UTIPULP

The Group of European Market wood pulp users

GENERAL ASSEMBLY

Leuven

April 12th, 2019

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

2 MARKET ANALYSIS /demand side

2.1 Rationale for a new approach of the market analysis within UTIPULP (Chairman)

2.2 Report from the National Association's delegates (All)

2.3 Future improvements of this part of the General Assembly (All)

3 ASSOCIATION TOPICS

3.1 Statistics (P.A. Lacour)

3.2 Finance / Budget 2018 and 2019 (Chairman, P.A. Lacour)

3.3 Excom members and Vice-President (Chairman, P.A. Lacour)

Leuven, April 12th, 2019

Agenda of the meeting

4 SPECIAL SUBJECT DOSSIERS

4.1 Unit safety along the supply chain (N. Snel, all)
4.2 Measurement of moisture content (J. Dittombee, C. Viejo Chaves)
4.3 FSC/PEFC/ISO/EUTR (P.A. Lacour, All)
4.4 Minimising exposure to volatile pulp markets (N. Snel, all)
4.5 How to better consider sustainability matters (Chairman, all)

5 PRESENTATION OF CEPI WITH A FOCUS ON SOME DOSSIERS OF INTEREST TO UTIPULP

5.1 Presentation of CEPI (S. Lhôte, Director General)
5.2 Presentation of dossiers of interest (trade and transportation) (B. Lombard)

6 ANY OTHER BUSINESS

7 CLOSE OUT (Chairman)

7.1 New date & location
7.2 Close

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Welcome of the new delegates

- The Chairman welcomes the new delegates and asks them to introduce themselves

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 is 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 14th, 2018 :

Doc 1 Minutes

MARKET ANALYSIS
demand side

RATIONALE FOR A NEW APPROACH OF THE MARKET ANALYSIS WITHIN UTIPULP

- The market analysis of the “demand side” for pulp is usually done at the end of the meeting
- As we are sometimes under time constraint, this part is sometimes done too quickly
- Therefore, it is proposed to devote more time to the demand side
- UTIPULP Secretariat asked delegate to prepare more accurately the “tour de table”
- This meeting is a trial of this new approach

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UTIPULP

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REPORT FROM THE NATIONAL ASSOCIATION'S DELEGATES

- Country reports – Keypoints **KEYPOINTS**
- Poland **POLAND**

FUTURE IMPROVEMENTS OF THIS PART OF THE GENERAL ASSEMBLY

Leuven, April 12th, 2019

ASSOCIATION TOPICS

- One member Association has not sent statistics for several months.
- The Chairman reports on the discussion on this topic of the Excom

STATUTES

FINANCE / BUDGET 2018 and 2019

UTIPULP - 2018 BUDGET / 2018 ACCOUNTS

DEBIT	2018 BUDGET	2018 ACCOUNTS	DIFFERENCE *Euros*	DIFFERENCE %
MEETING EXPENSES	**11 400,00**	**8 260,11**	-3 139,89	-38,0%
- Meeting room, accomodation	9 000,00	7 065,11	-1 934,89	-27,4%
- Invitation of an expert	900,00	0,00	-900,00	-
- extra costs for the Barcelona seminar (1)	1 500,00	1 195,00	-305,00	-25,5%
SECRETARIAT	**20 400,00**	**20 374,94**	-25,06	-0,1%
Salaries	15 500,00	15 917,41	417,41	2,6%
Extra costs salaries (merger file)	3 000,00	2 500,00		
Stationery	200,00	115,20	-84,80	-73,6%
Accounting	1 700,00	1 842,33	142,33	7,7%
LEGAL ADVICE	**3 000,00**	**3 818,70**	818,70	21,4%
WEBSITE	**0,00**	**0,00**	0,00	-
COST declaration new president	**0,00**	**129,35**	129,35	
TRANSACTION EXPENSES	**130,00**	**14,76**	-115,24	-781%
TOTAL	**34 930,00**	**32 597,86**	-2 332,14	**-7,2%**

