



GENERAL ASSEMBLY

Vienna

April 20th, 2018



Welcome and Apologies



Agenda of the meeting

- 1 INTRODUCTION (Chairman)**
 - 1.1 Welcome
 - 1.2 Safety
 - 1.3 Legal guidelines for attending UTIPULP meetings
 - 1.4 New members (Polish Association)
 - 1.5 Approval of the minutes of the last meeting (Barcelona, September 15th, 2017)

- 2 SPECIAL SUBJECT DOSSIERS (trade)**
 - 2.1 Compliance to the competition regulation by pulp sellers (Chairman/All)
 - 2.2 Potential impact of mergers among pulp sellers (P.A. Lacour/All)

- 3 SPECIAL SUBJECT DOSSIERS (trade)**
 - 3.1 Bales dewiring (V. Kamm)
 - 3.2 EU Timber regulation (P.A. Lacour/All)
 - 3.3 FSC/PEFC /ISO (P.A. Lacour)



Agenda of the meeting

4 Measurement of Moisture content

- 4.1 Reports on the topic (J. Dittombee, C. Viero Chaves)
- 4.2 Presentation Franziska Beltz (EMCO) on “Moisture measurement of pulp with emco AP 500”
- 4.3 Next steps (All)

5 ASSOCIATION TOPICS

- 5.1 Finance / Budget 2017 and 2018 (Chairman, P.A. Lacour)
- 5.2 Excom members (Chairman, P.A. Lacour)
- 5.3 Statistics (P.A. Lacour)
- 5.4 Member countries: special items

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.



Membership



Membership

- ☐ The Polish Paper Association (SPP) has confirmed its interest to join UTIPULP
- ☐ The representative of SPP, Mr Jacek Los, from Artic Paper, was not able to join for this meeting but plans to come during the Barcelona meeting



Approval of the minutes of the last meeting

Barcelona, September 16th, 2016

The previous meeting was held in Barcelona
on September 15th, 2017 :

[Minutes](#)

Vienna, April 20th, 2018



SPECIAL SUBJECT DOSSIERS (Trade)



COMPLIANCE TO THE COMPETITION REGULATION BY PULP SELLERS



Compliance to the competition regulation by pulp sellers

- ❑ During the meeting in Barcelona (September 15th 2017) it was agreed that the companies that likely infringed the competition regulation will be sent a letter alerting them on their public statements
- ❑ After internal discussions, it was agreed that the good level of contacts are the paper Association of Brazil and Indonesia and not the companies themselves
- ❑ It was also agreed the letter should be sent by CEPI and not UTIPULP because (i) the topic goes beyond the issue of market pulp (ii) CEPI is known by the Brazilian Association [Letters CEPI](#)
- ❑ Unfortunately, these letters had little effect: there has been no answer from the Brazilian Association, and the Indonesian association sent an answer mentioning that they do not see real problems but will nonetheless ask APP to be cautious in its statements [Answer APKI](#)



Potential impact of mergers among pulp sellers

- ❑ Some aspects of merger Suzano/Fibria are summarized in a slideshow [slides](#)
- ❑ UTIPULP delegates have received prior to the meeting a memo presenting the potential options [memo](#)



Question to the General Assembly

- ☐ **Do you think that UTIPULP should alert the European Commission on the potential negative effects of the merger between Suzano and Fibria?**
- ☐ Nota 1: this alert would mean (i) sending a letter with the UTIPULP logo and with a file explaining the situation (ii) taking part to a meeting with Commission officials.
- ☐ Nota 2: Any other action will be subject to a new decision of the General Assembly
- ☐ Nota 3: votes are done by National Association
- ☐ Answers are (i) Yes (ii) No (iii) abstain

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SPECIAL SUBJECT DOSSIERS



Bales dewiring

- ☐ Feed-back on this issue will be done by members



EU Timber Regulation/ISO/Forest certification

EU Timber Regulation

- ☐ Paper companies importing pulp from extra-EU countries can be controlled by national authorities as regards the fulfilment of the EU Timber Regulation
- ☐ The UTIPULP Secretary is not informed of specific difficulties during these controls

ISO/PC287

- ☐ As a reminder, this ISO Committee aims to set a Standard specifying how a Chain of Custody has to be designed
- ☐ As a major difference to the CoC of the certification schemes, this Standard will be able to monitor any type of “specified” product (eg: pulp from a designated area)
- ☐ No meeting in 2017
- ☐ Last meeting took place on 5 to 9 February in Berlin



