UTIPULP

Group of European Market Wood Pulp users

General Assembly meeting

LEUVEN – April 12th, 2019
8h30 – 12h30

Minutes

Attendees:

Mr	Andrea	PIAZZOLLA (Chairman)	SOFIDEL
Mr	Paul	BARTMANN	MONDI
Mr	Gerrald	BLOUW	NEENAH COLDENHOVE
Mrs	Cinzia	CARADINI	ASSOCARTA
Mr	Jörg	DITTOMBEE	MITSUBISHI
Mr	Peter	DONNABAUER	DELFORT Group
Mr	Martin	DREWS	VDP
Mrs	Ana	FERNANDES	CELPA
Mrs	Ute	GIERDEN	KANZAN SPEZIALPAPIERE GmbH
Mr	Klaus	KRIEG	Papierfabrik August KOEHLER SE
Mr	Burckhard	KRUECKE	WEPA Hygieneprodukte GmbH
Mr	Jacek	LOS	ARCTIC PAPER
Mr	Ivo	MAZZURANA	BURGO Group
Mr	Stéphane	MOZDYNIEWICZ	PAPETERIES DE CLAIREFONTAINE
Mr	Peter E.	OFFNER	BRIGL & BERGMEISTER GmbH
Mr	Lorenzo	PASQUINI	LUCART SpA
Mr	Norman	SNEL	SAPPI
Mr	Joep	STEVENS	Inkoop-combinatie De EENDRAGT b.v.
Mr	Janusz	TURSKI	Association of Polish Papermakers
Mrs	Charo	VIEJO	LECTA
Mr	Paul-Antoine	LACOUR	UTIPULP

Speaker:

Mr	Bernard	LOMBARD	Trade & Industrial Policy Director CEPI

1. Introduction

1.1 Welcome and apologies

The Chairman welcomes all the participants and thanks the Belgium Association (COBELPA) for having kindly supported the UTIPULP secretariat for the organisation of the meetings, the dinner and the tour.

He then gives the floor to Ana FERNANDES (CELPA), Klaus KRIEG (Papierfabrik KOEHLER), Lorenzo PASQUINI (LUCART) and Janusz TURSKI (Polish Association), who attend the meeting for the first time.

1.2 and 1.3 Safety and Legal guidelines

The Chairman 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. Approval of the minutes of the last meeting (Barcelona, September 14th, 2018)

The minutes are approved without amendments.

2. Market analysis / demand side

The Chairman introduces the topic mentioning that the market analysis of the "demand side" for pulp was usually done at the end of the meeting. He adds that due to time constraint, this part was sometimes done quickly. Therefore, he proposes to devote more time to the demand side analysis.

Following this introduction, the delegates present the respective key features of their domestic markets (see separate presentations).

After these presentations, that delegates consider as interesting, the Chairman introduces the idea to have a guest speaker at the next meeting, not with the objective to make a "standard" presentation (that could be seen in various events), but rather with the idea to challenge the participants on key aspects.

Agreed:

- **Delegates approve that more time of the future meetings will be devoted to market analysis,**
- **Delegates are in favour that the Chairman contacts tentative guest speakers with the objective to invite one of them during the General Assembly of September,**
- **This approval is subject to the approval of the 2019 budget (see below).**

3. Association Topics

3.1. Statistics

It is mentioned that one member association of UTIPULP, CELPA, does not deliver any longer, already for more than one year, the monthly figures that are sent monthly by all the other associations. As a consequence of that, in order to prepare the monthly statistical report, the UTIPULP Secretariat uses always the same figures. This situation weakens the reliability of the statistical reports, and creates an imbalance between the members.

CELPA has informed the UTIPULP Secretariat that it does not provide data anymore because one of its member companies is afraid that its figures would be disclosed. UTIPULP explained that the figures received from CELPA aggregate the data of two companies, and that the "Portuguese figures" are themselves added to the "Spanish" ones, which makes it impossible to identify any company.

Agreed:
- **CELPA will contact its member company in order to convince it to deliver again monthly figures.**
- **Excom members volunteer to help CELPA and have direct contact from their side.**
- **The objective is to fix as soon as possible the issue. The General Assembly of September 2019 will take stock of the situation and take the appropriate decision if needed.**

It is also reported that the statistics of the Polish Association are not yet integrated in the monthly statistical report.

