

Transport, Handling, Warehousing and Distribution of Forest Products

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TS 22 VENUE FOREST PRODUCTS PLAY A LARGE ROLE IN PORT OF SAVANNAH'S GROWTH

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THE PATH IS THE GOAL

By SUSANNE HAASE, Editor

The themes addressed last year will remain important in the future as well: This is one of the most important insights emerged from the interviews conducted by the *IFPTA Journal* with the CEOs and chairpersons of forest products manufacturing companies during the 2016 London Pulp Week.

Some points, such as the use of biofuels in the transport sector, are likely to pick up speed even more significantly. In this connection, Fibria president and CEO Marcello Castelli explained that his company is already committed to partially powering the trucks that transport wood to the pulp mills on biodiesel produced from wood residues. He can also imagine that the heavy fuel oil with which ships transport pulp to Europe, Asia or North America will also be replaced by more sustainable fuels in the future. Not today and not tomorrow - but in the foreseeable future.

Also for Magnus Björkman, president of Södra Cell International, sustainability is a long-term favorite. The company analyzes its customers' questions and the number of enquiries related to environmental friendliness increases year by year.

Södra has just celebrated the expansion of its pulp mill in Värö (Sweden). The production facility is already running without using fossil fuels, and the company has now raised the bar a bit higher: By 2030, the entire logistics chain -- namely the transport of wood to the mill from the areas owned by the 50,000 forest owners who are members of the cooperative, and the dispatching of ordered goods -- will no longer be based on fossil fuels.

How this will be achieved is not yet exactly clear. Björkman pointed out that a lot is currently on the move in this area and, therefore, it is difficult at this stage to predict in which

direction things are heading. But Södra is already using biofuels, and here, as with Fibria, various research projects are being carried out to expand this area. For Björkman, however, knowing today what will be in 2030 is not vital. What is more important is to set priorities and focus the spotlight on them, Björkman said. Entirely in line with the slogan: The path is the goal.

A goal that today is certainly very close for the forest products transport industry is Savannah, in the state of Georgia. We are all meeting there in September to discuss industry-related topics within the framework of the PPI Transport Symposium (TS22). In this issue, my colleague Graeme Rodden provides a foretaste of what awaits us there with a report on the Georgia port city with a lot of history and flair. See you there!



Södra's pulp mill in Värö

Picture: Södra



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ONE FOR THE HISTORY BOOKS

By BUDDY GREENE, IFPTA President

This is the year. Our Symposium year. Transport Symposium only comes around every two years and this year's event is shaping up to be one for the history books.

Destination Savannah - Hostess City

Established in 1733, Savannah is the oldest city in the State of Georgia. In fact, downtown Savannah is one of the largest National Historic Landmark Districts in the United States. There, you will find 22 parklike squares, cobblestone streets, and notable historic buildings.

Today, Savannah is an industrial center and an important Atlantic seaport. The team at the Georgia Ports Authority is working hard with the Symposium Planning Team to create an experience for Symposium attendees that will show us exactly why Savannah is known as the Hostess City.

Exclusive IFPTA Member Discount

IFPTA Members always pay the lowest registration fees to attend the Symposium. This year is no different.

Your conference registration fee gives you access to all the conference sessions, port tour, exhibit hall, cocktail receptions, lunch, networking breaks, and a copy of the conference proceedings.

Right now, early bird rate offers plus the IFPTA Member discount means you'll pay only \$455, instead of the full price of \$995. That is a huge discount only available to IFPTA Members -- and it will expire.

Program

The Conference Planning Committee - led by Mike McInerney and David Laurine - have put together a program full of valuable,



high-quality content. This year's sessions will tackle some big questions facing our industry. Plus, our speakers are experienced, knowledgeable, and committed to bringing you engaging, informed perspectives you can't get in a YouTube video.

You can find the current program in this issue, but keep an eye on the Symposium website for the latest updates on the agenda and our speaker list.

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I look forward to seeing you in Savannah.



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	Thu
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MIKE MCINERNEY and DAVID LAURINE, PPI Transport Symposium 22 Conference Co-Chairs

Greetings from the sunny US South. We are not yet halfway through February, yet the weather feels a bit like Spring -- which reminds us that we are that much closer to Transport Symposium 22. This, then, is a good time to remind you that registration for the Symposium is open. We have early bird discount rates available, group discounts, plus the exclusive IFPTA Member fee - so get those registrations in soon.

As we stated in our Chairman's Corner message in the Q4 2016 IFPTA Journal, the goal of this column is to provide updates on the conference program and speakers. This year's program is taking shape and will be a world-class learning and collaborative event. If you have not already done so, you can visit the Symposium website (www.transportsymposium.com) to see the latest program schedule including the panel discussions, dates, and times.

You will notice we have made every attempt to represent as many geographic areas, forest product segments, transport modes, and service providers as is possible. We are still building out the list of industry experts to feature on each of these panels, but if you, or someone you know has a particular interest in participating on a panel, let us know right away and we will try to accommodate as best we are able. For more information, send an email to info@ifpta.org.



**Mike
McInerney**



**David
Laurine**

As we all know, events with the global economy, especially within the global forest products logistics sector, seem to evolve at an ever-increasing pace. This year's program is designed to address these changes and provide you with real-world information and a perspective that may help you better address the strategic and daily management of your logistics issues.

We already have an amazing line up of exhibitors and sponsors, but we have a range of exhibit and sponsorship packages to fit your specific objectives and to align your company with the forest products logistics industry. For more information, contact the RISI team via email at conferences@risi.com.

In the interest of recruiting and nurturing participation in forest products international logistics by the younger generation, we are doing all we can to make it possible for students and interns to attend the Symposium for a day. We'll have more information about this in the coming weeks.

The Symposium belongs to all of us and we want it to address as many interests as we can. We encourage you to reach out to us with any suggestions you may have for the program. Just send us an email at info@ifpta.org.

We look forward to see you in Savannah this September.

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TS22 delegates will enjoy an unforgettable experience professionally and personally

SAVANNAH HAS LOTS TO SHOW

By GRAEME RODDEN, Contributing Editor

Delegates attending TS22 in Savannah, Ga., will not want to miss the port tour. This historic port can boast a history dating back to the American Revolutionary War in the late 1700s, to the Civil War in the 1860s and to the present, where the foresight of the Georgia Ports Authority (GPA) management helped make Savannah the fourth busiest container port in the US.

Even the streets in parts of the city bordering the river are paved with cobblestones that were once ballast on the sailing ships calling here.

The history of the port is closely tied to the forest products industry. Global accounts executive Mark Troughton said the port grew out of the industry, going all the way back to the 1700s -- 1733 to be exact -- when it was founded. In those days, lumber as well as byproducts such as resins and rosins were the main products.

Of course "King Cotton" was also a mainstay at that time.

During the American Civil War (1861-65) when General Sherman marched through the South burning everything in his way, he spared

Savannah as a gift for President Lincoln because it was "so beautiful," and delegates will have the chance to savor that beauty during TS22. Savannah was also the first planned city in the US.

GPA was founded in 1945 and Troughton notes that many forest products companies the GPA work with have been clients since its inception. Savannah is located in the heart of the forest products industry in the Southeast, and has a dedicated forest products team to serve the industry.

The leadership team also showed great foresight in land acquisition, realizing the need to expand as the business grew. "Most of the land we are using today was acquired over 25 years ago," Troughton says.

The Authority owns and operates two deep-water port facilities in Savannah and three in Brunswick, as well as two barge terminals in Columbus and Bainbridge. The GPA's mission is to foster trade, create jobs and improve the state's economy. The port is committed to providing customers with world-class facilities and infrastructure.

"We are a state authority with an execu-

tive director chosen by a 13-member board, which reports to the governor of Georgia." GPA employs about 1,100 people throughout the organization.

In Savannah, the Garden City Terminal is just west of downtown. At 1,200 acres, it is the single largest terminal in the U.S. (and it has been one of the fastest growing container terminals for many years). The container business accounts for 87% of GPA's revenue. Garden City Terminal has nine berths over almost two miles of dock space. The Ocean Terminal breakbulk and Ro/Ro facility is 200 acres, with five berths. These two terminals will be seen during the TS tour.

"The GPA started as a breakbulk facility," Troughton adds, "but now containers are by far the largest percentage of our volume. We have invested heavily in containers over the last 20 years, and continue to do so. Those investments have allowed us to grow to become the No. 4 container port in the country."

Overall, TEU throughput in 2015 was 3.74 million, and by 2026, GPA expects it to rise to 6.5 million TEUs.



Savannah is now the fourth busiest container port in the US



Wood pellets are the main cargo at the East River Terminal

Forest products have played a large role in this growth, as containerization has become more popular.

In fiscal year 2016 (July 1 – June 30), more than 500,000 TEUs of forest products were moved via the Port of Savannah. This represents 18% of the port's total container trade and is an 8% increase over 2015. Overall growth for Savannah was 5%. Forest products exports are the leading container cargo out of Savannah. Retail goods are the largest import commodity.

All containerized forest product commodity groupings – wood pulp; paper and paper-board including waste; logs and lumber; wood and wood products; paper and paper products – moving via Savannah have experienced posi-



In 2016, breakbulk forest products cargo topped 300,000 tons

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tive growth. The growth in containerized forest products should continue as more pulp and paper products are shipped in containers.

The Port of Savannah led the US East Coast in containerized forest products exports in 2016.

This is not to say bulk and breakbulk cargo are neglected. At the East River Terminal in Brunswick, more than 520,000 tons of wood pellets were exported as bulk cargo. This facility is owned by the GPA and leased to the Logistec Corporation. There is also another pellet export facility on the Savannah River, the East Coast Terminal Company.

