Markets Matter, Ohio Matters, and China

Pratt Recycling
Today’s Topics

• Pratt Overview

• Pratt in Ohio

• Top Trends and factors in Recycling

• China
About Pratt USA and Ohio
Pratt Industries Overview

~$3.0 Billion and Growing.......... 
Fully integrated, privately-held packaging company

Recycle nearly 3.0 million tons of materials annually 
~40 million trees saved annually

5th Largest U.S. paper and packaging company – 7,500 employees

Largest 100% Recycled corrugated packaging company in North America

Large user of mixed paper in North America

4 soon to be 5 -100% Recycled Paper Mills.... Today 
Mills consume ~10 million pounds/day of recycled paper

68 factories in North America

18 Material Recovery facilities (MRFs)
Close-the-Loop Integrated Pratt...a true “Circular Economy” company
Pratt Purchases nearly 300 MM pounds of paper every year from the state of Ohio.

And, we need more!
Wapakoneta
New Pratt Recycle Plant
Midwest Growth
Pratt’s New 100% Recycled Papermill
Wapakoneta
State of the Art Technology
Markets, Domestic and Global.....

Impacts:

• What we Recycle

• How we Recycle

• The future of Recycling
Midwest Pricing Volatility

Midwest OCC Historical Pricing

Midwest Commodity Market
Historical
OCC / Mix
Domestic Markets

- Everybody wants to be seen as “sustainable”
- Big push to put more “in the bin”
- Examples:
  - Foodservice Packaging
  - K-Cups
  - Flexible Film

Now’s just not the best time!
WISHFUL RECYCLING

Consumers also want to “HELP”

Biggest Issue...Contamination!!
Contamination!!

Most cities understating level of contamination

✓ Its not 15% 20%
✓ More like 30% 40%

Rejects From Our Papermill

China now says…”Enough is Enough”
China and Export

• China Ban…Never an issue of “IF” it would happen, but “when”

• No more Mixed Paper from the US

• We did it to ourselves

So, where do we go from here?
So, What do we do now…

- Focus on Quality
- Take a hard look at any new items
- Find a solution for glass. Not in single stream
- Focus on underserved small and medium commercial recycling for core items…paper and plastic.

Non-Acceptable Items

- Styrofoam Coffee Cups
- Food Packaging & Wrappers
- Tissue Products
Coming soon
Pratt Papermill Wapakoneta