FSC

- ☐ As a reminder: companies importing FSC certified pulp must now have put in force the new Standard pertaining to the Chain of Custody (FSC-STD-40-004 V3)
- ☐ Regarding FSC, one important topic for the paper industry is the preparation of a workshop that FSC international will organize in June about the Controlled Wood Standard
- ☐ It's important for the paper industry that this Standard is maintained (and not made too difficult) as it would otherwise drastically increase the competition for FSC 100 % pulp and also give an advantage to the plantations (versus European forests), that are more easily 100 % FSC
- ☐ Interestingly, it could be noticed also that Greenpeace has decided to leave FSC. This will surely lead Greenpeace to raise more criticisms about FSC.

[Greenpeace PR](#)



MEASUREMENT OF MOISTURE CONTENT



Reports on the topic

- ☐ Feed back from members on the topic
- ☐ Presentation from Mrs Franziska Beltz (EMCO GmbH)
“Moisture content of pulp with emco AP 500”



UTIPULP
The Group of European Market wood pulp users

ASSOCIATION TOPICS



FINANCE / BUDGET 2017 and 2018



Fee of the EUROPULP/UTIPULP Seminar

- ☐ EUROPULP approached the UTIPULP Chair regarding the fee paid by UTIPULP delegates during the Seminar in September.
- ☐ Until now, the fees for EUROPULP guests are higher than for UTIPULP (55 € vs. 95 € for EUROPULP sponsors our guests).
- ☐ There has been a discussion in EUROPULP about this differentiation and there were voices speaking in favor of equal fees for all while others compared it with London where suppliers invite buyers and why should it be an issue in Barcelona....some proposed that EUROPULP takes over the fees fully as Barcelona has become a place for interaction such as London.
- ☐ Three options have been discussed by the Excom: (i) the fee is the same for everyone (ii) Suppliers invite buyers (like in London) (iii) Continue as it is.
- ☐ The Excom proposes that: (i) the fee is the same for everyone (total costs are divided by the numbers of delegates coming from EUROPULP and UTIPULP) (ii) open books on the costs (UTIPULP does not pay for the invitees of EUROPULP) (iii) fee for the guest is estimated in advance



UTIPULP - 2017 BUDGET / 2017 ACCOUNTS

DEBIT	2017 BUDGET	2017 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	9 900,00	6 432,79	-3 467,21	-53,9%
- Meeting room , accomodation	9 000,00	6 432,79	-2 567,21	-39,9%
- Invitation of an expert	900,00	0,00	-900,00	-
SECRETARIAT	17 300,00	17 412,67	112,67	0,6%
Salaries	15 500,00	15 402,86	-97,14	-0,6%
Stationery	200,00	8,54	-191,46	-
Accounting	1 600,00	2 001,27	401,27	20,1%
LEGAL ADVICE	0,00	2 040,00	2 040,00	-
DEPRECIATION	0,00	0,00	0,00	-
WEBSITE	0,00	0,00	0,00	-
New WEBSITE	0,00	0,00	0,00	-
COST declaration new president	0,00	126,93	126,93	
TRANSACTION EXPENSES	130,00	249,76	119,76	48%
TOTAL	27 330,00	26 262,15	-1 067,85	-4,1%

CREDIT	2017 BUDGET	2017 ACCOUNTS	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	27 560,00	27 560,00	0,00	0,0%
INTEREST	0,00	87,54	87,54	-
Exceptionnal product		0,00		
TOTAL	27 560,00	27 647,54	87,54	0,3%

RESULT	230,00	1 385,39	1 155,39	
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- ❑ It should be noted that the memo received from the lawyer concluded that no VAT has to be paid by UTIPULP in order to cover the costs of the Secretariat.

