



Commodity House

TEA MARKET REPORT

SALE NO: 26 of July 05 & 06, 2022

LANKA COMMODITY BROKERS LTD

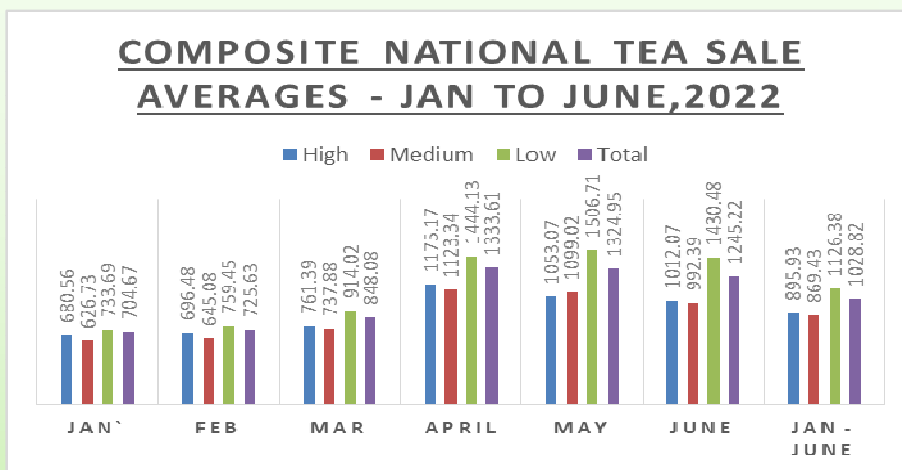
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COMMENTS

The monthly tea sale averages for June have been released by the Sri Lanka Tea Board, and what stands out is the lowering of averages of all three elevations when compared to May, 2022, perhaps with some price correction taking place. The June High Grown average of Rs. 1012.07 is a decrease of Rs. 41/- over the previous month, whilst the Medium and Low elevations recorded declines of Rs. 106.63 and Rs. 76.23 respectively.



On the weather front, the Western region experienced heavy rainfall during the past week whilst Nuwara Eliya and Uva/Uda Pussellawa districts mostly had clear weather with isolated evening showers. Sunny weather with strong windy conditions were reported from the Ruhuna district whilst some precipitation was seen in plantations across the Sabaragamuwa district. Crop intake across all plantation districts has shown a further decline.

This week's tea auction (Sale # 26) which is the first sale for the second half of the year, was conducted on July 05 & 06, 2022 (Tue/Wed/), with a weight of 5.0 mkg which was a drop of 0.45 mkg over the previous auction. The Low Grown Leafy, Semi Leafy, Tippy & Small Leaf/ Premium Flowery catalogues totaled 2.2 mkg, whilst the Main Sale High & Medium segment had a weight of 0.65 mkg. The Ex Estate category had 0.55 mkg.

There was good demand for Ex Estate teas. Selected Western BOP's gained Rs. 100/- and more whilst their corresponding BOPF's were firm and up to Rs. 50/- dearer. Improved, coloury Western BOP's in the below-best category were fully firm whilst their BOPF's advanced Rs. 20/- to 40/-. Nuwara Eliya BOP's gained sharply, and, BOPF's were dearer up to Rs. 50/-. Uva/Uda Pussellawa BOP's were firm with select invoices appreciating Rs. 50/- to 100/- per kg, and their corresponding BOPF's were firm and up to Rs. 50/- dearer. CTC Teas – High Grown PF1's in the "best" category were dearer up to Rs. 100/-, whilst others gained up to Rs. 50/-. Medium PF1's with neater leaf and coloury liquors appreciated up to Rs. 100/- and more, whilst the remainder was irregular. Low Grown select PF1's gained 200/- to 300/-. High and Medium Grown BP1's were irregular, but, select Low Grown BP1's with maintained leaf appearance advanced up to Rs. 100/- and more. There was good demand from Japan, Germany and other European markets for the liquoring teas with useful competition from buyers for China, Taiwan and Hong Kong. Russian interest was strong and widespread.

Good demand was seen for Low Grown teas. Select best OP1's were barely steady, whilst, clean and improved below-best teas were substantially dearer, with poorer sorts maintaining last levels. A range of well-made OP's/OPA's were fully firm to dearer. BOP1's in general were dearer with select stylish teas making sharp price gains. Best and below-best Pek/Pek1's were fully firm to selectively dearer. Stylish FBOP's and FBOPF1's together with cleaner below-best types were sharply dearer on last. There was strong demand from Middle Eastern buyers whilst the CIS shippers were active for the better made leafy teas. Demand from Russia was sustained. Turkey was active for Pekoe grades. Libya continued to support secondary leafy grades. Iraq was active on bottom level teas.

This week's auction comprised of 9,754 lots with a total quantity of 5,459,831 kgs.

The catalogue wise breakdown was as follows:-

	Lot	Qty.(Kgs)
Low Grown Leafy	1,928	806,940
Low Grown Semi Leafy	1,215	516,321
Low Grown Tippy	1,638	812,305
High & Medium	1,323	650,233
Off Grade/BOP1A	2,386	1,295,171
Dust	402	351,349
Premium Flowery	353	83,588
Ex-Estate	<u>509</u>	<u>559,890</u>
Total	<u>9,754</u>	<u>5,075,797</u>

In Lighter Vein

Russian Hell and American Hell

An American and a Russian, who have sinned much in their life, both die in a car accident and go to Hell at the same time. They are met at the gates by Satan, who offers them a choice: They can either go to American Hell or Russian Hell. Both new arrivals are curious as to what the difference is, so Satan explains that in American Hell you are free to do whatever you want; you'll find that we have all the finest amenities here in Hell, whatever your heart desires, you can find it here! However, you have to eat a shovel-full of manure each morning, but then you're free to do whatever you'd like. Russian Hell is basically the same, but you have to eat TWO shovels full of manure before your start your day. The American is quick to choose American hell, but is flabbergasted when the Russian chooses to go to Russian hell. Several eons later the American bumps into the Russian and says "My Russian friend, Hell wasn't what I thought at all! Every day I play a round of golf on a beautiful golf course. I hang out with my friends at an amazing social club until late in the afternoon. I meet the most beautiful and charming women. Every night I have an incredible steak dinner at a Michelin Star restaurant. I honestly don't mind eating the shovel-full of manure in the morning anymore. I mean, it's no picnic, but you get used to it. One thing has bothered me all this time though, why did you choose to go to Russian Hell? Was it a mistake?" The Russian shrugs: "No mistake. This is Russian Hell, most of the time there is no Shovel, and the rest of the time there is no manure."

LOW GROWN TEAS

LEAFY/SEMI LEAFY

BOP1 : Best on offer declined Rs.50-70/-. Other were irregular and mostly lower.

OP1 : Best on offer maintained last levels whilst others declined Rs.40-60/-.

OP : Select best types maintained last levels; others declined by Rs.40-50/-.

OPA : Best on offer maintained last levels; whilst the others were fully firm to dearer.