In 2016, breakbulk forest products cargo increased 10% over 2015 levels to reach 362,500 tons. Both the Ocean Terminal in Savannah (mostly wood pulp imports) and Mayor's Point (Brunswick) terminals experienced increases. The latter handles pulp, linerboard and lumber exports.

Be it breakbulk or container, many of the world's major forest products producers use GPA whether it be for export or import.

GPA has 1.5 million ft² of warehouse space dedicated to forest products at the Ocean Terminal facility, 800,000 ft² at the Garden City container facility used for stuffing and stripping of containers, and 355,000 ft² for breakbulk cargo at Mayor's Point Terminal in Brunswick.

In the local region, there is another 5.5 million ft² of warehouse space available for stuffing and stripping containers.

Investment has been a key issue contributing to the port's growth. The GPA has invested \$1 billion over the last 10 years, and will invest \$1.87 billion over the next decade.

Among the projects underway is a \$706-million investment to dredge the harbor allowing the new Super Panamax ships to access Garden City Terminal. The ships continue to grow from an average of 4,500 TEUs to over 10,000 TEUs, which is now the norm. In July 2016, the 10,100-TEU MOL Benefactor arrived in Savannah via the expanded Panama Canal. The GPA expects to see 14,000 TEU vessels in the future. The dredging project should be complete by 2020.

GPA is also investing heavily in new crane capacity. Four new Super Post-Panamax ship to shore cranes were installed at Garden City

in 2016 bringing the total to 26 and another four will be added in 2017. Meanwhile, 30 new rubber tired gantry cranes were installed in Garden City in 2015-16, bringing the total to 146 RTGs.

Another big project underway at the port is the multi-modal system expansion aimed at increasing rail capacity at Savannah. Both Class I railroads serving the area, Norfolk Southern and CSX, have on-terminal access. Currently, truck traffic accounts for about 80% of the total

transport. However, the port authority expects rail's share to increase to about 25% when the project is complete.

Currently, the port has a capacity of about 500,000 container lifts/yr with its existing rail infrastructure, but this will increase to 1 million rail lifts/yr when the project is complete.

There are five parts to the expansion:

- Mason ICTF (Norfolk Southern) track expansion with RMG (rail mounted gantry) equipment for processing;



There is an ambitious expansion program underway at the port

Many of the region's paper and board mills have enjoyed long-time relationships with the port



- Multi-rail connection between Mason and Chatham (CSX);
- Overpass over State Road 25;
- Rail crossings over the Pipemakers Canal
- Chatham ICTF (CSX) rail expansion for storage.

At Garden City Terminal, there are now eight working tracks totaling 20,000 ft (6,096 m) and 18,000 ft (5,486 m) of storage track. In Phase I of the new, combined Mason Yard, this will rise to 14 working tracks totaling 40,000 feet (12,192 m), and storage track of 77,000 feet (23,470 m).

The road network has not been forgotten. The Garden City Terminal Savannah enjoys easy access to two major highways: I-16 (east-west) and I-95 (north-south). There is a dedicated beltway from Garden City Terminal to I-95 and a new beltway will soon connect Garden City Terminal directly to I-16.

Whether an exporter, importer or ocean carrier, Troughton says there are many benefits to using the Port of Savannah as a gateway. "Size, scope and scale of facilities as well as location are key benefits; we are in one of the fastest growing regions of the US. The economic environment in the Southeast is much stronger than many parts of the country.

"Our container terminal has a Saturday gate each week that shippers use at no additional cost. Most other US ports are closed to truck traffic on the weekends. We are home to the largest single-terminal facility in North America. The size of the facility, along with the \$1 billion invested in infrastructure and technology help to eliminate congestion. Because of the port's excellent road and rail access, its turn times are some of the best in the country."

What can TS22 delegates expect to see? "One of the largest, most modern facilities handling all categories of forest products in and out," Troughton says. "The difference between the GPA and other ports that have hosted the Symposium before is that we don't focus on just one mode of transport. We handle breakbulk forest products, and more than 500,000 containers of forest products. We also have world-class fuel pellet mills in the area and we are in the heart of the forest products belt in the Southeast."

Beyond that, he adds, Savannah is quite a tourist destination in its own right. "It is one of the nicest cities in the US. We have more than 13.4 million visitors a year, and the city has the nation's largest historic landmark district. Savannah is always among the Top 5 tourist destinations each year in the US."



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FIVE GLOBAL PRODUCERS OPEN UP

By SUSANNE HAASE, Editor

For 120 years, the British Wood Pulp Association (BWPA) has held a London Pulp Dinner the second Thursday of November during Pulp Week. As its members are representing the Who's Who of the global pulp industry, the event is a must-attend for manufacturers, their customers and suppliers.

And as all those VIPs were in town, the *IPFTA Journal* met with representatives from Mercer, Södra, UPM, Stora Enso and Fibria for interviews regarding ongoing investment projects and the industry's efforts to make logistics more sustainable.

FIBRIA: "WE WOULD LIKE TO JOIN FORCES!"

Fibria recently concluded another important phase in the expansion of its unit in Três Lagoas, Mato Grosso do Sul: the Horizonte 2 Project. The company finished assembling the metal structure of the recovery boiler, a key component of the pulp mill. With 71% of the works concluded by the end of November, the Horizonte 2 Project is progressing on schedule and is slated for completion by the start of the fourth quarter of 2017.

The US\$2.3 billion project will have the capacity to produce 1.95 million tonnes/yr of pulp. With the production of the new line and the existing mill, the Três Lagoas Unit, will expand its pulp production capacity by 150% to 3.25 million tonnes/yr, further consolidating the company's leadership and competitive edge in the global hardwood pulp market.

The *IFPTA Journal* met with Marcelo Castelli, president and CEO of Fibria.

How is the current investment project progressing?

Marcelo Castelli: We are very happy with



the way the construction is progressing and the positive results we are getting because of the way we planned the projects and the way we deal with the suppliers.

You chose a different approach for the realization of this project.

That is correct. This project is different from what we did in the past. This time, we prepared the whole infrastructure for the construction site. This makes progress much easier and allows us to go ahead even during the raining season.

Star-up is scheduled for the fourth quarter 2017. Do you already have a specific date in mind?

As we progress even better than expected, we already decided to schedule the startup for the first days of October 2017. By the way, we now have 6,800 workers on site and one restaurant is catering for them, serving 10,000 plates per day.

You also seem to be below budget for this project.

We started with a budget of 8.7 billion Reals; right now we are on a budget of 7.5 billion Reals which corresponds to US\$2.3 billion.

Analysts say that Fibria is among the companies in this industry that have built up a lot of financial muscle. What is your view on M&A?

First of all: We like consolidation. It is the best way to make a market more disciplined and to reduce the volatility that is created by a fragmented market. However, we have increased our balance sheet in order to be able to push the trigger for the current expansion project. Once we have expanded our capacity we will be more robust. But our actions will depend on the conditions of the market. Let me put it this way: We prefer a big M and a small A. Having said that, I add: We would like to join forces, especially in Latin America seen as a whole.

Picture: Fibria

Suzano has recently launched a new fluff pulp quality. Do you see potential to enlarge your product portfolio?

We are looking into different fibers and have tested fluff for eucalyptus. But I believe that this is not the right moment to enter this market.

In October 2012, Fibria entered into a strategic alliance with the Canadian company Ensyn to invest in renewable fuels derived from wood and biomass. Ensyn has mastered its Rapid Thermal Processing (RTP) technology to convert lignocellulosic biomass such as wood and agriculture waste to its key cellulosic biofuel product named Renewable Fuel Oil (RFO). The feedstock suitable for Ensyn's RTP technology includes hardwoods and softwoods; wood and bark; residues from sawmills; agricultural residues such as from palm oil and sugar cane plantations. What is the current state of this partnership?

The demonstration of refinery coprocessing has been conducted in many operational commercial refineries and pilot facilities. Trials have been carried out in Canada, US, Europe and South America. Ensyn is now running its first commercial plant in Renfrew, ON, a 3-million gallon advanced cellulosic biofuel plant. It has been operational since 2006 but while the earlier focus was on the production of both chemicals and fuel, it has been upgraded and is now dedicated to produce fuel.

Ensyn and Fibria intend to develop the first RTP project facility in Brazil to produce cellulosic liquid fuels and chemicals at our Aracruz facility which produces 2.3 million tones/yr of pulp utilizing Eucalyptus. At present the feasibility check of Aracruz project is ongoing and still depends on the approval of the board. If everything goes right, we could decide to move on and initiate a project for 20 million gallons/yr that will be produced at Aracruz.

There is a trend to "green" the supply chain. Could you imagine running ships that transport your pulp to Europe or Asia with a fossil free fuel?

The bunker oil that we use in our shipping vessels could be replaced by biodiesel; the trucks that we use to provide our wood are running partially on biodiesel as well. We would



Picture: Fibria

Construction is well on track at Fibria's Três Lagoas site

like to pursue this path further. However, it will take a while to develop bunker oil made from wood residues. Trucks and railways will certainly be the first to be converted for running on this kind of biodiesel.

SÖDRA: "SUSTAINABILITY IS AN ALL-TIME FAVORITE"

Since its official inauguration last September, Södra's pulp mill in Värö, Sweden, is among the largest of its kind in the world. The company is currently investing around 620 million euros to expand for the future. The expansion of the Värö

mill from 425,000 to 700,000 tonnes/yr cost some 410 million euros. The mill is now one of the most modern and energy efficient mills for the production of softwood sulphate pulp.