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UTIPULP

BALANCE SHEET

31/12/2017

In Euros

ASSETS		LIABILITIES	
Computer Equipment	897,80	Accumulated profits	20 208,99
Depreciation	897,80		
Net value	0,00	Net result of the period	1 385,39
Cash	29 778,31	Accounts payable	9 198,93
Advance suppliers	500,00		
Prepaid expenses	515,00		
TOTAL	30 793,31	TOTAL	30 793,31

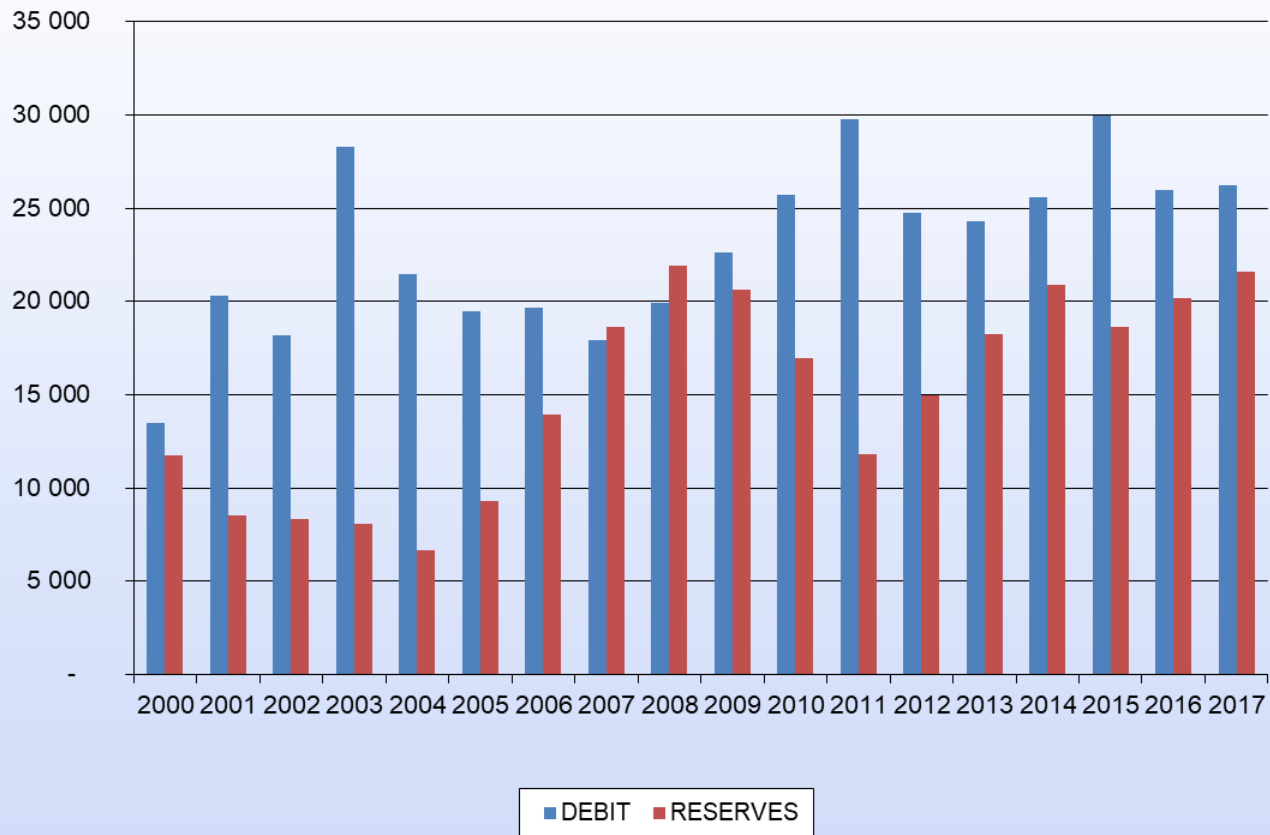
Reserves

On January 1st 2018 (after 2017 result) : 21 594,38

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RESERVES / DEBITS 2000 - 2017



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2017 Accounts **2018 Budget – Option 1**



UTIPULP - 2017 BUDGET /2018 BUDGET

PROPOSAL Option 1

DEBIT	2017 BUDGET	2018 BUDGET	DIFFERENCE Euros	DIFFERENCE %
MEETING EXPENSES	9 900,00	9 900,00	0,00	0,0%
- Meeting room, accomodation	9 000,00	9 000,00	-	-
- Invitation of an expert	900,00	900,00	-	-
SECRETARIAT	17 300,00	17 400,00	100,00	0,6%
Salaries	15 500,00	15 500,00	-	-
Stationery	200,00	200,00	-	-
Accounting	1 600,00	1 700,00	100,00	5,9%
LEGAL ADVICE	0,00	0,00	-	-
WEBSITE	0,00	0,00	-	-
New WEBSITE	0,00	0,00	-	-
Monitor Belge - New President	0,00	0,00	-	-
TRANSACTION EXPENSES	130,00	130,00	0,00	0,0%
TOTAL	27 330,00	27 430,00	100,00	0,4%