PEK/PEK1 : Select best types lost Rs.50-80/-; others declined by Rs.40-60/-.

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	2700-4150	2600-4300	1500-2700	1500-2600	900-1500	1000-1500
OP1	2800-4200	2700-2450	1700-2800	1800-2700	1000-1700	1100-1800
OP	1700-2800	1400-2500	1200-1700	1000-1400	700-1200	700-1000
OPA	1500-2650	1500-2650	1000-1500	1100-1500	450-1000	550-1100
PEK/PEK1	1500-2600	1800-3000	1300-1500	1400-1800	1000-1300	1000-1400

TIPPY/SMALL LEAF

BOP/BOPSP : Well-made BOP's together with cleaner Below Best appreciated. Balance too were dearer to a lesser extent.

BOPF/BOPFS : Well- made BOPF appreciated, whilst the balance were firm to marginally easier.

FBOP/FBOP1 : Select Best FBOP's were firm, whilst Best, Below Best and cleaner teas at the lower end appreciated. Balance sold around last levels. FBOP1's in general were dearer.

FBOPF/FBOPF1: Very Tippy teas continued to attract good demand. Best and cleaner Below Best together with cleaner teas at the lower end appreciated. Balance sold around last levels. Select Best FF1's were firm. Best and cleaner Below Best together with cleaner teas at the lower end appreciated. Balance sold around last levels.

FBOPFSP/EXSP : Very Tippy/teas met with good demand and maintained on last week levels and balance also followed a similar trend.

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	1900- 2950	1800- 2800	1600-1900	1550-1900	800-1550	800-1450
BOPF /BOPFSP	2000-2950	1900-2700	1550-1950	1500-1850	800-1550	750-1500
FBOP/FBOP1	3200 -4350	3000 - 3700	1900-3100	1850-3000	1100-1900	900-1900
FBOPF/FBOPF1	2600-5050	2500-4050	2200-3000	2200-3200	1200-2200	1000 - 2000
FBOPFSP/EXSP	6800-10350	6500-10500	3500-6500	3000-6500	2200-3400	2200 - 3200

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

- FBOP** - Neat Well-made FBOP's advanced Rs.50-100/- whilst the secondaries and the poorer sorts too met with fair demand.
- FBOPF/FBOPF1** - Best teas on offer advanced Rs.75-100/-; Below Best and the poorer types too gained Rs.50/- and more towards the close at sale.
- PEK/PEK1** - Well-made shotty PEK/PEK1 advanced Rs.30-50/-; secondary mixed types were firm on last levels; lower end varieties tended irregularly lower.

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>
FBOP	2000 - 3100	1900 - 2950	1500 - 2000	1300 - 1900	1350 - 1500	1200 - 1300
FBOPF/FBOPF1	1950-2650	1900-2300	1500 - 1950	1300 - 1900	1200 - 1500	1100 - 1300
PEK/PEK1	1500-2050	1250-1950	1100 - 1500	1100 - 1250	1000 - 1100	900 - 1100

HIGH GROWNS TEAS

- BOP** : Best Western's gained up to Rs.100/- per kg and more for select invoices following special inquiry. In the Below Best category the better teas were firm, whilst the others moved up Rs.50-100/- per kg. Plainer sorts which were irregular at the commencement, appreciated Rs.100/- per kg as the sale progressed. Nuwara Eliya's appreciated substantially. Uva/Uda Pussellaw's were firm with select invoices appreciating Rs.50-100/- per kg.
- BOPF** : Best Western's were firm and up to Rs.50/- per kg dearer with select invoices appreciating further following special inquiry. Teas in the Below Best category which appreciated Rs.20-40/- per kg at the commencement of the sale, appreciated further as the sale progressed. Plainer sorts which were firm at the commencement of the sale, appreciated up to Rs.100/- per kg as the sale progressed. Nuwara Eliya's gained Rs.50/- per kg and more. Uda Pussellawa's were firm and up to Rs.50/- per kg dearer; whilst the Uva's appreciated Rs.50-70/- per kg

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	1360 - 1650	1400 - 1550	1380 - 1650	1300 - 1550
Below Best Westerns	1240 - 1350	1200 - 1380	1160 - 1340	1160 - 1280
Plainer Westerns	1180 - 1220	900 - 1180	1100 -1140	980 - 1140
Nuwara Eliyas	1260 - 2750	2200 - 2300	1180 - 1280	1180 - 1200
Brighter UdaPussellawas	1300 - 1400	1480 - 1500	1100 - 1280	1100 - 1160
Other Uda Pussellawas	1280	1220 - 1320	1000 - 1080	1000 - 1080
Best Uva's	1420 - 1800	1400 - 1500	1300 -1500	1100 - 1280
Other Uva's	1280 - 1300	1220 - 1380	1180 -1280	1040 - 1080

MEDIUM GROWN TEAS

BOP : Continued to sell well although at irregular following quality.

BOPF : Mostly firm around last

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	830 - 2400	940 - 2450	780 - 1260	810 - 1160

CTC TEAS

HIGH GROWN:

BP1 – Irregular.

PF1 - Better sorts gained Rs.100/- per kg and more, whilst the others were firm and up to Rs.50/- per kg dearer.

MEDIUM GROWN:

BP1 – Irregular.

PF1 – Better sorts gained Rs.100/- per kg and more, whilst the others were firm and irregular

LOW GROWN:

BP1 - Gained up to Rs.200/- per kg.

PF1 - Gained Rs.200-300/- per kg and more as the sale progressed.

Quotations (Rs./Kg)	BP1		PF1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	Not Quoted	620 - 940	870 - 1260	810 - 1200
Medium	640 - 900	500 - 850	730 - 1240	670 - 1000
Low	610 - 1340	400 - 1120	730 - 2750	720 - 2550

OFF GRADES

FGS/FGS1:

Select best Liquoring FNGS/FNGS1s' little dearer Rs.25-50/- whilst others advanced Rs.25/- per kg. Clean Low Grown well made FNGS1's appreciated Rs.50-75/- per kg and others were a little irregular.

BM:

Well-made BM's appreciated Rs.100/-. Best types were a little irregular. Lower end teas however appreciated Rs.20-30/- per kg.

BOP1A :

Select best BOP1A's advanced Rs.50/- and Best types advanced Rs.100-150/- per kg. Below best teas were fully firm to dearer.

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)	800-970	800-920	620-700	620-700	680-1000	680-1000
Good Fannings (CTC)	570-840	570-820	570-870	570-870	570-730	570-730
Other Fannings (Orthodox)	540-700	520-680	540-680	540-680	520-670	520-670
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	640-710	620-750	640-710	600-680	800-1300	800-1200
Other BM's	530-620	520-580	530-640	520-600	530-690	520-670
Best BOP1As	700-720	700-770	700-770	700-770	1000-1600	1000-1400
Other BOP1As	560-620	560-640	580-620	580-620	650-750	600-680

DUST

DUST/DUST1:

Liquoring High Grown D1's were fully firm to easier by Rs.60-70/-; others also following a similar trend. Low Grown Clean Dust/Dust1's substantially dearer by Rs.100-200/- whilst Below Best teas were firm on last levels.

