



UPM Pulp and **Canfor Pulp** started a sales and marketing cooperation in January 2014. Now is your chance to take full advantage of totally optimized fibres.

Canfor Pulp Products Inc. is a leading global supplier of pulp and paper products with operations in the central interior of British Columbia. Canfor Pulp owns and operates three mills in Prince George BC. With a total capacity of 1.1 million tonnes of Premium Reinforcing Northern Bleached Softwood Kraft Pulp, Canfor Pulp is the largest North American and one of the largest global producers of market NBSK Pulp. Canfor Pulp also markets 210,000 tonnes of Bleached Chemical Thermo Mechanical Pulp from the Canfor Taylor BCTMP Mill. Canfor Pulp employs approximately 1,200 people throughout the organization.

www.canforpulp.com



UPM Pulp is one of the world's leading producers and suppliers of Northern Softwood, Birch and Eucalyptus pulp. UPM's Pulp Business operates four modern pulp mills – three in Finland and one in Uruguay – and eucalyptus plantations in Uruguay. UPM Pulp's sales and technical customer service cooperate closely with the Group's global R&D network. UPM Pulp employs approximately 1,500 people. UPM's total annual pulp production capacity is 3.3 million tonnes. Pulp Business is part of the UPM Biorefining Business Area.

www.upmpulp.com



The Biofore Company  **UPM**

FIBRE UNITED



Printed on UPM Fine 170 g/m².



OUR COOPERATION
**optimizes
your fibre**

8 REASONS WHY WE ARE ABLE TO BOOST YOUR COMPETITIVENESS



ENHANCED PULP OFFERING

1. Make the most of our unrivalled range of pulp. The wide selection of pulp is composed of northern softwood and Birch pulps as well as southern Eucalyptus pulp.

STRONG TECHNICAL PROPOSITION

2. We focus on Total Fibre Optimization. We offer a suite of pulps based on your needs, whether you want better runnability, enhanced product qualities or cost savings. Let's find the best possible range of pulps for you!

COMBINED POWER OF UPM AND CANFOR PULP SERVICE

3. Tap into our vast pool of knowledge. Backed up by both UPM and Canfor Pulp's research organizations, we are happy to offer technical assistance for all your pulp and paper-related questions.

WE MAKE IT EASY FOR YOU

4. Our sales representatives offer an easy and flexible way to purchase both Canfor Pulp and UPM's fibres. Just contact your regular sales person and we'll take it from there.

DIRECT-TO-MARKET SALES IN ALL MAIN REGIONS

5. Our new sales approach enables faster response times with direct access to us. How can we be of service?

JOIN US AT THE FOREFRONT OF SUSTAINABILITY

6. Now you can also benefit from UPM and Canfor Pulp's long-term sustainability approach. We minimize the environmental impact of our products and activities so you can, too.

RELIABLE AND CONSISTENT

7. We are established operators in the pulp market and here for the long term. We are committed to supplying you with the pulp you want, when you want it and in perfect condition.

READY TO GROW WITH YOU

8. No matter if you are a small, specialized company, a medium-sized operator or a rapidly growing business, we are able to provide the raw material and expertise you need.

PUTTING THE COOPERATION ON THE MAP

- UPM Pulp's sales network represents and co-markets Canfor Pulp in Europe and China.
- Canfor Pulp's sales network represents and co-markets UPM Pulp in North America and Japan.
- Includes six pulp grades supplied from eight mills on three continents.

The pulps within the cooperation:

GRADE	ABBR.	END-USES
■ Premium Reinforcing Northern Bleached Softwood Kraft	PRP NBSK	One of the strongest wood fibres in the world for printing and writing papers, speciality papers and tissue
■ Northern Bleached Softwood Kraft	NBSK	Especially suitable for magazine, fine and speciality papers as well as tissue
■ Northern Bleached Birch Kraft	NBBK	For board, speciality paper and printing and writing applications
■ Bleached Eucalyptus Kraft	BEK	Versatile fibre properties for tissue, board, printing and writing as well as speciality papers
■ Unbleached Kraft Pulp	UBE, UBK	UBE is ideal for electrical applications and UBK for speciality end uses such as fibre cement
■ Bleached Chemical Thermo Mechanical Pulp	BCTMP	High yield grade for board, printing and writing papers and speciality papers

■ Canfor Pulp ■ UPM Pulp