Magnus Björkman, president of Södra Cell International, explained how customers perceive this project and what is planned for the future.

How do your customers perceive the Värö expansion?

Magnus Björkman: Our customers have known about this expansion for a while and it was very well received! This is true for all the steps we



**Magnus Björkman,
president of Södra
Cell International**

Picture: Södra

are taking at Södra. In fact, the customers we have today requested that we grow. Especially, after we had to close the Tofte mill in Norway in 2013. Now, we are coming back to the volumes we need to serve existing customers – and new customers.

What is, from your point of view, of special importance to your customers?

Our customers take advantage of the fiber quality we can provide, which corresponds to a lot of value creation for them. It is one of the big advantages of our ownership that we can guarantee a stable wood supply and a stable wood supply and quality is a major factor that influences the overall pulp quality. Thanks to the close connection with the forest owners we are getting different kinds of wood and can therefore mix recipes to get the desired qualities. After all: For some customers some properties are important and for other customers other properties. We see these different needs and we can fulfill them!

There seems to be a trend that producers are switching from recycled to virgin fiber. Can you see that as well?

Absolutely! That is a clear trend and a huge opportunity for us and we will certainly gain from that.

Are there other trends that you observe?

Sustainability is an all-time favorite. We are measuring the questions we are getting from our customers and the amount of questions we are getting around the topic of sustainability is increasing all the time.

I believe that for us as an industry it is important to show our progress in this area and to make it easy for the general public to realize that we are serious about sustainability. We as pulp and paper producers do have a common task here: We must tell our positive story.

Production at Värö mill has already become fossil-fuel free. By 2030, Södra is aiming to make all of its transport fossil-fuel free as well. How do you intend to achieve that?

First of all, it is important to set a goal and then to move towards that goal. There is a lot going on in the field of liquid biofuels made

from renewable sources and it is very difficult for us to predict where and how the change will happen there. But: We are already using some biofuels in transport today and we have a couple of different projects running that will lead to increase the amount of biofuels in the future.

It was important for us to put a spotlight on this topic. Because when you are highlighting things something starts to happen.

UPM: ON THE GROWTH TRACK

By the end of 2017 UPM Pulp will have increased its pulp production capacity by more than half a million tonnes in just four years to produce around 3.7 million tonnes/yr. Ongoing investments are significantly boosting the company's ability to supply high quality pulp – and there is more to come.

As part of its growth track, UPM is now considering long-term development options in Uruguay and pursuing discussions with the national government on the critical role of logistics infrastructure.

During London Pulp Week, *IFPTA Journal* spoke with Olli-Pekka Peltola, UPM Pulp's director for business intelligence and development, about this project and other exiting future perspectives.

Please explain your current approach to pulp production in Uruguay. You are investigating the prospects for expanding your Uruguay pulp operations in the early 2020s. While preliminary studies have shown that Uruguay



Picture: UPM

Olli-Pekka Peltola, director business intelligence and development, pulp business at UPM

Plantations in the heartland of Uruguay



Picture: UPM

could accommodate a new large pulp mill with proven environmental performance, the current rail and road networks would need a major upgrade to support large-scale, export-oriented operations in the heartland.

Olli-Pekka Peltola: Even though we have been growing and are debottlenecking our operations, we are committed to grow in pulp business also in future. That's why we are currently studying the opportunity to build a second pulp mill in Uruguay.

What is the current state of play?

In July, negotiations with the government in Uruguay started. This is the first phase. In case the investigations would continue, the second phase would include the development of infrastructure pre-engineering, tendering and permitting. This would take another year or 1.5 years. After that, UPM would be able to take an investment decision. The third phase would then include the development of the infrastructure needed for this investment project and is expected to last another 2.5 years. This means that the decision could be taken at the end of 2018 and the mill be up and running by 2020 or 2021.

The current operation in Uruguay, the Fray Bentos mill, is based in the south of the country, on a river bordering Argentina. Where will the new mill be situated?

The new pulp mill is planned to be located more to the center of the country, close to a plantation base at Rio Negro basin.

Infrastructure seems to be a big issue in Uruguay.

Indeed, a railway connection with high technical standards would be needed to transport pulp to the deep sea port of the capital Montevideo. There, it would also be necessary to organize the terminal operations for ocean vessels to pulp markets.

What would be the size of such a project?

This size would be determined based on the engineering project prior to the investment decision. It makes economic sense to build the biggest recovery boiler.



Picture: UPM

Chip pile at UPM's Kymi mill

STORA ENSO: "WE ARE CURRENTLY BUILDING A NEW CONTAINER DEPOT"

Stora Enso senior vice president Alexandre Nicolini, who is in charge of pulp global distribution and marketing, met with the IFPTA Journal. After the success of the manufacturing plant in Montes del Plata, Uruguay, the company is now looking at other projects, including the expansion of flocculent pulp production at the Skutskär site.

The mill, which is located 160 km north of Stockholm, near the small town of Gävle, can produce 540,000 tonnes/yr of bleached pulp for paper production and fluff pulp from soft and hardwood. The production of fluff pulp, a special product used for sanitary applications such as diapers, feminine hygiene products and adult incontinence items, is now to be expanded.

Can you explain the background of this expansion project?

Alexandre Nicolini: The market for fluff pulp is growing by around 4.5% per year. We now have a capacity of 245,000 tonnes/yr in Skutskär, and will expand it by 160,000 tonnes/yr for a total volume of more than 400,000 tonnes/yr,

to take advantage of the rising demand in this segment. Our factory is also characterized by good profitability.

We have been thinking about this project for over two years, since very good technical expertise is the prerequisite for this development.



Alexandre Nicolini, Senior Vice President Global Pulp Sales & Marketing, Stora Enso Biomaterials

Picture: Stora Enso



Fluff pulp for hygiene applications

The market for fluff pulp is dominated by large players. International Paper has recently taken over the Weyerhaeuser pulp business, including many fluff pulp manufacturing facilities.

Yes, that is true. Georgia-Pacific, for example, has a share of 70% in the US. This is the reason why I think that it will be an advantage for the market if we develop a good alternative here. In addition, I can see a “window of opportunity” for us, that is a good chance, because in 2018 no other plant apart from ours is going to be put into operation.

Picture: Stora Enso



Stora Enso intends to ship pulp from port of Montevideo

What is business like at the Montes del Plata Mill in Uruguay?

Business there is very, very good! We broke our production record last September and can now rely on a nominal capacity of 1.3 million tonnes/yr. We are currently thinking of increasing production to 1.45 million tonnes/yr by 2018. This can be achieved with some technical adjustments and production optimization.

Are further investments planned to reach this goal?

We are currently building a new container depot at the port. The latter was originally designed for the transport of breakbulk, i.e. general cargo. Containers had to pass through the port of Montevideo. This year, however, we decided that we would be able to load pulp into containers already in the factory and then ship

Picture: Stora Enso



Stora Enso site Skutskär in Sweden

them through our own port. This will significantly reduce transport costs for us.

How much are you going to invest in this project, and what is the share of pulp transport in containers?

We are going to invest US\$10 million and believe that 20% of pulp will be transported in containers.

MERCER: “FOR OUR CUSTOMERS, TWO ASPECTS ARE OF PARTICULAR IMPORTANCE - JUST-IN-TIME LOGISTICS AND CARBON FOOTPRINT”

Under the Mercer Pulp umbrella brand, Mercer International markets more than 1.5 million tonnes of high-quality long-fibre kraft pulp worldwide, which is produced by Zellstoff Stendal and Zellstoff Rosenthal in Germany, and by Zellstoff Celgar in Castlegar, BC, on the Canadian west coast.

Zellstoff Celgar has a capacity of 520,000 tonnes/yr of NBSK (northern bleached softwood kraft), whereas Stendal and Rosenthal respectively manufacture 675,000 and 365,000 tonnes/yr of pulp based on elemental chlorine-free (ECF) or total chlorine-free (TCF) technologies. The mills in Blankenstein and Stendal are the only manufacturing plants of NBSK market pulp in Germany. The two sites are located in Central Europe, a very convenient position to serve this major market. Zellstoff Celgar, on the other hand, is very well placed to serve customers in North America and Asia.

The pulp factory in Stendal was put into operation again on a greenfield site in 2004. The Zellstoff Rosenthal factory, instead, is “a very modern work in a historical context” as described by Uwe Bentlage, pulp sales and marketing Europe director, who *IFPTA Journal* met for an interview together with his colleague Nils Hegerding, also pulp sales and marketing Europe director, during London Pulp Week.

In Stendal, pine and spruce timber is used as the raw material. This comes from thinning operations or as chips from the sawmill industry. Similarly to Zellstoff Rosenthal, the production at Zellstoff Stendal complies with the strict environmental directives regarding air and wa-



Picture: SHA

Uwe Bentlage, director, pulp sales and marketing Europe (right) with Nil Hegerding, director, pulp sales and marketing Europe, Mercer

ter emissions. The conifer wood used comes all from sustainable forestry.

In your opinion, what makes Mercer Pulp stand out?

Uwe Bentlage: Mercer Pulp is to be deemed as a central marketing and sales organization for all Mercer Group’s pulp and pulp byproducts, and is responsible for the three production sites’ sales. Production volumes are obtained thanks to a very lean, effective sales organisation.

Nils Hegerding: We communicate very closely with each production unit. What’s more, Mercer attaches great importance to the fact that all plants are equipped with cutting-edge technologies and are state-of-the-art in terms of safety. Major investments are regularly made for these purposes.

