

SALE NO.11 OF 14TH/ 15TH MARCH 2022

COMMENTS

Sri Lanka's Tea Production for February, 2022 has seen a decline of near 4 mkg when compared to the corresponding month of last year, with the crop from the Low Grown elevation in particular dropping by 3.1 mkg. The January to February tea crop this year is only 36.3 mkg, and is lower by 4.5 mkg compared to the same period last year. The non-availability of fertilizer, has, to a large extent, been responsible for this low output, coupled with the drought conditions that were prevalent throughout the period under review.

This week's tea auction (Sale # 11) was conducted on March 14 & 15, 2022 (Mon/Tue/), with a weight of 5.3 mkg, which was a marginal gain of 0.2 mkg when compared to the previous sale's offer quantity. The Low Grown Leafy, Semi Leafy, Tippy & Small Leaf/ Premium Flowery catalogues totaled 2.2 mkg, whilst Main Sale High & Medium had a weight of 0.66 mkg. The Ex Estate category had 0.8 mkg which was similar to the last sale's volume.

There was improved demand for Ex Estate teas, and a wide cross section of teas continued to benefit with dearer prices following the recent devaluation of the SL Rupee against the US Dollar. The select best Western BOP's and BOPF's were substantially dearer following Air Mail enquiry. Below-best BOP's were irregular whilst their corresponding BOPF's advanced Rs.20/- to 30/- per kg. Plainer Western BOP's advanced Rs. 20/- whilst their corresponding BOPF's gained Rs.20/- to 40/-. Selected Nuwara Eliya's BOP's/BOPF's were substantially dearer whilst others were barely firm. Uva/Uda Pussellawa BOP's and BOPF's were up to Rs.20/- per kg dearer.

CTC Teas – The best High and Medium Grown PF1's were 20/- to 30/- dearer. Low Growns were firm and up to Rs.20/- dearer on last week's closing levels. BP1's – There were hardly any High Growns on offer while Mediums were irregular. Low Growns were Rs.20/- per kg dearer. Russian bulk buyers were active. There was improved demand from Japan, Germany and other European niche markets for select liquoring teas. Below best liquoring teas met with good interest from buyers for Hong Kong, Taiwan and China.

Good and strong demand prevailed for most Low Growns. Select best OP1's were fully firm to dearer while below-best teas gained further. The better OP's and OPA's as well as secondary types gained substantially following quality. Select best BOP1's maintained last levels whilst others were firm to selectively dearer. Pekoes/Pek1's met with sustained demand and were generally dearer. Well-made FBOP's and FBOPF1's saw dearer prices whilst below-best cleaner teas advanced sharply. Balance was irregular following quality. There was good demand from Middle Eastern buyers' ahead of the Ramadan Fasting Season, whilst the CIS buyers again supported the clean and stylish leafy teas, and, interest from Russia too was evident for their customary buying standards. Turkey was active on Pekoes while demand from Syria was maintained. Libya continued to support secondary leafy grades. Iraq was active on

This week's auction comprised of 9,605 lots with a total quantity of 5,163,377 kgs.

The catalogue wise breakdown was as follows:-

	<u>Lot</u>	<u>Qty.(Kgs)</u>
Low Grown Leafy	1,704	674,504
Low Grown Semi Leafy	1,175	505,230
Low Grown Tippy	1,958	992,956
High & Medium	1,315	663,546
Off Grade/BOP1A	2,143	1,179,941
Dust	476	457,751
Premium Flowery	291	47,494
Ex-Estate	<u>744</u>	<u>834,867</u>
Total	<u>9,605</u>	<u>5,163,377</u>

In Lighter Vein

The Chinese Doctor

While in China, an American single man acts promiscuous and does not use protection the entire time he is there. A week after arriving back home in the States, he wakes one morning to find his... swimsuit area... covered with bright green and purple spots. Horrified, he immediately goes to see a doctor. The doctor, never having seen anything like this before, orders some tests and tells the man to return in two days for the results. After two days, the doctor tells him, "I've got bad news for you, you have contracted Mongolian VD. It's very rare and almost unheard of here in the US. We know very little about it." The man perplexed asks, "Well, can't you give me a shot or something to fix me up, Doc?" The doctor answers, "I'm sorry, there's no known cure. We are going to have to amputate." "Wait... WHAT?!" The man screams in horror, "Absolutely not! I want a second opinion!" The doctor replies, "Well, it's your choice. Go ahead, if you want, but surgery is your only option." The man shops around, going to many doctors and experts, but they all tell him the same, they must remove the organ. At some point a friend tells him, "You contracted this in China right? Then why not go to a CHINESE doctor?" The man, having not thought of that, seeks out a Chinese doctor in the hopes he'll know more about the disease. The Chinese doctor examines the problematic area and proclaims, "Ahh... yes, Mongolian VD. Very rare disease." The guy says to the doctor, "Yeah, yeah, I already know that, but what can we do? My American doctor wants to cut off my organ!" The Chinese doctor shakes his head and laughs, "Stupid American docttahs, always want operate, make more money that way. No need to amputate!" "Oh, thank God!" the man exclaims. "Yes yes," says the Chinese doctor. "Wait two weeks. Fall off by itself."

LOW GROWN TEAS

LEAFY/SEMI LEAFY

BOP1 : Best on offer maintained last levels; others were fully firm to dearer.

OPI : Select best types gained Rs.40-70/- whilst the other were fully firm to dearer.

OP : Best on offer Rs.40-60/- dearer; others maintained last levels.

OPA : Select best types were Rs.50-60/- dearer; others fully firm to dearer.

PEK/PEK1: Best on offer maintained last levels; secondaries and below best types were Rs.40-60/- dearer.

