

SALE NO.18 OF 12TH/13TH MAY, 2022
COMMENTS

This week's tea auction (Sale # 18) was conducted on May 12 & 13, 2022 (Thursday/Friday), with a weight of 6.1 mkg on offer. The Low Grown Leafy, Semi Leafy, Tippy & Small Leaf/Premium Flowery catalogues totaled 2.5 mkg approx., whilst Main Sale High & Medium category had a weight of 0.88 mkg. The Ex Estate category had 0.96 mkg.

At the Ex-estate sale which was concluded today, both BOP/BOPF's saw a decline in price levels of Rs.30-50/- and more as the sale progressed and further towards the latter part of the sale with the exception of a few select invoices which held firm to marginally dearer on account of special enquiry. Plainer varieties too lost further and at times remained unsold due to lack of suitable bids. The majority of the Uda Pussellawas/Uvas too declined fairly sharply. CTC PF1's from High & Medium elevations declined sharply by Rs.50-100/- and more whilst Low Grown varieties too declined between Rs.50-200/- per kg with a few select types maintaining last levels. The limited availability of BP1's tended irregular. Shippers to Russia and the CIS continued to be operative along with other Western markets. There was selective demand for the better teas from Japan, Germany and other Western Markets. Far Eastern countries too were active.

Overall demand for Low Grown teas witnessed a marginal decline on prices compared to the previous sale but prices realized continued to be attractive. Tippy varieties too followed a similar trend. Shippers to Turkey, Syria and Libya were operative along with Russia and CIS buyers.

Next week auction will be held on Thursday 19th May and Friday 20th May, 2022.

This week's auction comprised of 10,736 lots with a total quantity of 6,140,356 kgs.

The catalogue wise breakdown was as follows:-

	<u>Lot</u>	<u>Qty.(Kgs)</u>
Low Grown Leafy	1,938	844,112
Low Grown Semi Leafy	1,327	599,201
Low Grown Tippy	1,866	1,008,497
High & Medium	1,627	881,945
Off Grade/BOPIA	2,397	1,332,444
Dust	460	457,359
Premium Flowery	310	57,736
Ex-Estate	811	959,062
Total	<u>10,736</u>	<u>6,140,356</u>

In Lighter Vein
The Chinese Complaint

A Chinese man comes to Los Angeles for a holiday. He arrives at LAX and gets a cab to take him to his hotel.

On the way, he sees a few buses, and he says to the taxi driver: "The buses here are so noisy and really slow... In China the buses are very fast!" The taxi driver says nothing. Later the Chinese tourist sees a marine with a few boats sailing by. He comments again to the driver: "The boats here are so slow... in China the boats are very fast!" The driver kept silent and drove. When they get to the hotel, the Chinese tourist gets out of the taxi and asks for the meter reading. The driver calmly tells him the price, and the man is startled.

"Are you kidding?" he yells, "Your buses are so slow, the boats are so slow. If everything else here is so slow then how come the meter of your taxi is so fast!?"

The driver gives him a smile and says: "It's made in China."

LOW GROWN TEAS**LEAFY/SEMI LEAFY**

BOP1 : Select best types sold firm on last levels whilst the others were fully firm to dearer.

OP1 : Best on offer gained Rs.20-40/- whilst the others were irregularly lower by Rs.30/-.

OP : Best on offer maintained last levels; others declined Rs.50-60/-.

OPA : Select best types gained Rs.30-40/- whilst secondaries and poorer types were irregular and mostly lower.

PEK/PEK1 : Select best types maintained last levels; others declined Rs.30-40/-.

Quotations (Rs./Kg)	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>
BOP1	2400-4300	2500-4250	1500-2400	1600-2500	1000-1500	1600-2500
OP1	2500-4350	2500-4250	2200-2500	2000-2500	1600-2200	2000-2500
OP	1400-2500	1600-2750	1100-1400	1300-6700	800-1100	1300-6700
OPA	1600-2800	1500-2650	1100-1600	1200-1500	850-1100	1200-1500
PEK/PEK1	1800-2700	1700-2750	1200-1800	1300-1700	1100-1200	1300-1700

TIPPY/SMALL LEAF

BOP/BOPSP : Well-made BOP's together with cleaner Below Best and cleaner teas at the bottom were firm. Balance was easier following quality.

BOPF/BOPFSP : In general lower.