The plants in Arneburg and Blankenstein are designed to supply the European market. How are the logistics organized?

Hegerding: As concerns Arneburg, which is directly located on the river Elbe, we have good access to Hamburg international port, from where we manage to export to a certain extent.

We deliver shiploads to Asia and could also continue to grow in this market if needed. Half of the rest goes to customers via trucks and trains. From Blankenstein, 80% is distributed by rail.

Where do you mainly deliver orders?

Bentlage: Well over 80% of our production from Stendal and Blankenstein remains in Europe. Focal areas in this regard are certainly Germany and Italy.

In which segments are your customers mainly active, and what is particularly important for them?

Hegerding: For our customers, two aspects are of particular importance: just-in-time logistics and carbon footprint. They are mainly active in the field of graphic paper, tissue and specialty products.

Bentlage: We have gained a good position thanks to our consistent quality. This is particularly true for the hygiene sector, which is constantly growing. And some American and Canadian pulp manufacturers have turned a little away from Europe so we could acquire their customers.

More discipline is needed on the supply side says one notable CEO

FROM ALIBABA AND THE DAY FOR LONELY HEARTS

By SUSANNE HAASE, Editor

The London Pulp Week, which annually attracts the global pulp and forestry sector community to the English capital in the second week of November, is one of the most important dates in the industry. Around Trafalgar Square, manufacturers and customers rush from hotel to hotel these days to present new offers and conclude supply contracts. The highlight and closing event is traditionally the Hawkins Wright Symposium.

This time, more than 350 attendees took part in the event organized by the British Wood Pulp Association (BWPA) jointly with the industry analysts of Hawkins Wright consulting company in the fully packed auditorium of the Royal College of Surgeons. The event enjoys undiminished popularity due, on the one hand, to the dynamics of the market and, on the other, to the always interesting presentations it offers.

Among the most exciting program items of note was a look at the macroeconomic trends in China and emerging markets by James Kynge, editor of the *Financial Times*, as well as a discussion about the challenges and opportunities of pulp production in Brazil by Walter Schalka, CEO of Suzano Papel e Celulose. An Indian perspective was provided by A.S. Mehta, president of JK Paper.

Once again, it was also interesting to see how deep is the im-



A.S. Mehta,
President JK Paper



Per Svending,
Vice President
Marketing FiberLean

pact of changing political and demographic framework conditions and technological progress. Along these lines, Kynge dwelled on the boom of online shopping in China. Internet giant Alibaba sold goods for a billion dollars there in just five-and-a-half minutes as part of a discount battle waged on November 11 - the so-called "Singles' Day" - breaking a new record. November 11 was chosen as the "Day for Lonely Hearts" since 1 stands for a single looking for another 1, namely another single. About 85% of the customers used their smartphone apps for their purchases.

For Kynge, this phenomenon is evidence of the openness and purchasing power of the so-called Millennials, those born between 1995 and early 2000 totalling 415 million people in China. "This is an interesting group spending a lot of money on products aimed at enhancing the quality of life."

The journalist, who lived in China for a long time and built up an impressive network of contacts there, looked generally positively upon a further development of the People's Republic. He believes the country should actually find a new scenario for its future economic development, but he is confident that this will happen in the next 10 years. Today, China is already one of the fastest and most powerful countries in robotics: "This will have a major impact on productivity."

Moreover, Chinese companies are becoming increasingly innovative. And, prosperity is growing strongly also in rural regions where, according to Kynge, there is also a considerable market for real estate and land plots.

As the worst disadvantage, he mentioned the extremely high debt in addition to a overheated real estate market in cities. He pleaded to keep this in mind, although he cannot see a triggering element yet that could make the bubble burst. "The system is self-contained and the government controls all inflows and outflows," said Kynge. "It will therefore be very difficult to find an impulse capable of making it falter. Moreover, the Chinese government is taking a whole series of steps designed to prevent the debt problem from getting out of control."

Development in China, which has long been the world's largest pulp importer, is of great importance to this industry, not least because many current investment projects are precisely designed for Asia's growing demand.

Suzano's CEO Schalka looked at another side of the coin: The lack of discipline on the supply side.

The constantly growing demand for hardwood pulp has led to a kind of building boom among manufacturers. Schalka complained about this development: "We have a very imbalanced situation here, and this leads to the fact that returns on capital are too low." Moreover, new investment projects are increasingly growing and, as a result, every new plant that is put into operation involves a break in the market.

As a matter of fact, new pulp mills such as the new OKI facil-



Walter Schalka,
CEO Suzano
Papel e Celulose



James Kynge,
contributing editor
Financial Times

ity of Sinar Mas on the Indonesian peninsula of Sumatra, that was started in spring, or the Horizonte 2 project by Fibria in Brazil's Mato Grosso do Sul, that was due to be completed in late 2016, will be able to produce a combined volume of at least 2 million tonnes/yr.

Schalka, whose company has recently made the decision to postpone a project, for the reasons mentioned, up to 2018, does not believe that the trend is currently reversing, "although this would be necessary." Anyway, to keep shareholders in good spirits, Suzano is striving to achieve the highest possible control over costs in all areas and expand its product portfolio. As examples of further main pillars, he named the sale of lignin and Eucafluff, a eucalyptus-based fluff pulp for the growing global market of hygiene products.

A.S. Metha's presentation, similar to Kynge's, dealt with an emerging, rapidly-changing market and mentioned a measure taken by the Indian government: all 500 and 1000 rupee banknotes have been declared invalid with immediate effect.

Old notes could still be deposited to an Indian bank account until the end of 2016 or be exchanged for the new rupee notes gradually issued by the Indian central bank. The abolition of high rupee notes is intended to fight black money and corruption. According to a number of studies, the illegal shadow economy accounts for about one-fifth of the Indian economic performance. According to this, between 160 billion and 1.6 trillion euros of black money could be in circulation in India. As a result of this drastic action, 200 million bank accounts have already been

opened. "This will completely change the situation, as large quantities of money will now find their way into the economic system!"

His forecast: "By 2013, India will be the fastest growing market for pulp and paper." Among the reasons he cited, the fact that 40% of the population has never come into contact with paper. This is going to change as the government wants to raise the literacy rate to 30% over the next five years. In addition, also retail trade is changing, because the large group of Millennials are asking for a modern shopping experience in India too; packaging is thus going to become more important. And e-commerce is also rapidly picking up speed. According to Mehta, today there are already 900 million mobile phones in India, which is paralleled by Internet connection quality getting significantly better.

At present, India imports 1.3 million tonnes/yr of pulp, a volume expected to rise to 4.3 million tonnes/yr by 2030. However, the industry in India is also committed to becoming more independent in terms of raw material supplies, as well as building its own pulp production, according to Mehta.

The market for pulp remains thus on the move. By hook or by crook.

Praveen Singhavi is President and a member of the Board of APRIL Group, Asia's second-largest and one of the world's leading pulp and paper manufacturers



Well attended, as always



All pictures: Susanne Haase

The International Forest Products Transport Association Presents

IFPTA ON THE ROAD

Vancouver

May 8, 2017

4:00 - 7:00 pm

in conjunction with International Pulp Week



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Agenda

4:00 pm Doors Open & Networking Time

4:45 pm Presentation

Representative from Port of Vancouver

5:15 pm QA & Discussion

5:30 pm Networking Time

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The International Forest Products Transport Association (IFPTA) was established in 1982 as an organization for professionals within global forest products logistics and related industries.

The Association provides a networking framework to encourage communication and innovation among all roles and participants in the supply chain.

Learn more at www.ifpta.org

FMS takes logistics services an extra step

OPTIMUM PROCESS FROM A CUSTOMER STANDPOINT

By SUSANNE HAASE, EDITOR

At Fr. Meyer's Sohn (FMS), the largest transport specialist for forest products, the IT department is becoming increasingly more important with regard to customer solutions and digital innovations. *IFPTA Journal* spoke with Olaf Rathgeb, CTO and member of management board, regarding current investments in this field and the benefit for customers.

Customers expect him to use his special knowledge in the logistics process in a way

that produces value and to especially have an answer to the progressive digitalization of the economy, says Rathgeb. "Nowadays, it is no longer enough for a successful logistics service provider to only focus on his own service provision. Rather, the logistics process must be fully recognized from a customer standpoint, and a global optimum must be found."

A customer's perception of a logistics provider's services is heavily dependent on the per-

formance of the overall process, whether it's in procurement or distribution logistics.

FMS assures this responsibility. It is precisely over the past several years when significant investments were made in digital products and solutions, and no end is in sight. "Using technology and methods from the digital economy, we are implementing solutions for our customers that are leading-edge when it comes to the level of innovation. This is how we provide our custom-



Information on the current state of transportation in real time

All pictures: FMS

ers with a competitive advantage – in the form of cost advantages for the entire cost of their supply chain, more efficient logistics and even in producing innovative solutions for their own customers,” says Rathgeb. “It is precisely the combination of comprehensive experience in the logistics business, particularly in the paper industry, and a high degree of innovative capability that are crucial for our success today and tomorrow.”

“What we are increasingly seeing is that our customers have an increasing need for information on the current state of transportation in real time,” he adds. The expectation is for suppliers to promote their services oriented towards an internet portal. However, the important thing is to collaborate with the customers, since it is the only way that opportunities for improvement can even be identified. “We have a lot of experience with the processes and needs of the paper industry and are therefore familiar with the relevant, influencing factors, which is why we can provide very good assistance as a partner.”