Agreed: SPP will inform the UTIPULP Secretariat when the data could be integrated in the monthly statistical report.

3.2. Finance / Accounts 2018 and budget 2019

The Secretary presents the key features of the 2018 accounts:
- The results amount to - 4 895,72 € (less than the budget of - 7 370 €);
- On the 1st January 2019 (after 2018 results) the reserves amount to 16 698,66 €;
- The management of the "merger file" has resulted in costs for legal advice (3 818,70 €) and extra-work load for the Secretariat (2 500 €);
- Savings have been made thanks to AUSTROPAPIER, who sponsored the dinner in Vienna;
- The payment of the full fee for the Barcelona Seminar (120 € instead of 55 €) results in extra-costs of 1 195 €.

Agreed: The accounts of 2018 are approved by the General Assembly.

The Chairman mentions that two budgets for 2019 have been prepared (with and without a guest speaker). He asks the Secretary to present them:
- The results are expected to be negative at around - 3 840 € with a guest speaker, and - 840 € without;
- No costs for legal advice are planned, neither extra-workload;
- The maximum costs for a guest speaker are 3 000 € (it should be below as there should not be travel costs if the guest also takes part to the Europulp/Utipulp Seminar);
- The total contribution of the members would be unchanged with respect to 2018 (27 560 €).

Agreed: The General Assemblies approves the budget with the costs of the guest speaker.

3.3. Excom members and Vice-President

The Chairman mentions that Bernhard BECK has withdrawn from the German pulp Committee and that VDP proposes as new Excom member - Burkhard KRÜCKE.

He then mentions that the Excom proposes Norman SNEL as vice-chairman.

Agreed:

- **The General Assembly elects Norman SNEL as Vice-President for the next two years (the Vice-President will succeed to the President at the General Assembly of spring 2021).**
- **The General Assembly elects Burkhard KRÜCKE as representative of the German Paper Association within the Executive Committee.**

Delegates will be invited to join the Excom at the next renewal. They are also invited to consider that joining the Excom means a certain acceptance of a future presidency.

4. Special Subject Dossiers

4.1. Unit safety along the supply chain

Norman SNEL mentions (see presentation) that his company receives pulp via barges, and that he has been confronted several times to situations where the unit wires broke (either in full air or when lifting the unit starts).

As this situation might lead to severe accidents, he asks if other delegates have encountered the same problems. No delegate mentions that he/she has been informed of similar problem

Agreed: Delegates will inform Norman SNEL and the Secretariat if they are informed of breaks of unit wires.

4.2. Measurement of moisture content

Charo VIERO and Jörg DITTOMBEE report on the contact they had with EPIS and a company selling a moisture measurement device (EMCO). This contact did not lead to concrete progresses.

Delegates discuss on other angles to address the issue. One option mentioned would be that pulp buying companies appoint an auditor to check the calibration of the moisture measurement device of the pulp producer. Another option would be that the pulp buying companies ask the sellers the provide evidence that the calibration is done in a proper way. A third option would be a general effort of the industry to modify the ISO standard describing the modalities to measure the moisture of a pulp bale.

Agreed:

- **The UTIPULP Secretariat will ask the member associations if they are involved in their respective national standardization body.**
- **Charo VIERO and Jörg DITTOMBEE will propose what type of request could be made vis-à-vis the pulp sellers regarding the proof of the proper calibration of the moisture measurement equipments.**

4.3. FSC/PEFC/ISO/EUTR

Not discussed due to a lack of time.

4.4. Minimising exposure to volatile pulp markets

Not discussed due to a lack of time.

4.5. How to better consider sustainability matters

Not discussed due to a lack of time.

5. Presentation of CEPI with a focus on some dossiers of interest to UTIPULP

Bernard LOMBARD (Trade & Industrial Policy Director) presents CEPI. He then gives an update on the trade dossiers handled by this European Association. Finally, he briefly presents the transportation dossiers followed up by CEPI.

6. Close out

6.1 New date & location

The next meeting will take place on **September 12th (Seminar and Excom) and 13th (General Assembly) 2019 in Barcelona**.

The venue for the April meeting in 2020 will be agreed in Barcelona.

6.2 Close

The Chairman thanks the participants and closes the meeting.

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