FBOP/FBOP1 : Select Best FBOP's declined, whilst Best and cleaner Below Best together with cleaner teas at the lower end sold around last levels. Balance was irregular following quality. FBOP1's in general were firm.

FBOPF/FBOPF1 : Very Tippy teas continued to attract good demand and were dearer. Best and cleaner Below Best too followed a similar trend. Balance too sold around last levels. Select best and Best FF1's were firm. Cleaner Below best were firm to selectively dearer. Balance sold around last levels.

FBOPFSP/EXSP : Very tippy teas continued to attract good demand whilst Below Best were irregular following quality, others maintained.

Quotations (Rs./Kg)	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>
BOP/BOPSP	1800-2300	1700-2350	1200-1800	1400-1700	900-1200	900-1400
BOPF /BOPFSP	1600-2300	1600-2400	1200-1600	1200-1600	900-1200	900-1200
FBOP/FBOP1	1800-3300	2000-3900	1400-1800	1400-2000	1000-1400	1100-1400
FBOPF/FBOPF1	1800-3000	1800-2950	1400-1800	1500-1800	1000-1400	1000-1300
FBOPFSP/EXSP	3500-6500	3500-6400	2000-3500	2000-3500	1400-2000	1500-2000

(Cont'd... 03)

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

- FBOP** - Best well made FBOP's tended irregular. Below best neat varieties were firm on last levels. Teas at the lower end lost Rs.20-40/-.
- FBOPF/FBOPF1** - Neater well made types were firm to dearer. Below best and the poorer sorts were firm and a little lower towards the close of the sale.
- PEK/PEK1** - Well made shotty Pekoe1 types met with fair demand. The bolder types lost Rs.20-40/- and more. Below best and the poorer sorts were substantially lower.

<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	1350-2900	1500 - 3050	1200-1350	1275 - 1500	1150-1200	1200 – 1275
FBOPF/FBOPF1	1450-2250	1500 - 2300	1200-1450	1300 - 1500	1000-1200	1000 - 1300
PEK/PEK1	1150-2300	1200 - 2550	1000-1150	1000 - 1200	850-1000	900 - 1000

HIGH GROWNS TEAS

BOP: Best Western's - Few select invoices were firm and dearer following special inquiry whilst the others declined Rs. 30-50 per kg and more as the sale progressed. In the Below Best category too, a few select invoices were firm, whilst the majority were irregular and Rs. 30-50 per kg easier. Plainer sorts declined further. Nuwara Eliya's were irregular. Uva/Uda Pussellawa's were firm with select invoices gaining irregularly in value.

BOPF: Best Western's declined Rs. 30-60 per kg. Teas in the Below Best and Plainer categories declined Rs. 60-80 per kg. Nuwara Eliya's had hardly any offerings. Uda Pussellawa's were Rs. 30-50 per kg lower. Uva's declined Rs. 50-100 per kg.

<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	1500-1850	1500-1620	1300-1550	1400-1620
Below Best Westerns	1200-1480	1240-1480	1150-1280	1200-1380
Plainer Westerns	770-1180	1080-1160	940-1140	940-1180
Nuwara Eliyas	1950	1600	N/A	1500
Brighter UdaPussellawas	840-1080	1080-1160	940-1020	1060-1160
Other Uda Pussellawas	750-760	850-1000	860	980-1020
Best Uva's.	1120-1300	1200-1460	1000-1060	1100-1180
Other Uva's	900-1020	1000-1060	920-980	900-1080

MEDIUM GROWN TEAS

BOP : Sold well around last.

BOPF : Firm and Rs. 20-30 per kg lower.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	900-2000	1080-2050	870-1300	1000-1420

CTC TEAS

HIGH GROWN:

BP1 - The limited volume of teas on offer were firm and Rs. 20-30 per kg dearer.

PF1 - Better sorts declined up to Rs. 100 per kg, whilst the others eased further.

MEDIUM GROWN:

BP1 - Firm to dearer.

PF1 - High priced teas declined Rs. 100 per kg and more, whilst the others were generally firm.

LOW GROWN:

BP1 - Declined Rs. 100-150 per kg and more.

PF1 - Best available were barely maintained, whilst the others declined up to Rs.200 per kg and more following quality.