FMS has already been maintaining electronic data exchanges with customers for some time now, and it is undergoing continuous development as well. Now the novelty is a platform through which customers may access their data at any time, and deviations from the target status are directly displayed on a dashboard with a traffic light system. “This is a part of every delivery that we provide,” says Rathgeb. “We allow for an internal overview of all the respective transportation. It can be easily accessed via a web browser on our system.”

Parallel to this, the customer is proactively informed about the stipulated status changes. The platform, which is provided by FMS under the name “Cruise Control”, has been in operation for a year, and roughly 15 customers have already used it in a test run during the first months; more customers are starting at the moment. “We now offer this option in our line-up and there is a great deal of interest in it,” says Rathgeb.

No preparations are required on the customer’s end to set up access. “It works via a standard configuration virtually overnight,” states Rathgeb. “The configuration can also be adjusted according to the information that the customer is interested in.”



Olaf Rathgeb, CTO and member of management board at FMS

Significant investments were made in digital products

Rathgeb remained silent on the cost of the system. It has no price tag, also taking into account that a customer’s wishes and framework conditions can even vary greatly – from an expanded tracking and tracing system that is free, to providing customer-specific processes across all partners involved to the complete control tower. The important thing is: “The service itself must be covered and is charged according to the extent of the work.”

Expansions are planned for the future, allowing for functions based on customer feedback to be assimilated. Rathgeb describes a specific use case that came about in this way: A large paper manufacturer provides its customers the option to take a look into their own processes. “Our customer’s end customer can see the status of the feed and intervene with control,” says Rathgeb, “this gives wholesalers the possibility of optimizing their own inventory and processes.”

This improves the process from a customer’s standpoint, which is exactly what FMS wants to achieve.



In 10 years, SCA Timber Supply, which focuses on the building trade in Scandinavia, England and France, has seen strong growth

SCA TIMBER GROWS

AN IFPTA JOURNAL SPECIAL REPORT

Over the past 20 years SCA Timber has undergone extensive changes. The production plants have been modernized and made more efficient and major efforts have been made to improve value added and customer offerings.

Ten years ago, one of the company's most important strategic decisions was to focus on the building trade, which is a major recipient of timber products, in particular in developing countries. In Sweden, for example, half of all timber products are sold through the building trade. A separate company and business area was set up for this: SCA Timber Supply.

"We chose to focus on Scandinavia, England and France, which are SCA Timber's three historically strongest geographical areas, with dedicated sales companies," says Anders Ek, SCA Timber Supply's managing director.

In 10 years SCA Timber Supply has grown and today accounts for about 40% of SCA Timber's total turnover. SCA Timber's sawmills deliver raw material and sometimes also finished products to Supply, whose orders annually account for 20% of the sawmills' production volume.

"We also have seven planing mills of our own plus subcontractors and several distribution centres," Ek goes on.

SCA Timber Supply's three geographical subsidiaries in Scandinavia, England and France are structured in similar ways, even if the customer structure, markets and products are different in the three countries.

STRONG POSITION IN ENGLAND

The British company is larger than the two others, largely due to two major customers: Wickes and Travis Perkins. Wickes, a retail chain with more than 200 outlets around England, is SCA Timber's and one of SCA Forest Products' largest customers. In 2014 Travis Perkins decided to



Anders Ek, SCA Timber Supply's managing director

close three of its planing mills and instead transfer responsibility for production to SCA Timber and the company's newly built planing mill in Melton, Hull. The planing mill is situated close to the port in Hull, which is the receiving port for all SCA's exports of timber products to the UK.

"They have both chosen us because we are perceived as financially strong with modern sawmills, our own forests, high performance and a good environmental profile. From a sustainability point of view, timber is an excellent product for today's needs," Ek adds.

GOOD POSITIONS IN STRONG MARKETS

In the international arena, SCA Timber is today one of the biggest suppliers to the building trade with good positions in all the markets where it operates.



The market for sawn timber products looks bright

All pictures: SCA

collaborate



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SCA has an important competitive advantage in its large volumes that lead to efficient logistics

“In Europe the building trade is an extremely large market. If we can perform well here, we don’t need to worry about falling market volumes caused by business cycles. Unfortunately we find ourselves having to say no to deliveries today. In Scandinavia, for example, we can’t take in all the customers who want to work with us,” Ek says.

The market for sawn timber products looks bright. During the first six months of 2016 deliveries from Scandinavian sawmills have increased as have the prices. At the same time stocks have continued to decrease and today there is a fairly good balance between supply and demand.

Overall, global demand for timber products is increasing at the moment at an annual rate of 2-3%.

Sweden and England distinguished themselves in 2016 with a relatively high increase in volume. Following Brexit, however, Great Britain has come to be characterized by a certain degree of uncertainty. The Scandinavian market, however, still looks strong with increasing consumption and a strong increase in new construction.

A CHALLENGE TO DEVELOP CUSTOMERS’ BUSINESS

“We work very close to our customers. A key parameter is that we supply all our products at the

right time, despite customers ordering less than a week before they want delivery. We endeavor to help our customers to further develop their business through a greater degree of technological innovation and business innovation. This is something we’ll be putting even more effort into in the future,” says Ek.

Another challenge is the market’s valuation of wood fiber. “The market has a tendency to trade down the value of our timber products over time. It’s a constant battle against substitution, with increased competition from other, new, products such as PVC windows, plastic moldings, plastic decking and outdoor duckboards made from sawdust and plastic. So we have to constantly develop our products and increase the value added,” Ek adds.

SCA has an important competitive advantage in large volumes that give efficient logistics.

“We already work towards our major customers with a great deal of optimization. Here we have been able to substantially reduce our logistics costs. One goal we set on the logistics side for deliveries to customers was considered Utopian a couple of years ago. Today we’ve come further than those goals and we intend to reduce costs still further. It’s a matter of how we load the lorries, how we plan the routes, and ensuring that the lorries don’t need to wait. There’s still a great deal to do when it

comes to internal logistics and making warehousing and loading more efficient,” says Ek, continuing, “What’s unique about our solutions is that we transport products that can’t be containerized or transported on pallets. There are many different sizes of packaging with varying stability and they’re long, narrow and not always easy to grip. It’s a challenge to load them without the load shifting. If this happens, the customer will generally refuse to unload and the goods then have to be returned. You need specialist competence to be able to handle these products and we’ve built up these skills over time.”

MORE EFFICIENT PROCUREMENT OF LORRIES

One major improvement that SCA Timber Supply has introduced in Sweden and Norway and that will also be introduced in England and France is Lasset.se, which is a web portal for digital lorry transportation procurement.

“Here we announce all our orders for transportation and a freight forwarder logged into the system can freely submit offers. The accredited freight forwarders get a signal a little earlier. Then we choose the cheapest solution. This has greatly reduced our transportation costs and made our administrative handling significantly more efficient,” Ek concludes.”

PPI TRANSPORT SYMPOSIUM 22

September 25-27, 2017
Savannah International Trade & Convention Center
Savannah, Georgia



Program Agenda & Session Descriptions

Monday, September 25

- 9:00 am Registration & Exhibitor Set Up
- 1:30 pm Port Tour Check-In Opens
- 2:00 pm Port Tour Hosted by Georgia Ports Authority
- 6:00 pm Opening Reception Hosted by Georgia Ports Authority
- 6:00 pm Registration Closes



Tuesday, September 26

- 8:00-8:15 am Registration & Exhibit Hall Opens
- 8:15-8:30 am Welcome Remarks
Buddy Greene, President, IFPTA and Vice President, Cooper/T. Smith Stevedoring Representative from Georgia Ports Authority
- 8:30-9:15 am Keynote Presentation
- 9:15-10:15 am Conference Session 1: Global Port Infrastructure & Strategy
Ports have been described as economic engines for local and national economies, as well as for the international origin and destination of cargo movements. This panel discussion will explore discuss public vs private sector operations, inland infrastructure, and the global economic impact on port development.
- 10:15-11:00 am Coffee Break in the Exhibit Hall
- 11:00-11:45 am Conference Session 2: Inland Supply Chain Challenges
Inland ports face unique challenges while they play a linchpin role in the import and export of forest products around the world. This panel will explore the challenges facing inland ports including warehousing, transport, value-added services, environmental impact, and much more.
- 11:45 am-12:15 pm Conference Session 3: Role of 3PL's in the Forest Products Logistics Supply Chain
Third-party logistics companies play an important and growing role in the forest products logistics industry. This panel will discuss how are their services evolving, the level of specialization they offer, what shippers like and don't like about working with 3PL's, and what we can expect to see from 3PL's in the future.
- 12:15-2:00 pm Networking Lunch in the Exhibit Hall



- 2:00-3:00 pm **Conference Session 4: The Specialty Trade of Wood & Lumber Products**
This panel will look at the global production and supply chain for lumber, logs, and wood products and discuss the outlook of this sector. The panel will also discuss the pros and cons of the Softwood Lumber Agreement between the United State and Canada.
- 3:00-3:45 pm **Conference Session 5: Green Energy Outlook**
How is EU Directive 2020 impacting the wood pellet and woodchip market? What impacts are being felt because of the Brexit vote? Who are the primary sources for the product? These are just some of the questions our panel will explore.
- 3:45-5:30 pm **Networking Reception with Exhibitors** in the Exhibit Hall
- 5:30 pm **End of Day One**

