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## The British Wood Pulp Association

The British Wood Pulp Association (BWPA) was founded in 1896. From the beginning the main objectives of the Association have been:

- ▶ To further the interests of the wood pulp trade by the exchange of information and views
- ▶ To establish relations with kindred associations at home and abroad
- ▶ To collect statistics relating to the wood pulp industry
- ▶ To recommend and adopt a uniform contract note and a system of drawing and testing samples
- ▶ To assist in the negotiation of rates and charges for shipping and other logistics services
- ▶ To assist in any litigation that may affect the general interests of Wood Pulp importers

The BWPA has 31 full members and 3 associate members representing pulp manufacturers from around the world

The BWPA has held a dinner almost every year since its inception, the only notable exceptions being during the two World Wars and in 1930-31 due to the Great Depression. The BWPA Symposium was first held in 1976 and has been organised in conjunction with Hawkins Wright since 2001. Visit the new BWPA web site: [www.bwpa.org.uk](http://www.bwpa.org.uk)

### Europulp

The BWPA is a founder member of Europulp, the federation of national associations of sellers of wood pulp in Europe. Founded in 1999, Europulp began with member associations from Benelux, France and the UK. They were soon joined by the associations from Germany and Switzerland and subsequently from Italy and Spain. Europulp represents independent pulp sales companies as well as the local sales offices of the major pulp manufacturers wherever they may be.

Europulp is known principally for its widely used European Port Pulp Stock figures, published monthly. These are in turn used by many of the major trade publications and reports as a barometer of the balance between supply and demand in Europe. Europulp believes in an open transparent flow of information aimed at helping good decision making by both members' principals and their customers.

## Hawkins Wright

Hawkins Wright is an independent British consultancy providing a range of strategic, forecasting, market intelligence and business information services to the international forest products industries. These services include regular multi-client reports and newsletters as well as consultancy assignments for individual clients. These include pulp and paper manufacturers, financial institutions, equipment and raw material suppliers, and national, state and provincial governments.

Our multi-client reports and services include:

- ▶ **The Outlook for Market Pulp Supply, Demand, Costs and Prices.** Companies controlling 90% of global market pulp capacity subscribe to this service. It includes an in-depth report published three times a year, regular updates and our response to any ad hoc questions throughout the year.
- ▶ **Defining the China Market for Pulp, Paper and Board.** This annual report, now in its eleventh edition, provides a uniquely detailed analysis of the Chinese industry and its prospects.
- ▶ **The Outlook for Dissolving Pulp demand, supply and prices.** Published quarterly, this multi-client service provides a detailed historical analysis and forecast of this fast growing sector. In addition to a detailed supply and demand analysis by grade and region, the report contains production cost estimates and a five year price forecast. The report also provides wider analysis of the textile markets and the pulp and paper industry, in order to present the sector in its proper context.
- ▶ **Pulpwatch**, a monthly newsletter and dedicated web site covering developments in the international pulp market.
- ▶ **Forest Energy Monitor** tracks developments in the rapidly expanding market for biomass and wood pellets. Published six times a year, the report analyses market prices for pellets and biomass, new bioenergy investments and technologies and developments in policy and legislation.

For more information about any of these reports or services please contact us at:

Hawkins Wright Ltd. 2a Blake Mews, Kew, Richmond, Surrey TW9 3GA, UK. Tel: +44 20 8747 5840;



Energía y Celulosa



# symposium

Freemasons' Hall, Thursday 14th November 2013

# Speakers

### Diego Iscaro, IHS Global Insight, Principal Economist

Diego Iscaro joined IHS Global Insight in September 2007 and is responsible for economic analysis and forecasting for several countries in the Western European region. He makes frequent presentations at seminars and conferences on behalf of IHS, and personally meets with clients. He also deals extensively with the media and is widely quoted in the press. Prior to joining IHS Global Insight, Diego worked for the Royal Bank of Scotland as a Risk Analyst and in its Coutts and Co. division. Prior to that, he worked for Citibank in Buenos Aires, Argentina. Diego holds an MSc in Economics from Birkbeck College (University of London) and a Postgraduate Certificate in Economics with Mathematics from the same university. Diego speaks fluent English and Spanish.