PD:

PD's from High & Medium elevations appreciated by Rs.50-100 and at times more whilst Low Grown PD's substantially dearer by Rs.100-200/-.

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)	850-1480	900-1550	900-1120	850-1020	1800-2350	900-1850
Good Primary PD (CTC)	1000-1240	800-940	850-1160	800-940	1100-3050	950-2700
Secondary Dust	580-650	580-670	600-700	600-700	700-850	650-850

WESTERN MEDIUM

*Harangalla	BOP	+++	2400/-
*Dartry Valley	BOP	+++	2400/-
*Hatale	BOPSP	++	2250/-
*Kurugama	BOPSP		2050/-
Craighead	BOPF/BOPFSP		1800/-
Galgewatte	BOP1		2800/-
*Hatale	FBOP/FBOP1	+++	3100/-
*Hatale	FF/FF1	+++	2650/-
Uplands	OP/OPA		1800/-
Dekinda	OP1		2450/-
*Dartry Valley	PEK/PEK1		2050/-
*Harangalla	PEK/PEK1		2000/-

WESTERN HIGH

Torrington	BOP		2100/-
Bambarakelle	BOP SP		1700/-
Great Western	BOPF/BOPFSP		1650/-
Glenloch	BOP1	+++	3150/-
Torrington	FBOP/FBOP1		2500/-
Bambarakelle	FBOPF/FBOPF1	+++	2350/-
Glenloch	FBOPF/FBOPF1	+++	2350/-
Venture	OP/OPA		1800/-
Bambarakelly	OP1		2500/-
Venture	OP1		2500/-
Torrington	PEK/PEK1		1850/-

NUWARA ELIYA

Mahagastotte	BOP	+++	2750/-
Lovers Leap	BOP	+++	2750/-
Mahagastotte	BOPF/BOPFSP		1280/-
Court Lodge	FBOP/FBOP1		1850/-
Court Lodge	OP/OPA		760/-
Mahagastotte	PEK/PEK1		1060/-

CTC TEAS**HIGH GROWN**

Dunsinane	PF1		1260/-
Florence CTC	BP1		640/-

MEDIUM GROWN

New Peacock CTC	PF1		1240/-
Delta CTC	BP1		900/-

LOW GROWN

Kalubowitiyana CTC	PF1	+++	2750/-
*Kalubowitiyana CTC	PF1		2700/-
Ceciliyan CTC	BP1		1340/-

UVA MEDIUM

Demondara 'S'	BOP	+++	2400/-
Halpewatte Uva	BOPSP	+++	2450/-
Dickwella	BOPF/BOPFSP	++	2350/-
Glen Alpin	BOP1		3250/-
Demondara 'S'	BOP1		3250/-
Dickwella	FBOP/FBOP1	+++	3350/-
Wewesse	FBOPF/FBOPF1	+++	2550/-
Wewesse	OP/OPA		1950/-
Halpewatte Uva	OP1		2850/-
Dickwella	OP1		2850/-
Dickwella	PEK/PEK1		1950/-
*Halpewatte Uva	PEK/PEK1		1900/-

UVA HIGH

Glenanore	BOP		2300/-
Ranaya	BOPSP	+++	2450/-
Spring Valley	BOPF/BOPFSP		1850/-
Glenanore	BOP1	+++	3300/-
Gonamotawa	FBOP/FBOP1	+++	3200/-
Glenanore	FBOPF/FBOPF1	+++	2550/-
Glenanore	OP/OPA		1900/-
Uvakkellie	OP/OPA		1900/-
Spring Valley	OP/OPA		1900/-
Uva Kelle	OP1		2450/-
Glenanore	OP1		2450/-
Glenanore	PEK/PEK1		2050/-

UDA PUSSELLAWA

Kirklees	BOP		1400/-
Alma	BOPSP	+++	2000/-
*Delmar	BOPSP		1800/-
Kirklees	BOPF/BOPFSP		1280/-
*Ragalla	BOPF/BOPFSP		1280/-
Alma	BOP1	+++	2550/-
Alma	FBOP/FBOP1		2250/-
Alma	FBOPF/FBOPF1	+++	2400/-
Alma	OP/OPA	+++	2000/-
Alma	OP1		2250/-
Alma	PEK/PEK1		1650/-

OFF GRADES

Greenwin	BP		1800/-
Falcon Lanka	BP		1800/-
Timioya	BP		1750/-
*Chandrika Estate	BP		1650/-
*Athokorala Group	BP		1650/-
Hingaloda CTC	PF		1950/-
Gunawardana	BM		1900/-
Clydesdale	FNGS/FNGS1		1260/-
Chandrika Estate	BOPIA		1600/-
Morawakkorale	BOPIA		1600/-
*Chandrika Estate	BOPIA		1550/-
*Aldora	BOPIA		1500/-

LOW GROWN LEAFY GRADES

Pothotuwa	BOP1		4150/-
Pothotuwa	OP1		4200/-
Etambagawila	OP		2800/-
Rotumba	OPA		2650/-
Liyonta	OPA		2600/-
*Kurunduwatta	OPA		2400/-
Lakvinka	PEKOE		2600/-
Lumbini	PEKOE		2600/-
Suduwelipothahena	PEKOE1		2600/-
Rajjuruwatta Super	PEKOE1		2600/-
Galatara	PEKOE1		2600/-
Kuttapitiya Super	PEKOE1		2500/-
Nilrich	PEKOE1		2500/-
*Andaradeniya Super	PEKOE1		2450/-

LOW GROWN TIPPY GRADES

Pothotuwa	BOP	+++	2950/-
Ceciliyan	BOP	+++	2950/-
Gunawardana	BOPSP	++	2650/-
*Peak Paradise	BOPSP		2350/-
*KDU Super	BOPSP		2350/-
*Hidellana	BOPF	+++	2950/-
Geekiyahena	BOPF		2600/-
*Sithaka	BOPF		2550/-
Stream Line	BOPFSP	++	2650/-
Peak View Super	BOPFSP	++	2650/-
*Peak Paradise	BOPFSP		2600/-
Wathurawila	BOPFSP		2600/-
Golden Garden	BOPFSP		2600/-
Broadlands SH	BOPFSP		2600/-
*Makandura	BOPFSP		2550/-
Nilgiri	FBOP		3550/-
Mulatiyana Hills	FBOP		3550/-
Kamarangapitiya	FBOP1		4350/-
New Vithanakanda	FBOPF	+++	4700/-
Berubeula	FBOPF1	+++	5050/-

PREMIUM FLOWERY

Brombil	FBOPFSP		10350/-
Maratenna	FBOPFEXSP	+++	9950/-
Kamarangapitiya	FBOPFEXSP1	++	10000/-