CREDIT	2017 BUDGET	2018 BUDGET	DIFFERENCE Euros	DIFFERENCE %
CONTRIBUTIONS	27 560,00	27 560,00	0,00	0,0%
INTEREST	0,00	0,00	-	-
TOTAL	27 560,00	27 560,00	0,00	0,0%

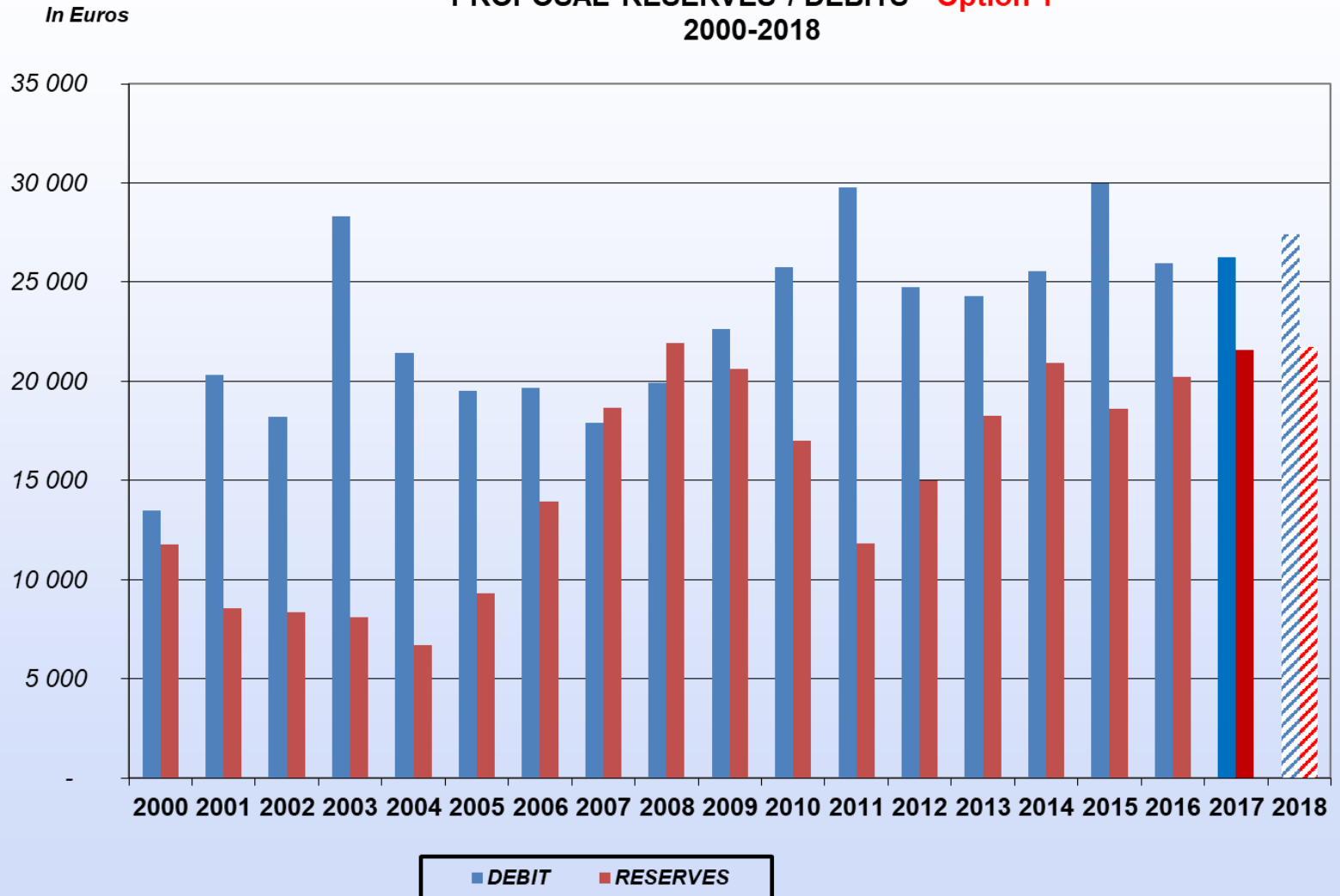
RESULT	230,00	130,00	-100,00
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Nota: if the costs of the EUROPULP/UTIPULP Seminare is shared, the expenses of the ligne « meetings » would increase of around $(120-55) \times 22 = 1\,430 \text{ €}$