### Heikki Vappula, UPM Biorefining Business Area, Executive Vice President

Heikki Vappula was born in 1967 and has an M.Sc in economics. He joined Nokia Corporation in 1993 and has held several management positions in Denmark, Finland and the UK. He left Nokia in 2006 to join UPM as Senior Vice President, Sourcing, a post he held for four years. In 2010, he was appointed President of the Energy and Pulp Business Group before his new title earlier this year of EVP, Biorefining. He has been a member of the UPM Group Executive Team since 2010 as well as a member of the Group Executive Board.

### Hani Nuqul, Nuqul Group, Chief Officer of Nuqul Tissue

Hani Nuqul is the Chief Officer of Nuqul Tissue. The Nuqul Group is one of the Middle East’s leading industrial conglomerates and manufacturers of hygienic paper products. Mr. Nuqul holds a Bachelor’s degree in Paper Science and Engineering from the University of Wisconsin Stevens Point, USA. Prior to assuming his current role, Mr. Nuqul held several positions in the paper industry including Line and Quality Control Manager at FINE Hygienic Paper Company in Jordan, Production Manager at Al Bardi Paper Mill in Egypt, and then General Manager of Al Keena Paper Mill in Jordan. Thereafter, he became Nuqul Tissue Area Director. In his current role as Chief Officer of Nuqul Tissue, Mr Nuqul is responsible for the four paper mills that the Nuqul Group operates in Jordan and Egypt.

### João Cordeiro, Pöyry, Senior Principal

João Cordeiro was born in 1963 in Curitiba, Brazil. He graduated in Forest Engineering at the Federal University of Paraná in 1985 and went on to work for Jaakko Pöyry Engenharia in São Paulo. In the early 1990’s he moved to Finland, later on completing his studies with a Masters degree in Business Administration at the Helsinki School of Economics. He has held several positions at Pöyry Management Consulting, acquiring all-embracing know-how and experience of the fibre and biomass value chains. João has been involved in supporting Pöyry’s clients in a variety of subjects linked to fibre; from plantation forest development, silviculture and wood procurement strategies to pulp manufacturing and marketing. João has recently been involved in several assignments related to bio-energy and bio-chemicals. During his long career at Pöyry, he has been able to leverage his vast expertise in plantation forest to provide strategic and business intelligence advice.

### Oliver Lansdell, Director of Pulp & Paper, Hawkins Wright Ltd

Oliver joined Hawkins Wright in 2007. Since then he has assumed the role of principal editor of ‘Pulpwatch’, Hawkins Wright’s monthly newsletter. He is also the co-author of the ‘Outlook for Market Pulp’ service and the principal author of the ‘Outlook for Dissolving Pulp’. Previously based in Montreal, Canada, Oliver has over ten years of industry experience and has developed a particularly deep knowledge of the wood pulp industry.

Consultancy projects recently undertaken include: a market feasibility study for a pulp mill project in South East Asia and a feasibility study for a dissolving pulp mill in Russia. Oliver is also involved with the firm’s bioenergy practice.

# Programme

**08.55** Welcome from the Chairman, **Mr Peter Crane**, President of the **British Wood Pulp Association**

**Diego Iscaro, IHS Global Insight**  
The global economic outlook

**Heikki Vappula, UPM Biorefining Business Area**  
Pulp & bioenergy - strategic opportunity or risk?

**10.00** **Coffee**

**João Cordeiro, Pöyry**  
Pulp wood supply trends in Asia and Latin America

**Hani Nuqul, Nuqul Group**  
Tissue: Prospects in the MENA markets

**Oliver Lansdell, Hawkins Wright**  
The outlook for market pulp

**12.30** **Lunch**



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**www.pulpweek.co.uk/downloadform**

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