

Marketing Report February 10, 2022

General Market Overview prices and movement

Paper prices in general have remained steady from January to February in New England and all the way to the Mid-West, As one goes west the prices seemed to drop this month with all but the Pacific Northwest prices either staying steady or actually going up a bit for OCC and one of the other high grades.

In fact, Northeast saw the three main grades of OCC, Mixed Paper, and News with no change, but Sorted Office Waste went up \$20/ton and most of the other high grades increased from \$10-20/ton.

Export prices headed to Asia are up \$20 for mixed paper and \$15 for OCC. Freight rates are also on the rise.

India is paying more for OCC. The NY buy price is reported to be \$315 for regular occ and \$330 for Double sorted. Just like Asia, the India freight rates are quite high.

Someone mentioned that a Hapag container runs \$3,000 for the ocean freight. So just the freight for a 24 ton load cost \$125/ton.

Domestic OCC was \$185/ton in September and October. November came around and mirrored August at \$175/ton. We got a Christmas present of \$155/ton and then a New Year's gift of \$145/ton. By the time we are ready to open the chocolates for Valentine's Day we are getting a repeat of New Years at \$145/ton.

The only difference is shipping to parts of Canada might as well be to the moon. Our troubles began well before the Trucker's strike in Quebec. January started seeing trucking rates climb as well as Diesel Fuel. Securing trucks going to Quebec is challenging at best.

Newspaper saw prices decrease over the winter months. September and October saw delivered prices around \$200/ton, however for the last three months \$175/ton is the price to beat. Freight can run \$40-60/ton.

The official Board Market price for Mixed Paper is hovering around \$75/ton in February. This is quite a difference to a year ago when it was \$35/ton. the August before that \$15/ton was a price being paid.

Office paper was paying below \$100 during the latter part of 2020 and early 2021. March 2021 it rose to \$105/ton and has risen \$5-15/month since then until this month when the price jumped \$20/ton to land at \$210. Some mills are paying much more than this to get good tonnage.

Steel can prices were paying in the low \$200's early in 2021 and by mid-year were in the low \$300's. A few blips in the fall with too much supply may have brought the price down a bit. Currently there are few orders, and the price is around \$225/ton after freight.

Aluminum cans when separates generate a bit more revenue, but many towns don't get enough to see a real difference in revenue.

For example, a month ago a 40,000lb load paid \$1,250/ton. February is shaping up in the \$1,760 range. A few alum cans delivered to the local scrap dealer may pay \$600/ton.

Plastic prices for Natural HDPE hit record highs in 2021. We saw well over \$2,200/ton. February pricing is about half that and is closer to \$1,100/ton

Colored HDPE showed a huge increase in price last year and it topped out at about \$1,200/ton. Then this year, as with Natural we saw decreases bringing it well below \$400/ton. In the past few weeks price has started creeping up again to over the \$400/ton mark.

PET, material used for soda pop bottles, fleece, and carpet was paying \$200/ton early in 2021. Then over the year started rising to where it now sits at \$500/ton. Reports tell us it may go higher.

Some of the other grades like #3-7 and Rigid plastics dropped quite low over the fall with a time when \$0-40/ton was a normal price. Both seem to be starting to rebound.

Prices in general are adequate to build revenues in our programs. Maintaining high quality products will help to ensure that we can move the recycled material with less effort than contaminated goods.

Victor Horton
Executive Director