<u>Quotations (Rs./Kg)</u>	<u>Best</u>		<u>Below Best</u>		<u>Others</u>	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
BOP1	1200 - 2250	1100 - 1850	900 - 1200	800 - 1100	700 - 900	620 - 800
OPI	1300 - 3400	1000 - 2850	950 - 1300	850 - 1000	720 - 950	680 - 850
OP	950 - 1550	800 - 920	750 - 900	700 - 800	650 - 750	550 - 700
OPA	950 - 1450	850 - 1000	800 - 950	750 - 850	600 - 800	580 - 750
PEK/PEK1	900 - 1400	900 - 1400	800 - 900	800 - 900	700 - 800	700 - 800

TIPPY/SMALL LEAF

BOP/BOPSP : Select Best and Best BOP's appreciated. However, cleaner Below Best and cleaner teas at the lower end were dearer substantially. Balance too appreciated to a lesser extent.

BOPF/BOPFSP : BOPF's in general were dearer.

FBOP/FBOP1 : Well-made FBOP's together with cleaner Below Best and cleaner teas at the Lower end appreciated at the commencement of the sale. However, improve further towards the closure. Balance too were dearer to a lesser extent. FBOP1's in general were dearer..

FBOPF/FBOPF1 : Best and cleaner Below Best appreciated substantially. Balance too were dearer to a lesser extent. Select Best and Best FF1's gained. However, cleaner Below Best and cleaner teas at the lower end appreciated substantially. Balance too were dearer to a lesser extent.

FBOPFSP/EXSP : Very tippy teas continued to attract good demand whilst other sort too gained further.

<u>Quotations (Rs./Kg)</u>	<u>Best</u>		<u>Below Best</u>		<u>Others</u>	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
BOP/BOPSP	1100 - 1350	1000 - 1250	900 - 1100	800 - 1000	750 - 900	650 - 800
BOPF /BOPFSP	1100 - 1300	900 - 1160	850 -1100	750 - 900	750 - 850	600 - 750
FBOP/FBOP1	1400 - 1700	1000 - 1450	950 - 1400	850 - 1000	750 - 950	700 - 850
FBOPF/FBOPF1	1200 - 1550	1000 - 1550	900 - 1200	850 - 1000	700 - 900	700 - 850
FBOPFSP/EXSP	3000 - 4850	2500 - 3950	2000 - 3000	1500 -2500	1000 -2000	800 - 1500

(Cont'd... 3)

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP - Best well made FBOPs appreciated Rs.20-40/- and more toward at the closed. Below best types and poorer types too appreciated Rs.30/- above.

FBOPF/FBOPF1 – Neater teas on offer gained Rs.30/- and more; below best types and the poorer types appreciated Rs.30-50/-.

PEK/PEK1 - Neat shotty PEKOE/PEKOE1 types appreciated fairly sharply; secondary mixed varieties were firm to dearer. Teas at the lower end gained Rs.20-30/-.

<u>Quotations (Rs./Kg)</u>	Best		Below Best		Others	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
FBOP	850-1300	800-1700	800-850	775-800	750-800	725-770
FBOPF/FBOPF1	875-1300	850-1160	780-875	750-850	730-780	700-750
PEK/PEK1	780-1250	750-960	700-780	600-750	575-700	525-600

HIGH GROWNS TEAS

BOP: Best Western's - Select invoices appreciated substantially following special inquiry, whilst the others together with teas in the Below Best category were irregular. Plainer sorts were firm and up to Rs. 20 per kg dearer. Nuwara Eliya's - Select invoices were substantially dearer following special inquiry, whilst the others were firm to marginally dearer. Uva/Uda Pussellawa's were up to Rs. 20 per kg dearer.

BOPF: Best Western's - A few select invoices gained substantially, whilst the others were firm and up to Rs.20 per kg dearer. Teas in the Below Best category gained Rs.20-30 per kg. At the lower end coloury teas were Rs.20-40 per kg dearer; whilst the lighter/thinner liquoring teas were firm and dearer to a lesser extent. Nuwara Eliya's - Select invoices were substantially dearer; whilst the others were irregular. Uva/Uda Pussellawa's were firm and up to Rs. 20 per kg dearer.

<u>Quotations (Rs./Kg)</u>	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	740-1500	720-1300	760-960	730-850
Below Best Westerns	650-730	630-710	690-750	670-720
Plainer Westerns	570-640	560-620	600-680	640-660
Nuwara Eliyas	610-900	820	920	740-780
Brighter UdaPussellawas	620-760	640-690	680-740	630-720
Other Uda Pussellawas	500-540	600	650-670	600-610
Best Uva's.	650-690	660-760	670-750	680-730
Other Uva's	630	590-600	640	610-640

MEDIUM GROWN TEAS

BOP: Teas in the high price bracket continued to sell well at firm to dearer rates, whilst the others were Rs,20-40/- per kg dearer..

BOPF: Neat leaf coloury sorts were firm and Rs.10-20/- per kg dearer; whilst the others and particularly teas at the lower end, were Rs.20-30/- per kg dearer.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	650-1200	650-1400	630-790	700-750

CTC TEAS

High Grown:

BP1 - Hardly any offerings.

PF1 - Rs.20-30/- per kg dearer.

Medium Grown :

BP1 - Irregular.

PF1 - Mostly Rs.20-30/- per kg dearer.

Low Grown :

BP1 - Select invoices were substantially dearer; whilst the others were Rs. 20-40 per kg dearer.

PF1 - Firm and up to Rs.20/- per kg dearer on last week's closing levels.

Quotations (Rs./Kg)	PF1		BP1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	520-680	490-660	570-580	Not Quoted
Medium	500-670	430-630	490-580	460-550
Low	400-960	410-840	460-780	Not Quoted

OFF GRADES

FGS/FGS1:

Select best Liquoring FNGS/FNGS1s firm to dearer Rs.10-20/- whilst poorer sorts were advanced Rs.20-40/-. Clean Low Grown FNGS1 advanced Rs.30-60/- per kg whilst others followed a similar trend.

