



**CANADA FOREST PRODUCTS DAY**  
**OCTOBER 2, 2008**  
**KALLO (Antwerp)**

**Short presentation of the intervening parties**

**WESTERLUND GROUP ([www.westerlundgroup.com](http://www.westerlundgroup.com))**

The Westerlund Group is a world leader in the handling and logistics of paper, pulp and other forest products and provides a complete distribution service for producers and consumers through its port terminals in Antwerp, Rouen and Changshu.

In 2008 the Westerlund Group handled over nine million tons through its regional operations in Belgium, France, the United Kingdom and China, and the group also owns and operates the world's largest terminal specialising in forest products and a bulk kaolin receiving terminal on Antwerp's right bank.

**Full logistical services**

Westerlund's activities have developed rapidly over the past few years beyond traditional stevedoring to include full logistical services, including complete distribution to final clients as well as the exporting of paper from Europe. The group combines its expertise in pulp and paper handling with strategic partners in order to offer a seamless logistics network. Forwarding by road, rail, barge or sea, or any combination thereof, is carried out by a single service provider for reliable and competitive export solutions.

A worldwide network of company-owned and managed terminals ensures high quality warehousing for safe storage and efficient handling. As part of its comprehensive service to both producers and consumers, the group also provides a full online tracking system to monitor shipments at all stages of the paper chain. A major accomplishment with regards to quality control was Westerlund's achievement in 2002 of simultaneous ISO 9001 and ISO 14001 certification, becoming the first Belgian terminal operator to obtain this distinction. Ongoing investment in systems, procedures and training at its various terminals ensures that Westerlund provides the highest quality service while having the least impact on the environment and the community.

2008 has seen a major development for the group with the decision by Babcock & Brown Infrastructure (BBI), Europe's largest bulk and break bulk operations group specialist, to acquire the Westerlund Group. Through its majority-owned subsidiary Benelux Port Holdings, BBI acquired a majority shareholding in the Westerlund Group as part of its long-term business strategy of acquiring and developing high quality port companies. BBI employs 2,900 people worldwide in its port holdings and operations and handles approximately 150 million tons of various commodities annually. In 2007 BBI achieved group revenue of €0.8 billion.

## **FPAC ([www.fpac.ca](http://www.fpac.ca))**

The Forest Products Association of Canada (FPAC) is the voice of Canada's wood, pulp, and paper producers nationally and internationally in government, trade, and environmental affairs.

The Canadian forest products industry records \$80-billion annually in sales, accounts for 12% of Canada's manufacturing GDP, directly employs nearly 300,000 Canadians, and is the economic backbone for over 300 communities across the country. FPAC represents the largest Canadian producers of forest products. Our members are responsible for 75% of the working forests in Canada.

Third-party certification of member companies' forest practices is a condition of membership in the Association - a world first. FPAC has developed a comprehensive European program to support the presence and activities of its members in the European market, promote their achievements and defend their interests.

The program aims to build a strong brand image for our members and their products in the European market by leveraging the collective strengths of the Canadian forest products industry - its experience as an international trading partner, its reputation as a producer of innovative and quality products and its global leadership in sustainability performance and environmental stewardship.

FPAC Europe monitors trade policy, provides leadership and information to Canadian firms and their European offices on environmental and market access issues, and liaises with Canadian government offices in Europe on forestry and trade issues.

## **QUEBEC WOOD EXPORT BUREAU ([www.quebecwoodexport.com](http://www.quebecwoodexport.com))**

The Québec Wood Export Bureau (Q-WEB) is a non-profit organization showcasing wood products from Québec in export markets. Representing more than 200 manufacturers in different sectors, the Q-WEB provides you with direct access to Québec's vast array of wood products: Softwood Lumber

- Value-added softwoods
- Hardwood lumber
- Value-added Hardwoods
- Hardwood flooring
- Pre-fabricated wood-frame housing

The Q-WEB goals are:

- To consolidate existing markets by increasing overseas customer awareness and confidence in the commitment of Quebec wood manufacturers to export reliability, continuity and quality;
- To identify and quantify new specific overseas markets where potential exists for Quebec value-added wood products and to introduce member suppliers to those individual markets compatible with their product potential;
- To provide the market information necessary to assist suppliers in producing according to a variety of overseas market needs.

Q-WEB can:

- Connect you with suppliers that have what you want at the right price.
- Provide technical and promotional information about wood products and the companies that manufacture them.
- Tell you what you need to know about the characteristics and uses of wood products from Québec.
- Inform you on codes and standards that apply to wood products from Québec.
- Give you prompt Internet bids from our members on pricing and product availability.

## **THE MISSION OF CANADA TO THE EU ([www.international.gc.ca/canada-europa/eu/](http://www.international.gc.ca/canada-europa/eu/))**

The Mission of Canada to the EU represents the Government of Canada on EU-related issues, maintains and develops cooperation between Canada and the EU, and monitors the development of EU policy and legislation and its impact on Canada. It works closely with the EU institutions and the 27 EU Member States, plus with many Brussels-based think tanks, organisations and Missions of other countries.

The Mission staff includes representatives from 8 different federal government departments and agencies:

Foreign Affairs and International Trade Canada,

Agriculture and Agri-Food Canada,

Canada Border Services Agency,

Canadian Food Inspection Agency,

Citizenship and Immigration Canada,

Department of Justice,

Health Canada and

Human Resources and Social Development Canada .

## **CANFOR PULP AND PAPER ([www.canfor.com](http://www.canfor.com))**

Canfor Corporation, with its head office in Vancouver, is predominantly involved in lumber and NBSK market pulp, plus some panels and a little paper.

Turnover dropped from C\$ billion 4 at the top of the housing market to an estimated C\$ billion 3 this year.

At 7.2 million m<sup>3</sup>, Canfor is the world's third largest lumber producer after Weyerhaeuser at 9.7 and West-Fraser at 8.1 million m<sup>3</sup>.

In 2006, the pulp division was spun-out into Canfor Pulp Income Fund, in which Canfor Corp holds a controlling share of 50.2%.

Its results are consolidated with those of Canfor Corp.

Canfor Pulp generates revenues of approx. C\$ 1 billion.

It produces slightly over 1 million tons of market pulp, all Premium Reinforcement Pulp, plus some 150.000 tons of Kraft paper.

Over and above this, we sell another 400.000 tons of market pulp from the Howe Sound mill, a joint venture between Canfor Corp. and Oji (Japan).

At around 1.5 million tons, our world market share is about 7% when calculated against all softwood worldwide (21 million) and 11% when calculated against NBSK (12 million).

Of the 6 million total Canadian market softwood produced, we represent 25%.