

# UTIPULP

## GENERAL ASSEMBLY

BARCELONA – September 20<sup>th</sup>, 2013 (8h30 - 12h30)

### Minutes

#### Attendees:

Mr	Victor	KAMM (Chairman)	SAPPI EUROPE SA
Mr	Luigi	ASTENGO	BURGO Group
Mr	Paul	BARTMANN (Vice-Chairman)	MONDI
Mr	Jaime	BATILLORI	VILLASECA S.A.
Mr	Bernhard	BECK	MUNKSJO
Mrs	Cinzia	CARADINI	ASSOCARTA
Mr	Joerg	DITTOMBEE	MITSUBISHI
Mr	Peter	DONNABAUER	DELFORT Group
Mr	Martin	DREWS	VDP
Mrs	Ute	GIERDEN	KANZAN SPEZIALPAPIERE Gmbh
Mr	John	GOVIER	ARJO WIGGINS Ltd
Mr	Antonio	HITA MARTINEZ	MIQUEL Y COSTAS & MIQUEL S A
Mr	Burckhard	KRUECKE	WEPA PAPIERFABRIK
Mr	Peter E.	OFFNER	BRIGL & BERGMEISTER GmbH
Mr	Giovanni	PELIS	GRUPPOCORDENONS SPA
Mr	Andrea	PIAZZOLLA	SOFIDEL SPA
Mr	Carlos	REINOSO	ASPAPEL
Mr	Andre	RIEGERT	LECTA
Mr	Jean-Olivier	ROUSSAT	PAPETERIE DE CLAIREFONTAINE
Mr	Norman	SNEL	Inkoop-combinatie De EENDRAGT b.v.
Mr	Pierre	UZUREAU	SMURFIT KAPPA CELLULOSE DU PIN
Mr	Vitaliano	VANTINI	FEDRIGONI CARTIERE
Mr	Paul-Antoine	LACOUR	UTIPULP

#### Excused:

Mr	Gerrald	BLOUW	COLDENHOVE PAPIER BV
Mr	Diego	BORELLO	AHLSTROM
Mr	Enrico	BROUWER	VNP
Mr	Joao Gorjao	CLARA	RENOVA
Mr	Brian	DILLON	SCA HYGIENE PRODUCTS
Mr	Firmin	FRANCOIS	COBELPA
Mr	Steve	FREEMAN	CONFEDERATION OF PAPER INDUSTRY
Mr	Miguel	GOENAGA	CLARIANA, S.A
Mr	Armando	GOES	CELPA
Mr	Patrick	MADER	AUSTROPAPIER
Mr	Pierre	MARNEFFE	IDEM PAPERS
Mr	Manuel	MOREIRA DOS SANTOS	SOPORCEL
Mr	Martin	WERNER	SCHOELLER TECHNOCELL

## **1. Welcome and apologies**

The Chairman welcomed all the participants, reminded that Guidelines pertaining to the competition laws have been sent prior to the meeting, and that participants had strictly to comply with.

## **2. Presentation of the new UTIPULP Secretary**

The Chairman invited the new Secretary to introduce himself. Paul-Antoine LACOUR said that he was very pleased to become the new UTIPULP Secretary, and added that he was as well the new Managing Director of COPACEL, the French Pulp & Paper Association. He informed the participants that he had been working for the pulp industry for more than twenty years as consultant (Jaakko Pöyry France, AFOCEL) or in trade associations (CEPI). He added that his background was engineering, forestry and economics. He concluded that people in charge of UTIPULP dossiers are:

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|---|--|
| - Paul-Antoine LACOUR (Secretary)         | Tel: +33 1 53 89 24 08<br><a href="mailto:paul-antoine.lacour@copacel.fr">paul-antoine.lacour@copacel.fr</a> |
| - Johanna HEYDEL (Administrative matters) | Tel: +33 1 53 89 24 91<br><a href="mailto:johanna.heydel@copacel.fr">johanna.heydel@copacel.fr</a>           |
| - Maryse DEGRY (Statistics)               | Tel: +33 1 53 89 24 13<br><a href="mailto:maryse.degy@copacel.fr">maryse.degy@copacel.fr</a>                 |

Paul-Antoine LACOUR will also be responsible of financial matters under the supervision of the Chairman.

## **3. Approval of the minutes of April 19, 2013 (Lisbon)**

The minutes have been approved without amendments.

## **4. General Trade Rules (GTR)**

Norman SNEL introduced the topic by recalling the various discussions UTIPULP representatives had over the past months with EPIS members. Two amendments to the GTR, proposed by UTIPULP, have not been accepted by EPIS in the final draft:

- The applicable law should be the one of the buyer,
- Any dispute on the quality of pulp should be raised among 6 months.