Wednesday, September 27

- 8:00 am **Registration & Exhibit Hall Opens**
- 8:30-8:45 am **Opening Remarks**
Ana Paula Trilho, Director, IFPTA and International Logistics Manager, Klabin S.A.
- 8:45-9:30 am **Keynote Presentation: Global Economy Outlook**
Dr. Walter Kemmsies, Managing Director, Economist and Chief Strategist, JLL Ports Airports and Global Infrastructure
- 9:30-10:30 am **Conference Session 6: Forest Products Market: The Trader Perspective**
This panel will feature some of the leading traders in the industry. We'll hear their thoughts on what is happening across the supply chain and the challenges & opportunities facing this group.
- 10:30-11:00 am **Coffee Break - Networking break & dedicated time with the exhibitors** in the Exhibit Hall
- 11:00 am-12:00 pm **Conference Session 7: Breakbulk Carrier Viewpoint of Forest Products Shipping**
Breakbulk carriers are facing tougher and tougher challenges. This panel will discuss the current breakbulk shipping landscape and how they are weathering the storm.
- 12:00-2:00 pm **Networking Lunch** in the Exhibit Hall
IFPTA Members Luncheon in the Harbor Ballroom, Westin Hotel
- 2:00-3:00 pm **Conference Session 8: Container Carrier Viewpoint of Forest Products Shipping**
Container carriers have made a huge impact on our industry, but are facing their own set of challenges. This panel will explore trade routes, the continuing rise in containerization of forest products, and how they are handling this specialty market.
- 3:00-3:45 pm **Dedicated time to visit exhibit hall**
- 4:00 pm **Conclusion of the event**

ALAN BOG APPOINTED IFPTA PRESIDENT

At the close of PPI Transport Symposium 22, current President, Buddy Greene, will become President Emeritus and continue to support the IFPTA.

The International Forest Products Transport Association (IFPTA) is pleased to announce Mr. Alan Bog has been appointed President of the Association. The appointment is the result of a unanimous vote by the IFPTA Board of Directors at the IFPTA Board of Directors Meeting on November 8, 2016.

“Alan is perfect choice to become the President of the IFPTA,” said Buddy Greene, IFPTA President. “He brings an exciting energy to the Association and has the personality to listen to others and to contribute ideas on all matters.”

Mr. Bog joined the IFPTA in 1987 and was elected to the Board of Directors in 2003 and served until 2009. In 2009, he was appointed Asia Regional Director and represented the IFPTA in that position until 2015 when he was appointed Vice President. In addition to his tenure with the IFPTA, Alan has a long career in the industry and current represents Euroports as their Commercial Director, Asia in their Shanghai office.

Commenting on his appointment, Mr. Bog said “I have had the privilege to work on the IFPTA Board under three illustrious Presidents – John Kalish, Paul Doiron, and Buddy Greene. It is an honor to be asked to fill these shoes. I look forward to representing the IFPTA and representing its interests to forest products logistics professionals around the world.”

TOM MUTZ APPOINTED IFPTA TREASURER

He will also assume the role of Secretary at the close of PPI Transport Symposium 22.

The appointment comes as a result of Scott Menzies’ notice to the Board of his intent to step down from the role as Secretary/Treasurer.

“I am thrilled Tom will be joining as Secretary / Treasurer in 2017. He is a terrific person and will be a great asset to the IFPTA,” remarked Scott Menzies, IFPTA Secretary/Treasurer. “I look forward to working with him over the next few months as we transition this position over to Tom.”

Mr. Mutz, a graduate of West Virginia University with degrees in Biology and Business Administration, began his transportation and logistics career in January 1980 as a Territory Sales Representative for Airborne Express in New Jersey. After transitioning through several positions in management over 16 years, he was selected to be the direct liaison in the Americas for Mitsui & Co. Ltd. At that time, Mitsui was a Joint Venture Partner, and one of Airborne’s largest shareholders. After leaving Airborne, Tom worked for a few other global freight forwarders such as BAX Global, Exel, and then once again working directly for Mitsui & Co. Ltd., before joining PENN Warehousing & Distribution, Inc. in 2009. He has been a member of the IFPTA since 2010.

Born and raised in New York City and Long Island, Tom openly

suggests his greatest accomplishments are his marriage to his wife Kathy for 37 years, and their three children.

When asked about his role at PENN, Tom said, “I consider myself quite fortunate to work for such a fine organization as PENN and the Brown family. I’d be remiss if I didn’t state my appreciation for the opportunity to collaborate with a multitude of professionals within the Port of Philadelphia Community, and coming to meet, know and respect so many great colleagues within IFPTA.”

IFPTA ON THE ROAD - VANCOUVER

Mark your calendars for our next IFPTA on the Road event taking place in Vancouver on Monday, May 8.

Steamworks Brewing Co
375 Water Street, Vancouver
4 pm - 7 pm



IFPTA on the Road is our traveling series of educational and networking events tailored exclusively for IFPTA Members and their guests.

RSVP today - send an email to Wendy Parsley - wparsley@ifpta.org

Event Sponsor: 

IFPTA GETS SOCIAL

Follow the IFPTA on LinkedIn and Twitter to get even more updates and information about the forest products logistics industry.

	
<p>Our Twitter feed is full of the latest news from around the industry.</p>	<p>Our LinkedIn group is a great place for news updates and having conversations with other forest products logistics professionals around the world.</p>
<p>@IFPTA</p>	<p>https://www.linkedin.com/groups/108004</p>



UPCOMING INDUSTRY EVENTS

- | | | | |
|--|--|---|--|
| <p>March 6-8
RISI European Conference 2017
Amsterdam, Netherlands
events.risiinfo.com/european-conference</p> <p>March 13-16
Breakbulk China 2017
Shanghai, China
www.breakbulk.com/events/break-bulk-china-2017/</p> <p>March 21-23
Intermodal Asia 2017
Shanghai, China
www.intermodal-asia.com</p> <p>March 23
Int'l Recovered Paper Conference
Bremen, Germany
www.bvse.de</p> <p>March 26-28
Paper2017
Chicago, Illinois
www.paper2017.com/</p> <p>April 5-7
IWPA's 61st World of Wood Annual</p> | <p>Convention
San Francisco, California
www.iwpawood.org/</p> <p>April 10-12
Biomass Conference & Expo
Minneapolis, Minnesota
www.biomassconference.com</p> <p>April 10-12
Tissue World Milan 2017
Milan, Italy
www.tissueworld.com/milan</p> <p>April 23-26
Papercon 2017
Minneapolis, Minnesota
http://papercon.org</p> <p>May 4-5
RISI Forest Investment Conf. 2017
London, England
events.risiinfo.com/investment-conference/</p> <p>May 7-10
International Pulp Week
Vancouver, British Columbia
www.internationalpulpweek.com/</p> | <p>May 8
IFPTA on the Road
Vancouver, British Columbia
wparsley@ifpta.org</p> <p>May 15-16
Gulf Shipping Conference
Houston, Texas
http://events.joc.com/gulf-shipping-conference-2017</p> <p>May 22-24
RISI Asian Conference 2017
Shenzen, China
http://events.risiinfo.com/asian-conference</p> <p>May 31 - June 2
Tissue World Sao Paulo 2017
Sao Paulo, Brazil
www.tissueworld.com/SaoPaulo</p> <p>August 14-16
RISI Latin American Conf. 2017
Sao Paulo, Brazil
http://events.risiinfo.com/latin-american-conference</p> | <p>September 25-27
PPI Transport Symposium 22
Savannah, Georgia
www.transportssymposium.com</p> <p>October 3-6
Tissue2017
Miami, Florida
http://tissue2017.com/</p> <p>October 11-13
MIAC 2017
Lucca, Italy
www.miac.info/en/</p> <p>October 16-18
RISI North American Conference 2017
Boston, Massachusetts
http://events.risiinfo.com/north-american-conference</p> <p>November 8-10
RISI International Containerboard Conference - Latin America 2017
Miami, Florida
http://events.risiinfo.com/packaging-conference</p> |
|--|--|---|--|

NEW IFPTA MEMBERS

Please join the IFPTA Officers & Directors and welcome the newest members of the Association.

- | | | | |
|---|--|---|--|
| <p>Canada
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Mobile: 1-251-599-7464
Business Type: Port Authority</p> |
|---|--|---|--|





40+ YEARS OF GREAT RELATIONSHIPS

TOM RASMUSSEN, GRIEG STAR SHIPPING

IFPTA: You joined the IFPTA in 1990, do remember why you joined the Association?

TR: The biennial PPI Transport Symposium event was an important forum for all the players in our industry. I joined the IFPTA to be a part of and support the forest products logistics community.

IFPTA: Were you invited to join by a colleague or by another IFPTA member?

TR: If my memory serves me right, it was Buddy Greene. We have known each other since the mid-80's.

IFPTA: Tell us a little bit about your experience with PPI Transport Symposium.

TR: I attended my first one in New Orleans in 1987 and have participated in every single one since then. The Symposium event has been a fantastic meeting place where we could meet with representatives from port authorities, terminal operators, stevedores, agents, other carriers, and customers.

IFPTA: What are one or two things you found the most beneficial about the Symposium?

TR: For us, it has been a very efficient way of doing a lot of business and conducting important meetings over the period of a few days at the event. The idea about alternating between Europe and North America also works very well for us.

IFPTA: What are some of the things you appreciate most or find the most valuable from your membership?

TR: The *IFPTA Journal* gives me a lot of good information and updates about the Association.

IFPTA: What do you like most about working in the forest products industry?

TR: This is an international business. Over the years, I have met a lot of interesting people from all over the world. In particular, I find it very educating to deal with different cultures. It offers a unique opportunity to gain a different perspective on things.

IFPTA: How long have you been in the industry?