BM:

Well-made BM's advanced Rs.30-60/-. Best teas and lower end teas dearer Rs.30-60/-.

BOPIA :

Select best BOP1A's advanced by Rs.40-60/- and at times more whilst best and below best appreciated by Rs.20-30/-.

QUOTATIONS (Rs./kg)	HIGH		MEDIUM		LOW	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Good Fannings (Orthodox)	450-660	450-610	490-630	420-580	550-630	450-600
Good Fannings (CTC)	410-520	380-450	420-520	320-440	420-520	380-440
Other Fannings (Orthodox)	450-520	400-480	450-520	400-490	450-520	400-490
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	600-660	530-600	600-660	530-600	600-680	530-610
Other BM's	550-600	410-500	550-600	410-510	550-600	410-510
Best BOP1As	540-570	540-570	540-600	540-600	540-600	540-600
Other BOP1As	480-530	480-530	480-540	480-540	480-540	480-540

DUST

DUST/DUST1:

Liquoring High Grown D1's substantially dearer as much as Rs.50-100/- per kg; others maintained on last levels. Low Grown Clean Dust/Dust1s' declined by Rs.40/-.

PD:

PD's from High & Medium elevations witnessed a sharp increase by 10-230/- per kg, whilst Low Grown PD's were substantially lower by Rs.40-50/- per kg and at times more.

QUOTATIONS (Rs./kg)	HIGH		MEDIUM		LOW	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Good Primary Dust 1(Orthodox)	650-1020	580-920	510-650	530-630	600-750	630-790
Good Primary PD (CTC)	560-680	530-620	550-640	510-630	650-740	550-630
Secondary Dust	380-420	380-420	320-400	380-400	350-400	350-400

(Cont'd...06)

WESTERN MEDIUM

Kenilworth	BOP	+++	1250/-
*Dartry Valley	BOP		1180/-
*Ancoombra	BOPSP		1080/-
Vellaioya	BOPF/BOPFSP		790/-
*Vellaioya	BOPF/BOPFSP		780/-
Kenilworth	BOP1		1750/-
Dartry Valley	FBOP/FBOP1		1300/-
Nayapane	FBOP/FBOP1		1300/-
*Dartry Valley	FBOPF/BOPF1		1300/-
Cooroondoowatte	OP/OPA		890/-
Harangalla	OP/OPA		890/-
Nayapane	OP1		1250/-
*Uplands	OP1		1140/-
New Fernlands	PEK/PEK1		1250/-

WESTERN HIGH

Great Western	BOP		1500/-
Somerset	BOP SP	+++	1450/-
Mattakelle	BOPF/BOPFSP		960/-
Weddemulla	BOP1		960/-
Glenloch	FBOP/FBOP1		1250/-
Glenloch	FBOPF/BOPF1+++		1140/-
Bambrakelly	OP/OPA		900/-
Inverness	OP1		980/-
Torrington	PEK/PEK1		980/-

NUWARA ELIYA

Mahagastotte	BOP		900/-
Lovers Leap	BOPF/BOPFSP		920/-
Court Lodge	FBOP/FBOP1		1450/-
Lovers Leap	OP/OPA		900/-
Mahagastotte	PEK /PEK1		1200/-

CTC TEAS**HIGH GROWN**

Dunsinane	PF1		680/-
Ulugedara	PF1		680/-
Mt Vernon CTC	BP1		580/-

MEDIUM GROWN

New Peacock CTC	PF1		670/-
Delta CTC	BP1		580/-

LOW GROWN

Hingalgoda CTC	PF1		960/-
Ceciliyan CTC	BP1		780/-

DUST**WESTERN MEDIUM**

Vellai Oya	DUST/DUST1		710/-
*Vellai Oya	DUST/DUST1		670/-
Delta CTC	PD		650/-

WESTERN HIGH

Mattakelle	DUST/DUST1		1020/-
Ulugedara CTC	PD		680/-

LOW GROWN

New Vithanakanda	DUST/DUST1		750/-
Ceciliyan CTC	PD		740/-

UVA MEDIUM

Aruna Passara	BOP		860/-
Uva Samovar	BOPSP	+++	1040/-
Dickwella	BOPF/BOPFSP		1140/-
Dickwella	BOP1		1250/-
Aruna Passara	FBOP/FBOP1		1200/-
Dickwella	FBOP/FBOP1		1200/-
Sarnia Plaiderie	FBOP/FBOP1		1200/-
Glen Alpin	FBOP/FBOP1		1200/-
Aruna Passara	FBOPF/FBOPF	+++	1180/-
Pettiyagalla	FBOPF/FBOPF1+++		1180/-
*Halpewatta Uva	FBOPF/FBOPF1		1140/-
Dickwella	OP/OPA		890/-
Telbedde	OP1		1450/-
Aruna Passara	PEK/PEK1		1080/-

UVA HIGH

Aislaby	BOP		1060/-
Ranaya	BOPSP		1120/-
Bandaraeliya	BOPF/BOPFSP		740/-
*Battawatte	BOP1		1120/-
Glenanore	FBOP/FBOP1	+++	1400/-
Aislaby	FBOP/FBOP1	+++	1400/-
Oodoowerre	FBOPF/FBOPF1+++		1180/-
Aislaby	FBOPF/FBOPF1+++		1180/-
Ellathota Uva	OP/OPA	+++	960/-
Glenanore	OP1	+++	1200/-
Glenanore	PEK/PEK1		1020/-
*Batawatta	PEK/PEK1		920/-

