

Today's Changing Recyclable Markets

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Major Factors Influencing Current Market Conditions Domestically

- ▶ China
- ▶ Quality
- ▶ Transportation Challenges
- ▶ Index Pricing

China

- ▶ Tons pushed back into US market
- ▶ US mills are more selective, because they can be
- ▶ Relationships are key

Quality

- ▶ Lower quality material pushed back in market
- ▶ US mills have begun prioritizing
- ▶ Good quality material is still moving



Transportation Challenges

- ▶ Trucking rates have increased
- ▶ Fewer carriers willing to provide trailers as storage
- ▶ Mills more efficient with unloading



Index Pricing

- ▶ Mills are concerned about current pricing levels
- ▶ Long term affect on tons

Good News-New Domestic Consumption!

- ▶ Pratt Wapakoneta, OH
 - ▶ 100% Recycled Container Board Mill
 - ▶ Estimated consumption #425,000 TPY
 - ▶ Mixed Paper/OCC/DLK
 - ▶ Starting Now



New Domestic Consumption Contd.

- ▶ Green Bay Packaging Green Bay WI
 - ▶ 100% Recycled Linerboard/Medium Mill
 - ▶ Estimated Consumption #685,000TPY
Double Current Capacity
 - ▶ Mixed Paper/OCC
 - ▶ 2021 Startup



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