TR: I have been working in this industry for over 40 years. My career started in 1975 with Gearbulk. I worked for them until 1985 when I joined Star Shipping - and continued working with them until the demerger in 2009. Since 2009, I have been with Grieg Star Shipping. It has been an interesting journey full of a lot of travel and meeting a lot of interesting people along the way.

IFPTA: What's next for you? What is next for Grieg Star?

TR: Next for me is retirement and a trip to Thailand - together with my wife, Elisabeth. After that, we plan on enjoying life! We enjoy staying active and healthy. To stay in good shape is the most important thing. For Grieg Star, it will be very exciting if our merger discussions with Gearbulk materialize. Two first-class organizations that have known each other for decades. We complement each other much more than we overlap each other. Together, it will be a single carrier with a fleet in position to offer customers a global transport solution. There is a lot of expertise and experience in both organizations.

Little Known Facts

- Recently married Elisabeth after working together for several years.
- Born and raised in Bergen, Norway
- Lived in New York for two years while working for Gearbulk
- Prefers coffee to start the day

SÖDRA: RECORD INCREASE IN TIMBER EXPORTS TO POLAND

Södra's exports of sawn timber to Poland have increased 150% in 2016. Although Poland is not an entirely new market for Södra, it has grown rapidly in recent years and is interesting from various perspectives.

Construction timber accounts for the bulk of sales and there are several underlying reasons for the strong increase in exports. Timber house production is becoming increasingly popular in Poland, and Scandinavian timber has a good reputation. Scandinavian timber maintains an even quality, with less waste, so that customers get more for their money. But the increase is also due to the fact that Södra has chosen to invest more resources in this market.

"There is a high level of activity in Poland at present. Construction is on the increase and interest in sawn timber is growing," said Andreas Jonasson, marketing manager, Södra Wood. "In a short time, we have grown our market share in this market, which is a clear indication that our product range is attractive from several perspectives. The products that are in demand in Poland belong to our core segment and are precisely those that we will focus on broadly and in the long-term."

For Södra's part, the Polish market has grown steadily in recent years. A real upswing was experienced in 2015 and this trend has persisted in 2016. Södra now accounts for more than 20 % of total timber exports from Sweden to Poland.



Source: Södra

Södra sells strong in Poland

NORTH AMERICAN FOREST PRODUCTS RAIL FREIGHT DOWN 3.5% IN 2016 AS LUMBER INCREASES, PULP AND PAPER DECLINES

The Assn of American Railroads reported year-end totals for forest products freight in 2016 in North America, while major carriers showed mostly lower pulp and paper volume offset by lumber/wood products, notably for Canadian carriers.

Total North American forest products railroad freight for 2016 was down 3.5% from 2015 to 927,974 carloads, accounting for 5.2% of

all carloads, AAR reported. Total North American carload freight was down 7.2% in 2016 driven by a drop of 19.5% for coal, the biggest commodity on the rails, and a 18.9% drop in petroleum-related cargo.

In the final week, ending December 31, forest products freight was up 0.5% to 16,050 carloads.

US forest products freight in 2016 fell 7.1% to 523,784 carloads and in the latest week was 5.4% higher to 10,316 carloads. Canada was up 1.8% in 2016 to 402,975 carloads and was down 7.3% in the latest week to 5,703 carloads. Mexico dropped 40.6% to 1,215 carloads in 2016 and was up 24% in the week to 31 carloads, AAR reported.

"Last year was challenging for freight railroads," said AAR senior vice president of policy and economics John T. Gray. "Rail carloads were down for the second consecutive year, due mainly to a weak manufacturing economy and turmoil in energy markets, while intermodal failed to set its fourth straight annual record. That said, there are signs that the economy may be gradually returning to a period of growth."

PAGE INTERNATIONAL PROMOTES JACKIE JOHNSON TO DIRECTOR OF SALES

Page International, a Savannah, GA-based worldwide logistics service provider, recently promoted Jackie Johnson to director of sales.

In that role, she will be responsible for procuring new sales leads and all new business for services offered to beneficial cargo owners throughout North America. She will continue to report to the company president.

"Jackie brings a great deal of experience to her new role as director of sales that will prove to be invaluable for our customers," said Roy Page, chairman and CEO of Page International. "We're pleased to welcome her into this new role and look forward to expanding our business in this area."

Prior to her promotion, Johnson served as Page's director of exports, where she oversaw and directed all U.S. export shipments, both ocean and air freight as well as export compliance. She has been employed by Page International since 2003.



Jackie Johnson, new Director of Sales at Page International

Source: Page International

NEW CEO FOR ANTWERP PORT AUTHORITY

Jacques Vandermeiren is the new CEO and president of the Executive Committee of Antwerp Port Authority.

Until January 2015 he was CEO and President of the Executive Committee of the network operator Elia, a listed company, where he held various management positions since joining it in 2001. Before that he worked for 11 years as senior advisor strategy direction with the energy company Electrabel.

Vandermeiren has occupied various directorships with among others Febeg (Federation of Belgian Energy Companies) and the Federation of Belgian Enterprises. He is also co-founder of the Belgian sustainability platform The Shift, as well as co-investor in Qpinch, which generates energy from waste heat, and in Uest, which markets the Zembro personal alarm. Finally Vandermeiren is a director of the Vascobelo Group, an upmarket Belgian coffee brand with Antwerp as its home port.



Source: Antwerp Port Authority

Jacques Vandermeiren heads Antwerp Port Authority since January 1

BALANCE OF TRADE OF THE BRAZILIAN PLANTED TREE INDUSTRY SHOWS BIG SURPLUS

The Brazilian planted tree industry (Ibá) recorded growth in exports in 2016. During this period exports totaled 12.9 million tons of pulp (+12%); 2.1 million tons of paper; and 1 million m3 (+64%) of wood panels.

Exports revenues: In 2016, the industry achieved exports totaling US\$ 7.4 billion (-1.6%), pulp achieved US\$ 5.5 billion (-0.5%), paper with US\$ 1.8 billion (-7.4 %) and wood panels with US\$ 250 million (+28.2%) Total balance of trade for the industry from January to December 2016 is US\$ 6.6 billion, which represents a 2.4% increase compared to the balance of trade year-over-year.

Exports Destination: The Chinese market stabilized as the leading destination for pulp exports, achieving 38.9% of share (US\$ 2.1 bil-

lion), followed by Europe with 33.1% (US\$ 1.8 billion). Latin America was the main consumer market for paper and wood panels. Exports for the region respectively represented 60.6% (US\$ 1.1 billion) and 54.4% (US\$ 136 million).

Production: Brazilian pulp production achieved 18.7 million tons (+8.1%) last year. Paper production remained stable totaling 10.3 million tons.

Domestic sales: Paper sales in the domestic market surpassed 5.4 million tons (-0.3%) in 2016, while the wood panel segment sold more than 6.2 million m3.

Outlook 2017: "This year will require a great effort from the companies in the planted tree industry to recover the drop in export prices and ensure an actual growth in revenue. The Brazilian Central Bank has been working to keep inflation within the middle of the target, and it is also essential that the Government concludes other reforms so that we can see a sustainable recovery of the Brazilian economy still this year", stated Elizabeth de Carvalhaes, Ibá's executive president. "Under these circumstances, the forestry industry can clearly stand out, since there are expectations of Brazil jumping from 4th to 2nd largest pulp producer in the world already during the first months of 2017, surpassing Canada and China."

PAPER AND BOARD PRODUCTION IN CEPI COUNTRIES SHOWS A SMALL DECLINE FROM 2015

CEPI (Confederation of European Paper Industry) member countries paper and board production has decreased by 0.1% in 2016 compared to the previous year, according to preliminary figures. Total production in 2016 was around 91 million tonnes.

Based on the cumulative data up to the end of the third quarter of 2016 it is expected that total paper and board deliveries by CEPI countries for the year were down by 0.7% compared to 2015, whilst internal deliveries were stable. By the end of September 2016, deliveries of graphic grades had decreased by 5.6% whilst deliveries of packaging grades rose by 2.9%.

Exports had fallen by 2.9% by the end of September 2016 with the main markets for exports being other European countries, which accounted for about 37% of all exports (36% in the same period of 2015), with deliveries to Asian countries accounting for about 25% (26% in 2015), 12% being exported to North America (11% in 2015), 8% to Latin America and 18% to all other countries.

Preliminary indications are that imports of paper and board into the region have increased by around 6% compared to 2015. Imports from other European countries accounted for 44% of all imports in the first three quarters of 2015 (46% in the same period 2015) and imports from North America had a share of 30% (29% in 2015), with the remaining 26% split between the other regions - Asia 11%, Latin America 6%, and the Rest of the World 9%.

AN ANALYSIS OF RECENT MARKET MOVES: BY THE RISI ECONOMISTS

RECOVERED PAPER

CHINA

After being fairly weak for about two and half years, Chinese recovered paper prices finally rebounded in the second half of 2016, especially in the fourth quarter.

Several factors are believed to have contributed to the strong price rebound. First, the recovering manufacturing sector improved the Chinese paper packaging sector significantly in the fourth quarter of 2016. The Chinese average manufacturing PMI in the final quarter of 2016 came in at 51.4%, the highest reading in quite a few years, indicating that the country's manufacturing segment started to improve recently after being weak for quite a while in 2015 and the first half of 2016. The transaction prices for containerboard in eastern China shot up by about RMB 1,700/tonne between June and December 2016 and about 90% of the jump was registered in the fourth quarter. The improving paper packaging sector then laid a solid foundation for the rebounding Chinese OCC markets.