Quotations (Rs./Kg)	BP1		PF1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	770-890	960-1420	810-1340	720-900
Medium	770-840	810-1300	830-1280	690-800
Low	720-1320	690-2100	720-1950	640-1360

(Cont'd... 5)

OFF GRADES

FGS/FGS1:

Select best Liquoring FNGS/FNGS1s lost sharply by Rs.100-150/- per kg whilst poorer sorts too followed a similar trend. Clean Low Grown FNGS1's too declined by Rs.40-50/- per kg.

BM:

Well-made BM's were irregularly lower by Rs.25-50/-. Best types followed a similar trend. Lower end teas too were lower by Rs.100-150/-.

BOPIA :

Select best BOP1A's (PEK/PEK1types) were fully firm and Best and Below Best teas were irregularly lower by Rs.20-40/- per kg.

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)	820-1020	900-1100	700-950	750-1030	760-980	760-1000
Good Fannings (CTC)	650-800	650-800	650-800	650-800	650-800	650-800
Other Fannings (Orthodox)	525-820	650-900	525-800	650-900	530-700	650-900
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	900-940	920-1100	900-950	900-1100	900-990	920-1420
Other BM's	620-800	700-830	620-800	700-830	600-800	700-830
Best BOPIAs	900-950	900-950	970-1000	970-1000	1300-1840	1300-1840
Other BOPIAs	720-790	740-800	720-800	740-800	720-800	740-800

DUST

DUST/DUST1:

Liquoring High Grown D1's were substantially lower by Rs.100-200/- and more, others were substantially lower by as much as Rs.60-80/- per kg and more. Low Grown Clean Dust/Dust1 were substantially dearer by Rs.100-200/- and more whilst below best teas were firm on last levels.

PD:

PD's from High & Medium elevations were easier by Rs.100-150/- and more whilst Low Grown PD's were substantially dearer by Rs.100-150/- and 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 Dust1 (Orthodox)	950-1100	1000-1360	900-1060	960-1200	1000-1460	940-1380
Good Primary PD (CTC)	850-1090	920-1360	900-1100	950-1220	950-1500	1000-1720
Secondary Dust	600-680	620-700	650-700	700-800	600-700	600-700

(Cont'd...06)

WESTERN MEDIUM

*Dartry Valley	BOP	++	2050/-
Doombagastalawa	BOPSP	++	2050/-
*Hatale	BOPSP		2000/-
Harangalla	BOPFSP	++	1600/-
*Dartry Valley	BOPFSP		1550/-
Nayapane	BOP1		2700/-
Doombagastalawa	FBOP/FBOP1		2900/-
Windsoforest	FF/FF1		2250/-
*Harangalla	FF/FF1		2200/-
*Orange Feild	OP/OPA		1950/-
*Hatale	OP/OPA		1850/-
*Uplands	OP/OPA		1850/-
Harangalla	OP1	+++	2700/-
*Harangalla	PEK/PEK1		2300/-
Doombagastalawa	PEK/PEK1		2300/-

WESTERN HIGH

Bambarakelle	BOP		1850/-
Bambarakelle	BOP SP	+++	1950/-
Norwood	BOPF		1850/-
Torrington	BOP1		2600/-
Torrington	FBOP/FBOP1++		2400/-
Glenloch	FBOPF/FBOPF1+++		2050/-
Bambarakelle	OP/OPA		2050/-
Torrngton	OP1		2500/-
Torrington	PEK/PEK1		1800/-

NUWARA ELIYA

Lovers Leap	BOP		1950/-
Mahagastotte	FBOP/FBOP1		2350/-
Court Lodge	FBOPF/FBOPF1		1750/-
Mahagastotte	PEK /PEK1		1650/-

CTC TEAS

HIGH GROWN

Dunsinane CTC	PF1		1340/-
DunsinaneCTC	BP1		890/-

MEDIUM GROWN

*New Peacock CTC	PF1		1280/-
Delta CTC	BP1		840/-
Donside CTC	BPS		670/-

LOW GROWN

Hingalgoda CTC	PF1		1950/-
Ceciliyan CTC	BP1		1320/-
Ceciliyan CTC	+++	BPS	890/-

UVA MEDIUM

Demondara's	BOP		1900/-
Glen Alpin	BOPSP		1900/-
Dickwella	BOPF/BOPFSP		2050/-
Dickwella	BOP1		2450/-
Glen Alpin	FBOP/FBOP1		2350/-
Halpewatta Uva	FBOP/FBOP1		2350/-
*Halpewatte Uva	FBOP/FBOP1		2300/-
Dickwella	FF/FF1		2050/-
Demodera "S"	FF/FF1		2050/-
Aruna Keppetipola	OP/OPA	+++	1900/-
Telbedde	OP1	+++	2900/-
Dickwella	PEK/PEK1	++	2000/-
*Halpewatte Uva	PEK/PEK1		1950/-

