



Fiber Markets

Michigan Recycling

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Pratt Industries Recycling

Pratt Industries Overview



- \$2.5 Billion fully integrated, privately-held packaging company
- Recycle 2.4 million tons of recycled materials annually
 - ~40 million trees saved annually



- 5th Largest U.S. paper and packaging company – 7,000 employees
- Largest 100% Recycled corrugated packaging company in North America



- 4 – 100% Recycled Paper Mills
 - Largest user of RESIDENTIAL mixed paper in North America
 - Mills CONSUME ~10 million pounds/day of recycled paper
- 68 factories in North America
- 17 Material Recovery facilities (MRFs)



State of the Art Technology



Pratt Industries Recent Growth



Valparaiso, IN Paper Mill



Robert Mann
Packaging Acquisition

Beloit, WI Box Plant



Minnesota Corrugated
Box Acquisition



Investing In the Midwest



[http://video.foxnews.com/v/5422967830001/
?#sp=show-clips](http://video.foxnews.com/v/5422967830001/?#sp=show-clips)

Pratt Recycling in Michigan



- Michigan 3,371.84 tons of MXP
- Michigan 1,038.76 tons of OCC
- Total Tons -- 4,411





Pratt in Michigan

- **We have 2 manufacturing facilities in Michigan.**

Livonia, Mi

(Sheet plant)

Grand Rapids, Mi

(Corrugator)