CREDIT	2018 BUDGET	2018 ACCOUNTS	DIFFERENCE *Euros*	DIFFERENCE %
CONTRIBUTIONS	**27 560,00**	**27 560,00**	0,00	**0,0%**
INTEREST	**0,00**	**142,14**	142,14	-
Exceptionnal product		**0,00**		
TOTAL	**27 560,00**	**27 702,14**	142,14	**0,5%**

RESULT	**-7 370,00**	**-4 895,72**	2 474,28

"(1)" Contribution to EUROPULP increased from 55 to 120 euros / participant

UTIPULP

BALANCE SHEET

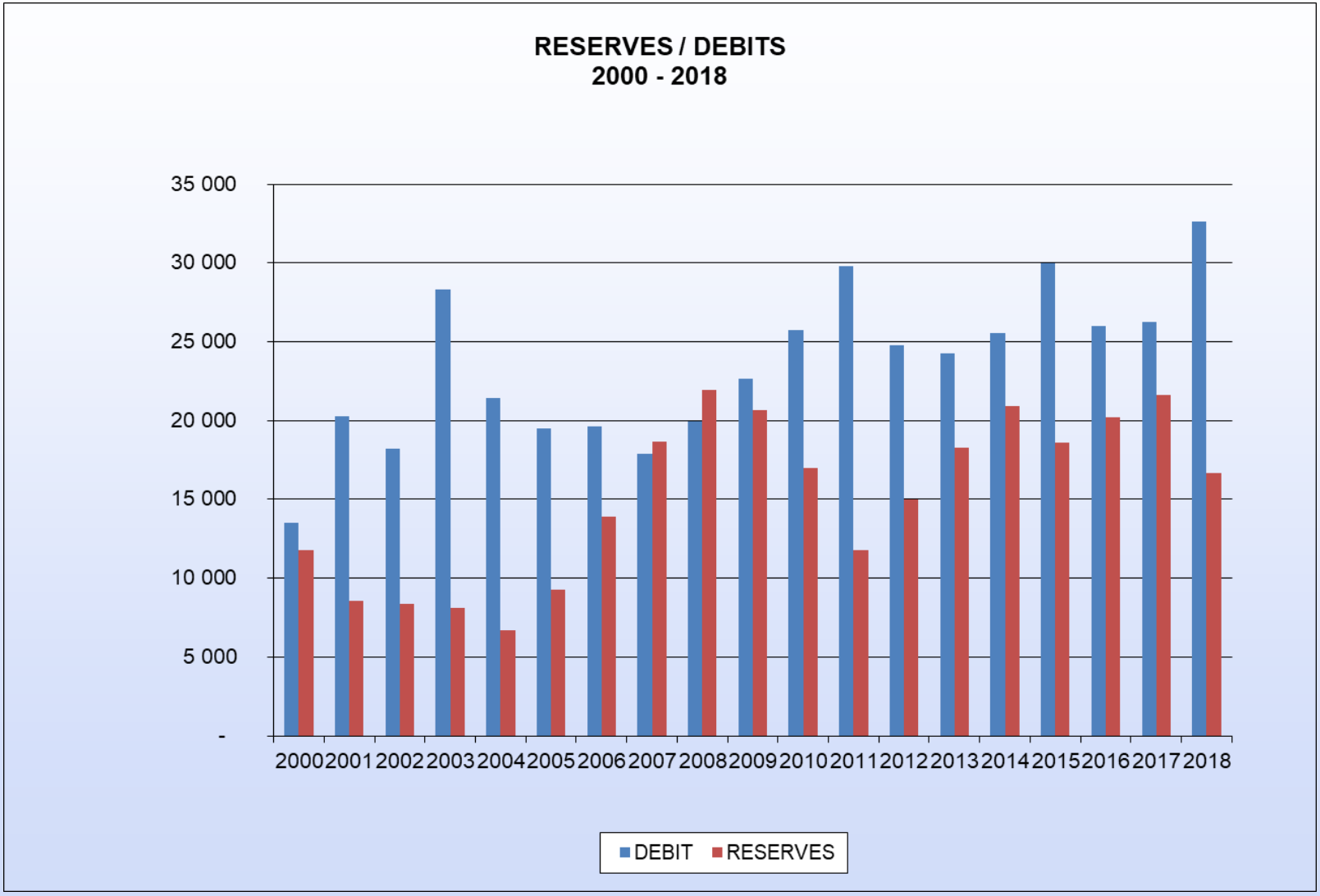
31/12/2018
In Euros

ASSETS		LIABILITIES	
Computer Equipment	897,80	**Accumulated profits**	21 594,38
Depreciation	897,80		
Net value	0,00	**Net result of the period**	- 4 895,72
Cash	20 937,71		
		Accounts payable	5 614,05
Advance suppliers	860,00		
Prepaid expenses	515,00		
TOTAL	22 312,71	**TOTAL**	22 312,71