UVA HIGH

Glenanore	BOP		2000/-
Glenanore	BOPSP		1750/-
Uva Highlands	BOPF/BOPFSP+++		1950/-
Uva Highlands	BOP1		2500/-
Glenanore	FBOP/FBOP1		2300/-
Glenanore	FBOPF/FBOPF1+++		2200/-
Glenanore	OP/OPA		1900/-
Glenanore	OP1		2600/-
Glenanore	PEK/PEK1		1900/-

UDA PUSSELLAWA

Mooloya	BOP		1080/-
*Delmar	BOPSP		1650/-
Lucky Land	BOPF/BOPFSP		1020/-
Ragalla	BOPF/BOPFSP		1000/-
Mooloya	BOPF/BOPFSP		1000/-
Alma	FBOP/FBOP1		1950/-
Gordon	FBOP/FBOP1		1950/-
Blairlamond	FBOP/FBOP1		1950/-
*Delmar	FBOPF/FBOPF1		1850/-
Alma	FBOPF/FBOPF1		1850/-
Alma	OP/OPA		1750/-
Gordon	OP1		2450/-
Gordon	PEK/PEK1		1800/-

OFF GRADES

Gangaboda	BP		1750/-
*Dartry	BP		1650/-
Hingalgoda CTC	PF		1320/-
Gunawardana	BM	+++	1700/-
*Aldora	BM		1500/-
Ceciliyan	FNGS/FNGS1		1220/-
Wanarajah	FNGS/FNGS1		1180/-
Mahagastotte	FNGS/FNGS1		1180/-
*Makandura	FNGS/FNGS1		1140/-
*Garden Leaf	BOPIA		1650/-
*Kurunduwatte	BOPIA		1550/-
*Andaradeniya Sup	BOPIA		1550/-
*Chandrika Estate	BOPIA		1500/-

LOW GROWN LEAFY GRADES

Pothatuwa	BOP1	+++	4300/-
*Sithaka	BOP1		4250/-
Pothatuwa	OP1	+++	4400/-
Mulathiyana Hills	OP	++	3000/-
Liyonta	OPA	+++	2800/-
Lakvinka	PEKOE		2400/-
New Mahendra	PEKOE		2400/-
*Mahaliyadda	PEKOE1		2700/-

LOW GROWN TIPPY GRADES

New Panilkanda	BOP	++	2400/-
*Mahaliyadda	BOP		2350/-
Matuwagalla Sup	BOP		2350/-
Peak View Sup	BOP		2350/-
Suduwelipothahena	BOP		2350/-
Wathurawila	BOP		2350/-
Ethoya Watta	BOP		2350/-
New Batuwangala	BOP		2350/-
Pothotuwa	BOP		2350/-
Dullie Ella	BOP		2350/-
*Makandura	BOP		2300/-
Cee Tee Hills	BOPSP	++	2350/-
*KDU Super	BOPSP		2250/-
*Hidellana	BOPF		2300/-
*Sithaka	BOPF		2100/-
*Mahaliyadda	BOPFSP	++	2300/-
*Allan Valley	BOPFSP		2250/-
*Sithaka	FBOP		3350/-
Gunawardana	FBOP1		3300/-
Nimsara	FBOPF		3100/-
Rotumba	FBOPF		3100/-
*Hidellana	FBOPF1		2550/-
*Hidellana	FBOPF1		2550/-
Halwitigala SH	FBOPF1		2550/-

PREMIUM FLOWERY

Brombil	FBOPFSP		6600/-
Dediyagala	FBOPFEXSP		6550/-
Kamarangapitiya	FBOPFEXSP1	+++	6950/-

Dust

WESTERN HIGH

Matakelle	DUST1		1600/-
Dunsinane	PD		1090/-

WESTERN MEDIUM

Delta CTC	DUST1		1060/-
*New Peacock CTC PD			1100/-
Delta CTC	PD		1100/-
*Rothschild	PD		1080/-
Delta CTC	D1		1060/-

