



GENERAL ASSEMBLY

Manchester

April 21st, 2017



Welcome and Apologies



Agenda of the meeting

- 1 **INTRODUCTION**
 - 1.1 Welcome
 - 1.2 Safety
 - 1.3 Legal guidelines for attending UTIPULP meetings
 - 1.4 New members
 - 1.5 Approval of the minutes of the last meeting (Barcelona, September 16th, 2016)
 - 1.6 Approval of the agenda
- 2 **Presentation:** Frederik Husebye (NOREXECO ASA) on “How to improve your cash flow predictability”
- 3 **SPECIAL SUBJECT DOSSIERS (trade)**
 - 3.1 Measurement of the moisture content (J. Dittombee, C. Viero Chaves)
 - 3.2 Bales dewiring (V. Kamm, R. Baldi)
 - 3.3 GTR/PIX (All)
 - 3.4 EU Timber Regulation (all)
 - 3.5 FSC/PEFC /ISO (P.A. Lacour)
 - 3.6 Promotion by VDP of the use of virgin fiber (M. Drews)

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Agenda of the meeting

4 ASSOCIATION TOPICS

- 4.1 Finance / Budget 2016 and 2017 (Chairman, P.A. Lacour)
- 4.2 Excom members (Chairman, P.A. Lacour)
- 4.3 Statistics (P.A. Lacour)
- 4.4 Member countries: special items

5 Brexit situation: Andrew LARGE (Confederation of Paper Industries)

6 Any other business

7 CLOSE OUT (Chairman)

- 7.1 New date & location
- 7.2 Close



Safety

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

Legal guidelines

- ☐ The chairman presents the main requirements of the guidelines. Guidelines are available at any time during the meeting.
- ☐ In order to have an even clearer warning on the need to stick to the legal guidelines, a reminder will be, from now on, inserted on the agenda (see current agenda)



Approval of the minutes of the last meeting

Barcelona, September 16th, 2016

The previous meeting was held in Barcelona
on September 16th, 2016 :

[Minutes](#)



PRESENTATION: Frederik HUSEBYE
(NOREXECO ASA)

How to improve your cash flow predictability



SPECIAL SUBJECT DOSSIERS



Measurement of moisture content

- ❑ In 2016, EPIS and UTIPULP started to discuss on the options to improve the quality of moisture measurement
- ❑ An outcome of these discussions was to set a joint Working Group (with two representatives of the two associations)
- ❑ During the GA of 16th September 2016, Mr Jörg DITTOMBEE and Mrs VIEJO CHAVES kindly accepted to be the two representatives of UTIPULP within this WG

Sampling and testing of pulp shipments



BALES DEWIRING

- ❑ During the GA of 16th September 2016, several members stressed the risk associated to the bales wires
- ❑ With the objective to reduce this risk, it was agreed to contact EPIS on this topic and set up a Working Group
- ❑ Mr Victor KAMM and Mr Romain BALDI kindly accepted to take in charge this dossier

Synthesis Bales dewiring



Follow up of GTR and PIX

- ☐ No particular difficulty has been reported to the UTIPULP Secretary on these two files
- ☐ Comments from members?



EU Timber Regulation

- ❑ The European commission has started preparing for an impact assessment on the extension of the product scope (that is the inclusion of printed products)
- ❑ This change, pushed par the paper industry, has no impact on the control related to the pulp markets
- ❑ UTIPULP Secretariat has not been reported of particular difficulties



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FSC /PEFC/ISO



FSC /PEFC/ISO

- ❑ The ISO process (PC 287) has the objective to specify the requirements for a chain of custody (CoC) of wood and wood based products
- ❑ The process (started in 2013) is coming to an end, as the public consultation should be opened soon
- ❑ The standard will offer the possibility to demonstrate the reliability of a CoC for any type of pulp (even not certified)
- ❑ The commercial value of this standard is still to be demonstrated



FSC /PEFC/ISO

- ❑ Regarding FSC, the strong opposition led FSC International to withdraw in November 2016 its proposal regarding the “compulsory status” (in certain situations) of the OCP. Let’s hope this second attempt will be the last!
- ❑ Members have to consider the new standard (STD 40 004 V3-0) related to the Chain of Custody, in force as of 1st April 2017 (with a transition period till 31st March 2018)
- ❑ No new development (impacting the pulp markets) have to be reported regarding PEFC



Promotion by VDP of the use of virgin fiber

[Presentation VDP](#)



ASSOCIATION TOPICS



FINANCE / BUDGET 2016 and 2017



2016 Accounts 2017 Budget

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ACCOUNTS 2016

- ❑ The 2016 accounts show a positive result of 1 589.42 euros
- ❑ Total expenses amount to 25 971.58 euros and are below the estimated budget of 29 400 euros (-13,2%) and the expenses 2015 (-15,4%)
- ❑ Revenues in 2016 amount to 27 561 euros and are equal to the foreseen budget



