UTIPULP

GENERAL ASSEMBLY

LISBON – April 19th, 2013

INFORMATION AND DECISION SUMMARY

- ATTENDEES -

UTIPULP Chairman

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

UTIPULP Secretary

Mr	Jérôme	RUPIED	UTIPULP

AUSTRIA (AUSTROPAPIER)

Mr	Paul	BARTMANN	MONDI
Mr	Peter	DONNABAUER	DELFORT Group

BELGIUM (COBELPA)

Mr	Victor	KAMM	SAPPI EUROPE

FRANCE (COPACEL Achat pâtes)

Mr	Diego	BORELLO	AHLSTROM
Mr	Jean-Olivier	ROUSSAT	PAPETERIE DE CLAIREFONTAINE
Mr	Pierre	UZUREAU	SMURFIT KAPPA CELLULOSE DU PIN

GERMANY (VERBAND DEUTSCHER PAPIERFABRIKEN)

Mr	Bernhard	BECK	MUNKSJO
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	SOFIDEL SPA

NETHERLANDS (VERENIGING VAN NEDERLANDSE)

Mr	Gerrald	BLOUW	COLDENHOVE PAPIER BV

PORTUGAL (CELPA)

Mr	Armando	GOES	CELPA
Mr	Joao Gorjao	CLARA	RENOVA

SPAIN (ASPAPEL)

Mr	Andre	RIEGERT	LECTA

UNITED KINGDOM (CONFEDERATION OF PAPER INDUSTRIES)

Mr	Brian	DILLON	SCA HYGIENE PRODUCTS
Mr	Steve	FREEMAN	CONFEDERATION OF PAPER INDUSTRY
Mr	John	GOVIER	ARJO WIGGINS Ltd

- EXCUSED -

AUSTRIA (AUSTROPAPIER)

Mr	Patrick	MADER	AUSTROPAPIER
Mr	Peter E.	OFFNER	BRIGL & BERGMEISTER GmbH

BELGIUM (COBELPA)

Mr	Firmin	FRANCOIS	COBELPA
Mr	Pierre	MARNEFFE	IDEM PAPERS

GERMANY (VERBAND DEUTSCHER PAPIERFABRIKEN)

Mr	Joerg	DITTOMBEE	MITSUBISHI
Mr	Martin	WERNER	SCHOELLER TECHNOCELL

ITALY (ASSOCARTA)

Mr	Vitaliano	VANTINI	FEDRIGONI CARTIERE

NETHERLAND (VERENIGING VAN NEDERLANDSE)

Mr	Enrico	BROUWER	V.N.P.

PORTUGAL (CELPA)

Mr	Manuel	MOREIRA DOS SANTOS	SOPORCEL

SPAIN (ASPAPEL)

Mr	Carlos	REINOSO	ASPAPEL
Mr	Rubén	SIMARRO	CLARIANA, S.A

AGENDA

I - WELCOME

II - APPROVAL OF THE PREVIOUS MEETING'S MINUTES

- Nice - September 21st, 2012

III - EXTERNAL SPEAKER

- Trends in logistics of woodpulp
  by Martin Verbrugge (Verbrugge Terminals)

IV - DEBATE

- Implementation of the timber regulation
- General way forward of UTIPULP
- General Trade Rules of woodpulp

V - GENERAL ISSUES

- Executive Committee members
- Composition of the National Delegations
- Communication : UTIPULP website

VI - KEYPOINTS OF THE PAPER INDUSTRY

- Short comments on keypoints in the member countries
- UTIPULP statistics

VII - OTHER ISSUES

- 2012 accounts - 2013 budget
- Date and location of the next meeting

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I - WELCOME

Victor KAMM, 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 - APPROVAL OF THE PREVIOUS MEETING'S SUMMARY

The previous meeting has been held in Nice (France) on September 21st, 2012.

The summary is approved unanimously.

III - EXTERNAL SPEAKER

Trends in logistics of woodpulp

Martin Verbrugge (Verbrugge Terminals) presents the subject (see the document on the website).

IV – DEBAT

Implementation of the timber regulation

Steve Freeman introduces the topic (see the document on the website).
The members comment the difficulties to appreciate precisely the rules to be applied.

