

## **Marketing Report March 19, 2020 MRRRA Office.**

### **Material Pricing - Paper**

Cardboard pricing is starting to improve. The market went up \$15 in March. There are pockets that are higher and export seems to be improving. One buyer is even offering a \$5 premium. The price hovers around \$50/ton.

Some of the Canadian mills are interested in paper but are having difficulties with transport.

News pricing seems steady in New England. Huhtamaki temporarily removed themselves from the local market and do not buy newspaper currently. We hope this changes in a year or so. Price for news seems to be in the \$25-50 range depending on freight.

Some of the New England mills are looking for tonnage of occ and mixed paper but not all of them. APC paper is still able to take good clean occ loads and some newspaper. Very fussy though so we have to be careful what we send.

Mixed paper movement continues to be difficult. There has been no price change for the good. New England mills are in the \$15 a ton range but with freight the prices turns to negative \$25-25/ton.

West Virginia is taking some but the price ends up in the negative \$50-60/ton range.

There is nothing in the Rumford or Old Town mills for news on recyclables that we can share currently.

We can ship to India for about negative \$95/ton but as China became very fussy they are leaning that way with reported contamination requested to be as low as 1%.

The insulation market is very spotty and they are interested in over issue and #9 paper only. Both of these grades are super clean.

Office paper is moving, but only a few mills are buying. Price is around \$110 per ton.

HDPE Natural was paying very high recently as much as \$1,280 per ton. Just recently it started dropping and a full load nets about \$780 per ton.

Color and Z bales are moving from \$160 - \$250/ton.

PET had been as low at \$20/ton but recently we have seen it around \$60-70/ton.

Plastic #3-7 is moving of for bales with very little #1 and no cardboard headers. We received \$40/ton for several clean loads.

A local cement processing plant, although not ready to take material is hoping in the near future to be able to offer another option for it.

Rigid Plastics are paying in the range of \$15-40/ton. Export is paying \$80 to the port of Boston.

The LDPE market is still pretty crummy. We were able to get a load of boat wrap ordered for \$80/ton picked up recently.

Steel can prices have fluctuated some with the latest March price at \$185 delivered to PA. Freight cost \$1,200-1,500.

Light Iron had been at \$55/ton since mid-December in the Bangor area and \$60/ton in Oakland, ME. This is up from \$45/ton in November. The latest price we have seen for March is about the same.

Single stream spot tonnage prices are steady at negative \$145-155/ton.

We remain optimistic that pricing will continue to increase in coming months on the paper grades.

Plastic grades should start holding their own and metal pricing should continue to remain steady or grow.