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UTIPULP - 2016 BUDGET / 2016 ACCOUNTS

DEBIT	2016 BUDGET	2016 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	8 900,00	9 392,44	492,44	5,2%
- Meeting room, accomodation	8 000,00	9 392,44	1 392,44	14,8%
- Invitation of an expert	900,00	0,00	-900,00	-
SECRETARIAT	17 300,00	16 457,86	-842,14	-5,1%
Salaries	15 500,00	14 944,41	-555,59	-3,7%
Stationery	200,00	0,00	-200,00	-
Accounting	1 600,00	1 513,45	-86,55	-5,7%
LEGAL ADVICE	3 000,00	0,00	-3 000,00	-
DEPRECIATION	0,00	0,00	0,00	-
WEBSITE	100,00	0,00	-100,00	-
New WEBSITE	0,00	0,00	0,00	
COST of a NEW LOCATION	0,00	0,00	0,00	
TRANSACTION EXPENSES	100,00	121,28	21,28	18%
TOTAL	29 400,00	25 971,58	-3 428,42	-13,2%

CREDIT	2016 BUDGET	2016 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	27 560,00	27 561,00	1,00	0,0%
INTEREST	20,00	0,00	-20,00	-
Exceptionnal product		0,00		
TOTAL	27 580,00	27 561,00	-19,00	-0,1%

RESULT	-1 820,00	1 589,42	3 409,42	
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UTIPULP

BALANCE SHEET

31/12/2016

In Euros

ASSETS		LIABILITIES	
Computer Equipment	897,80	Accumulated profits	18 619,57
Depreciation	897,80		
Net value	0,00	Net result of the period	1 589,42
Cash	20 349,59	Accounts payable	1 440,60
Advance suppliers	1 300,00		
Prepaid expenses			
TOTAL	21 649,59	TOTAL	21 649,59

Reserves

On January 1st 2017 (after 2016 result) : 20 208,99

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BUDGET 2017

- ❑ The 2017 budget has been drawn up by taking into account all the usual expenses, without exceptional ones, which leads to a result showing a slight deficit (-830 euros).
- ❑ Due to a new French regulation, we cannot exclude that the reimbursement of the secretariat costs would not be subject to VAT. This issue will be investigated during the coming weeks.
- ❑ UTIPULP reserves have reached an amount of 20 208.99 euros.
- ❑ Member Fees for 2017 will remain the same as in 2016 and will amount to 27 560 euros.



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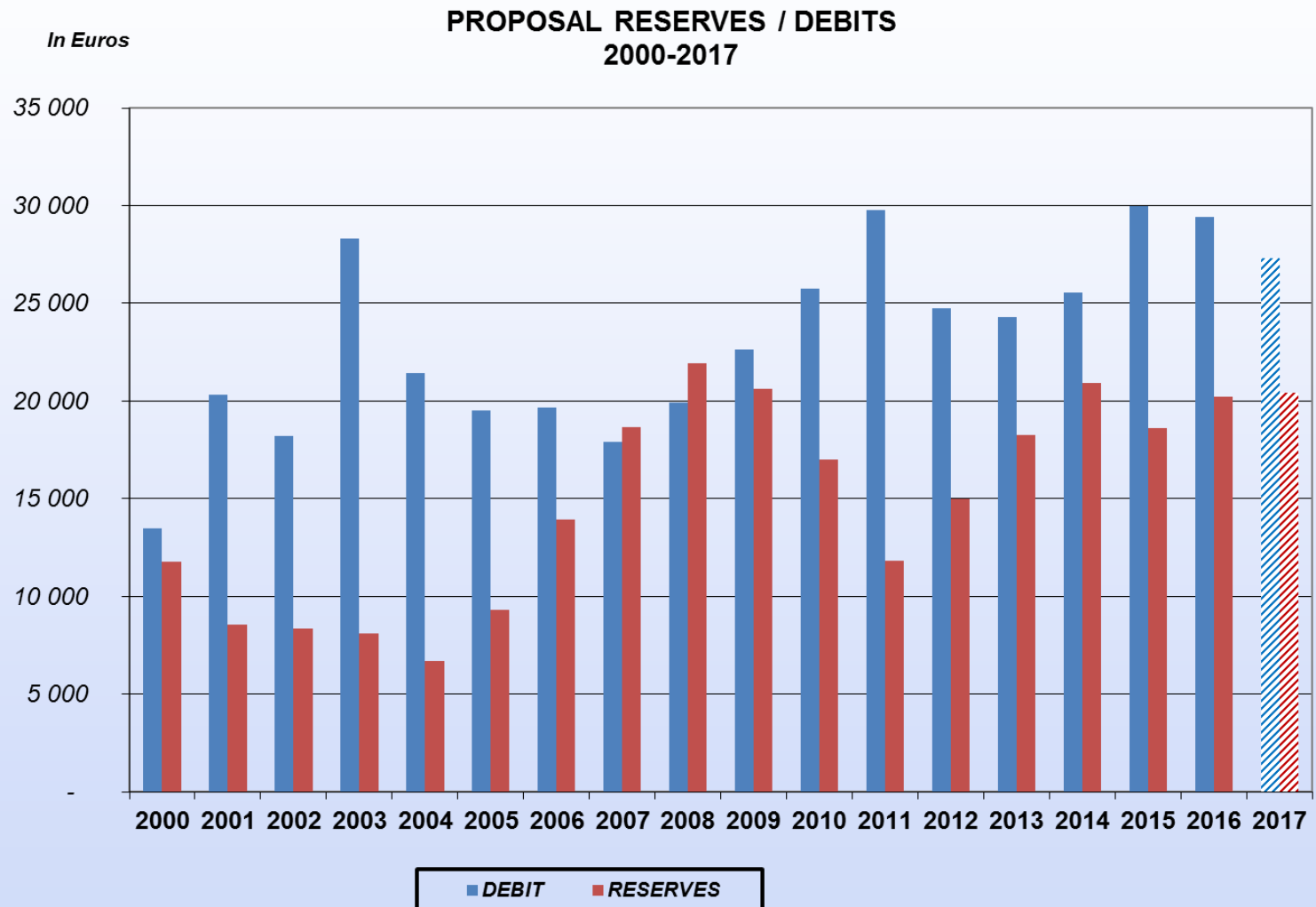
UTIPULP - 2016 ACCOUNTS /2017 BUDGET PROPOSAL