LOW GROWN

Pothatuwa	DUST1		1460/-
Hingalgoda CTC	PD		1500/-

COLOMBO AUCTION - GROSS SALE AVERAGES

SALE NO.17 OF 04TH MAY, 2022

	2022			2021	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	1228.35	1217.41	840.98	565.97	582.91
Western High Grown	1204.30	1211.90	846.07	606.82	631.44
High Grown	1213.20	1213.85	844.58	593.42	618.55
Uva Medium	1388.50	1388.67	879.79	579.82	594.93
Western Medium	1214.22	1215.21	754.66	548.01	576.61
Medium Grown	1276.66	1277.22	792.10	558.24	581.80
Low Grown (Orthodox)	1,660.53	1660.53	1005.09	650.17	679.76
Combined L.G. (Orthodox + CTC)	1,623.56	1625.73	978.56	642.59	669.64
Total	1476.02	1473.02	919.07	616.62	644.72

Private Sale Figures (02.05.2022 - 07.05.2022) - 133,747.00 Kgs

Cumulative - 1,219,387.50 Kgs

DETAILS OF TEAS AWAITING SALE

	<u>Sale of 18th/19th May'22</u>		<u>Sale of 24th/25th May'22</u>	
	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	2,133	976,798.0	2,102	946,518.0
Low Grown Semi Leafy	1,526	698,992.0	1,436	645,675.0
Low Grown Tippy	2,003	1,095,517.0	1,884	986,502.0
High & Medium	1,666	929,356.0	1,718	930,281.0
Off Grade/BOP1A	2,475	1,408,775.0	2,549	1,446,067.0
Dust	547	538,478.0	465	456,857.0
Premium Flowery	349	65,508.0	360	69,045.0
Ex-Estate	<u>890</u>	<u>1,063,545.0</u>	<u>802</u>	<u>943,027.0</u>
Total	<u>11,589</u>	<u>6,776,969.0</u>	<u>11,316</u>	<u>6,423,972.0</u>

(Cont'd...08)

CATALOGUES

Sale No. 21 of 31st May/01st June, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 14th May, 2022 at 04.30 p.m.

Sale No. 22 of 07th/08th June, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 19th May, 2022 at 04.30 p.m.

Sale No.23 of 13th/15th June, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 26th May, 2022 at 04.30 p.m.

BROKER'S SELLING ORDER

SALE NO.19

Auction of 18th/19th May, 2022

Leafy/Tippy/BOP1A/ Premium Flower

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

High & Medium/Off Grades/Dust

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

Ex-Estate

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

Crop & Weather

For the period of 02nd May to 08th May, 2022

Western/Nuwara Eliya Regions: Both regions reported bright weather throughout the week. Isolated showers are expected in both regions, whilst windy conditions are expected in the Nuwara Eliya Region in the week ahead according to the Department of Meteorology.

Uva/Udapussellawa Region: Clear weather was reported in both regions throughout the week.

Low Grown: The Low Grown Region reported sunny weather throughout the week. The Department of Meteorology expects sporadic showers in the Ruhuna and Sabaragamuwa regions in the week ahead.

Crop Intake: The Western, Nuwara Eliya and Udapussellawa regions maintained the crop intake. A decline was reported in the Uva Region, whilst the Low Grown Region reported an increase in the crop intake.

WORLD CROP STATISTICS (MKGS)

Country	Month	2021	2022	Difference +/-	To-date 2021	To-date 2022	Difference +/-
SRI LANKA	March	28.80	22.01	-6.79	74.51	63.09	-11.42
BANGLADESH	Jan.	0.28	0.50	0.22	0.28	0.57	0.29
NORTH INDIA	Feb	2.18	1.8	-0.37	2.18	1.81	-0.37
SOUTH INDIA	Feb	15.32	14.60	-0.72	31.21	30.45	-0.76
MALAWI	Jan.	7.00	4.80	-2.20	7.00	4.80	-2.2

Country	Month	2020	2021	Difference +/-	To-date 2020	To-date 2021	Difference +/-
KENYA	Dec.	54.10	52.50	-1.60	569.50	537.80	-31.7
TANZANIA	Dec.	2.37	2.16	-0.21	33.65	28.46	-5.2
UGANDA	Dec.	6.11	5.90	-0.2	70.33	66.39	-3.94

“Africa Tea Brokers Bulletin of Statistics”

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

BANGLADESH AUCTION

SALE NO.02 OF MONDAY 09TH MAY, 2022

CTC LEAF: 17,900 packages of Current Season teas on offer met with a fair demand.