Dust

Ceciliyan CTC	DUST/DUST1	+++	2350/-
Ceciliyan CTC	PD	+++	3050/-

NATIONAL ELEVATIONAL AVERAGES – JUNE, 2022

Elevation	MONTH		TO-DATE	
	QUANTITY -KG-	AVERAGE -RS.-	QUANTITY -KG-	AVERAGE -RS.-
ORTHODOX				
UVA-HIGH	1,760,446.00	1,040.70	8,739,958.00	915.59
WESTERN-HIGH	2,816,269.00	1,036.47	17,569,281.00	929.73
UVA-MEDIUM	1,289,174.00	1,155.23	7,201,253.00	965.55
WESTERN-MEDIUM	1,953,859.00	950.31	11,106,837.00	879.55
LOW	11,219,938.00	1,477.98	72,913,249.00	1,165.50
TOTAL	19,039,686.00	1,296.24	117,530,578.00	1,072.40
C T C				
UVA -HIGH	58,452.00	1,000.82	501,279.00	832.59
WESTERN- HIGH	363,090.00	854.93	1,941,611.00	752.35
WESTERN - MEDIUM	714,565.00	787.48	4,128,962.00	683.14
LOW	1,024,217.00	961.38	6,767,408.00	743.06
TOTAL	2,160,324.00	887.04	13,339,260.00	729.23
ORTHODOX/ CTC (Combined)				
UVA-HIGH	1,818,898.00	1,039.41	9,241,327.00	911.09
WESTERN-HIGH	3,179,359.00	1,015.74	19,510,892.00	912.08
UVA-MEDIUM	1,289,174.00	1,155.23	7,201,253.00	965.55
WESTERN-MEDIUM	2,668,424.00	906.71	15,235,799.00	826.33
LOW	12,244,155.00	1,434.77	79,680,657.00	1,129.62
TOTAL	21,200,010.00	1,254.54	130,869,837.00	1,037.42

COLOMBO AUCTION – WEEKLY GROSS SALE AVERAGES
SALE NO.25 OF 29TH JUNE, 2022

	2022			2021	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	1,141.22	1040.59	917.88	525.10	562.47
Western High Grown	1,110.63	1,018.79	908.35	550.58	609.46
High Grown	1,122.24	1.026.57	911.35	542.47	596.03
Uva Medium	1,244.00	1,164.23	983.49	538.74	575.89
Western Medium	899.00	911.43	830.16	500.80	556.63
Medium Grown	1,005.00	989.85	876.85	512.89	562.32
Low Grown (Orthodox)	1,540.44	1,477.57	1,165.70	630.93	666.15
Combined L.G. (Orthodox + CTC)	1,507.62	1,439.08	1,136.72	623.18	657.17
Total	1,330.70	1,255.58	1,042.57	583.62	627.90

Private Sale Figures (27.06.2022 – 02.07.2022) - 92,199.00 Kgs

Cumulative - 2,269,851.08 Kgs

DETAILS OF TEAS AWAITING SALE

	<u>Sale of 11th/12th July'22</u>		<u>Sale of 19th/20th July'22</u>	
	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	2,080	872,115	2,107	877,585
Low Grown Semi Leafy	1,360	574,718	1,337	573,787
Low Grown Tippy	1,832	904,578	1,785	895,788
High & Medium	1,432	692,054	1,426	698,757
Off Grade/BOP1A	2,434	1,361,284	2,381	1,331,504
Dust	398	359,710	421	391,182
Premium Flowery	421	72,583	436	74,746
Ex-Estate	<u>520</u>	<u>573,889</u>	<u>503</u>	<u>561,381</u>
Total	<u>10,477</u>	<u>5,410,931</u>	<u>10,396</u>	<u>5,404,730</u>

FUTURE CATALOGUES CLOSURE

Sale No.29 of 26th/27th July, 2022

The Main Sale & Ex-Estate The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 07th July, 2022 at 04.30 p.m.

Sale No.30 of 02nd /03rd August, 2022

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

Sale No.31 of 08th /09th August, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 21st July, 2022 at 04.30 p.m.

BROKER'S SELLING ORDER

SALE NO.27

Auction of 11th & 12th July, 2022

Leafy/Tippy/BOP1A/Premium Flowery

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

High & Medium/Off Grades/Dust

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

Ex-Estate

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

Crop & Weather

For the period of 27th June to 03rd July, 2022

Western/Nuwara Eliya Regions:-

The Western Region reported showery conditions, whilst clear weather with isolated showers were reported in the Nuwara Eliya Region throughout the week. According to the Department of Meteorology, heavy showers are expected in the Western Region, while sporadic showers and strong winds are expected in the Nuwara Eliya Region in the week ahead.

Uva/Udapussellawa Region:-

Both regions reported clear weather throughout the week. Isolated evening showers are expected in the Uva Region in the week ahead by the Department of Meteorology.

Low Grown:-

Sunny weather with strong windy conditions were reported in the Low Grown Region throughout the week. The Department of Meteorology expects isolated showers in the Sabaragamuwa Region and heavy showers in the Ruhuna Region in the week ahead.

Crop Intake:

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

WORLD CROP STATISTICS (MKGS)

Country	Month	2021	2022	Difference +/-	To-date 2021	To-date 2022	Difference +/-
SRI LANKA	<i>May</i>	31.10	26.03	-5.07	135.64	112.56	-23.08
BANGLADESH	<i>May</i>	6.15	7.42	1.27	12.07	14.48	2.41
KENYA	<i>Mar.</i>	48.70	46.30	-2.40	141.00	135.80	-5.2
NORTH INDIA	<i>May</i>	78.20	100.2	22.00	179.60	225.40	45.80
SOUTH INDIA	<i>May</i>	24.40	26.90	2.50	97.50	94.70	-2.80
MALAWI	<i>April</i>	6.40	7.10	0.70	28.60	26.00	-2.6
TANZANIA	<i>Mar.</i>	3.33	7.89	4.56	9.41	13.04	3.6
UGANDA	<i>Mar.</i>	5.56	4.35	-1.2	18.49	15.91	-2.58

- OTHER MARKETS -

MOMBASA TEA AUCTION MARKET REPORT

SALE NO.27 OF 04TH & 06TH JULY, 2022

Fairly good demand at irregular levels following quality for the 185,900 packages (12.21m/kgs) in the market; 19.19% were neglected

Leaf Grades(M2)

100,381 packages (6.57m/kgs)-08.93% unsold

BP1:

Best - Met improved but irregular interest and varied between mainly steady to USC16 above last rates to easier by USC3 to USC10 and a few teas shed up to USC28.

Brighter - Saw more competition and advanced by up to USC19.

Mediums - KTDA mediums were firm at last levels with many invoices remaining unsold. Plantations mediums were irregular varying between steady to USC14 dearer to easier by USC18.

Plainer - Met good but irregular enquiry varying between steady to USC14 dearer with a few selected lines appreciating by up to USC55 to easier by USC18.