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PROPOSAL RESERVES / DEBITS - Option 1 2000-2018



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2017 Accounts **2018 Budget – Option 2**



UTIPULP - 2017 BUDGET /2018 BUDGET

PROPOSAL Option 2

DEBIT	2017 BUDGET	2018 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
MEETING EXPENSES	9 900,00	9 900,00	0,00	0,0%
- Meeting room, accomodation	9 000,00	9 000,00	-	-
- Invitation of an expert	900,00	900,00	-	-
SECRETARIAT	17 300,00	20 400,00	3 100,00	15,2%
Salaries	15 500,00	18 500,00	-	-
Stationery	200,00	200,00	-	-
Accounting	1 600,00	1 700,00	100,00	5,9%
LEGAL ADVICE	0,00	3 000,00	-	-
WEBSITE	0,00	0,00	-	-
New WEBSITE	0,00	0,00	-	-
Monitor Belge - New President	0,00	0,00	-	-
TRANSACTION EXPENSES	130,00	130,00	0,00	0,0%
TOTAL	27 330,00	33 430,00	6 100,00	18,2%

CREDIT	2017 BUDGET	2018 BUDGET	DIFFERENCE <i>Euros</i>	DIFFERENCE %
CONTRIBUTIONS	27 560,00	27 560,00	0,00	0,0%
INTEREST	0,00	0,00	-	-
TOTAL	27 560,00	27 560,00	0,00	0,0%

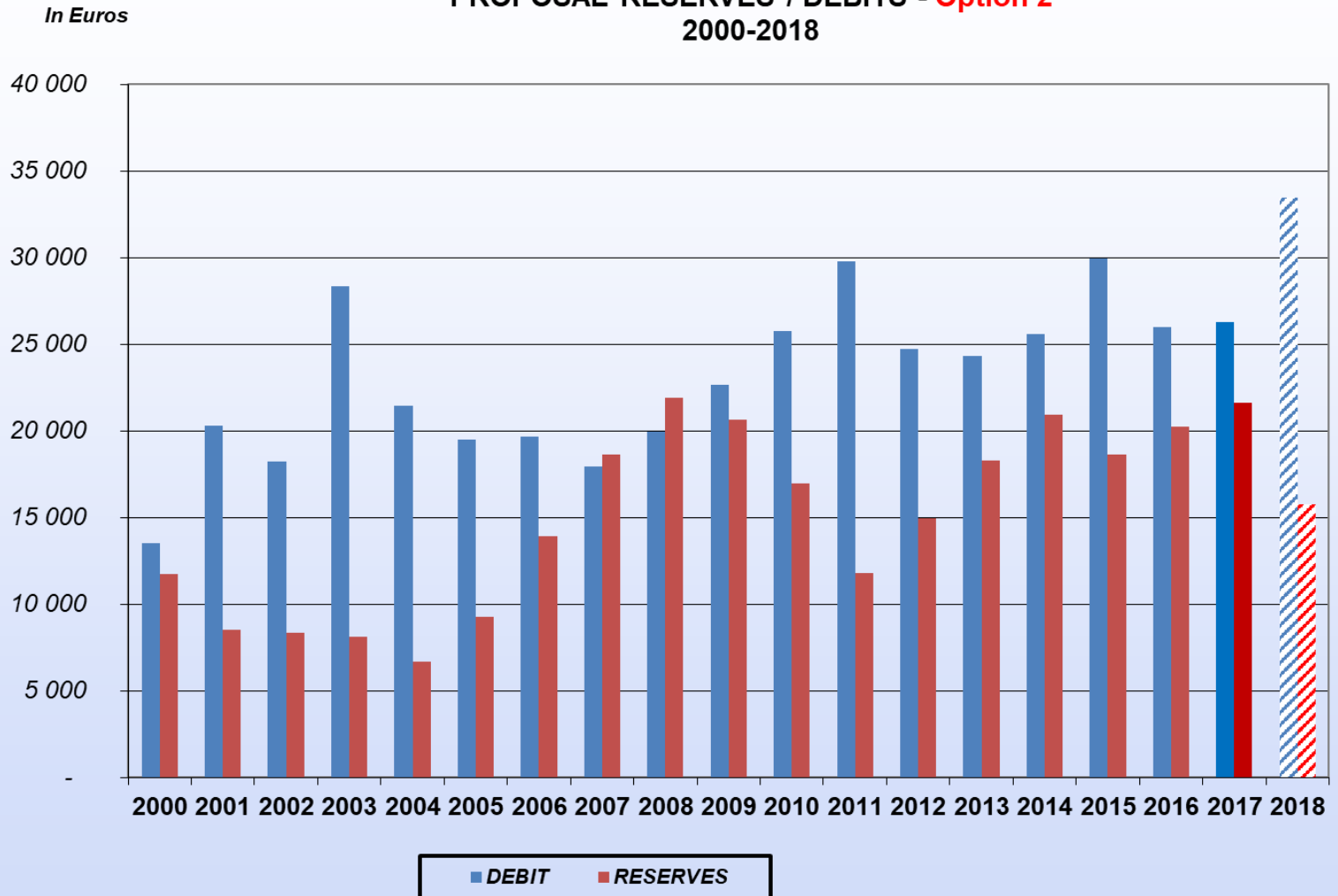
RESULT	230,00	-5 870,00	-6 100,00
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Nota: if the costs of the EUROPULP/UTIPULP Seminare is shared, the expenses of the ligne « meetings » would increase of around $(120-55) \times 22 = 1\,430 \text{ €}$