Second, increasing labor and transportation costs for domestically collected recovered paper and rising ocean freight costs for imported grades helped push up both domestic and imported recovered paper prices in China. Hanjin's bankruptcy and the new regulations in China increased ocean freight costs and local transportation costs, respectively. Rising labor costs in China have been a significant challenge for Chinese recovered paper suppliers.

The speculation on both the demand and supply sides also impacted the price movements for recovered paper. In addition, the sharp depreciation of Chinese renminbi relative to the US dollar and the expectation that the devaluation will continue in 2017 encouraged some traders and paper mills to import more US recovered paper than usual.

As the largest recovered paper consumer and importer, the market movements in China are no doubt tightly connected to the international markets. Healthy domestic demand in North America and Western Europe, the largest two recovered paper exporters, limited the volume available for shipment to China. Prices in these regions were also quite strong in the second half of 2016. The rise in online shopping slowed recovered paper collection growth, especially OCC, in North America. As online shopping becomes more and more popular, larger amounts of paper packaging materials, mainly corrugated boxes, are shipped to households. The recovery rate for OCC from households is believed to be lower than that from retail and grocery stores. The "Amazon effect" therefore reportedly resulted in less OCC being recycled in the USA around the holiday season of 2016.

Entering 2017, Chinese prices for domestically collected recovered paper finally stabilized and dropped in the second half of January, while the import prices stayed on an upward trend. Even the Chinese Lunar New Year was not able to stop the price run-up for the imported grades. But how long will the strong prices last? The part of the increase that is related to rising costs is likely to remain. Strong domestic demand in the major exporting regions will probably continue as well, thanks to the expansion of recycled containerboard capacity. In addition, other developing countries in Asia, such as India, Vietnam and Indonesia, will compete with China to fulfill their growing import demand for recovered paper. Consequently, the overall demand/supply balance for recovered paper is expected to remain tight on a worldwide basis in 2017.

CURRENCY

EUROPE

The "Brexit" vote in the summer of 2016 and the election of Donald Trump to the Presidency of the United States were strong signals of a dramatic change in the direction of the globalization trend, with both of these events confounding the predictions of experts and talking heads. It seems that we are now embarking on a cycle of deglobalization and the rise of populism and nationalism, with significant implications for the world economy as a whole, and Europe in particular.

One of the key features of globalization has been increased economic integration through free trade agreements, and in the case of Europe greater political integration and a common currency.

In the short to medium term, however, the biggest risks from this new trend of dis-integration are to the euro currency, and the European project as a whole. Over the next 18 months, there will be elections in a number of EU members, including the three biggest: Germany, France and Italy. Italy's constitutional referendum failed, forcing Prime Minister Renzi to resign and lead to the appointment of a caretaker government and elections no later than mid-2018. Italians are no strangers to elections, having gone through 65 governments since 1946, with only one government serving a full five-year term. (When asked whether it was difficult to govern Italy, Giovanni Giolitti, a statesman from the previous century responded: "Not at all, but it's useless"). The latest polls show the anti-euro 5 Star movement leading in the polls, which along with the far-right Northern League party could garner close to 45% of the votes. The Netherlands votes in mid-March of this year, and the euro-skeptic PVV party led by Geert Wilders is leading in most polls. France will hold its first round of elections in April, and the National Front under Marine Le Pen will likely advance to the second round. Germany will vote in the early fall, and the recent terrorist acts as well as the migrant crisis have raised the popularity of the nationalist AfD party.

With the wind at their backs following Brexit and the Trump victory, all of these parties have promised to hold referenda on their countries' relationship with the EU. Polls in individual EU countries show varying levels of support for remaining in the union, but the overall trend



(with the exception of the northern European countries) has shown a steady erosion of support. The euro currency fell after the Brexit vote on June 23 of last year, although it regained some ground in the summer. But after the election of Donald Trump, it dropped more dramatically, and has continued to trend lower. Undoubtedly part of this has to do with the strength of the dollar—the dollar index has rocketed to a 14-year high since then. But concern about the rise of populist anti-euro parties has also affected the currency.

A perfect storm is setting up to take the euro below parity versus the US dollar for the first time since early 2000, about a year after the currency was first created. Monetary policy divergence between the US Federal Reserve and the European Central Bank (ECB) will likely increase during 2017, as the Fed has indicated that it will raise interest rates three times, while the ECB will continue its Quantitative Easing program through December of this year. At the same time, elections in Europe loom. If the polls are correct—a big if, given recent results—the Dutch vote in March will bring the anti-EU Wilders to power there, followed in short order by a referendum on remaining in the union. Each of the elections this year and next has a good probability of creating the same issue and will be negative for the currency.

It's unlikely that 2017 will see the breakup of the euro, but political events are pointing more and more at such an outcome over the longer term.

RECYCLED CONTAINERBOARD

CHINA

Questions abound on the sudden increase in recycled containerboard prices in China in November. While recycled containerboard prices have been rising fairly steadily in China since June, there was a huge spike in prices in November, according to RISI's price data. Much of the initial push on prices increases came from larger producers, but smaller producers reportedly joined in during the fall, adding to the pressure for higher prices.

Paper producers have cited several factors behind the higher containerboard prices, including rising OCC, coal and transport/logistics costs. We review some of the available data here to get an understanding of the cost pressures. First, there has been a dramatic increase in coal prices over the last two months of 2016 relative to 2015—although they are not much different from where they were back in 2015. Coal prices in China (5,500-6,000 BTU Power Coal) reached a bottom late in 2015, were fairly flat over much of 2016, but took a turn higher beginning in late summer, with large gains in September and October.

Second, there has been a sharp increase in OCC costs. OCC prices for imported paper from the USA took a slight dip in late August and levelled off in early September, but then started to climb later that month and in October and November. These increases were brought on by rising ocean freight costs (due to Hanjin's bankruptcy) and higher local transport costs (due to new regulations in China limiting the size and weight of truck loads). Sourcing issues in the US were also a

factor as demand there picked up, leaving less tonnage available for export. Domestic OCC paper prices have followed a similar upward trajectory. Starting from a low in April 2016, they climbed through July and then were flat until they jumped 16-17% in November for both pre- and post-consumer OCC. The jump in November was fueled by panic buying and speculation, feeding off of the situation in the Chinese packaging market.

How did this happen at a time when there seems to be plenty of supply in China's containerboard market? There are several factors that likely led to the sudden tightening in the market and panic buying. First, inventory levels at producers and box makers were low for numerous reasons. The G20 Summit held in Hangzhou City in Zhejiang Province forced many producers in East China to take downtime in September (by some accounts, some producers started taking downtime in mid-August), which depleted inventories both for producers and converters. Buyers also had concerns in October of further potential downtime due to an Internet-related conference being held in Jiaying City in Zhejiang Province, although the government had not announced restrictions at that time. In addition, converters reportedly are not making money and have been tending to carry low inventories as a result.

Second, demand improved by more than was anticipated during the typically stronger fall season. Third, the level of excess supply may not be as much as thought due to ongoing closures for environmental reasons and low profitability. And fourth, we saw significant panic-buying as producers continued to announce increases over the course of the month and buyers became concerned that they would run short on volumes and prices would continue to rise.

So how long will these higher prices last? The part of the increase that is driven by costs is likely to remain. We used RISI's Analytical Cornerstone cost tool to assess the recent effect on costs and how much they have contributed to the increases. Our analysis considers a 30% increase in coal costs, 24% increase in OCC costs (these comparisons are comparing average levels in the second quarter of 2016 to the costs in October/November) and the impact of the new transport regulations on delivery costs. We also consider the depreciation of the renminbi over this period. From this assessment, looking at kraft top linerboard as an example, we estimate that costs for this grade have risen by RMB 315-395/tonne and an average of RMB 375/tonne since the second quarter. This explains much of the gradual rise over recent months.

We do not expect these higher prices to last long. OCC costs seem to be declining a bit and coal costs are also coming down. The high demand season also drew to an end as the Chinese New Year holidays approached. Furthermore, converters reportedly have higher inventories after purchases made in November, although producers may not. How much prices will come down depends on where costs settle out, as we do expect that the portion of the increase resulting from higher costs will remain intact. So we predict that prices will drop back in January and February. A quick analysis would suggest the level of decline may be about half of the upturn seen.



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Stay in touch with IFPTA

IFPTA

International Forest Products Transport Association (IFPTA) is registered in the USA as a non-profit mutual benefit corporation, 1982.

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IFPTA Journal

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The Journal welcomes articles of between 1,000-2,000 words on any aspect of the forest products transportation sector.

For IFPTA Journal editorial team, contact:
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IFPTA website

www.ifpta.org

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The IFPTA Journal accepts full page and half page advertisements provided that they serve the interests of the association. The word "advertisement" may be added to the page when an advertisement resembles editorial content. Advertising opportunities are also available in the IFPTA Membership Directory and on the IFPTA website.

Journal advertising rates

4-Color	One-time	4 times/year	One-time	4 times/year
1 page	\$1,945	\$1,785	€ 1,555	€ 1,430
Spread	\$3,380	\$3,090	€ 2,700	€ 2,470
Half page	\$1,535	\$1,360	€ 1,225	€ 1,100
Black/White				
1 page	\$1,370	\$1,230	€ 1,230	€ 970
Half page	\$1,070	\$965	€ 965	€ 765
Cover				
2nd	\$2,150	\$1,965	€ 1,715	€ 1,570
3rd	\$2,150	\$1,965	€ 1,715	€ 1,570
4th	\$2,250	\$2,060	€ 1,785	€ 1,650

Net Rates

For IFPTA Journal, website and directory advertising sales, contact:

Remy Poos
Tel: +32.497.050.735
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