Norman SNEL believed that it was extremely unlikely that EPIS would accept these amendments, but considered that the GTR, as they are, are nevertheless a good compromise. He also mentioned that EPIS might ask to re-discuss points already agreed upon.

The Chairman and all the members warmly thanked the UTIPULP “negotiators” for the great job they have done.

**Agreed :**

- **The GTR, as they are, are accepted by UTIPULP members,**
- **Norman SNEL will inform UTIPULP of the final EPIS position.**

## **5. Other dossiers**

### **5.1. EU Timber Regulation**

After a brief introduction of the controversial paragraph of the Guidelines by Paul-Antoine LACOUR, it was mentioned that the implementation of the EUTR has not led so far to peculiar problems for the pulp users.

It was also added that pulp imports are not particularly targeted by the so called competent authorities, that mostly started to control timber imports, furniture imports, etc.

### **5.2. FSC Online Claim Platform (OCP)**

The Secretary mentioned that FSC is willing to greatly “secure” flows of information along the Chain of Custodies, which means that buyers and sellers would have to give detailed data on their clients / providers. Detailed information on what is envisaged by FSC can be found on the following link: <https://ic.fsc.org/online-claims-platform.181.htm>

Several members mentioned that it is hard to envisage that many companies will provide this type of information, particularly among the companies downstream the value chain.

#### **Agreed :**

- **Mr. DREW (VDP) will send to the Secretary the letter that his national association has sent to FSC, so that Paul-Antoine LACOUR circulates it to UTIPULP members,**
- **The Chairman will ask the lawyer he is working with, if UTIPULP is allowed to send a letter to CEPI and FSC in order to express great concern,**
- **If such a letter is not breaking competition rules, UTIPULP will send it quickly.**

### **5.3. ISO**

The Secretary informed members that ISO will very likely develop a standard on the Chain of Custody.

### **5.4. Marine Fuels**

The Secretary presented briefly the Directive on the Sulphur content of marine fuel. The main economic outcome of this Directive would be a substantial increase of the cost of transportation by boat on the Baltic Sea, the North Sea and the English Channel.

### **5.5. Anthraquinone**

It seems that the issue has “cooled down”.

## **6. Market situation**

Each member comments the synthesis circulated before the meeting.

Regarding the presentations carried out the day before by Timo TERÄS, members questioned the way the PIX index is calculated as it seems to be most of the time “behind” the actual market prices.

It was added that Timo TERÄS had committed to provide information on how companies declaring prices are audited, but that no information on this has been provided so far.

**Agreed :**

- **Paul BARTMANN will contact Timo TERÄS in order to obtain answers on the pending questions.**

## **7. Internal matters**

### **7.1. Update of the list of members**

The list of members is circulated during the meeting so that attendees can check / correct their contact details.

### **7.2. Statistics**

The secretary proposed to modify the presentation of the statistics to make them more instrumental and pleasant to read.

**Agreed :**

- **The proposal is agreed by the members,**
- **A new layout will be sent to the Executive Committee for preliminary comments, and then to all the members.**

Paul-Antoine LACOUR reports that UTIPULP has not received data on pulp consumption from the American Paper Association (AF&PA) since November 2012. AF&PA had been asked by UTIPULP on the reasons for this, answered that "The report you refer to is under internal review and we do not have an updated publication. We will certainly send you updated data if it becomes available" signed Karen HIBDON (Director, Statistical Programs).

**Agreed :**

- **No action / "retaliation" are envisaged for the moment,**
- **The Secretary will check how AF&PA has access to UTIPULP statistics.**

### **7.3. UTIPULP Web-site**

The Secretary reminds that the username was: "utipulp" and the new password: "pu007lp", working from October 1<sup>st</sup> on.

## **8. Internal matters**

One member mentions that he feels a stronger pressure than in the past, both on procurement and sales, from credit insurers. Several members reported the same experience.

## **9. Date and place of the next meetings**

The next meeting will take place on **Thursday 10<sup>th</sup> and Friday 11<sup>th</sup> of April, 2014** in Italy. ASSOCARTA will kindly look for a venue.

Regarding the meeting to take place in September 2014, jointly with EUROPULP, the Chairman had the occasion to contact EUROPULP after this General Assembly, and they agreed to organise the next common seminar again in Barcelona on **Thursday 18<sup>th</sup> and Friday 19<sup>th</sup> September 2014**.