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PROPOSAL RESERVES / DEBITS - Option 2 2000-2018



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☐ Comments/Approval of the delegates of the 2018 budget?



Executive Committee members

❑ Composition of the Excom (on 15 September 2017)

Bernhard BECK, Chairman	Germany
Steve ABDULLA,	United Kingdom
Paul BARTMANN	Austria
Stéphane MOZDYNIEWICZ	France
Andrea PIAZZOLLA, Vice-chairman	Italy
Norman SNEL	Netherlands



Statistics

- ☐ As agreed during the last General Assembly, UTIPULP Secretariat has modernized the statistical system
- ☐ As of June, the statisticians of the National Associations will upload directly the figures used for the monthly report
- ☐ Country reports



MEMBER COUNTRIES: SPECIAL ITEMS

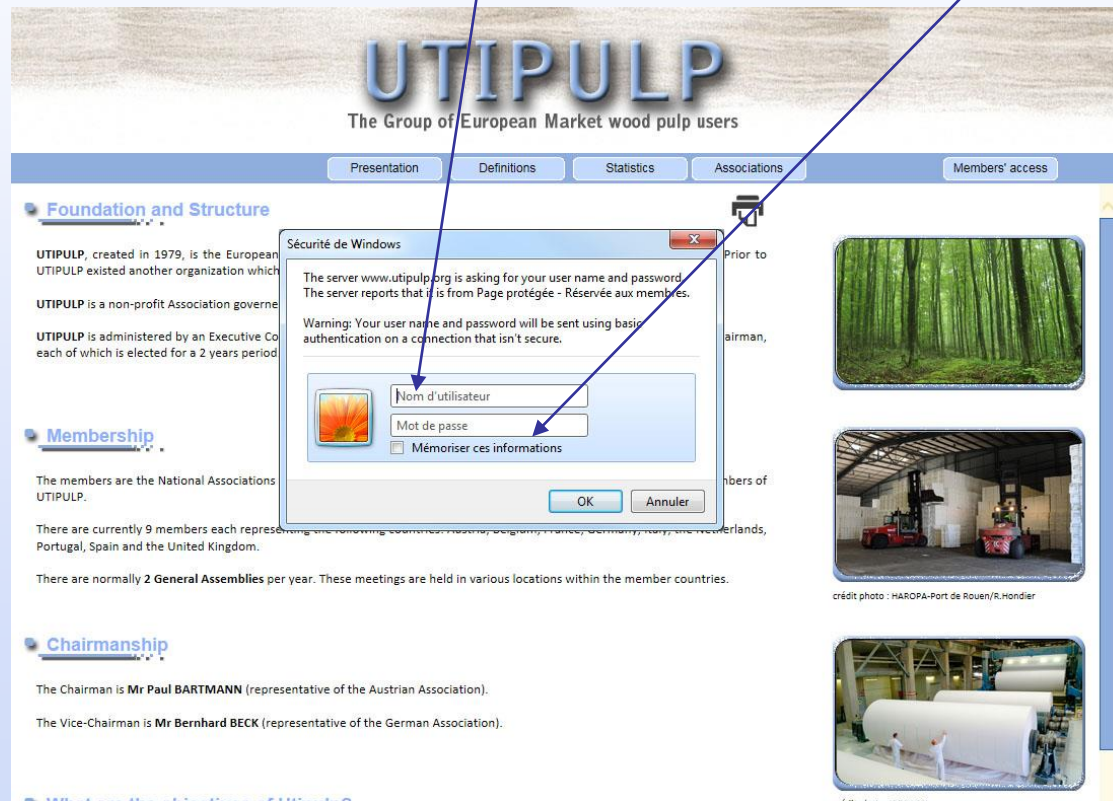


ANY OTHER BUSINESS



UTIPULP website : New login and password

- **New password and user name as from May 2nd, 2018:**
- **Identifier or user name: utipulp Password: nicepulp4u!**



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CLOSE OUT

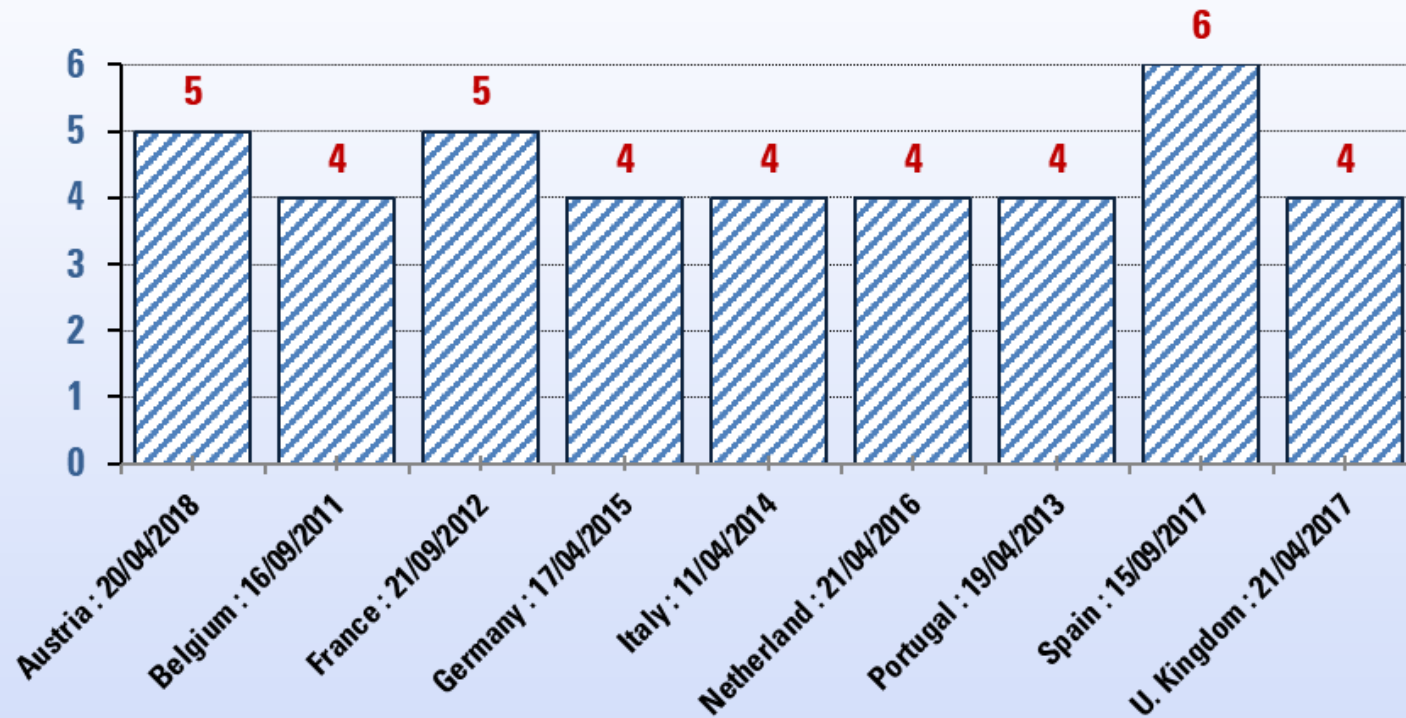


Date and location of the next meeting

- ☐ 13/14 September 2018
- ☐ Venue: as previously, the meeting will be organised in co-operation with Europulp in Barcelona
- ☐ April 2019: meeting kindly hosted by COBELPA (Belgium). Date to be agreed upon.



Date and location of the previous meetings



Vienna, April 20th, 2018