BROKENS: Well made Brokens met with a good demand but at lower rates often declining by Tk.10/- to Tk.20 and these mostly realized prices between Tk.220/ and Tk. 225/-. Smaller Brokens were well supported particularly the brighter varieties but were easier by up to Tk.20/- fetching between Tk.218/- and Tk.227/-. There were few withdrawals. Plain varieties met with some demand and these could be quoted between Tk.180/- and Tk.195/-. There were several withdrawals.

FANNINGS: Good liquoring Fannings were in good demand but prices eased by upto Tk.20/-. These sold between Tk.220/- and Tk.225/-. Medium varieties met with a similar trend and these fetched between Tk. 210/- and Tk.218/-. Plain types met with only some interest and mostly sold between Tk. 175/- and Tk.195/-. There were several withdrawals.

CTC DUST: 3,984 packages of Current Season teas on offer met with good demand. However, Ds and CDs met with better demand and sold well although at slightly easier rates compared to Sale 01. Both Blenders and Loose tea buyers were fairly active on Dust market.

COMMENTS: There was less interest in this week's sale from Loose tea buyers which impacted on the overall price realization in this auction. Well made bright teas were quite well absorbed although at lower rates but other varieties often were difficult of sale. Blenders lent only fair support. Dusts sold well.

Our catalogue (Sale 02): Avg: Tk 215.89, Sold 75.0% & (Sale 01) Avg: Tk 230.15, sold 72.6%.

Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Large	210-218 N	NQTA	Best	225-230	240-250	PD	214-258	213-246
Medium	208-215	210-225	Good	210-225	225-235	RD	160-240	165-265
Small	212-222	220-235	Medium	210-218	218-223	D	178-303	170-309
Plain	185-195	200-210	Plain	175-195	205-215	CD	205-344	200-363
BLF	130-145	130-155	BLF	130-145	130-155	BLF	160-215	165-200

COURTESY: NATIONAL BROKERS LTD

(Cont'd... 11)

MOMBASA TEA AUCTION MARKET REPORT

SALE NO.19 OF 09TH & 11TH MAY, 2022

Only fair demand for the 199,077 packages (13.13m/kgs) in the market at irregularly lower rates with more teas neglected – 29.74%.

The Best **BP1's** on offer saw reduced competition and shed up to USC44 but a few selected invoices advanced by up to USC28 while Brighter varieties ranged between firm to USC4 dearer to easier by a similar margin and many lines remained unsold. KDTA mediums held firm at last rates where sold with plantation mediums irregular varying between steady to USC8 dearer to mostly easier by up to USC13. Plainer descriptions were steady to easier by up to USC24.

Best **PF1s** were steady to USC13 easier while Brighter categories shed up to USC12. KTDA medium were firm to USC4 below last prices with plantation mediums discounted by up to USC16. Plainer varieties lost USC2 to USC20.

The Best **PDUSTs** in the market were steady to USC19 below last levels while Brighter varieties saw reduced interest at firm to USC 19 easier and some invoices shed up to USC42. KTDA Medium were fully firm at previous rates with plantation mediums were discounted by up to USC24. Plainer descriptions eased by USC2 to USC15.

Best **DUST1s** on offer met irregular enquiry ranging between firm to USC11 dearer to mostly easier by up to USC18 while Brighter varieties were steady to easier by USC12. KTDA Mediums were firm to USC12 below last prices while plantation mediums shed USC4 to USC21. Plainer varieties were irregular varying between steady to USC11 dearer to mostly easier by up to USC12.

In the **Secondary Catalogues**, BPs gained while PFs tended easier. Clean well sorted coloury Fannings were irregular but on a balance dearer while similar DUSTs held value. Other Fannings eased with DUSTs steady. BMFs were readily absorbed.

Egyptian Packers, Yemen and Other Middle Eastern countries lent good support but at lower levels with reduced enquiry also at easier rates from Pakistan Packers, Bazaar and UK. Sudan showed good participation while Kazakhstan and other CIS nations were selective. Afghanistan were less active while Iran and Russia were absent. Somalia were active at the lower end of the market.

