1. Introduction

2. The desired outputs for the first year (10 minutes)
   . Pricing behavior and price supporting mechanism
     (sub-projects, sub-reports, defined responsibilities)
     --3 research papers
     --4 industry reports

3. Current tasks: (10 minutes)
   --Action items (now):
     a. industry case study (Pat, Shomu, Art, Li)
     b. industry survey (Shomu, Art, JC, Li)
     c. company survey (JC, Art, Shomu, Li)
     d. data collection for model building (Li, Pat, Shomu, JC, Art)
     e. survey of existing pricing models (Li, Pat, JC)

4. Time Table
   --Table details (from the proposal)
   --Interim status reporting (written reports)
   --Annual reporting

5. Policy issues: (10 minutes)
   --Regular project meeting & progress reporting
     a. the second meeting: 10/22/01, 10:15-11:45am
     b. the third meeting: 12/03/01, 10:15-11:45am
   --Coordinating Student assistance
     . Graduate student assistance (14 hours/week)
       a. Aselia Urmanbetova <aurmanb@hotmail.com>
       b. Chris Edward ceddie21@aol.com
       c. The student from ISYE.
   . Undergraduate assistance (7 hours/week)
     Matt Kaar <matt.kaar@mindspring.com>
   --Budgeting issues
     summer support
     travel fund for company trip only (total 4 this year)
     no budget for conference trip this year
6. Briefly introduce sub-projects and tasks—plan and time table
   a. industry case study (Pat, 5 minutes)
   b. industry survey (Shomu, 5 minutes)
   c. company survey (JC, 5 minutes)
   d. arranging company visits (Art, 5 minutes)
   e. data collection and direction for modeling (Li, 5 minutes)

7. About containerboard:
   a. pricing, markets, and the industry (Li, 6 minutes)
   b. technology, production, grades—basics (Art, 10 minutes)
   c. major producers (JC, 6 minutes)
   d. containerboard facts (graduate student, Chris, 3 minutes)
   e. Pulp and paper industry terminology (graduate student, Aselia, 3 minutes)

8. Agenda for next meeting and other
Desired Outputs for the First Year

I. Three Papers for Theory and Research

1. **Case study and industry review**
   --a paper on reviewing changes and trends of the pulp and paper industry that have affected price movements in last twenty years.

2. **Review on pricing existing models**
   --A paper evaluating the practices and performance of existing pricing models in the pulp and paper industry.

3. **Pricing behavior model on containerboard**
   --A paper on price modeling with implications for future price in the containerboard sector of the industry.

II. Four Reports for Industry

1. Evaluating existing pricing models
   --a report evaluating the performance of existing pricing behavior models in the pulp and paper industry.

2. Summary of industry survey
   —a summary of the industry survey on pricing behavior and price forecasting activities.

3. Firm-level pricing mechanisms and demand forecasting
   --a report on pricing mechanisms at the firm level and on the feasibility of establishing a real-time market demand forecasting tool for producers.

4. Pricing model and elasticities
   --a summary of pricing behavior models and estimated elasticities with a detailed discussion of the implications that these results have for the pulp and paper industry.
Tentative Schedule:

**I. Month 1-4 (starting now in early September):**
1. Case study of the pulp and paper industry on issues related to price in the last twenty years (McCarth, Banerjee, Ragauskas, Li).
2. Survey of the pulp and paper industry needs in pricing models and on other issues related to prices. (Banerjee, Lu, Ragauskas, Li)
3. Survey and evaluation of the practices and performance of the existing pricing models in the pulp and paper industry. (Li, McCarthy, Banerjee, Lu)
4. Select a producer to survey its price determination and its pricing mechanism in responses to market changes, and to assess the feasibility of using real-time market demand forecasting tools to guide the production. (Lu, Ragauskas, Banerjee, Li)
5. Data collection for price behavior modeling. (all members)

**II. Month 5-7:**
1. Draft the paper and report on industry review related to price in last twenty years. (McCarthy, Banerjee, Ragauskas, Li)
2. Draft the paper and report about the industry survey on pricing issue. (Banerjee, Ragauskas, Lu, Li)
3. Draft the paper and report on the evaluation of the performance of existing pricing behavior models in the industry. (Li, McCarthy, Lu, Li)
4. Draft paper and report of the case study on the producer’s response to market changes and on the assessment of setting up real-time market demand forecasting tools. (Lu, Rasguaskas, Banerjee, Li)
5. Continue data collection. (all members)

**III. Month 8-10:**
1. Initial price analysis and pricing behavior model construction. (Li, McCarthy, Lu)
2. Initial estimation of regression models on prices. (Li, McCarthy, Banerjee)
3. Initial evaluation and test on pricing models. (Li, McCarthy, Banerjee, Ragauskas)

**IV. Month 11-12:**
1. Draft paper/report on pricing models. (Li, McCarthy, Banerjee)
2. Final report writing. (all members)