- **Companies we do business with in Mi.**

AJM Packaging

Ford Motor

Peterson Farms

Brose

DSB

Magna

Butcher Engineering

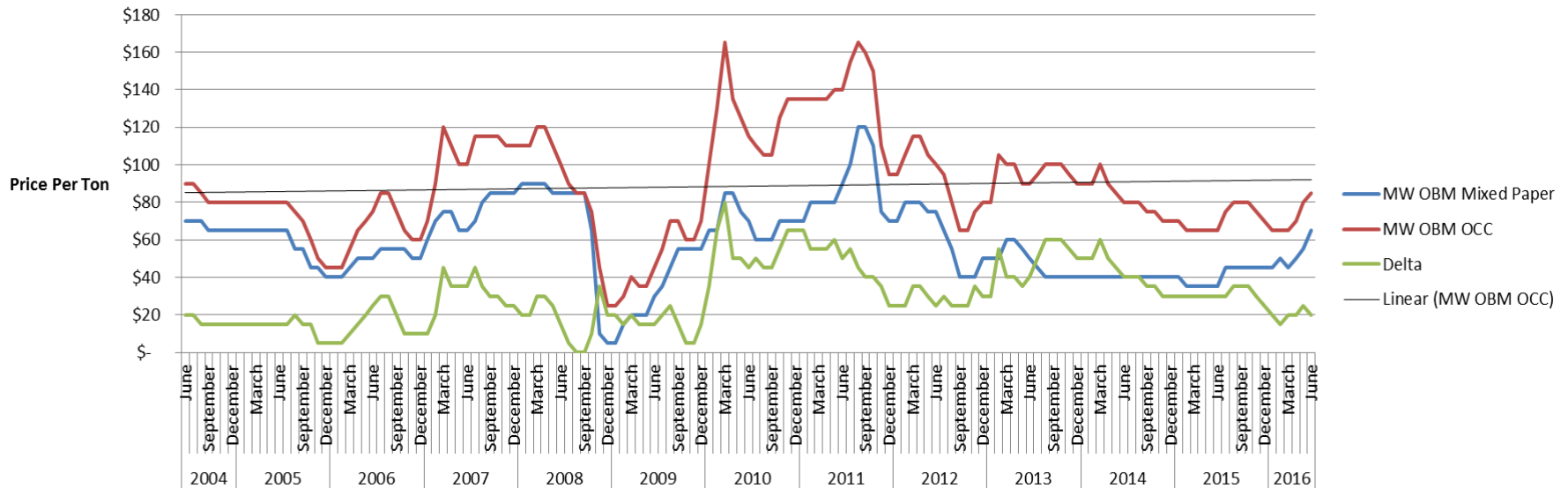
Fabco



Paper Markets

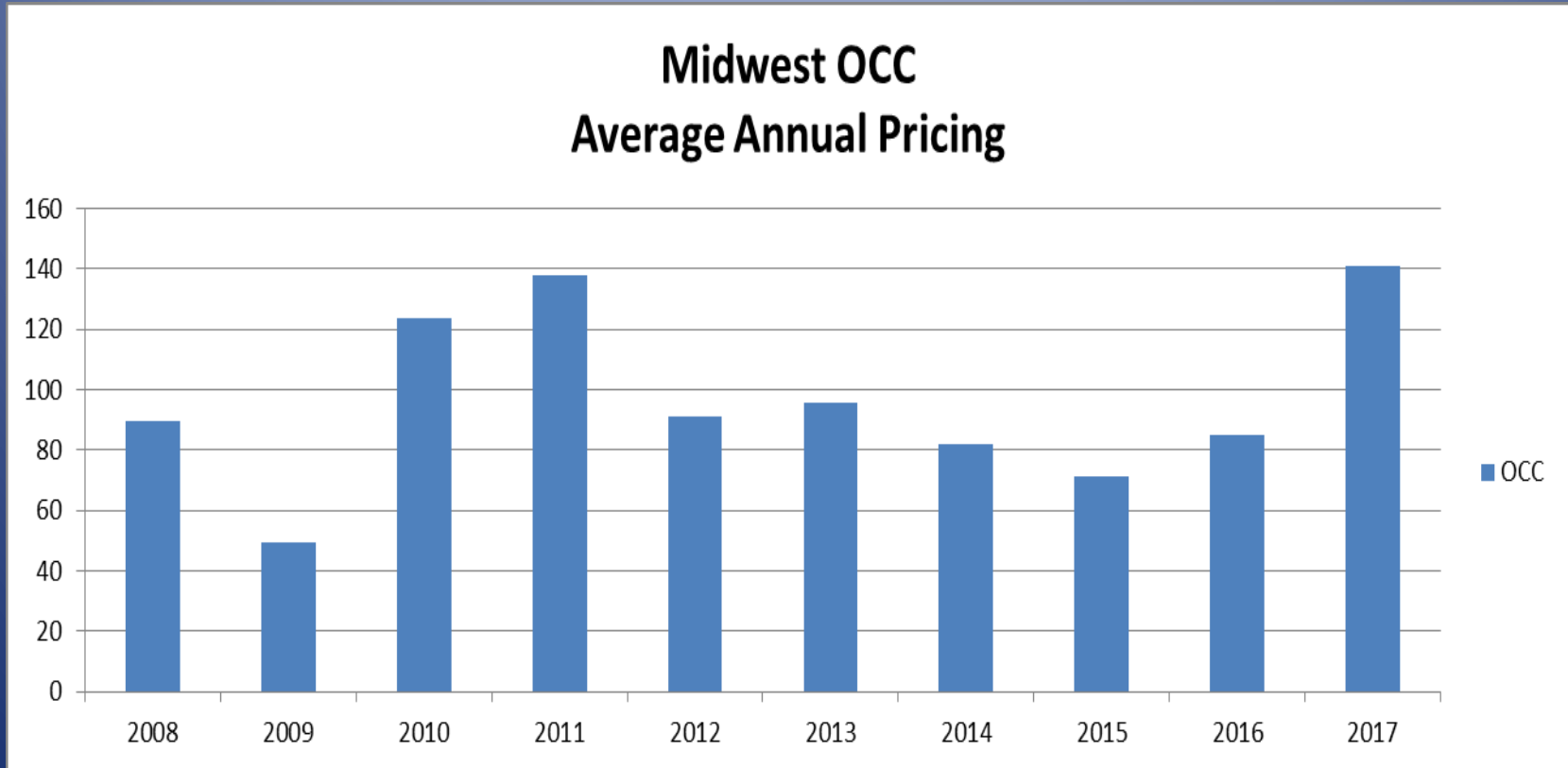
- So what's happened so far in 2017 ?
 - Repeat of 2010 --- \$60 increase in OCC Dec-Mar!
 - Very low Generation and a hot export market as well as strong demand domestically

Midwest Commodity Market
Historical
OCC / Mix



So, what happened in March -May?
OCC Starting to Normalize?

OCC Pricing trends over Last 10 years



Factors/Trends in Recycling



Export Factors



- ✓ China...self-sufficiency (domestic collections)
- ✓ National Sword (Green Fence)
- ✓ New Administration (Border Tax)





Amazon Effect

OCC Growing at Curbside (maybe not)



Technology hurts Paper Generation



Newsprint/Printing & Writing demise