PF1:

Best - Were firm to USC13 dearer to easier by up to USC6 but a few invoices lost USC17 TO USC32.

Brighter - Appreciated by up to USC15.

Mediums - KDTA mediums held value while plantation mediums raged between steady to USC6 dearer to USC15 below last levels.

Plainer - Varied between steady to dearer by USC17 to easier by USC12.

Dust Grades (M1)

56,000 packages (4.16m/kgs)- 25.38% unsold.

PDUST:

Best – Met irregular activity varying between steady to USC7 dearer to easier by up to USC8.

Brighter – Ranged between firm to USC16 dearer to easier by up to USC17.

Mediums – KTDA mediums although mostly steady at last levels, a few teas varied between USC4 to USC9 dearer to easier by a similar margin. Plantation mediums were firm to USC4 below previous prices.

Plainer – Were firm to USC10 above last levels but a few invoices lost up to USC4.

DUST1:

Best – Ranged between steady to USC4 dearer to easier by the same margin.

Brighter – Irregular varying between firm to USC4 dearer to easier by up to USC5.

Mediums – KTDA mediums were irregular with some invoices appreciating by up to USC8 while others were steady to USC3 below previous rates. Plantations mediums ranged between firm to USC4 dearer to easier by a similar levels.

Plainer – Steady to easier by up to USC7.

Secondary grades (S1)

29.519 packages (1.48m/kgs) 17.62% unsold.

In the Secondary Catalogues, **BPs** were easier while **PFs** generally held value with best types dearer. Clean well sorted coloury **Fannings** were steady with **DUSTs** irregular but on a balance dearer. **Other Fannings** appreciated while **similar DUSTs** were firm. **BMFs** were well absorbed.

Markets

Egyptian Packers, Pakistan Packers, Yemen and **other Middle Eastern countries** maintained useful interest while **Sudan, Kazakhstan** and **other CIS states** showed more activity with **Bazaar** and **UK** active. **Afghanistan** and **Russia** showed some support with less enquiry from **Iran**. **Local Packers** were less active. **Somalia** were more active at the lower end of the market.

BANGLADESH AUCTION

SALE NO.10 OF MONDAY 04TH JULY, 2022

CTC LEAF : 40,880 packages of Current Season & 120 packages of Old Season teas on offer met with good demand once again at irregular rates..

BROKENS : Best Brokens met with slightly improved market and tended dearer following competition. Good Brokens met with a fairly good demand and were about steady. Medium and other varieties also met with a fairly good demand and were a little easier in line with quality. BLF teas met with a fair demand and sold at around last levels with a few withdrawals.

FANNINGS : Best Fannings met with a good demand and mostly sold at around last levels. Good Fannings were a little easier market in line with quality. Medium and plainer types once again met with fair demand and were slightly easier. BLF teas met with a fair demand and sold at around last levels with a few withdrawals

CTC DUST : 11,906 packages of Current Season & 40 packages of Old Season teas on offer met with good demand. Good liquoring Dusts sold at irregular prices with select lines selling at firm to slightly dearer rates. Their Mediums met with fairly good demand and were about firm on last. However, plain and BLF Dusts were an easier market and witnessed fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS : It was evident throughout the sale that buyers were closely following quality and all well made good liquoring types were well sought after and sold at dearer rates. Blenders continued to be the mainstay of the market whilst Loose tea buyers showed a little more interest particularly for the best varieties.

Our catalogue: (Sale 10) Avg: Tk 207.83, Sold 85.4% & (Sale 09) Avg: Tk 206.28, sold 85.8%

Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Large	NQTA	NQTA	Best	210 - 215	210 - 215N	PD	175 - 260	180 - 246
Medium	195 - 210	195 - 205	Good	198 - 205	200 - 207	RD	120 - 381	153 - 358
Small	195 - 208	195 - 205	Medium	190 - 195	192 - 197	D	155 - 330	160 - 360
Plain	175 - 185	175 - 190	Plain	175 - 185	175 - 190	CD	165 - 406	180 - 368
BLF	120 - 140	120 - 145	BLF	120 - 140	120 - 140	BLF	120 - 205	153 - 202

SOUTH INDIAN ROUNDUP FOR THE WEEKENDING**02ND JUNE, 2022****KOCHI****CTC LEAF****Demand:** Good demand. All grades sold around last levels.**ORTHODOX LEAF****Demand:** Good demand.**Market:** High grown, medium whole leaf & larger brokens selling at fully firm to dearer levels. Secondary, Smaller brokens & fannnigs were irregularly lower with some withdrawals.**Buying Pattern:** Middle East and CIS buyers operated.**DUST****Demand:** Better general demand.**Market:** Prices realized for the popular & good liquoring were dearer by Rs 3 to Rs 5 on selective lines. Plainer sorts sold around last levels.**Buying Pattern:** Major Blenders were active & internal buyers operated.**COONOR****CTC LEAF****Demand:** Good.**Market:** Market had continued to witness a lower trend with prices dropping by Rs. 2/- to Rs. 3/- and upto Rs. 5/- across all grades and categories. The sale had also witnessed fair withdrawals.**The overall sale percentage is 76% at an average of Rs. 72.98.****Buying Pattern:** Fairly strong enquiry was forthcoming from the Major Blenders, Yet again with equally good support from the Internal buyers. Export was also seen lending fair support.**ORTH LEAF****Demand:** Strong.**Market:** Though the market was witnessing strong demand, was showing an easier trend by Rs. 3/- to Rs. 5/- and more at times. The easier trend witnessed across all grades and categories.**The overall sale percentage is 91% at an average of Rs. 117.63.****Buying Pattern:** Strong Export enquiry was forthcoming with fairly good Internal participation

CTC DUST**Demand:** Strong**Market:** Market was trading barely steady to firm on the Bolder dusts and fully firm to dearer on the Smaller dusts. The cleaner, blacker teas witnessed a price surge with better demand.**The overall sale percentage is 91% at an average of Rs. 81.10.****Buying Pattern:** Strong Export operation was forthcoming with SSK Exports and Bhansali being active. Internal was lending fairly good support.**ORTH DUST****Demand:** Good**Market:** Market for the popular cleaner teas was trading at barely steady levels. Others were witnessing a price drop by Rs. 3/- to Rs. 5/-.**The overall sale percentage is 76% at an average of Rs. 95.77.****Buying Pattern:** Fairly good Export enquiry was forthcoming with Internal lending fair support.**COIMBATORE****CTC LEAF****Demand:** Fair general demand.**Market:** Better medium brokens were barely steady with some withdrawals. BOPF's were firm to dearer with heavy withdrawals. Medium teas were firm to dearer by Rs.2/- sometimes more on BOPF. Plainer teas were firm to dearer by Re.1/- to Rs.2/- with some withdrawals.**Buying Pattern:** Exporters were selective. Others active.**ORTH LEAF:****Demand:** Good demand.**Market :** Whole leaf were firm. Well made brokens were dearer by Rs.5/-. Secondary brokens were irregular with some withdrawals. BOPF's were firm.**Buying Pattern:** Exporters were active. Internal selective.**CTC DUST****Demand:** Good general demand.**Market:** Better medium and popular sorts bolder grades were dearer by Rs.2/- to Rs.4/- sometimes more on finer grades with few withdrawals. Medium teas fully firm to dearer by Rs.2/- sometimes more. Plainer teas were fully firm with few withdrawals.**Buying Pattern:** Internal selective. Others active.**ORTH DUST****Demand:** Good general demand.**Market :** Fully firm to dearer.**Buying Pattern:** Internal and exporters were selective.*Source: Paramount Tea Marketing (SI) Private Limited***07th July, 2022.****-/ra.**

