

# UTIPULP

*Group of European Market Wood Pulp users*

## General Assembly meeting

AMSTERDAM (ZAANDAM) – April 22<sup>nd</sup>, 2016  
8h30 – 12h30

### Minutes

#### Attendees:

Mr	Paul	BARTMANN (Chairman)	MONDI
Mr	Steve	ABDULLA	SCA HYGIENE PRODUCTS
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	Steve	FREEMAN	CONFEDERATION OF PAPER INDUSTRY
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	Andrea	PIAZZOLLA	SOFIDEL SPA
Mr	Norman	SNEL	SAPPI
Mr	Joep	STEVENS	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	Romain	BALDI	Munksjö Labelpack
Mrs	Frouke	BOEREMA	VNP
Mr	Diego	BORELLO	AHLSTROM
Mr	Martin	DREWS	VDP
Mrs	Ute	GIERDEN	KANZAN SPEZIALPAPIERE GmbH
Mr	Miguel	GOENAGA	CLARIANA
Mr	Patrick	MADER	AUSTROPAPIER
Mr	André	RIEGERT	LECTA
Mr	Carlos	VIEIRA	CELPA
Mr	Martin	WERNER	SCHOELLER TECHNOCELL

## **1. Introduction**

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

The Chairman welcomes all the participants, and particularly Ivo MAZZURANA (Burgo Group) who attends for the first time an UTIPULP meeting.

He then thanks Joep STEVENS and Norman SNEL for the organisation of the very appreciated “social part” of the meeting.

He indicates the participants the safety procedures and reminds 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. UTIPULP membership**

The Chairman reminds that, during the last UTIPULP General Assembly, it was agreed to approach the Paper Associations of Poland and Turkey in order to evaluate their interest to join UTIPULP.

As a follow-up of this decision, the Chairman indicates that himself and the UTIPULP Secretary have approached the Director General of the Polish Association. The Polish Association has not given yet a formal answer, but it's very unlikely that they will join UTIPULP.

Regarding Turkey, some members remind that this country is a growing market pulp user, especially to produce tissue paper.

The Secretary indicates that, before joining UTIPULP, the Turkish Paper Association must also be a member of CEPI (in order to avoid “free riders”, because part of the information received by UTIPULP members comes from CEPI). He adds that CEPI had recently discussion with the Turkish Paper Association, but with no positive result.

**Agreed: the Chairman will contact the Turkish Paper Association in order to evaluate their interest to join UTIPULP. If the answer is positive, they could have a greater interest to join also CEPI.**

### **1.5. Approval of the minutes of the last meeting (Barcelona, September 18<sup>th</sup>, 2015)**

The minutes have been approved without amendments.

## **2. Special Subject Dossiers**

### **2.1. Follow-up discussions with EUROPULP and EPIS**

The Chairman informs the delegates that, in November 2015, he had a discussion with EPIS and EUROPULP on the reliability of the port statistics. During this discussion, EUROPULP regretted the inconsistency of the information collected from the numerous ports in Europe. The three Associations came nonetheless to the conclusion that it would be unrealistic to try to have a more detailed information.

**Agreed: UTIPULP members agree that it is pointless to try to get more detailed information from the ports.**

The Chairman also mentions that the port of Flushing does not report any longer data on pulp inventories, for various alleged reasons (legal compliance....). The Chairman adds that EUROPULP has undertaken action on this dossier, and that their outcome should be known relatively soon.

**Agreed: the Chairman will inform the members on the outcome of the action carried out by EUROPULP vis-à-vis Flushing.**

### **2.2. Quality of the UTIPULP statistics**

The Secretary reminds the past developments of the dossier, and mentions that the quality of UTIPULP statistics, after several “difficult” months (September till December) are now good again (even if discussions are still on going with one large company that does not report data to National Associations, since the Brazilian Association has started to publish its statistics with a 6 months delay).

The Secretary asks guidance from the members on the template to be used to publish quarterly statistics presenting HW pulp figures.

**Agreed: the members approve the proposed template. For the inventories, the monthly average will be calculated as the sum of the figures of the three months divided by three (no weighing by the number of days of the different months).**

The Chairman mentions that the idea to have an impact on the Brazilian pulp producers via publishing the HW pulp quarterly (instead of monthly) has not been successful. He also adds that the value of UTIPULP is to promote transparency. Consequently, and following a discussion within the Excom, he proposes to revert to the initial way of publishing data (monthly release for both HW and SW pulp).

**Agreed:**

- **The members approve the proposal to revert to the initial way of publishing data (monthly release both for HW and SW pulp).**
- **The Secretary will ask by e-mail all members if they agree with this proposal (so that the delegates not present can have a say on this issue), with a deadline for answer of one month time.**
- **If all members agree, the Chairman will explain the UTIPULP position to the EPIS Chairman during the Seminar in Barcelona in September. It is also considered, in such a case, to send a press release.**

### 2.3. Moisture measurement of pulp

Norman SNEL presents the ISO standard (see slide show) and comes to the conclusion that it is very complicated to put it in force. In the same time, he mentions that the precise knowledge of the bone dry ton can show significant gaps with the values declared by the seller.

Other members report on the methods followed in their company to measure the moisture of the delivered pulp. A common approach is to inform the pulp sellers on the values obtained by these methods.