General way forward to UTIPULP

Victor Kamm proposes that the members debate upon the way to go on developing the service given by UTIPULP to the members.

The participants agree that the companies are facing an enormous quantity of EU regulation, notably as to environmental aspects. EU timber regulation involves an important charge to collect the necessary information from the providers and satisfy with the requirements.

They agree that UTIPULP could add value by facilitating an exchange of qualified information and of best practices. A data base could be constituted with that aim.

The members decide that they will precise the information needed as far as they are concerned. These reflexions will be presented at the next Assembly.

General Trade Rules

Norman Snel reminds the UTIPULP'aim to get more balanced GTR between sellers' and buyers' interest. The UTIPULP version is available on the website, part public.

Norman Snel comments the contacts taken about the UTIPULP version.

Below is a quotation of a mail Norman Snel (UTIPULP) to Dave Cooper (EPIS) on January 11th, 2013.

"Dear Dave,

Please note that Utipulp has not changed their strategy in regards to being cooperative in developing a mutually agreeable document which may annul any existing GTR's. The Utipulp General Trade Rules have been unanimously accepted by the General Assembly of Utipulp after a long consultation period under Utipulp membership. They are an alternative to the existing GTR and, like with the latter, are a matter of mutual agreement between buyer and seller. There are numerous pulp customers that do exclude the applicability of the GTR in whole or in part.

Utipulp did point to the fact that the Utipulp General Trade Rules are an alternative to the GTR, not a replacement. In short, there still is the willingness from our side to come to one set of trade rules and Utipulp is not imposing the Utipulp GTR as opposed to the 'old' GTR; it is, like in the past, a matter of negotiation between buyer and seller to determine what exactly will govern a pulp contract.

Until an all new, mutually agreed, GTR will be in place the Utipulp GTR are, and will remain, available to anyone who wishes to adopt them should the joint effort to come to a new set of GTR proves to take as long as the time to the last revision..."

The members agree with this position. They decide that every information should be sent to the Secretary about how the companies are successful in implementing the UTIPULP trade rules in the 2013 contracts.

V - GENERAL ISSUES

Executive Committee

As decided by the General Assembly in Nice, the Executive Committee is composed as follows :

Victor KAMM, Chairman
Paul BARTMANN, Vice-Chairman

Luigi ASTENGO
Bernhard BECK
John GOVIER
Norman SNEL
Jean – Olivier ROUSSAT

National delegations

Delegates are missing in the following delegations.

ASPAPEL (Spain)
CELPA (Portugal)
COBELPA (Belgium)
COPACEL (France)
CPI (United Kingdom)
VNP (Netherlands)

Communication

The new password to the website is indicated to the members.

VI – KEYPOINTS OF THE PAPER INDUSTRY

6.1 – Keypoints

The members comment the national data which have been dispatched before the Assembly.

6.2 – UTIPULP statistics

The members underline that the US consumption and inventories figures communicated by AFPA are out of date.
The Secretary confirms the point. Contacts are being taken with this association to solve the problem.

Negotiations have been done with EPIS, and UTIPULP avoided to pay for the monthly received information.

VII – OTHER ISSUES

7.1 – 2012 Accounts – 2013 Budget
(see attachment)

2012 Accounts

The global expenses have been reduced by 10,7% vs 2011 accounts (-8,1% vs budget). The difference is mainly explained by the compliance audit realised in 2011.

The contributions have been increased to 28 000 euros according to the decision of the General Assembly in Vienna. The result is positive by 3276 euros vs -5280 euros in 2011 (+ 1130 euros in budget).

The reserves have been increased to 15 000 euros, i.e 60% of the annual expenses.

2013 budget

The global expenses are proposed at 23 939 euros, i.e. a reduction by 2,6% vs 2012 accounts (-11,1% vs 2012 budget).

The contributions are proposed at 27 561 euros, i.e. the 2012 level reduced by the amount of the Swiss contribution as Switzerland is no longer a UTIPULP member in 2013. The 2013 result is estimated at 3641.72 euros.

The reserves would amount at 18 640 euros.

7.2 – Next meeting

The Chairman exchanged with EUROPULP's Chairman about the place of the common Seminar in September. It was decided that it would be Barcelona (Spain).

The Seminar will be held on September 19th, 2013 and the UTIPULP Assembly will follow on September 20th.