(Cont'd... 12)

SOUTH INDIAN ROUNDUP FOR THE WEEKENDING

07th MAY, 2022

KOCHI

CTC LEAF

Demand: Good Demand. All grades are selling around last levels.

ORTHODOX LEAF:

Demand: Good demand.

Market: Well made High grown and medium whole leaf & primary brokens sold at fully firm levels. The blacker cleaner secondary brokens & fannings met with good demand & appreciated in value.

Buying Pattern: Middle East and CIS buyers operated.

DUST

Demand: Fair Demand.

Market: Good liquoring & popular varieties were tending irregular and lower by Rs.3 to Rs.4 and sometime more. Plainer sorts also shared in the lower trend of the market & witnessed some 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: Fairly good.

Market: Market opened on an easier trend with prices generally lower by Rs. 2/- to Rs. 3/- across all categories. However some of the brighter types have met with better demand and sold at fully firm to dearer levels. The latter part of the sale had witnessed a sluggish demand, which resulted in fair amount of withdrawals. The withdrawals percentages were more on the Larger Brokens.

The overall sale percentage is 70% at an average of Rs.88.16.

Buying Pattern: Good Internal operation was witnessed along with the Major Blenders, Exporters and Regional Packeteers who absorbed fair quantity.

ORTH LEAF

Demand: Good.

Market: Steady to firm and mostly dearer on the Whole leaf grades and on the Brokens. Fannings were barely steady with Secondary Fannings appreciating in prices.

The overall sale percentage is 87% at an average of Rs. 131.10.

Buying Pattern: Strong Export enquiry was forthcoming with Girnar Food and Beverages, Shah Brothers being active with Young Tea also making their presence felt.

(Cont'd... 13)

CTC DUST

Demand: Fairly good.

Market: Market for the Bolder dusts was easier by Rs. 2/- to Rs. 3/- and suffered fair withdrawals. However, the Smaller dusts have had better demand thereby selling at steady to fully firm levels.

The overall sale percentage is 78% at an average of Rs. 90.01.

Buying Pattern: Strong Export enquiry was forthcoming with fairly good support from the Internal buyers.

ORTH DUST

Demand: Good.

Market: Market for the Primary dust was barely steady to easier by Rs. 1/- to Rs. 2/- and upto Rs. 5/-. The Secondaries and Tertiaries were rather selling at steady to firm and dearer levels occasionally.

The overall sale percentage is 88% at an average of Rs. 103.55.

Buying Pattern: Fairly good export enquiry was forthcoming with the Major Blenders support well.

COIMBATORE

CTC LEAF

Demand: Fair demand.

Market: Better medium / popular sorts were lower with heavy withdrawals. Medium bolder brokens were lower by Rs.2/- with some withdrawals. Smaller brokens / BOPF's were lower by Re.1/-to Rs.2/- sometimes more. Plainer teas lower by Rs.2/-.

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

ORTH LEAF:

Demand: Strong demand.

Market : Whole leaf / brokens were dearer by Rs.5/- sometimes more following quality. BOPF / FNGS were barely steady to firm.

Buying Pattern: Exporters were active.

CTC DUST

Demand: Good general demand.

Market: Better medium and popular sorts were barely steady with some withdrawals. Medium / plainer teas were steady to occasionally dearer particularly on blacker and cleaner teas.

Buying Pattern: Internal and exporters were active. Others selective.

ORTH DUST

Demand: Good demand.

Market : Fully firm to dearer by Rs.2/- to Rs.3/-.

Buying Pattern: Exporters were active.

Source: Paramount Tea Marketing (SI) Private Limited

13th May, 2022.

-/mk & hw

INTERNATIONAL TEA NEWS

Kenya: Independent Tea Producers Hail Government Reforms

12 May 2022

Capital FM (Nairobi)

Kiambu — Independent tea producers in the country have lauded the government for the tea reforms introduced in the country, which have addressed the drastic decline in market pricing of tea, especially at the auction.

There had been concerns before on the way the buyers have been bidding at the auction with prices going below production.

Chairman Independent Tea Producers Association Collins Cheruiyot said that most producers who are processing green leaf from smallholder tea farmers are on board to support the government's setting up of the minimum tea price at the auction.