Some members raise the idea of an audit done by UTIPULP on the suppliers. Others insist on the need to secure that sellers can make available the calibration reports of their moisture measurement devices.

The Secretary reminds that VDP has sent technical information on a device (see doc) used to measure the moisture of paper. None of the delegates has used this device to measure the moisture of pulp.

#### **Agreed:**

- **The UTIPULP Chairman will indicate the EPIS Chairman that the market pulp buyers consider the information on the moisture of pulp as important, and that the ISO standard to assess it is much too complicated.**
- **The two chairpersons will consider if it's possible to work in common on a simplified method to assess moisture.**

### 2.4. Follow-up GTR and PIX

The implementation of the GTR does not lead to any particular comments.

Regarding the PIX, the Chairman reminds that UTIPULP called the higher possible number of companies to send their data to FOEX.

Some members mention that they do not fulfil the conditions for declaring their data to FOEX, and that some aspects in the way the index is calculated is questionable.

### 2.5. EU Timber Regulation

Several members mention that they have been controlled by their respective competent national authority on the implementation of the due diligence system of the EUTR. One member reports that he received a negative comment by its national competent authority, although the imported pulp was certified.

One member asks about the position of the Italian Government on the inclusion of printed documents in the scope of the EUTR. Italian representatives say that they will ask about the position of the Government. They add that ASSOCARTA is in favour of including all printed documents in the remit of the EUTR.

## **2.6. FSC/PEFC/ISO**

The Secretary mentions that FSC will open in May a new public consultation on the new rules for the Chain of Custody (CoC). He draws the attention of members on how OCP will be considered in this document.

The Secretary then reports on the on-going process of setting-up an ISO Standard pertaining to the CoC. One member mentions that it's important to be cautious that this future Standard fairly considers all countries, and does not give a specific advantage to any.

## **2.7. Presentation of CEPI**

The Secretary presents the objectives and the organisation of CEPI. He mentions that the CEPI Board strongly supports a process called "single-voice", whose role is to avoid the overlapping of activities among the paper-related European Associations, as well as a situation where several of these associations would convey diverging messages. The Secretary adds that such a risk does not exist for UTIPULP as this association does not have lobbying activities (no contact with the European Commission etc.) and is in charge of dossiers not in the scope of CEPI.

# **3. Association Topics**

## **3.1 Finance/Budget 2015 and 2016**

The Secretary presents the accounts for 2015, and the budget for 2016 (nota: the version presented, following a discussion within the Excom, is slightly different from the doc send prior to the General Assembly).

**Agreed:**

- **The delegates have no comment on the 2015 accounts.**
- **The delegates approve the latest version of the budget (see Appendix). The Secretary draws the attention of members on the fact that, in this budget, the contribution of members in 2016 is the same as in 2015.**

## **3.2 Excom members**

Following a request from the Italian Paper Association, the Chairman proposes that Andrea PIAZZOLA becomes member of the Excom.

**Agreed: delegates unanimously approve that Andrea PIAZZOLA becomes member of the Excom. Pursuant to UTIPULP Statutes, this mandate lasts till the General Assembly of Spring 2019.**

## **3.3 Statistics**

The delegates report on the key features that have taken place in their country and that have an impact on the market pulp demand.

#### **4. Close out (Chairman)**

##### **4.1 New date & location**

The next meeting will take place on September 15<sup>th</sup> and 16<sup>th</sup>, 2016 in Barcelona.  
As in the past, the meeting will be organised in co-operation with Europulp.

**Agreed: UTIPULP Chairman will discuss with the EUROPULP Chairman of the interest to have someone from FuturaGene or NOREXCO.**

##### **4.2 Close**

The Chairman thanks the participants and closes the meeting.

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# APPENDIX

## UTIPULP - 2015 BUDGET /2016 BUDGET PROPOSAL

DEBIT	2015 BUDGET	2016 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
<b>MEETING EXPENSES</b>	<b>8 900,00</b>	<b>8 900,00</b>	0,00	0,0%
- Meeting room, accomodation	8 000,00	8 000,00	0,00	0,0%
- Invitation of an expert	900,00	900,00	0,00	0,0%
<b>SECRETARIAT</b>	<b>15 600,00</b>	<b>17 300,00</b>	1 700,00	9,8%
Salaries	14 000,00	15 500,00	1 500,00	9,7%
Stationery	200,00	200,00	0,00	0,0%
Accounting	1 400,00	1 600,00	200,00	12,5%
<b>LEGAL ADVICE ON STATISTICS</b>	<b>0,00</b>	<b>3 000,00</b>	3 000,00	-
<b>WEBSITE</b>	<b>500,00</b>	<b>0,00</b>	-500,00	-
<b>New WEBSITE</b>	<b>2 400,00</b>	<b>100,00</b>	-2 300,00	-2300,0%
<b>COST of a NEW LOCATION</b>	<b>500,00</b>	<b>0,00</b>	0,00	-
<b>TRANSACTION EXPENSES</b>	<b>40,00</b>	<b>100,00</b>	60,00	60,0%
<b>TOTAL</b>	<b>27 940,00</b>	<b>29 400,00</b>	1 460,00	<b>5,0%</b>

CREDIT	2015 BUDGET	2016 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>-360,00</b>	<b>-1 820,00</b>	-1 460,00
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