

## **Marketing Report March 16, 2021**

### **Market Overview**

Export prices are up this month. OCC is paying \$190 out of NY and SOW is at \$200 for NY export orders.

Domestic OCC is up \$10 this month to \$90 and SOW (Sorted Office Waste) is at \$105 while White Ledger is at \$140.

This is a \$10 increase on SOW and \$5 increase on White Ledger.

Mixed Paper still steady at \$35 with export around \$65-70 out of Boston.

Newspaper up slightly to \$50, but we are getting \$135 for New England pricing and \$70-75 for Maritime's deliveries.

Natural keeps setting records last week loads went for \$1,600/ton while Color was at \$570 for one buyer. In January we sold a load for \$1,400 for natural and \$400 for color. One buyer recently offered \$470 for a load in the Middle Coastal region.

Cardboard pricing is up again this month by \$10/ton as last month went up \$5/ton. We are now getting \$90/ton picked up in Maine with some mills paying premiums above that.

Mixed Paper is moving at around \$25/ton into Canada. There is also domestic demand in New England while India is screaming for more tons.

Export is netting about \$30/ton for mixed paper in the Southern Maine region and slightly less the further north one goes.

The mill at Old Town seems to be interested in good OCC and the one in Rumford would like to get their mitts on clean DLK (double lined cuttings).

Shipping into mid Atlantic mills is still quite a challenge.

Pennsylvania once cost \$1,200 per truck load but recently a cheap rate is posted at \$1,800-2,000 per trip.

This was of course before fuel prices started to rise in recent days.

Many trucking outfits have had to add on fuel surcharges of upwards of 10%.

Newspaper is in short supply domestically and is paying quite a bit over the official board market price.

There are very few mills around that use this grade but there again there are very few facilities making a grade the local mills want.

The grade pays \$50/ton officially, but no market expects to get it that cheap.

We have seen over issue newspaper going in upwards of \$180/ton.

As insulators grow with a spring building boom we might see it climb higher.

Office paper had been in a slump for a while with prices two months ago around \$90/ton, its not uncommon to see offers over \$120/ton. Freight once again seems to be the big challenge with this grade.

### **Plastics and Steel**

HDPE Natural milk jugs have remained strong. Still paying over \$1,000 per ton and color at least \$300 per ton. We did see a bid for \$1,600 for Natural and \$560 for Color. After that \$1,600 came out one buyer said he lost a load at \$1,640/ton.

#5 Polypropylene is also gaining ground. #3-7 goes for \$40-60/ton but sorted #5 can go as high as \$300 from what we have seen.

PET is moving with a hiccup now and then due to the flat packaging material that gets added to the bottles. The buyers still really want the bottles and will put up with some flat material, but not happily. Recent pricing is around \$160/ton with rumors that it could hit \$240 soon.

I have heard reports about a buyer of #3-7 trying to find ways to incorporate bales heavy on PET into their mix. A presort possibly to glean the good #5 out since that price has been steadily increasing.

They can sort it out at another facility that they are teaming up with.

If this works, bales that once were worthless that cost quite a bit to dispose of in lean times may be worth something after all.

Rigid plastics are paying about \$60-100/ton right now with export pricing at about .065/lb out of Boston.

Steel cans are paying much higher than in the past several months. We just received pricing at \$300/ton delivered to PA. Freight takes about \$75-100/ton off that price.

Some metal companies are paying close to that picked up.

Local metal pricing had not been very active over the winter but recently prices have started a gradual climb.

The Light Iron market in Central Maine is in the \$70/ton range and the further south one goes it seems to be a bit higher.

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