INTERNATIONAL TEA NEWS

KENYA

PROFILES

Q&A: Sibahle Teas' Founder Regina Brewton-Smith Exemplifies the Tea Entrepreneurial Spirit

By Kiel June 16, 2022 12:34am

[Tea business](#) [tea retailer](#) [tea retailer strategies](#) [tea retailers](#)



Sibahle Teas Founder and CEO Regina Brewton-Smith
(Photo: Courtesy of Sibahle Teas)

Regina Brewton-Smith is the founder and CEO at [Sibahle Teas](#), a successful online tea business she operates out of New York. On paper, Brewton-Smith started the venture in March 2020 – at the start of the pandemic – but she really launched her company when her website went live in November of 2021.

Brewton-Smith still has a full-time job – working for one of the largest investor-owned utilities in the United States over the last 20+ years – but she wanted more financial freedom and to the opportunity to leave a legacy for her children.

“I want the kind of autonomy no job could ever offer,” said Brewton-Smith, who hopes to earn Tea Sommelier Certification from [World Tea Academy](#) in the future. “I have held a variety of positions and have changed roles and received promotions every two to three years or so, but always in the same industry. I have learned a great deal about energy, sustainability and circular economies. I hold that dear as a pillar of the Sibahle Teas brand and our values.”

Today, Sibahle Teas sources teas from Tanzania, Malawi, South Africa and Kenya, and they only offer premium quality teas from select smallholder farms and tea estates. [Teas available](#) include black, green, white and oolong offerings, as well as herbal teas, tea accessories and honey. Brewton-Smith said it's particularly important to her that the Sibahle brand offer economic sustainability to the women farmers her company partners with, and that she makes environmentally positive choices for her tea packages.

Overall, Brewton-Smith believes that pride in ownership is the most rewarding thing about running her own tea business. “I am so pleased with what I have built,” she shared. “I want to make it into the most sustainable beverage company.”

World Tea News chats with Brewton-Smith to learn more about her tea entrepreneurial journey, what inspired her to launch her business, the challenges she faced, her successes and more.

Sibahle Teas' Regina Brewton-Smith
(Photo: Courtesy of Sibahle Teas)



Question: Hi, Regina. Thanks for your time! When did you first become interested in tea, and what led you to launch your own tea business, Sibahle Teas?

Answer: I started my journey into tea with an almost love-hate relationship. After spending years addicted to Coke, I knew I had to do something better for my health. I often joke that at least it was not the powdery kind, when in fact it was. I was addicted to sugar. I started with tea to wean myself off the sugary syrup. I say love-hate because honestly, I loved me some Coke. I was sipping about two liters a day. It showed up on my waistline, my poor skin, teeth, everywhere! It was a hard habit to break. In between being strong, I would try tea but soon would fall off the wagon again. I kept starting and stopping until finally I said, "Enough is enough," and I went all in. I am proud to say it has been a little over a year since I had my last Coke.

When I started with teas, I tried a variety of fruity blends available in bags, and then I came across loose leaf tea blends at DAVIDsTEA. Still, mostly doing the herbal fruit blends. One day, I was introduced to African tea, the single, whole leaf tea. It was a complete experience. My love affair started. I had no idea that Africa was such a huge supplier of tea around the world. Through research, I learned more about the history of tea in Africa, the variety of teas harvested there, and was introduced to the flavor profiles. When I chose to start my own business, I fully thought I was going to start a teawares business. I just wanted to start something of my own to gain more freedom and wealth for my family. I love "things." A tea accessory business meant having things to shop for and choose from. The idea seemed fun, simple even. I did not know that I would fall so deeply for the leaf itself, let alone teas from Africa. But I did, and so Sibahle Teas was born. It is certainly fun, but not much about it is simple.

Question: What do you love the most about tea?

Answer: I love that no two days in tea are the same. Teas vary from where they are picked and when they are harvested. I could try an oolong from China that is distinctly different from one from Africa. I like that complexity. I love exploring all the areas that tea comes from and the vastly different tastes each tea gives forth.

Question: What is your brand all about?

Answer: Sibahle [pronounced See-Bah-Clay] is the African Zulu word meaning We Are Beautiful. Our tea brand is all about celebrating the beauty of the tea leaf from Africa. The terroir there makes for an incredibly unique and flavorful cup. The colors are unlike any other and the taste is rich and robust. It is such an experience. Consumers – myself included – were introduced to teas from Africa as "commodity teas" and overlooked the rich beauty of whole leaf single-origin teas that can be found there. Sibahle is all about educating others on the bounty of goodness that exists in tea from Africa, beyond the fannings and dust that the big market tea suppliers put in the tea bags we have grown accustomed to. Sibahle is real tea, and it tastes amazing.

Question: What sets Sibahle Teas apart from other tea companies?

Answer: The thing that sets us most apart from other tea companies is our commitment to bringing forth the richness of teas from Africa. We are very intentional and offer only premium quality teas from select smallholder farms and tea estates. Our teas are all cultivated sustainably and sourced directly without any middlemen. We are building strong relationships with our farm partners, and I am immensely proud of that.

Question: Tell us about the teas and tea-related products your company offers?

Answer: Sibahle Teas is a premium loose-leaf beverage company dedicated to sourcing the finest quality and best-tasting tea in Africa. We offer traditional black, green, white and oolong teas, as well as herbal teas, such as Rooibos. We also offer tea accessories and honey. We are still growing, and I hope to expand the line over time, representing teas from all the tea-producing countries in Africa. For now, we are sourcing teas from Tanzania, Malawi, South Africa and Kenya. All our teas are named as affirmations. This resonates with our customers because it helps them to connect with what they are putting into their bodies.

Question: What can you tell us about how you source your tea?

Answer: The sourcing process has been my biggest hurdle. I started my business just before COVID-19 back in 2020. But my website did not launch until November of 2021. Part of that was new business jitters and me questioning every decision the person in the mirror made – my partner. However, mostly it had to do with finding the right suppliers to work with. As the little guy in this huge industry, it was tough to say I only need one or two kilos to start and not an entire cargo ship. Finding suppliers willing to collaborate with me in the quantities I was able to purchase and afford was tough. But I was fortunate to find those willing to collaborate with me and provide the support I needed to get up and running.



(Photo: Courtesy of Sibahle Teas)

Question: What challenges and hurdles did you encounter during the early days of your business?