UDA PUSSELLAWA

Delmar	BOP	+++	940/-
Delmar	BOPSP		870/-
Liddesdale	BOPF/BOPFSP		740/-
Ragalla	BOPF/BOPFSP		740/-
Delmar	BOP1		1140/-
Delmar	FBOP/FBOP1+++		1140/-
Delmar	FBOPF/FBOPF1+++		1100/-
*Delmar	OP/OPA	+++	980/-
Gonapitiya	OP1	+++	940/-
Delmar	PEK/PEK1	+++	940/-

OFF GRADES

Dikwella	BP		920/-
*Kotmale Hills	BP		890/-
Dartry	BP		890/-
HingalgodaCTC	PF	+++	840/-
Morawakkorale	BM		840/-
Norwood	FNGS/FNGS1		750/-
Chandrika Estate	BOPIA	+++	900/-
*Chandrika Estate	BOPIA		880/-

LOW GROWN LEAFY GRADES

Lumbini	BOP1		2250/-
Pothotuwa	OP1	+++	3400/-
Pasgoda SH	OP		1500/-
Lumbini	OPA		1450/-
Lumbini	PEKOE		1350/-
Brombil	PEKOE1		1400/-
*Hidellana	PEKOE1		1350/-

LOW GROWN TIPPY GRADES

*Hidellana	BOP		1350/-
Sirimewana	BOP		1300/-
Suduwelipothahena	BOP		1300/-
Golden Garden	BOP		1300/-
Ceciliyan	BOP		1300/-
*Wikiliya	BOP		1250/-
*Makandura	BOP		1250/-
Arbour Valley	BOPSP		1350/-
Brombil	BOPF		1060/-
Ceciliyan	BOPF		1060/-
*Hidellana	BOPF		1040/-
Kiruwanaganga	BOPFSP		1300/-
*Allen Valley	BOPFSP		1250/-
Golden Garden	BOPFSP		1250/-
A.C.U Super	FBOP		1700/-
Peak Forest	FBOP1		1550/-
Arbour Valley	FBOP1		1550/-
*Sithaka	FBOP1		1450/-
*Hidellana	FBOP1		1450/-
Green Lanka	FBOP1		1450/-
Gunawardena	FBOPF		1550/-
Himara	FBOPF		1450/-
*Katanwila	FBOPF		1400/-
Sithaka	FBOPF1		1350/-
New Vithanakanda	FBOPF1		1350/-
Lumbini	FBOPF1		1350/-
Pallegama	FBOPF1		1350/-
Ceciliyan	FBOPF1		1350/-
Uruwala	FBOPF1		1350/-
Spring View	FBOPF1		1350/-
Adams View	FBOPF1		1350/-
Sachitha	FBOPF1		1330/-
*Makandura	FBOPF1		1300/-
*Athukorala Sup	FBOPF1		1300/-
*Hidellana	FBOPF1		1300/-
*Hidellana	FBOPF1		1300/-

PREMIUM FLOWERY

Broadlands SH	FBOPFSP		3450/-
Glen Alpin	FBOPFEXSP		4850/-
Galatara	FBOPFEXSP1		3150/-
Cee Tee Hills	FBOPFEXSP1		2150/-
*Wikiliya	FBOPFEXSP1		2100/-

COLOMBO AUCTION - GROSS SALE AVERAGES

SALE NO.10 OF 09TH MARCH, 2022

	2022			2021	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	669.64	661.14	641.37	598.90	580.11
Western High Grown	705.35	716.01	719.24	660.27	633.20
High Grown	695.32	701.63	697.89	646.55	619.69
Uva Medium	713.24	670.61	667.03	629.64	594.72
Western Medium	623.00	607.70	624.18	607.49	582.87
Medium Grown	649.54	625.23	636.31	612.32	586.12
Low Grown (Orthodox)	796.98	776.89	771.12	699.38	685.58
Combined L.G. (Orthodox + CTC)	776.84	751.64	753.69	687.62	675.73
Total	738.48	718.17	721.80	668.12	650.18

Private Sale Figures (07.03.2022 – 12.03.2022) - 76,166.00 Kgs

Cumulative - 890,617.00 Kgs

DETAILS OF TEAS AWAITING SALE

	<u>Sale of 22nd/23rd March'22</u>		<u>Sale of 29th/30th March'22</u>	
	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	1,678	668,792	1,666	635,298
Low Grown Semi Leafy	1,152	494,741	1,168	491,558
Low Grown Tippy	1,906	967,205	1,864	929,297
High & Medium	1,339	642,556	1,214	575,679
Off Grade/BOP1A	2,062	1,118,679	1,834	981,701
Dust	464	456,066	433	422,977
Premium Flowery	327	53,581	372	56,977
Ex-Estate	<u>736</u>	<u>829,397</u>	<u>690</u>	<u>786,520</u>
Total	<u>9,664</u>	<u>5,231,017</u>	<u>9,241</u>	<u>4,880,004</u>

(Cont'd...08)

CATALOGUES

Sale No.14 of 05th /06th April 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 18th March, 2022 at 04.30 p.m.

Sale No.15 of 19th /20th April, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 24th March, 2022 at 04.30 p.m.

Sale No.16 of 26th /27th April, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 31st March, 2022 at 04.30 p.m.

