



Commodity House

# **TEA MARKET REPORT**

**SALE NO: 38** of SEPTEMBER 27 & 28, 2022

## **LANKA COMMODITY BROKERS LTD**

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## **COMMENTS**

Sri Lanka has sold 180.6mkg through the Tea Auctions up to last week i.e., Sale # 37 at an average of Rs.1183.14, compared to 217.6mkg during the corresponding period in 2021 at an average of Rs.616.48. The sale average so far this year has been Rs.566.66 ahead of the previous year, whilst auction turnover of Rs.213.6 Billion surpasses last year's figure of 134.1Billion by Rs.79.4 Billion. The prevailing strong market sentiment is expected to hold on in to October as well, in view of the moderate to low crop intakes prevailing at present.

This week's tea auction (Sale # 38) was conducted on September 27 & 28, 2022 (Tue/Wed), with a weight of 4.8mkg. The Low Grown Leafy, Semi Leafy, Tippy & Small Leaf/ Premium Flowery catalogues totaled 2.2mkg, while the Main Sale High & Medium segment had 0.6mkg. The Ex Estate category had 0.54mkg.

There was good demand for Ex Estate teas. Best Western BOP's where quality was maintained were Rs.50/- dearer while others held firm. Other BOP's in the below-best and plainer categories were irregular and barely maintained last levels. The better liquoring Western BOPF's held firm while a range of neater below-best teas were firm and up to Rs.50/- dearer. Nuwara Eliya BOP's gained sharply while there were hardly any BOPF's. Uva / Uda Pussellawa BOP's were generally firm. Uda Pussellawa BOPF's sold at previous levels, but Uva BOPF's in the higher priced bracket were up to Rs.100/- easier. CTC Teas – High and Medium Grown PF1's were firm, while, the best Low Grown PF1's were firm, although poorer teas were lower. There were hardly any High Grown BP1's on offer, while Medium Grown teas were irregular. Low Grown types with neater leaf gained up to Rs.100/-. There was more selective interest from Japan, Germany and other European markets for the better liquoring teas. Buyers for China, Taiwan and Hong Kong were active. Russian interest was maintained.

There was fair demand for Low Grown teas. Select best OP1's together with a range of improved below-best teas maintained previous levels, but, poorer sorts tended irregular and lower. Select best OP's/OPA's were marginally easier while below-best teas were firm. Select best BOP1's were firm while below-best varieties were irregular and mostly lower. Well made PEK/PEK1's were fully firm, while teas at the lower end were about firm. The better made FBOP's were easier while others held firm. FBOPF1's in general were firm. There was good demand from buyers for Saudi Arabia, The UAE and other Middle Eastern countries. Demand from Russia and the CIS was widespread. Turkey and Syria were active, but, continued selective for Pekoe grades. Libya operated for secondary leafy grades, whilst Iraq concentrated on bottom level teas.

This week's auction comprised of 9,841 lots with a total quantity of 4,871,561kgs.

The catalogue wise breakdown was as follows:-

	<b><u>Lots</u></b>	<b><u>Qty. (Kgs)</u></b>
<b>Low Grown Leafy</b>	1,826	698,628
<b>Low Grown Semi Leafy</b>	1,288	535,387
<b>Low Grown Tippy</b>	1,938	956,003
<b>High &amp; Medium</b>	1,398	652,949
<b>Off Grade/BOP1A</b>	2,033	1,063,979
<b>Dust</b>	374	373,602
<b>Premium Flowery</b>	486	73,114
<b>Ex-Estate</b>	<u>498</u>	<u>547,899</u>
<b>Total</b>	<b><u>9,841</u></b>	<b><u>4,871,561</u></b>