Reserves

On January 1st 2019 (after 2018 result) : 16 698,66

Leuven, April 12th, 2019


RESERVES / DEBITS
2000 - 2018
35 000
30 000
25 000
20 000
15 000
10 000
5 000
-
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018
DEBIT
RESERVES

2019 Budget

Leuven, April 12th, 2019

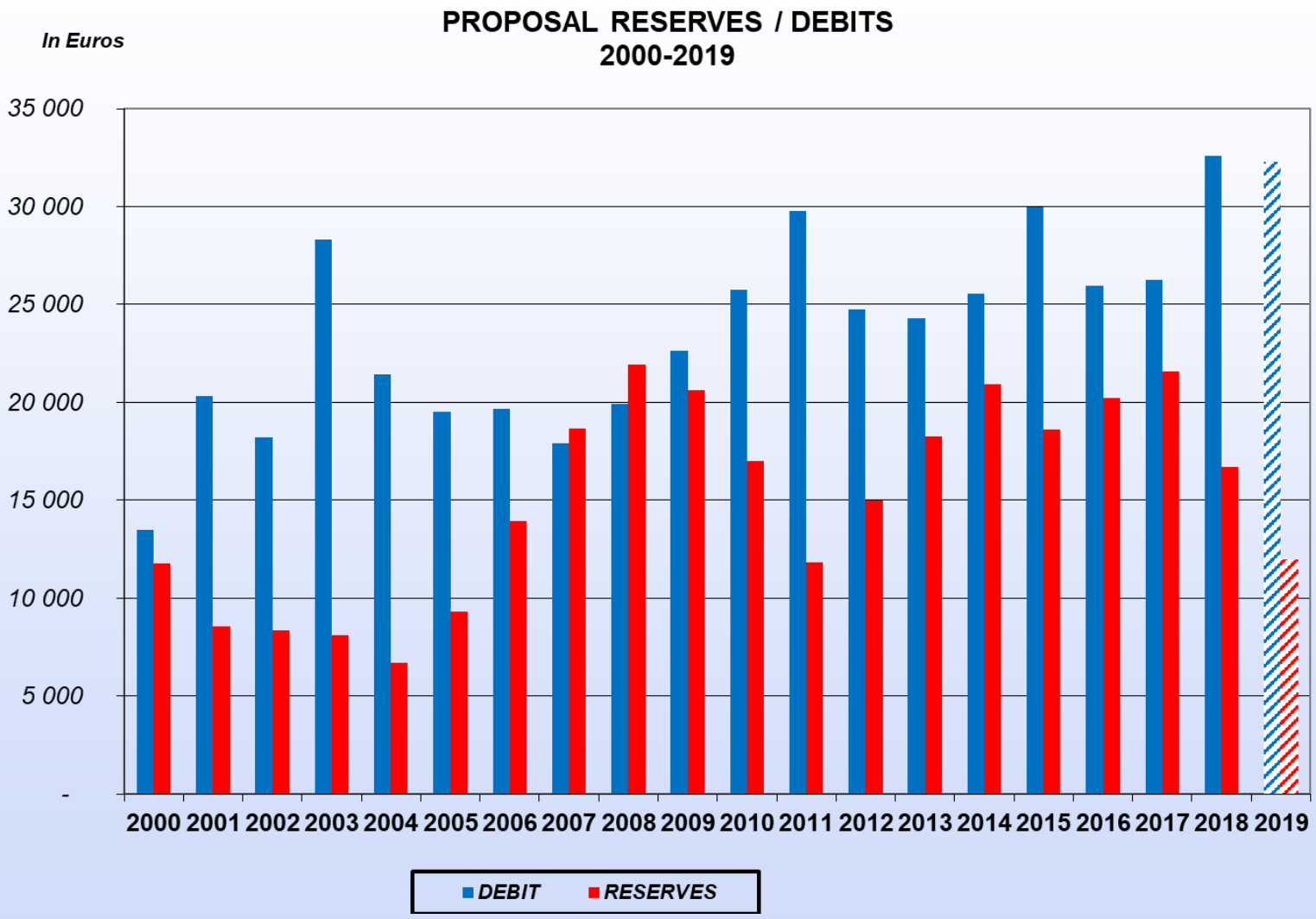
❑ Option 1: invitation of a guest speaker during the GA of September