BROKER'S SELLING ORDER

SALE NO.12

Auction of 22nd / 23rd March, 2022

Leafy/Tippy/BOP1A/ Premium Flower

1. Lanka Commodity Brokers Ltd
2. John Keells PLC
3. Asia Siyaka Commodities PLC
4. Ceylon Tea Brokers PLC
5. Eastern Brokers Ltd
6. Bartleet Produce Marketing (Pvt) Ltd
7. Mercantile Produce Brokers (Pvt) Ltd
8. Forbes & Walker Tea Brokers (Pvt) Ltd

High & Medium/Off Grades/Dust

1. Ceylon Tea Brokers PLC
2. Lanka Commodity Brokers Ltd
3. Bartleet Produce Marketing (Pvt) Ltd
4. Forbes & Walker Tea Brokers (Pvt) Ltd
5. Mercantile Produce Brokers (Pvt) Ltd
6. Asia Siyaka Commodities PLC
7. John Keells PLC
8. Eastern Brokers PLC

Ex-Estate

1. Lanka Commodity Brokers Ltd
2. Ceylon Tea Brokers PLC
3. Eastern Brokers PLC
4. Forbes & Walker Tea Brokers (Pvt) Ltd
5. Bartleet Produce Marketing (Pvt) Ltd
6. Asia Siyaka Commodities PLC
7. Mercantile Produce Brokers (Pvt) Ltd
8. John Keells PLC

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Crop & Weather

For the period of 07th March to 13th March, 2022

Western/Nuwara Eliya Regions

The Western Region reported bright mornings with a few isolated showers in the evenings towards the latter part of the week. The Nuwara Eliya Region reported bright weather throughout the week. According to the Department of Meteorology, misty conditions are expected in both regions in the week ahead.

Uva/Udapussellawa Region

Both regions reported clear mornings and evening showers throughout the week. The Department of Meteorology expects misty conditions in the Uva Region in the week ahead.

Low Grown

Sunny mornings and evening showers were reported in the Low Grown Region throughout the week. The Department of Meteorology expects evening showers and misty conditions in the mornings in the Ruhuna and Sabaragamuwa regions in the week ahead.

Crop Intake

The Western, Nuwara Eliya, Uva and Udapussellawa regions maintained the crop intake, whilst the Low Grown Region reported a slight increase.

WORLD CROP STATISTICS (MKGS)

Country	Month	2021	2022	Difference +/-	To-date 2021	To-date 2022	Difference +/-
SRI LANKA	Jan.	21.94	22.81	0.87	21.94	22.81	0.87

Country	Month	2020	2021	Difference +/-	To-date 2020	To-date 2021	Difference +/-
BANGLADESH	Dec.	6.96	6.93	-0.03	86.39	96.51	10.12
KENYA	Nov.	47.67	50.71	3.04	515.12	485.30	-29.8
SOUTH INDIA	Dec.	20.50	14.80	-5.7	222.00	235.70	13.70
NORTH INDIA	Dec.	53.60	49.7	-3.90	1035.50	1093.30	57.80
MALAWI	Nov.	1.38	1.40	0.02	39.92	46.80	6.9
TANZANIA	Sep.	1.68	1.60	-0.08	21.17	20.10	-1.1
UGANDA	June	5.77	3.57	-2.2	33.94	25.74	-8.20

"Africa Tea Brokers Bulletin of Statistics"

(Cont'd... 10)

- O T H E R M A R K E T S -

BANGLADESH AUCTION

SALE 43 HELD ON MONDAY 07TH MARCH, 2022

CTC LEAF: 4,504 packages of Current Season and 1688 packages of New Season teas on offer met with strong demand.

BROKENS/FANNINGS:: Met with a strong demand and sold at dearer rates. There were negligible withdrawals.

CTC DUST: 2,004 packages of Current Season and 42 packages of New Season teas on offer met with good demand at slightly dearer rates. There were hardly any withdrawals.

COMMENTS: This was the Final sale of the season where a smaller weight of tea which was on offer readily sold at mostly dearer rates. All sections of the market operated strongly whereby practically all teas were sold – bringing a satisfactory closure of the selling season.

NEW SEASON 2022/2023

A few Invoices of New Season teas which were on offer elicited good demand and sold at fairly attractive rates ranging between Tk.299/- and Tk.312/- for Leaf grades whilst in the Dust section, CDs sold at very satisfactory rates upto Tk.445/- per kg for one line of Deanston.

Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Large	NQTA	NQTA	Best	205-210 N	205-215 N	PD	145-222	145-222
Medium	155-170	150-165	Good	170-180	170-175	RD	110-225	110-225
Small	160-175	150-170	Medium	155-170	155-165	D	115-235	115-235
Plain	125-145	130-145	Plain	130-145	135-145	CD	120-262	120-262
BLF	135-145	130-150	BLF	135-145	130-150	BLF	120-140	120-140

COURTESY: NATIONAL BROKERS LTD

(Cont'd... 11)

SOUTHINDIAN ROUNDUP FOR THE WEEK ENDING
12TH MARCH – 2022

KOCHI

CTC LEAF

Demand: Good Demand. All grades sold irregularly around last levels.

LEAF- ORTHODOX:

Demand: Less General Demand

Market: Well made High grown and medium whole leaf and primary broken eased by Rs.8/- to Rs.10/- and sometimes more with fairly heavy withdrawals. The secondary brokens and fannings had fair demand and sold at barely steady levels.

Buying Pattern: Middle East and CIS buyers operated.

DUST

Demand: Fair Demand.

Market: Good liquoring and popular varieties old irregular around last levels. Plainer sorts were irregular and eased by Rs.2/- to Rs.3/- with fair amount of withdrawals.

Buying Pattern: Major blenders were active with useful support from packeteers & Internal buyers operated selectively. Upcountry buyers operated on bolder grades. Best mediums witnessed fair support from internal & regional packeteers.

COONOOR

CTC LEAF

Demand: Fair.

Market: The market continued on an easier trend across all grades and types with prices dropping by Rs.3/- to Rs.5/- on the Mediums and Commons. The price drop moved upto Rs.10/- on the Best and Better types which also suffered fair withdrawals. The sale continued to witness frequent disruptions during the latter part of the sale which had brought down the momentum.

