

# INTEGRATED SOLID WASTE MANAGEMENT PROGRAM

## Tracking Commodity Prices



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# *Why Track Pricing?*



- **Market prices fluctuate frequently**
- **Market prices impact fiscal feasibility of recycling material types.**
  - What's profitable to recycle today may not be tomorrow
  - Easier to start recycling a new material than stop recycling one you already are
- **Is “playing the market” smart for my program?**
- **Ensure brokers are offering pricing that reflects market conditions not “their” conditions.**



# *Know Where You Fit In*



- **Geographic's play major role in material pricing.**
  - **Where is the closest end market for my material?**
  - **What is the best way to prepare my material to get it there?**
  - **Would selling larger quantities attract buyers from larger market areas?**
    - **Storage space is essential**
    - **Some materials degrade and loose value if left outside to long. (Plastic and fibers)**



# *Where Do I Park?*





# *How Does My Material Measure Up?*

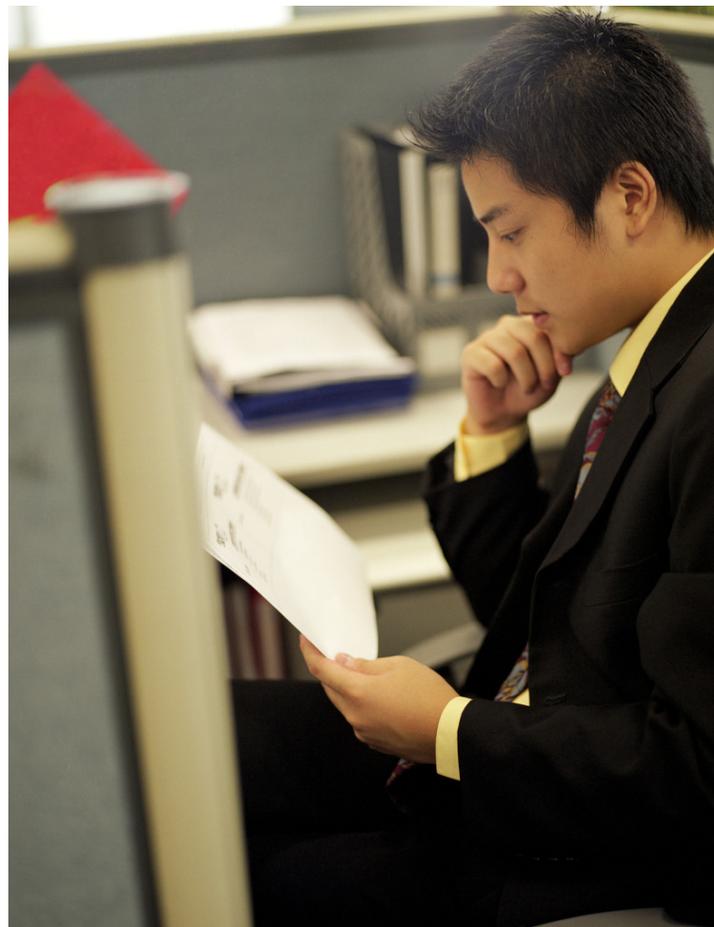


- **Market prices are published for delivered material that is processed to industry standards.**
- **Brokers/processors will adjust for downgraded or commingled materials.**
- **Keep record of price received vs. index price at time of sale.**
  - Use as a gauge
  - Document date processing changes are made that affect sales price (new baler, additional sorting, etc..)



# Where to Look

- **American Metal Market**  
Ferrous & non-ferrous metals  
– [www.amm.com](http://www.amm.com)
- **Iron Age**  
Ferrous metals  
– [www.scrappricebulletin.com](http://www.scrappricebulletin.com)
- **Recycling Today**  
Various materials  
– [www.recyclingtoday.com](http://www.recyclingtoday.com)
- **Waste News**  
Metals, glass, plastics, rubber)  
– [www.wastenews.com](http://www.wastenews.com)
- **Official Board Markets**  
Fibers  
– [www.packaging-online.com](http://www.packaging-online.com)





# American Metal Market



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Prices from June 11, 2008

### EXPORT YARD BUYING PRICES

Estimated prices an export dealer, broker or processor will pay for items delivered to his yard, in US\$/gross ton.

#### Los Angeles

No. 1 heavy melt .....	305-307
No. 2 heavy melt .....	295-297
No. 2 bundles .....	NA
Machine shop turnings .....	200
Unstripped motor blocks .....	375
Auto bodies .....	300
STAINLESS STEEL SCRAP PRICES (\$/ton)	
304 solids, clips .....	2,175-2,200
304 turnings .....	1,975-2,000
430 bundles, solids .....	750

(a) Appraisal price

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and more