DEBIT	2018 BUDGET	2019 BUDGET	DIFFERENCE *Euros*	DIFFERENCE %
MEETING EXPENSES	**11 400,00**	**10 200,00**	-1 200,00	**-11,8%**
- Meeting room, accomodation	9 000,00	9 000,00	-	-
- Invitation of an expert	900,00	0,00	-	-
- Extra costs Barcelona Seminar	1 500,00	1 200,00	-300,00	**-25,0%**
SECRETARIAT	**20 400,00**	**18 100,00**	-2 300,00	**-12,7%**
Salaries	15 500,00	16 000,00	500,00	**3,1%**
Extra cost salaries (merger file)	3 000,00	0,00	-3 000,00	-
Stationery	200,00	200,00	-	-
Accounting	1 700,00	1 900,00	200,00	**10,5%**
LEGAL ADVICE	3 000,00	0,00	-	-
Guest Speaker		**3 000,00**	3 000,00	**100,0%**
TRANSACTION EXPENSES	**130,00**	**100,00**	-30,00	-30,0%
TOTAL	**34 930,00**	**31 400,00**	-3 530,00	**-11,2%**

CREDIT	2018 BUDGET	2019 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	**-7 370,00**	**-3 840,00**	3 530,00

Leuven, April 12th, 2019



Leuven, April 12th, 2019

Option 2: no guest speaker during the GA of September

DEBIT	2018 BUDGET	2019 BUDGET	DIFFERENCE *Euros*	DIFFERENCE *%*
MEETING EXPENSES	**11 400,00**	**10 200,00**	-1 200,00	**-11,8%**
- Meeting room, accomodation	9 000,00	9 000,00	-	-
- Invitation of an expert	900,00	0,00	-	-
- Extra costs Barcelona Seminar	1 500,00	1 200,00	-300,00	**-25,0%**
SECRETARIAT	**20 400,00**	**18 100,00**	-2 300,00	**-12,7%**
Salaries	15 500,00	16 000,00	500,00	**3,1%**
Extra cost salaries (merger file)	3 000,00	0,00	-3 000,00	-
Stationery	200,00	200,00	-	-
Accounting	1 700,00	1 900,00	200,00	**10,5%**
LEGAL ADVICE	3 000,00	0,00	-	-
Guest Speaker		**0,00**	0,00	**-**
TRANSACTION EXPENSES	**130,00**	**100,00**	-30,00	-30,0%
TOTAL	**34 930,00**	**28 400,00**	-6 530,00	**-23,0%**

CREDIT	2018 BUDGET	2019 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	**-7 370,00**	**-840,00**	6 530,00

Leuven, April 12th, 2019

EXECUTIVE COMMITTEE MEMBERS

Executive Committee members

- **Composition of the Excom (on 12 April 2019)**

Andrea PIAZZOLLA, Chairman	Italy
Steve ABDULLA,	United Kingdom
Paul BARTMANN	Austria
Burkhard KRÜCKE	Germany
Stéphane MOZDYNIEWICZ	France
Norman SNEL	Netherlands

Volunteers are welcome to join the Excom at next renewal. Joining the Excom means tht a delegate could be prepared to take the chairmanship.

- **Proposal for a Vice-Chairman**

The Executive Committee proposes that Norman SNEL becomes Vice-Chairman.

Reminder: the Vice-Chairman will become Chairman as of the General Assembly of Spring 2021.