The overall sale percentage is 68% at an average of Rs.91.03

Buying Pattern: Fairly good operation was forthcoming from the Internal buyers with fair support from the Major Blenders. Export has been subdued or rather totally absent.

ORTH LEAF

Demand: Good

Market: The down trend continued and prices dropped by Rs.5/- to Rs.10/- and more following quality.

The overall sale percentage is 83% at an average of Rs.114.47.

Buying Pattern: Fair Internal operation was forthcoming with only SSK Exports seen operating selectively on the Export front.

CTC DUST

Demand: Sluggish.

Market: The sluggish trend continued to haunt the dust sale which had also resulted in the prices plummeting to the lowest levels. The price drop was seen upto Rs.5/- on the Medium and Plainer and upto Rs.10/- or more on the Brighter types.

The overall sale percentage is 52% at an average of Rs.95.86.

Buying Pattern: Fairly good Internal operation was forthcoming with Major Blender lending some support. Export was very selective.

ORTH DUST

Demand: Sluggish

Market: Sluggish trend continued and the prices witnessing a further drop by Rs.5/- to Rs.10/- on the Primary and the Secondary dusts. The Tertiaries were rather barely steady with heavy withdrawals.

The overall sale percentage is 49% at an average of Rs.98.62.

Buying Pattern: Select participation from both Internal and Export buyers

COIMBATORE

CTC LEAF

Demand: Fair demand.

Market: Better medium broken teas were lower by Rs.2/- with some withdrawals. BOPF / PF suffered heavy withdrawals. Medium teas were lower by Rs.2/- to Rs.3/- with heavy withdrawals. Plainer sorts were lower by Rs.2/- to Rs.3/- with some withdrawals.

Buying Pattern: Blenders and packeteers were active on medium and plainer teas. Others selective.

ORTH LEAF:

Demand: Fair demand.

Market: Lower with heavy withdrawals.

Buying Pattern: Exporters were active.

CTC DUST

Demand: Fair demand.

Market: Better medium and popular sorts were lower with heavy withdrawal on bolder grades. Others lower by Rs.4/- to Rs.5/- sometimes more. Medium teas were lower by Rs.3/- to Rs.4/- with few withdrawals. Plainer teas were lower by Rs.4/- to Rs.5/- with heavy withdrawals.

Buying Pattern: Blenders, packeteers and internal buyers were active. Exporters selective.

ORTH DUST

Demand: Fair demand.

Market: Barely steady with few withdrawals.

Buying Pattern: Exporters were active.

Source: Paramount Tea Marketing (SI) Private Limited

15th March, 2022.

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INTERNATIONAL TEA NEWS

International Tea Issues & Trends

Finlays' Art Lopez Talks Tea Industry Issues and How to Promote Tea

By [Aaron Kiel](#)



Art Lopez, marketing director for tea at Finlays Americas (Photo: Courtesy of Finlays)

With the [World Tea Conference + Expo](#) around the corner (it takes place March 21-23 in Las Vegas), World Tea News spoke with one of the speakers for the upcoming event – Art Lopez, marketing director for tea at [Finlays Americas](#).

Lopez will present on “The Journey of Global Tea Trends,” and his session will take place on Tuesday, March 22 at 9:45 a.m.

On the upcoming World Tea Conference + Expo, Lopez said, “I can’t wait to interact with my industry colleagues. Tea is great on its own, but it really is the people and the relationships that breathe life into the industry, to make a global community of people feel connected.”

Passion and Enthusiasm for Tea

Lopez has been a budding tea expert since his first days at Finlays, a leading independent B2B supplier of tea, coffee, and botanical solutions to beverage brand owners worldwide. Lopez’s passion and enthusiasm for tea began nearly 10 years ago when he started his career at the company, working within tea supply chain management. Over the last decade, he has refined his skill set and expertise, developing an in-depth understanding of both the tea industry and the beverage marketplace.

Finlays, part of Swire Group, was founded in 1750. The company has been sourcing tea since 1817 and producing it since the 1870s. Today, with deep roots across the globe and in-depth experience and expertise, the business is focused on unleashing the potential of natural beverages by helping brand owners bring the best from bush to cup.

World Tea News spoke with Lopez about critical tea industry issues, trends and reaching vertical markets or sellers of tea, among other topics. Here's what he had to say.

Question: Hi, Art. Thanks for your time! Let's dive right in. What's the current state and future of the tea market in the United States, in your opinion?

Answer: The U.S. tea market is in a state of flux. There is a change in consumption habits on tea that is highlighting growth in some areas of the category, but at the detriment to other channels. The most obvious is the short term lift we've seen to at-home consumption, mainly in large pack or multi-serve products. This growth was not organic, however. The growth was actually cannibalization from on premise, food service consumption of tea.

The U.S. tea market has never been more primed for innovation. The category has become relatively flat over the past few years. This opens the door for two possible outcomes. The first is that entrepreneurial brands enter the marketplace and shake up the category to spur new growth. The second is that the industry consolidates through merger and acquisition or through divestiture of legacy brands. I personally am rooting for the first outcome.

Question: What's the most critical issue in the tea industry right now and why?

Answer: The biggest issue I see in tea right now is the lack of economic sustainability. Simply put, tea is not being sold for the value that it provides. It's disheartening to think about the amount of time, effort and resources that are poured in to cultivating tea. It includes more than tending to the crop. It includes the livelihoods of those who are in the tea trade – the tea pluckers, the factory workers, the tasters, the logistics teams. Pricing needs to increase to support these aspects of making tea. If it does not, the industry will consolidate, supply will consolidate, and then prices will go up.

Question: In the past, you've talked about taking a narrative approach to promoting tea and educating consumers in the United States, to grow the industry. What can you tell us about that? And what advice do you have for tea companies and tea professionals in this area?

