

Marketing Report December 4, 2020.

General Market Overview

Both export and domestic prices are up.

The Official Board Markets set prices today for December.

Many grades saw a \$5 increase this month while office paper remained at \$80 a ton, half what was in June of this year.

Natural and Colored High Density Polyethylene really surged over the fall.

A handful of Maine Towns are not processing recyclables while others wait for the return of the Hampden processing facility to start back up.

Many municipalities have returned to a somewhat normal recycling program, well as normal as Covid 19 will allow.

Trucking along the easter seaboard remains a challenge with rates through the roof compared to early fall.

Most grades are paying decent prices either for export or at domestic mills

Pricing:

Paper

Cardboard pricing was steady from July – Nov in the \$60 range. Finally creeping up \$5 in December. A few premiums exist out there, but there are locations where trucking is so challenging that the mills that pay more in Southern Maine won't take extra loads in the north.

Mills in the southeast are hungry for occ and mixed paper, but trucking availability remains a stumbling block.

India and Pakistan are big players right now for occ and mixed paper. They are taking all they can get at competitive prices.

Newspaper is up \$5/ton in New England and Atlantic Canada.

Very few outlets remain for this grade. Shredded office paper and or junk mail mixed in will deter some buyers from taking this grade.

The insulators seem to only want the higher grades of news often called over issue. (returns to the stores from lack of sales.

Maine used to have two outlets in the state for newspaper but one closed and the other moved into a different process that does not require recycled newspaper.

Office paper remains lower in price around \$80/ton. Mills have plenty and are not looking that hard for it. Last June we were getting about \$160/ton for office paper.

Plastics and Steel

HDPE Natural milk jugs stay strong with prices around \$1,200.

Colored seems to be leveling off with pricing around \$360/ton. Z bales mixed color and natural pay about the same as most mills.

They no longer pay a premium for Mixed natural and color in the same bale.

Several mills don't use all that much colored at times leaving few outlets.

Few outlets are available for PET. Once we were able to toss a few bales on with HDPE and move it but currently not many mills want to mess with it.

The going rate for PET is \$60-100 per ton with one southern processor paying more if we deliver it. Freight to Georgia is quite high though.

Rigid plastics are moving with pricing ranging from \$50-80/ton. There are both domestic and export options for the grade.

The #3-7 plastics are moving ok when the specs are followed. There are very few buyers and they are picky but for those who can meet the stringent mill specs they can get about \$20/ton.

Single Stream is still viable with the prices hovering around \$100-140/ton delivered to the facility and about \$40-50 more to further away transfer stations.

Steel cans are moving at \$200 plus per ton delivered to Pennsylvania before freight is calculated.

One scrap metal broker mentioned that prices should increase in coming months.

Some of the far away facilities are netting close to zero currently so this should be welcome news.

Victor