DEBIT	2016 ACCOUNTS	2017 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	9 392,44	9 900,00	507,56	5,1%
- Meeting room, accomodation	9 392,44	9 000,00	-392,44	-4,4%
- Invitation of an expert	0,00	900,00	900,00	100,0%
SECRETARIAT	16 457,86	17 300,00	842,14	4,9%
Salaries	14 944,41	15 500,00	555,59	3,6%
Stationery	0,00	200,00	200,00	100,0%
Accounting	1 513,45	1 600,00	86,55	5,4%
LEGAL ADVICE			0,00	-
DEPRECIATION	0,00	0,00	0,00	-
WEBSITE	0,00	0,00	0,00	-
New WEBSITE	0,00	0,00	0,00	-
COST of a NEW LOCATION	0,00	0,00	0,00	-
TRANSACTION EXPENSES	121,28	130,00	8,72	6,7%
TOTAL	25 971,58	27 330,00	1 358,42	5,0%

CREDIT	2016 ACCOUNTS	2017 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	27 561,00	27 560,00	-1,00	0,0%
INTEREST	0,00	0,00		
Exceptionnal product	0,00	0,00	-	-
TOTAL	27 561,00	27 560,00	-1,00	0,0%

RESULT	1 589,42	230,00	-1 359,42
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EXECUTIVE COMMITTEE MEMBERS



Executive Committee members

❑ Composition of the Excom

Bernhard BECK, Chairman	Germany
Paul BARTMANN	Austria
John GOVIER	United Kingdom
Victor KAMM	Belgium
Stéphane MOZDYNIEWICZ	France
Andrea PIAZZOLLA, Vice-chairman	Italy

❑ Members interested to join the Excom are invited to contact the Chairman or the Secretary by the end of June

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Statistics

Keypoints



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MEMBER COUNTRIES: SPECIAL ITEMS



PRESENTATION: Andrew LARGE
(Confederation of Papier Industries)

Brexit situation

[Presentation A. LARGE](#)



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Any other business



UTIPULP website: New login and password

- **New password and user name as from May 2nd, 2017:**
- **Identifier or user name: utipulp** **Password: wood2pulp**

The screenshot shows the UTIPULP website interface. At the top, the logo 'UTIPULP' is displayed with the tagline 'The Group of European Market wood pulp users'. Below the logo is a navigation bar with links: 'Presentation', 'Definitions', 'Statistics', 'Associations', and 'Members' access'. The main content area is divided into sections: 'Foundation and Structure', 'Membership', and 'Chairmanship'. A Windows security dialog box is overlaid on the page, titled 'Sécurité de Windows'. It contains the following text: 'The server www.utipulp.org is asking for your user name and password. The server reports that it is from Page protégée - Réservée aux membres. Warning: Your user name and password will be sent using basic authentication on a connection that isn't secure.' Below the text are two input fields: 'Nom d'utilisateur' and 'Mot de passe', and a checkbox labeled 'Mémoriser ces informations'. The dialog box has 'OK' and 'Annuler' buttons. Two blue arrows point from the text in the list above to the input fields in the dialog box: one from 'Identifier or user name: utipulp' to the 'Nom d'utilisateur' field, and another from 'Password: wood2pulp' to the 'Mot de passe' field. The website content is partially obscured by the dialog box. On the right side of the website, there are three images: a forest, a warehouse with a forklift, and a large roll of paper. Captions for the images are visible: 'Prior to...', 'airman,', 'members of', and 'crédit photo : HAROPA-Port de Rouen/R.Hondier'.