Leuven, April 12th, 2019

STATISTICS

- The on-line declaration of the statistics has been successfully implemented
- For one member, how to issue the statistics remains to be solved

SPECIAL SUBJECT DOSSIERS

UNIT SAFETY ALONG THE SUPPLY CHAIN

MEASUREMENT OF MOISTURE CONTENT

- The topic is on the agenda of this meeting so that it's possible to report on the progress

MINIMISING EXPOSURE TO VOLATILE PULP MARKETS

FSC/PEFC/ISO/EUTR

FSC

- FSC has not unveiled yet its strategy regarding the "Controlled Wood" system
- CEPI has released a statement so that FSC establishes clear procedures for transaction verification audits
- FSC plans to implement a new system for certificate holders (FALCO)

Standard ISO 38200 on the Chain of Custody for wood and wood based products

- This Standard has now been approved, and companies that wish so can use it

HOW TO BETTER CONSIDER SUSTAINABILITY MATTERS

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PRESENTATION OF CEPI AND OF DOSSIERS OF INTEREST

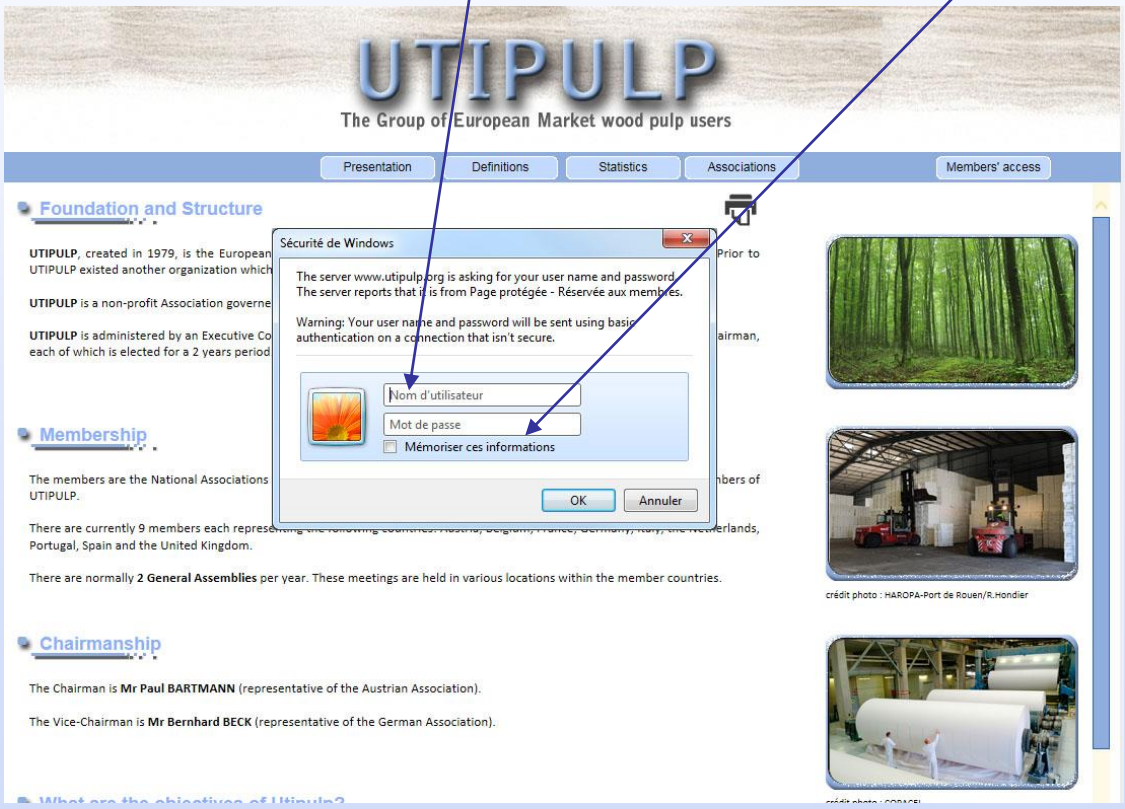
Bernard Lombard

Director Trade and Industrial Policy Director

ANY OTHER BUSINESS

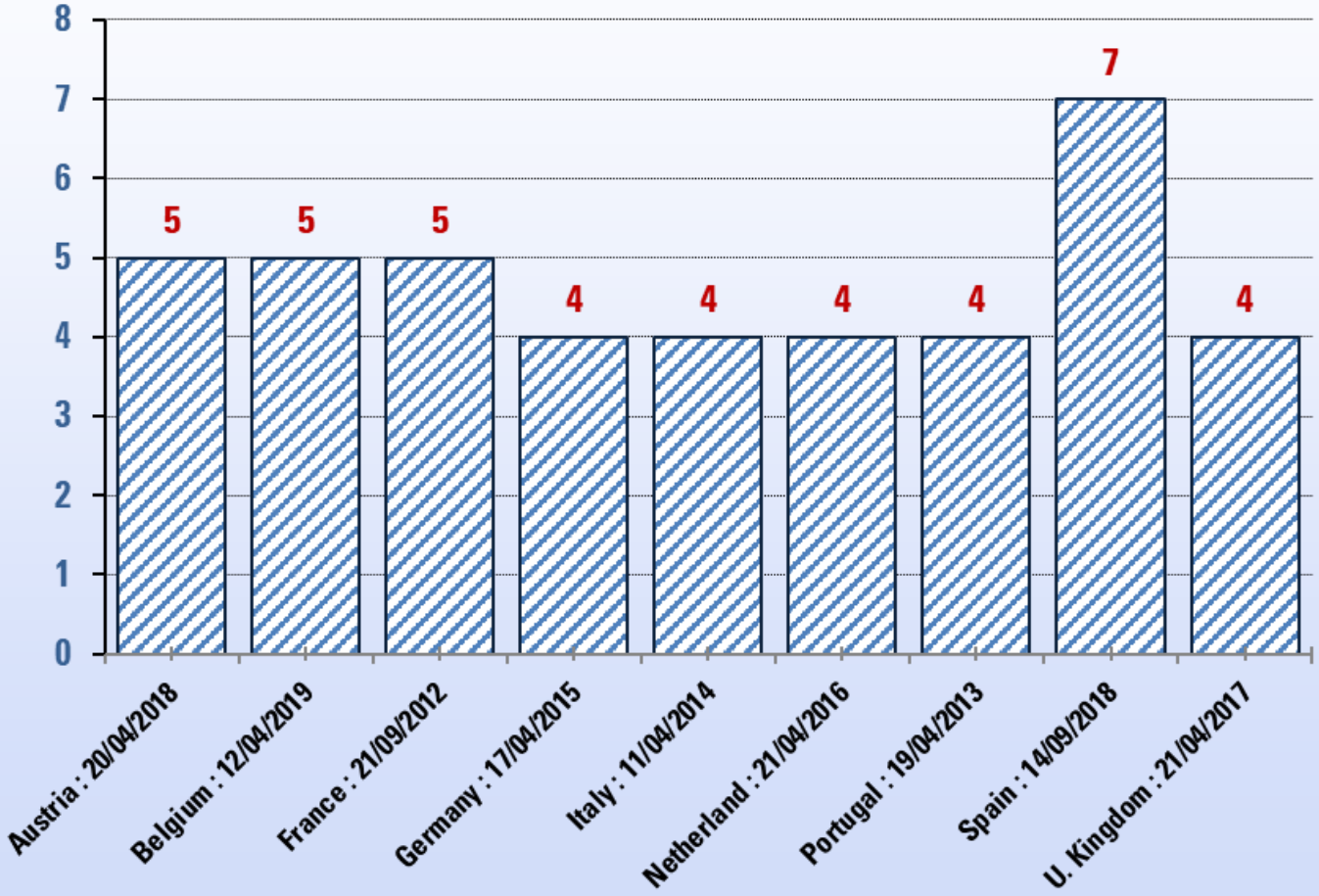
UTIPULP website : New login and password

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



CLOSE OUT

Date and location of the next meeting

- 12th/13th September 2019 (ONE WEEK EARLIER THAN USUAL)
- Venue: as previously, the meeting will be organised in co-operation with Europulp in Barcelona

Date and location of the previous meetings