

Marketing Report July 11, 2019

Material Pricing - Paper

Cardboard pricing did not change this month and is holding at \$35/ton.

Several mills and brokers continue to struggle moving our loads with an average wait time of just over three weeks.

In good times, the wait time is just a week.

A few mills have turned to only buying steady tons from larger more consistent customers.

Some area mills are stalling off buying. They try to make promises and then back out.

New England Mills are in general getting enough tons locally, but we are moving what we need to.

We pay the freight for loads going to several mills so they give us \$60-65/ton which includes delivery.

Mixed paper pricing did not change this month. We are receiving \$0 plus a \$20 freight allowance.

Some of the further away mills in the South East have been on a buying spree sort of, but now have slowed down. We were getting \$33-36/ton but the freight is much higher.

Newspaper pricing remains at \$15-20/ton.

Several insulation producers have turned to a #9 news and over issue. We had been supplying these folks back last winter. They look for news without magazines in the pack.

Office paper is moving albeit slowly. Mills have plenty of inventory and this continues to affect pricing. We had been paid \$210 last winter and early spring. This number turned into about \$85/ton.

There have been several mergers and buyouts in Maine in recent times and three competitors became one in the blink of an eye. MRRA uses MJ Holdings / Fox & Ginn out of Bangor for our shredding and document storage.

Plastics

HDPE Natural hovers around \$400 per ton.

Color is now paying about \$220/ton although we received \$285 for a real heavy load recently.

Pet is paying around \$80-\$100/ton. Some of the larger MRF's are getting in excess of \$260/ton, but you have to take into account the load weight of 40,000lbs.

Many buyers of PET are located in the southeast USA so freight can be high.

Plastic #3-7 are paying about \$40/ton for lighter loads that we produce around the state.

One buyer does not want cardboard headers on the bales but will accept heavy plastic as an alternative. Just not vinyl thought.

One Ohio buyer has been inquiring of late about loads in Maine.

Sometimes the PET content of the #3-7 bales is too high. Plastic #3-7 is a challenge to move with all of the clam shells and pet in the bales.

Rigid Plastics were generally paying about \$40-60/ton recently. This is up from a short while ago when one company bid \$10/ton.

LDPE loads are moving a little better than over the winter. We are moving a load for 20/ton. This same load cost us to get rid of a few months ago.

Steel cans go to traditional steel mills this side of the Mississippi and lately to scrap metal dealers who might be mixing them in with other metals they market.

In days past, the better price was generally from the steel mills but not lately.

The price net to customers is running \$107 down south and \$90 down east.

I am seeing freights for Portland area at about \$150 and Ellsworth and down east around \$400 for multiple stop loads.

Light Iron has been selling at \$100/ton for quite some time, Feb-May delivered to Bangor area. Recently we saw two drops, one to \$80/ton in May and then June to \$70 per ton.

General News

The Paper mills at Old Town and Rumford remain a mystery as to when they might start buying recycled fibers.

Most paper grades are moving, but at much lower prices than we have seen in recent memory.

Single stream spot tonnage prices remain around negative \$145-155/ton.

Local news sources report that several Cities and Towns using the new Hampden Facility are making the switch to putting everything in the same waste receptacle. Some of them Dedham, Holden, Brewer, and Bangor.

A town needs to run the numbers to see if it makes financial sense and we can help with that.

Coastal Recycling in Hancock will be opening bids soon for the eventual equipment disposal.

PVC / Vinyl Grant

One of our participants has amassed several large bundles of siding ready for the processor.

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