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Close out

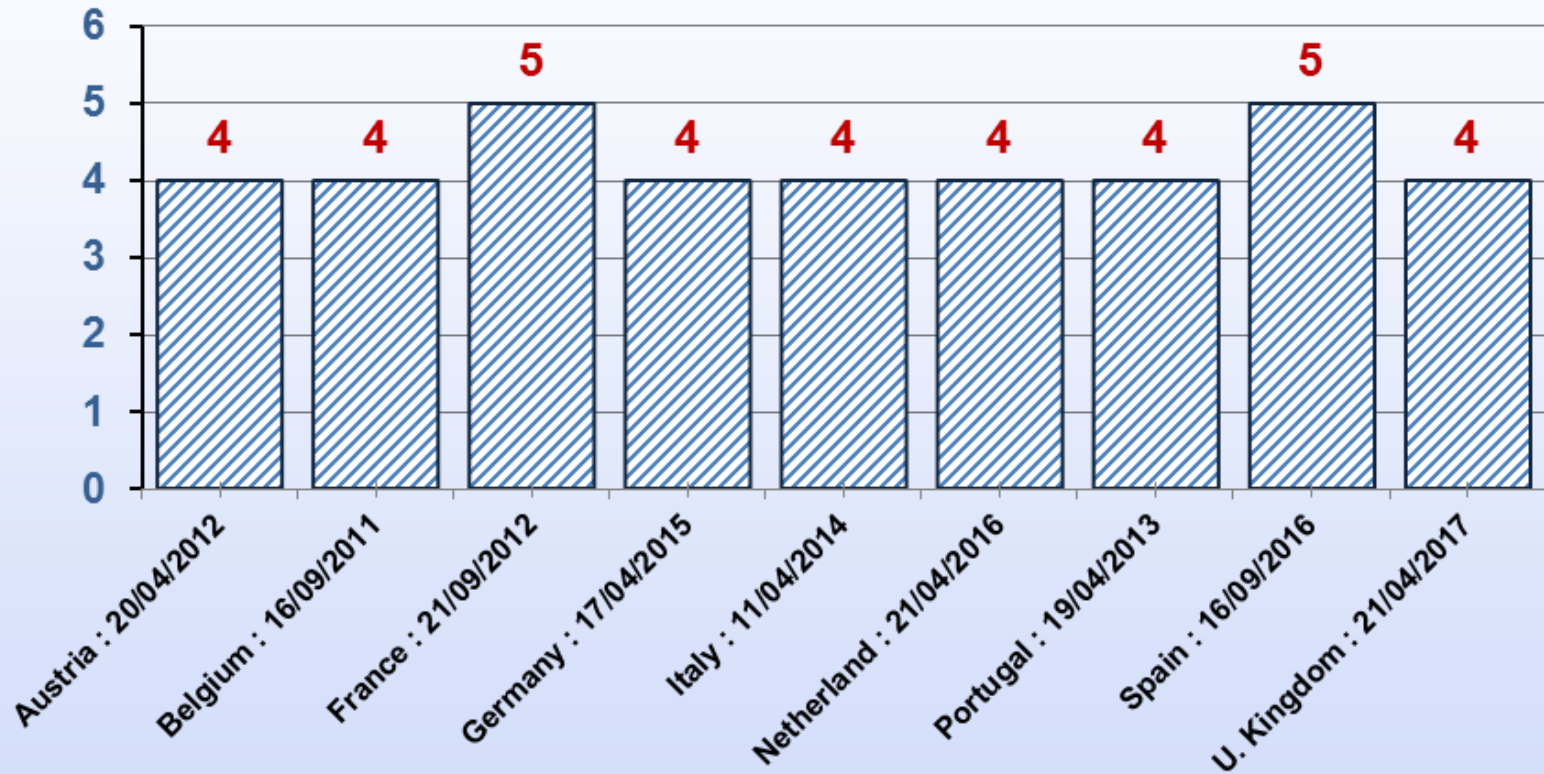


Date and location of the next meeting

- ☐ 14/15 September 2017
- ☐ Venue: as previously, the meeting will be organised in co-operation with Europulp in Barcelona
- ☐ 12/13 April 2018 (venue to be decided)



Date and location of the previous meetings



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