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SERGIO SANTORIO

ANOTHER YEAR!

At this time of the year is common to reflect on everything that happened in order to understand our reality and project new perspectives about the future at the personal and professional level. In terms of ABTCP, the analysis is based on how well we fulfilled our mission of "promoting the technological development of the pulp and paper production chain, in a sustainable and innovative manner, through technical training, information and relationship".

In 2011, matters relevant to the sector were handled in this sense, such as the consolidated report on carbon emissions as the basis for upcoming negotiations on the National Climate Change Plan. Additionally, consistent work was carried out concerning the sector's energy efficiency, showing ways that will make us even more efficient and, through it, be able to reduce our emissions.

The teams of ABTCP co-worker technicians discussed paper production models and presented innovative ideas for structuring our industrial activity, in order to achieve the highly necessary economy of scale that will grant us a much more competitive position in the international market. We also obtained major progress regarding the revision of NR 13, aimed at generating a more realistic positioning in relation to maintaining our pressure vessels, with perspectives of significant savings in our industrial costs.

These examples serve only to remind us of some of the sector's important achievements with ABTCP's participation this year. We have, however, several challenges for 2012 – starting with the uncertain situation of the international economic scenario. European countries are on their way to moratorium; the United States still presents an unstable economy; Asia is growing less than expected.

In turn, at the local level, the government recently introduced stimulus packages for the internal market in order to face a

potential drop in exports. However, we still see little action in terms of infrastructure investments and no effective movement towards the highly necessary tax reform.

All these variables are beyond our control as technicians of one of the most thriving sectors in our economy. Therefore, in a situation like this we need to direct our focus on things that will make a difference for us and for companies. We need to work on the concept of continuous improvement and boost our productivity, developing processes that reduce our costs and consequently contribute to our competitiveness – competitiveness capable of not only ensuring a position in the international scenario, but also preventing an attack on our internal market, particularly paper, which receives intense competition from China.

In order to be more effective and more competitive we need to develop innovative processes with professionals qualified to execute them. As such, in 2012, ABTCP will focus its activities on the "innovation and qualification" binomial, creating room in the pulp and paper sector to discuss the innovation path to be pursued in the short and long terms, within a scenario of extreme competition.

As it will be paramount to prepare professionals in the sector for such a challenge, our Technical Committees will be responsible for heading this mission. At the same time, we need to propose labor training models for the sector that align university curriculums with the needs of our companies.

In summary, I invite all professionals in the sector willing to accept this challenge to join us. We will certainly grow together and provide our sector conditions to achieve better results.

I wish all of you a great Christmas and a New Year full of opportunities!

RESPEITAR O MEIO AMBIENTE É RESPEITAR A TODOS.

Muito além do desempenho econômico, a **Wilke** está comprometida principalmente com os pilares da sustentabilidade, ou seja, cuidamos do meio ambiente, mantemos políticas de trabalho com responsabilidade social e seguimos nossos valores, nossa missão e nossa visão como elementos viabilizadores de uma existência socialmente correta e saudável.

Porque proteger e respeitar é um papel fundamental para a evolução e todos nós estamos embuídos dessa responsabilidade.

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