Answer: The early days were made tough because of my indecisiveness. I was stuck in the weeds with things like name changes, brand color changes, unclear on my messaging, and who I was and wanted to be in the market. But those things are the noncritical obstacles that should not stop you. Timewasters that stop you in your tracks unnecessarily. Having a solid product and customer feedback and wins helped. The reassurance is good, and it helps to solidify that you are on to something. It also helps to have an excellent product. I finally pushed down all the self-doubting and fears. I woke up one day and considered how far I had come, and I just smiled. I completely started a business from nothing. I am frickin' amazing and so is my business.

Question: How did you educate yourself about tea?

Answer: I learn about tea wherever I can. I am quite the nerd when I find a topic that interests me. With tea, I did a deep dive on the Internet, but I mostly read books. I have something like 100 books on tea already. Beyond that, I listen to podcasts, participate in webinars and symposiums on tea, read industry magazines and do extensive research on the history of tea in Africa. I have also completed courses on tea, including tea blending and tea culture. I am slated to begin a Japanese Ceremony course and I am pursuing my Tea Sommelier training through the World Tea Academy. I have not yet, but I want to do a course on tea etiquette.

Question: How would you describe the U.S. tea market right now?

Answer: Surprisingly youthful! All the latest trends show that tea is not your grandmother's cup anymore and I find that fascinating. There are so many options from boba to lattes, and the younger consumers sip that right up. What is interesting is the demand for healthier non-sweetened drinks. Today's consumers are more enlightened, and they care about what they are putting in their bodies. They are looking to try a variety of ingredients and that is what is driving the popularity of blends.



(Photo: Courtesy of Sibahle Teas)

Question: During the COVID-19 pandemic, interest in tea grew and tea sales increased for many businesses. How can the industry keep the momentum going, in your opinion?

Answer: The increased sales were due to people looking to be kinder to their bodies and live healthier lifestyles. Tea is an obvious choice. The thing is as I go out and speak with customers, I am learning how people are still amazed at all the wondrous things that tea is good for. I think to keep the momentum going industry professionals will need to continue to and more greatly push the health benefits of tea. I say obvious and yet, there are customers not aware of its goodness. We need to tell them and keep telling them. I think the boon in loose leaf sales is impressive too, and that can be grown by educating people on its simplicity. Why not have loose leaf tea as part of a restaurant service? That is an area where additional inroads can be made.

Question: What are some of your major successes thus far?

Answer: The major successes we have seen is the customer feedback and attention to our products. We have had enormous success at expos and trade events. We are selling out of product and that is a great sign. Customers love the flavor of our teas, and I am so proud of the success. What is even better is that they are coming back again and again.

Question: What has been your best marketing tactic for your business thus far?

Answer: Social media and word of mouth. Every chance I get I am speaking about our teas. I want to be physically in as many places as possible to promote my brand, but that is just not realistic. I am looking to get Sibahle Teas on shelves in retail spaces as well as on the menus of local restaurants.

Question: What advice do you have for other tea entrepreneurs or those who want to start a tea business?

Answer: I would start with the old tried and true of “Just do it,” and then I would add “Just do you.” Sit in your uniqueness. Tea is tea, and yes there are other people in this space, but there is only one you. Bring your fresh and innovative ideas and plant them and watch them grow.

Question: What else do you want the tea industry and the tea community to know about Sibahle Teas?

Answer: I would hope they could see that we are uniquely different. That we are intentional about bringing excellent quality African teas to the market. That African teas are more than just a commodity tea. They are special and unique. I want them to taste and see that the tea is good – because it is. Lastly and since my last name is Brewton, it is my responsibility and duty to make sure that they Brew-Tons of tea!

**Sibahle Teas' Regina Brewton-Smith
(Photo: Courtesy of Sibahle Teas)**

**Question: What is your favorite tea?**

Answer: My favorite tea is oolong, specifically, a Shui Xian [Water Sprite] Oolong Tea. The taste is sublime, plus the name keeps me connected to soda. In my line of teas, my favorite is [I Am Worthy](#). All our teas are named as affirmations. I want to motivate and encourage my customers to consider what it is they are putting into their bodies. This was especially important for me considering my history of poor drink choices. For me, “I Am Worthy” represents my strength and courage to believe in myself, to start and succeed at this business thing, and stay on the straight and narrow and away from the sugary drinks. “I Am Worthy” to have a healthy body. “I Am Worthy” to feel and look good inside and out. That tea is my reminder every day. It is a lovely lightly oxidized black and it is worthy of its name, I love it. It is royal.

Question: Thanks for your time! Last question – what does the future hold for Sibahle Teas?

Answer: I am so optimistic for the future of Sibahle Teas. For starters, I want to be able to offer teas from every tea-producing country in Africa, so for sure, a huge expansion of our offerings. Mostly I want to bring awareness to the brand and the beauty of African Teas.

Why Indians have an enduring love for tea

Noor Anand Chawla

July 2, 2022,



Chaiops Team.

What is it about tea that evokes an enduring love amongst most, if not all, Indians? Is it perhaps its long-held association with quality time spent with family savouring a hot cup of chai? Or could it be its light kick of caffeine that provides just the right amount of energy but never too much? Whatever the reason for this enduring love may be, there is no denying that tea is India's national drink by choice.

Aware of this simple fact, Satvir Singh, owner and co-founder of India's fastest growing tea café brand Chaiops, chose to focus his business on this humble beverage. He shares, "Chaiops was started in the year 2017 with its first outlet in Gurugram in Haryana. The vision for Chaiops was to create a dedicated tea brand that would serve the perfect combination of taste and health. It aims to be the leader in the food and beverage industry."

Having successfully served tea to a discerning and steadfast clientele for the last five years, Chaiops' growth has been phenomenal. In 2020, Chaiops sold more than one lakh teacups every day, and presently, the brand sells five lakh teacups every day. It has over 55 outlets across India and by 2023, aims to open over 200 outlets including in international markets.

"As a tea lover myself, I consume a lot of tea on a regular basis. However, I felt there was a lack of authentic taste and flavour. I realized that India needed a brand dedicated to tea that would bring the finest quality and superior taste to customers. The beverage industry is filled with cafes, but Chaiops is India's first tea-café brand that serves delicious, healthy tea to tea lovers. Our brand also offers an exclusive range of products other than mouth-watering teas. These include cold coffees, shakes, iced teas, and our signature dish which is the kulhad pizza. The most exciting part of Chaiops is that all these delicious and unique dishes come at a great price. While other cafes serve their beverages at high prices, keeping in mind the population and the economic circumstances of India, Chaiops has kept everything affordable," says Singh with a smile.

It is a fact that Indians enjoy sipping on their chai with every conversation. Yet till quite recently, the market was saturated with coffee chains. Hence, this concept of a tea-café was fresh and innovative. The most loved teas served at Chaiops include the masala, paan, and chocolate flavours, but nothing beats their hottest serving item till date which is the kulhad pizza.

