

Marketing Report Dec 6, 2022.

General Market Overview prices and movement

Export as well as Domestic pricing is down as much as \$100/ton since August.

Office paper seems to be slowly losing ground. Just about every material is way down except Natural and color plastic.

OCC was at \$145 for the first 4 months of the year and then \$140 for the next 3 months. After that it dropped like a stone from \$20-40/month until it hit \$35/ton in November. That's a \$110 per ton drop in just a few months. No change for December.

Mills started filling up and cancelling contracts. Export dried up in places with no containers available as the economy worsened and fuel costs skyrocketed.

Mixed Paper went from \$80 to the good to \$0 with some prices after freight ending up at negative \$70/ton. The lucky ones can move loads at zero picked up. No change for December.

Newspaper went from a terrible lack of movement to ok movement and then back to no orders as mills filled their quotas. Last November we were getting \$215/ton delivered while today we are at \$80 per ton delivered to NH. That grade saw a \$100/ton drop from July, so it was even quicker than the cardboard drop. December remains steady with no change.

Office Paper started at \$190 in January, and we got a \$30/ton premium. It peaked in August at \$260/300 where it stayed for three months. November started a slight slide to \$255/295. December saw a decrease of \$10/ton to an official price of \$245/ton.

Steel can pricing was at \$300 in January but over the year we have seen many down turns and bumpy roads with steel cans. Last price we received was \$155/ton into Ontario with PA buying very little and cutting order amounts by lots. Several brokers have full yards of steel bales.

Plastics have declined for the most part with a few exceptions such as Natural that seems to have rebounded lately. Last November we were seeing \$1,700 per ton while late in October I won a bid at \$1,073/ton.

Color was in the low \$100's but a recent bid I put in was at \$255 which was a lot better than recent bids but nowhere near the \$880 last December.

PET had also ridden the rocky road. May 2022 saw bids of \$955/ton to November 2022 a bid for \$210 being a good price.

Plastic #3-7 was moving at \$60/ton in September, up \$20 from March, recently.

Light Iron had dropped over the summer. One company is paying \$105/ton delivered and another is paying around \$80/ton delivered.

Victor Horton
Executive Director