Answer: This is a topic that is very close to my heart. There is a gap that exists between how, where, and who harvests tea around the world, and how much of this information is actually understood by the consumer. In the U.S. market, consumers mostly identify tea by its type – black, green or other. This current level of understanding overlooks key differentiating attributes such as origin, terroir, environmental impact, human impact, process method, blend type, cut grade and even brewing method.

My suggestion to my colleagues in the tea industry would be to take the extra step to build out the story of what makes your tea unique. Is it grown at high elevation? Does it support a community in a tea growing region? The stories within tea are endless and are yet to be told to consumers in North America. Being an employee of a company that's vertically integrated makes this part of my job fun. Finding ways to try and communicate these stories to our customers and brand partners is one of the most challenging and yet most rewarding aspects of my responsibilities.



(Photo: Courtesy of Finlays)

Question: What's your take on tea brands using certification logos – such as Organic, Rainforest Alliance, Fair Trade, UTZ – as a way to connect with consumers? Where does that fit in with the narrative approach?

Answer: Certification logos have a place in the connection with consumers and with the betterment of the tea industry, but only scratch the surface of possibility. The interaction between the average consumer and their tea purchase is typically merely a few seconds. Brand marketers are aware of this quick interaction and have come to rely on certification logos to quickly communicate the sustainability messaging to a consumer within those few seconds.

Brand marketers need to go beyond this quick exchange to bring out the full value in tea. Going the extra step to tell stories of origins, people, and process will help to educate consumers. This build will begin to yield product differentiation and deliver unique value.

Question: How are vertical markets learning about tea today?

Answer: Today, it acts as a game of telephone. The tea grower provides information to the buyer, the buyer relays information to the importer/exporter, they then relay it to the blender/packer, they then provide the information to the brand, and the brand markets to its consumers. By the time the brand receives the finished good, the message has been diluted or construed in a way to show the value at the very top of the chain. This hinders the full story that brands are telling consumers. Some companies operate in two or three levels of the value chain. Very few companies operate in all levels of the vertical chain – Finlays being one of them.

Question: What does the tea industry need to do to connect with vertical markets more?

Answer: Step one is understanding the full vertical chain that brings the product to market. Knowing where the tea goes, how it's used, and knowing where to insert more information about the tea itself is important.

This is a place where the global pandemic may actually provide a positive opportunity for tea to become more transparent. Companies are looking to understand their supply chains now more than ever. This is being done from primarily a risk assessment point-of-view, but companies with a strong marketing presence will analyze this information as well. In this information, they will look for differentiators in product and service to create talking points for their brands. I suspect that the attributes of the tea itself will provide the most opportunity for differentiation and value addition.

Question: Tell us about the current coffee shop scene in the United States, in terms of tea on the menu?

Answer: Tea takes a back seat to coffee in most coffee shops within the U.S. During the summertime, you may see some lighter, refreshing iced teas highlighted on menus. The entire experience within that shop weighs heavily towards coffee. That being said, when I see a challenge, I see opportunity. Tea has an opportunity to create its own identity and consumption habits within the coffee shop.

Question: What can the tea industry do to effectively work with coffee shop owners to elevate tea on the menu and to educate their consumers about tea?

Answer: It will be extremely difficult for tea to overtake coffee during the morning rush. Coffee is a morning ritual for many Americans. However, there is an opportunity for tea during other times of the day. Many coffee shops run promotions during lunch time, afternoon and evening to facilitate movement during off-peak hours. Tea lends itself well in these day-parts.

Coffee shops need to dig deep in uncovering the hidden details in tea that make it unique. Just like what has been done for coffee over the past 20 years. Advertising information such as the origin, the way the tea was produced, how the tea is brewed or served, etc. Highlighting these items during off-peak promotional periods is a starting point. Supporting it with secondary on-premise materials such as tea growing maps and imagery will begin to slowly ingrain itself in to the coffee shop culture.

Art Lopez (Photo: Courtesy of Finlays)

Question: What global tea trends are you paying attention to right now?

Answer: Sometimes the biggest trends are not the newest or most exciting ones. I look at the global relationship between tea and dairy for inspiration. We know that the U.S. market loves indulgent, dairy based food and beverages. Combine this knowledge with global tea consumption habits in India, Thailand, Japan and even Europe and you end up with some very indulgent possibilities. Chai lattes, Thai lattes, matcha lattes or even a “London Fog” are all beverages that have been around for centuries. I ask myself, “Who is really focusing on promoting these indulgent tea beverages to U.S. consumers?” The answer is not many.

But amid rising green coffee prices, these types of indulgent, dairy-based tea beverages may emerge as a new option for traditional coffee customers, particularly in food service. This dynamic is something I will be keeping a close eye on over the next 12 months.

Question: What can you tell us about Finlays and the products/solutions it offers?

Answer: Finlays is unusual in the tea world because it operates in all levels of the supply chain – growing, harvesting, processing, shipping, packing, extracting and solution development. Given the full depth of involvement throughout the chain, Finlays can be viewed as a valuable business to business partner on many different ingredients, goods, services or solutions.

In the USA, there is a fully developed market that is in high demand for full solution providers. We aim to take the complexity out of the world of tea by using a solutions-based approach. Our customers know their brand and the end-use product. We then work backwards to ensure our supply chain, ingredients, and tea development expertise can be combined to create finished solutions for those brands to go-to-market with.

Question: Finlays believes that sustainable sourcing should be a top priority. How is that critical for the beverage industry?

Answer: It is imperative. A sustainable future is the only future we have. It's very easy for us to forget that agricultural products such as tea that make up a daily part of our lives rely on a delicate ecosystem to thrive. This ecosystem is not just in the traditional biology sense, but in the economic and cultural sense as well. If the environment is not supported, the crops will not grow. If the farmers are not supported, they will stop planting. If the community is not there to support the farmers and the fields, then that agricultural operation will go to another livelihood that will support. It's easy to forget this when you're only focused on getting a warm beverage during your morning commute.