Chaiops outlets are located in places like Dehradun, Mumbai, Hyderabad, Uttarkashi, Jalandhar, Phagwara, Gurugram, Jammu, Janakpuri, Ahmedabad, Shillong, Raipur, Bengaluru, Bilaspur, Bhubaneswar, Solapur, and Gokarna. Singh explains his business model by saying, "We provide all the materials and instructions to our franchise owners. Chaiops offers three types of franchise modules – kiosk café, standalone café, and master café. Our chef less model enables shop owners to run the café at an affordable cost price and operations are easy to handle. The tech-enabled management and efficient waste management system ensures quick return on investment and 50-60 percent average gross profit. We also provide interior and fit out support, sales growth and marketing activity support, staff hiring and training support as well as license support."

Tremendously happy with the love and support of the customers, who have appreciated the taste, quality, and aroma of the tea that Chaiops produces, from its very inception, Singh talks about their imminent expansion plans. He says, "We are all set to launch our first international outlet in Dubai very soon. Taking Chaiops international has always been in the pipeline and we have been working relentlessly to make that dream come true. Now with the first ever international outlet in Dubai, Chaiops is ready for a bigger future. We also plan to launch our tea cafes in the United States, Canada, the United Kingdom, and other Middle Eastern countries soon. This will of course be in addition to the 200 outlets we are planning to open in India soon."

With this ambitious plan, it seems Indian tea lovers have cause to rejoice, as India's favoured beverage is set to become the favoured beverage of the world.

Noor Anand Chawla pens lifestyle articles for various publications and her blog www.nooranandchawla.com.

“Maritime Silk Road” International Tea Culture Forum – “Hometown of Chinese White Tea” Held in Fuding, Fujian

July 3, 2022 Business

(The Magazine Plus Editorial):- Beijing, China Jul 3, 2022 (Issuewire.com) – On June 29, the 3rd “Maritime Silk Road” International Tea Culture Forum 2022, with the theme of “Aromas through Fu Tea on the Maritime Silk Road Tea Passage”, was held in Fuding, Ningde, Fujian Province, and the “Hometown of Chinese White Tea”. More than 250 people, including envoys to China, international friends in Fujian, overseas Chinese in Fujian, experts and scholars in tea circles at home and abroad, representatives of tea merchants and tea enterprises, gathered in Fuding to take tea as the medium, taste good tea and talk about development together.



Ruan Shiwei, vice chairman of Fujian Chinese People's Political Consultative Conference, Chen Shaojun, former vice-chairman of Fujian Chinese People's Political Consultative Conference and president of Cross-Strait Tea Exchange Association, Liang Weixin, secretary of Ningde Municipal Party Committee, Ye Shen, deputy director of Propaganda Department of Fujian Provincial Party Committee and president of Fujian Daily, Zhang Yongning, deputy secretary of Ningde Municipal Party Committee and mayor, Yang Fang, Wu Yunming, Li Yan, Chen Mei, Ye Qifa, Huang Jianlong, Lin Qing, Zhou Chunhai, Cai Meisheng and Yang Wensheng, leaders of Ningde City and Fuding City, attended the opening ceremony.

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- Plan Your Next Party With N Tusio DJ and His Exceptionally Addictive Track 'NT 10P – PARADIGMA'

Ruan Shiwei said that in recent years, Fujian has continuously exerted the advantages of the “Maritime Silk Road Area”, deepened tea culture exchanges with countries and regions along “Maritime Silk Road”, profoundly interpreted the Silk Road spirit with peaceful cooperation, openness, and tolerance, and mutual learning, mutual benefit and win-win as the core, and set up a bridge to communicate with the world. I sincerely hope that all the guests and friends at home and abroad will continue to follow Fujian, drink Fu tea, develop Fu industry and enjoy Fu growth with us, and add blessings to the construction of new Fujian in the new development stage.

According to reports, the purpose of this Forum is to promote the “Fu” culture and “Fu Tea” to the world, promote the exchange and mutual learning of Chinese and foreign tea cultures, and help the construction of “the Belt and Road Initiative” and rural revitalization.

At the event site, Fuding local tea enterprises PINPINTEA, Lvxueya, LM White Tea, and Dingbai Tea signed cooperation agreements with overseas Chinese representatives from Japan, the United Kingdom, Australia, New Zealand, and other countries; held the “Fu” Culture and Recruitment Ceremony of Overseas Propagandists of “Fu Tea”; made video connection with the Tokyo branch venue in Japan; conducted the awarding ceremony of the 3rd “Maritime Silk Road International Cup” Tea Fighting Competition, and medals were awarded to representatives of Cultural Heritage Award, Best Ingenuity Award, Tea King, King of Kings and Excellent Organization Award.

“Since ancient times, tea has been an important bridge and link between Fujian and the world.” Takashima Shanzi, Minister of the Japanese Embassy in China, said that this year marks the 50th anniversary of the normalization of diplomatic relations between China and Japan. Due to the impact of the COVID-19 epidemic, cross-border exchanges have become difficult. “In an extraordinary period, it has become particularly important to rebuild the connection between the worlds through tea.”

Ningde is a famous hometown of tea in China. The total area of tea gardens in the city is 1.02 million mu, the annual output is 120,000 tons, and the output value of the whole industrial chain is 21.2 billion yuan; there are 5 national key tea-producing counties, among which 3 are selected as the top ten ecological tea-producing counties in China.

“Every good tea in eastern Fujian contains a long tea charm that runs through ancient and modern times, and it exudes a faint tea fragrance that spans thousands of years.” Liang Weixin, secretary of Ningde Municipal Party Committee, said that we will persist in carrying forward culture with tea, meeting friends with tea and attracting investment with tea, and do a good job in tea culture, tea industry, and tea technology, so as to make tea in eastern Fujian fragrant in the world.

Fuding, as the venue of this “Maritime Silk Road” International Tea Culture Forum, is the “Hometown of Chinese White Tea”. In 2021, the plucking area of the tea garden reaches more than 300,000 mu, and the comprehensive output value of the tea industry is 13.726 billion yuan, providing more than 100,000 jobs, effectively driving 380,000 tea-related people to increase their incomes and acquire wealth, and tea has become a pillar industry for local people to increase production and income. At the same time, Fuding White Tea has been among the top ten public brand values of tea in China for 13 consecutive years.

Lin Qing, secretary of Fuding Municipal Party Committee, expressed the hope that through this platform, the brand influence of Fuding White Tea will be continuously enhanced, the spread of “Fu” culture and tea culture overseas will be promoted, and the green and high-quality development of white tea industry will be promoted.

During this Forum, the participating experts discussed the theme from the sub-forum of “Reporters and Tea”, keynote report, theme sharing of “Three-Tea’ Helping Rural Revitalization as a Whole” and sharing on the theme of “Happy Ningde Green Development”, taking tea as a medium, meeting friends with tea and discussing the future development direction of tea industry together. (Written by Lu Qiaoqin, Ye Mao)