group.**

2.3. PIX/FOEX

Delegates do not report any relevant change on the PIX. One delegate reports that he has been audited, and that this audit consisted in questions asked by telephone, not accompanied by any control of documents.

2.4. General Trade Rules

Delegates do not report any problem with the GTR.

One delegate asks if the consequences of damages are addressed by other companies via the GTR. The answers given to this question indicate that the consequences of damages are addressed via specific insurance contracts.

2.5. Brazilian statistics

The Chairman reminds the previous steps of the dossier and mentions that, during the General Assembly that took place in Zaandam (April 2016), it was envisaged by the participants to revert to the past system (monthly release of hardwood and softwood statistics). He adds that one large company is not ready for this and then proposes to stick to the current situation.

Agreed:

- **The UTIPULP Secretariat will keep on circulating the monthly and quarterly statistics as they are now.**

2.6 Risks associated to the bale wires

Mr Bernhard BECK mentions that handling the wires might be dangerous, and leads unfortunately sometimes to injuries. He adds that solutions exist (safety equipment, automation, use of glue or paper strips instead of metal wires) but that none of them is ideal. He is therefore interested to know the solutions put in place by other companies.

Following this presentation, several members give their views on this issue.

Agreed:

- **With the objective to address this topic, it's agreed to contact EPIS in order to set up a Working Group.**
- **The ultimate goal of this Working Group is to find solutions to replace metal wires.**
- **Mr Victor KAMM and Mr Romain BALDI kindly accepted to take in charge this dossier.**

3. Presentation of EPIS (Mrs Anna Maija Wessman, EPI Secretary General)

The Chairman welcomes Mrs WESSMAN, and leaves her the floor so that she can present EPIS and explain that pulp producers are key players of the bio-economy.

4. Special Subject Dossiers (environment)

4.1 FSC / PEFC / EU Timber Regulation

The Secretary mentions that, at the occasion of the revision of the Chain of Custody rules, FSC envisages to make the Online Claims Platform (OCP) mandatory in some specific cases.

Following this presentation, the following views have been expressed:

- This dossier is highly important and needs to be handled in the companies not only at technical level,
- The level of awareness in the industry of the risks of OCP is still too low.

Agreed:

- **The delegates strongly oppose the principle of having the OCP mandatory (even if this applies only in some specific cases).**
- **The delegates will alert senior management of their companies on the risks of the OCP.**
- **The CEPI Secretariat will circulate a short document in order to ease the information on what is OCP and its risks.**
- **Companies having contacts with FSC are invited to be vocal on this issue.**

5. Association Topics

5.1. Finance and Administration

The Chairman proposes that the vice-chairman takes the chairmanship of UTIPULP, as it is the common procedure within UTIPULP.

Agreed:

- **The General Assembly unanimously approves that Mr. Bernhard BECK takes the chairmanship as of the next General Assembly (21st April 2017).**

The Chairman proposes that Mr Andrea PIAZZOLA takes the vice-chairmanship of UTIPULP when the vice-chairman becomes chairman.

Agreed:

- **The General Assembly unanimously approves that Mr. Andrea PIAZZOLA takes the chairmanship as of the next General Assembly (21st April 2017).**

The Chairman then mentions that the Excom that met the day before the today's General Assembly discussed the criteria that should be met by the delegates appointed by national associations. This discussion was a follow-up of past ones, but was also the consequence of a situation not met so far in UTIPULP, where a delegate mandated by an association (the Portuguese one in that case) does not have a direct responsibility in the purchase of pulp.

He adds that the reasons for having a discussion on the "profile" of the delegates is to secure that they are able to deliver value to UTIPULP, which means in particular that they express the concerns of market pulp buyers (and not of a finance director, or a pulp seller...).

Following this introduction, Mrs Ana Claudia TAVARES presents the activities she has within her companies, and mentions that she thinks she can deliver value to UTIPULP. She also says that she does not want to create difficulties in how UTIPULP is working.

The following views were then expressed by delegates:

- Although many types of backgrounds could be of interest, UTIPULP should be restricted to people having predominantly an activity of market pulp buyers (even if they can have other tasks),
- The legal name of UTIPULP is unclear "Group of European Market wood Pulp Users" as it does not indicate that it's in fact "buyers" that are the core of the association,
- Beside the background of the delegates, the "profile" of the company they are coming from is also of importance. Companies should be net buyers of market pulp in Europe (considering the pulp for paper grades only),
- Regarding the procedure for becoming a delegate, instead of setting criteria that will never encompass all the situations, it's better to trust the Executive Committee.

Agreed:

- **Names of delegates sent by national associations to the UTIPULP Secretariat will be considered by the Executive Committee. The Executive Committee will be in charge of approving the applications received from the national associations.**
- **With the exception of delegates working with national associations, the delegates have to come from companies that are net buyers of market pulp in Europe (considering the pulp for paper grades only).**
- **The particular situation of the delegate proposed by the Portuguese association will be addressed during a telephone conference of the Executive Committee to be organised as soon as possible.**

5.2. Statistics

The statistics do not raise particular questions from the delegates.

5.3. Member countries: special items and tour de table (all)

Delegates present the document summarising the key features of their respective countries.

6. Any other business

Delegates do not raise specific issues.

7. Close out

7.1. New date_& location

The British paper Association (CPI) will kindly host the next General Assembly. It will take place on 20 and 21st April, most likely in the area of Manchester.

The next meeting in Barcelona will take place on 14th and 15th September (subject to confirmation by Europulp).

7.2. Close

The Chairman thanks the participants and closes the meeting.