Question: How is Finlays innovating?

Answer: Innovation is a big word that can mean many different things to many different people. It can range from a small process improvement on a packing line to the discovery of a brand-new tea varietal. Finlays' global footprint in tea means that we run the full range of these types of innovation.

On a global standpoint, I've always found the work of our agricultural sciences group in Kenya to be fascinating. There they study all the attributes of tea and are constantly performing experimentation with new clone types, growing environments, and even alternate crops. More locally, Finlays Americas has been focused on innovation at the customer level. Focusing on new ways to create finished or near finished solutions that our marketplace wants or needs.

Question: Thanks for your time! We're looking forward to seeing you at the upcoming World Tea Conference + Expo in Las Vegas. Last question: What does the future hold for Finlays and the tea industry?

Answer: Well, Finlays has been in existence since 1750. A company does not last for 272 years without being able to adapt and overcome changes or adversity. The tea industry has been relatively flat for the past few years. This makes it ripe for either consolidation or innovation to shake up the industry. Part of my job at Finlays is to help identify what that change will be and keep Finlays ahead of it. I'll let you know in a few years if I was successful or not. In all seriousness, I can say that Finlays is well situated to leverage its vertical integration to stay ahead of or even influence what these changes might be.

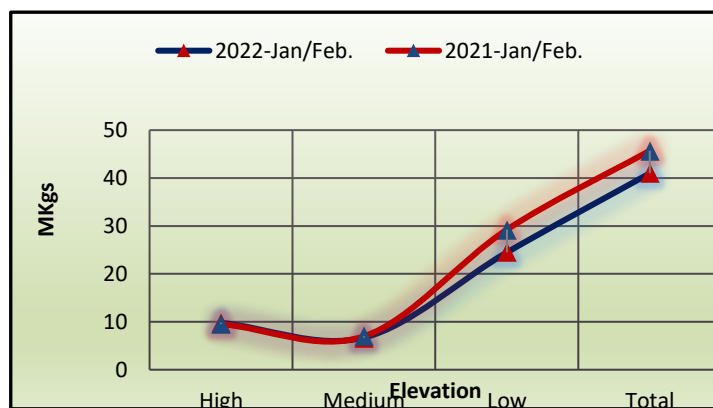
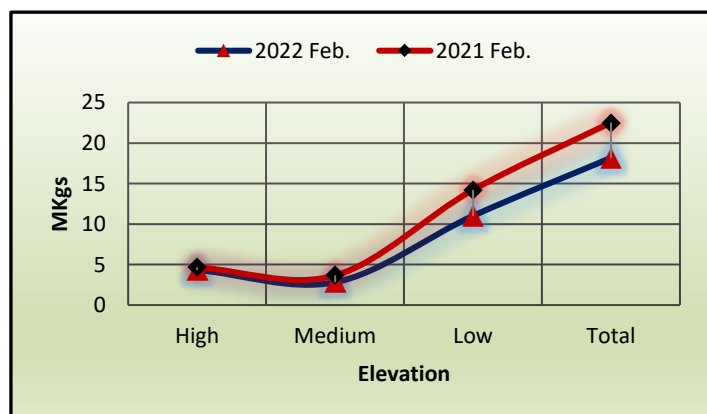
To learn more about Finlays, visit Finlays.net.

Sri Lanka has recorded a Tea Production of mere 18.1 Mkgs which shows a drop of near 4 Mkgs when compared to the corresponding month of 2021. Low Grown elevation in particular has suffered the worst crop loss with a deficit of 3.2 Mkgs precipitated by the non-availability of fertilizer, and, the drought conditions that were prevalent throughout the month under review. During the period January, February, 2022, Sri Lanka's harvest of approximately 41 Mkgs is a decline of 4.7 Mkgs compared to the figure of 45.7 Mkgs achieved in January, February 2021.

Given below are more comprehensive details relating to tea production.

Sri Lanka Tea Production-February 2022 vs. 2021 (In Kgs)

	2022- February	2021- February	+/-	%	Jan/ Feb 2022	Jan/Feb 2021	+/-	%
High	4,336,674	4,649,644	(312,970)	(7)	9,786,902	9,512,803	274,099	3
Medium	2,816,892	3,654,869	(837,977)	(23)	6,708,097	6,965,347	(257,250)	(4)
Low	11,009,892	14,220,741	(3,210,849)	(23)	24,486,456	29,224,915	(4,738,459)	(16)
Total	18,163,458	22,525,254	(4,361,796)	(19)	40,981,456	45,703,066	(4,721,610)	(10)



During the period January to February, 2022 the larger crop harvests have been from the following regions.

1	Ratnapura	6,545,157.00	11	Kelani Valley	1,101,240.00
2	Galle	5,141,242.00	12	Bogawantalawa	1,008,747.00
3	Gampola/Nawalapitiya/Dolosbage	2,960,199.00	13	Kegalle	891,244.00
4	Kalutara	2,523,221.00	14	Upcot/Maskeliya	858,063.00
5	Matara	2,037,200.00	15	Morawaka	857,544.00
6	Deniyaya	1,907,513.00	16	Pussellawa/Hewaheta	854,072.00
7	Nanuoya/Lindula/Talawakelle	1,539,257.00	17	Agarapathana	802,063.00
8	Hatton/Dickoya	1,322,692.00	18	Kadugannawa	764,642.00
9	Balangoda/Rakwana	1,318,911.00	19	Balangoda	710,106.00
10	Demodara/Haliella/Badulla	1,146,007.00	20	Pundaluoya	655,929.00

March 15, 2022.

JRA/sr