"The market price of tea at the auction had put considerable strain on producers which in turn had reduced returns to farmers and to this end as independent producers, we support the steps set forth by the government to increase the minimum pricing at the Auction," he said.

Speaking at the Kuresoi Tea factory in Kericho County during a media tour, Cheruiyot said the new tea Act has actually been very useful in terms of putting in place regulations to ensure that operations in the tea industry are regulated and coordinated.

"I think for us as members of the Independent Tea Producers, one of the major positives is the fact that we now are recognized as a significant player within the tea industry which was not the case before," he said.

Cheruiyot further said that they have been given a platform where they can express their opinions, can express their business models, and demystify the image that had been portrayed before. He said as independent producers, there has been a notion that they do not look at the quality of the leaf they get but he clarified it is not true.

"As independent players in the tea industry, we are working in terms of sustainability of the tea industry and local retail is a major aspect of this planning considering that local tea sales are able to control pricing mechanisms and also control the movement of volumes," he said.

He explained that the local market has actually increased progressively over the past 5 years from around 34 million kilos, and now about 40 million kilos of tea, made per year saying in terms of growth expectations, they anticipate to continue growing and looking at 50 million kgs in the local market in the next five years.

"We operate under the umbrella of the Independent Tea Producers Association, with control of ethics and regulations. We have leaf clerks to evaluate the quality of leaf that we are receiving, field extension officers who apart from recruiting farmers, train and talk to them about the quality expectation, and of course we do reject them if they do not meet our leaf quality standards", Cheruiyot said.

He explained that the current membership of the Independent Tea Producers is composed of 22 factories, out of which some of them are actually factories that are purely specialty tea, while some of them have both CTC and specialty tea.

"A lot of our factories are also looking at future expansion to put in line either an orthodox tea line or a green tea line so specialty teas are aspects that we anticipate to put as part of our production process. Of these 22 factories, I think about 12 are doing value addition at the factory site", Cheruiyot who is also a Technical and Strategy Director at Kuresoi Tea factory said.

He noted that most of their members are looking to add specialty tea to ensure they adhere to the government's directive of 40 percent value addition over the next 10 years, although he added that value addition, such as issues of blending needs to be explained further.

"The way we see it is that CTC is going to always be an integral part of the tea industry in Kenya. The only thing we are looking at ourselves both as Kuresoi, Mbogo Tea group, and also the Independent Tea Producers is how we complement the CTCs with value-added products. The orthodox specialty teas, purple and green teas are products that are definitely increasing and becoming more popular and of course, they have a higher value and definitely they will complement our business", he said.

All in all, Cheruiyot noted that governments regulation has come in to help the independent tea producers as they have representation with the tea board and some of the industry associations that have actually come in place, noting that right now they are recognized by the East African Tea Trade Association Robert Koech, the Managing Director of Siomo tea factory, another independent producer, said they do support the tea regulations as it has brought back sanity to the whole industry.

However, he added that he would like the government to look into the agriculture and tea policies in order to optimize earnings by overcoming the bottlenecks that have dogged the tea industry for decades.

The MD insisted that the greatest competitor of the tea sector is water, alcohol, and juice and not KTDA, saying that drinking of teas in countries such as Sri Lanka, India and Vietnam should be out competition.

"If we can all work together and get the right leaf as well as embrace the culture of drinking tea, The country would earn more money in terms of foreign exchange, the farmer at the end of the day will get better pay and the government will collect more taxes", Koech said.

At the beginning of last month, data from the Tea Brokers East Africa Limited showed that the price of the tea commodity increased to Sh276 from Sh273 from the previous sales, raising farmers' prospects for good earnings in this financial year.

In 2020, the government proposed a new policy regulatory and administrative framework to reenergize the ailing tea sector in the country, terming reforms as critical in revitalizing the sorry state in the tea sub-sector.

According to the Agriculture Cabinet Secretary, Peter Munya, the major problem facing the tea value chain was a dysfunctional and inefficient tea auction system characterized by a lack of transparency, accountability, and competition and thus prone to manipulation by Cartels.

HOLIDAY NOTICE

**Please be informed that our Head Office will be closed for business
on Monday, 16th May, 2022,**

**in lieu of Day following Vesak Poya day
Whilst our Warehouses will be kept open
only for Delivery.**

Our Sample Room will however function as usual on that day.