### *In Lighter Vein*

#### **You Better Not Laugh...**

*The nurse asked a patient to remove his clothing and put on a gown to be checked by the doctor. "In front of you?" He asks shyly. The nurse says: "Well no, but I've seen a naked human body before. The man said, "Not one like mine. You'd die laughing at my naked body." "Of course I won't laugh," said the Nurse to the patient, "I'm a professional. In over twenty years I've never laughed at a patient." "Okay then," said the patient, and he proceeded to drop his trousers, revealing a huge male body with the smallest adult male organ the Nurse had ever seen in her life. In length and girth, it was almost identical to an AAA battery. Unable to control herself, the Nurse tried to stop a giggle, but it just came out. And then she started laughing at the fact that she was laughing. Feeling very bad that she had laughed at the man's private parts, she composed herself as well as she could. "I am so sorry," she said, "I don't know what came over me. On my honor as a Nurse and a lady, I promise that it won't happen again. Now, tell me, what seems to be the problem?" "It's swollen," Bob replied. She ran out of the room.*

**LOW GROWN TEAS****LEAFY/SEMI LEAFY**

- BOP1** : Best on offer declined by Rs.30 to Rs.60/- ; others were firm on last.
- OP1** : Select best types maintained last levels, others were irregular and mostly lower.
- OP** : Best on offer appreciated by Rs.30 to Rs.60/- ; others sold firm on last levels.
- OPA** : Select best types maintained last levels, secondaries were irregularly lower by Rs.30/ to Rs.50/
- PEK/PEK1** : Well made shotty maintained last levels, others were irregular and mostly 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>
<b>BOP1</b>	<b>2600 - 3850</b>	2750 - 3950	<b>1900 - 2600</b>	1900 - 2750	<b>1500 - 1900</b>	1400 - 1900
<b>OP1</b>	<b>2600 - 3500</b>	2400 - 3450	<b>1400 - 2600</b>	1300 - 2400	<b>750 - 1400</b>	700 - 1300
<b>OP</b>	<b>1800 - 2650</b>	1700 - 2300	<b>1600 - 1800</b>	1500 - 1700	<b>800 - 1600</b>	750 - 1500
<b>OPA</b>	<b>1500 - 2350</b>	1400 - 2300	<b>1100 - 1500</b>	1000 - 1400	<b>700 - 1100</b>	600 - 1000
<b>PEK/PEK1</b>	<b>2200 - 2750</b>	1750 - 2800	<b>1700 - 2200</b>	1400 - 1750	<b>1400 - 1700</b>	1100 - 1400

**TIPPY/SMALL LEAF**

- BOP/BOPSP** : BOPs in general firm.
- BOPF/BOPFS** : Few select Best BOPFs sold on last levels, balance declined.
- FBOP/FBOP1** : Well made FBOPs declined, whilst cleaner Below Best and cleaner teas at the lower end sold on last levels. Balance irregular following quality. FBOP1s in general were easier.
- FBOPF/FBOPF1** : Tippy teas together with best declined. However, cleaner Below Best and cleaner teas at the lower end were firm. Balance were easier. Select Best and Best FF1s were easier whilst cleaner Below Best and cleaner teas at the bottom sold around last levels. Balance too eased following quality
- FBOPFSP/EXSP** : Overall lower market prevailed.

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>
<b>BOP/BOPSP</b>	<b>2500 - 2900</b>	2700 - 2950	<b>2000 - 2500</b>	2300 - 2700	<b>1500 - 2000</b>	1500 - 2300
<b>BOPF /BOPFSP</b>	<b>2400 - 2900</b>	2500 - 2950	<b>2000 - 2400</b>	2200 - 2500	<b>1400 - 2000</b>	1200 - 2200
<b>FBOP/FBOP1</b>	<b>2700 - 3550</b>	2700 - 3750	<b>2200 - 2700</b>	2200 - 2700	<b>1700 - 2200</b>	1700 - 2200
<b>FBOPF/FBOPF1</b>	<b>2500 - 3200</b>	2500 - 3300	<b>2000 - 2500</b>	2000 - 2500	<b>1300 - 2000</b>	1500 - 2000
<b>FBOPFSP/EXSP</b>	<b>5500 - 8350</b>	6500 - 9600	<b>3000 - 5500</b>	3000 - 6500	<b>2000 - 3000</b>	2000 - 3000

### MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

**FBOP** : Well-made neat FBOP's dropped fairly sharply, below best varieties tended irregular. Teas at the bottom were firm on last levels.

**FBOPF/FBOPF1** : Well-made neat leaf on offer, declined in value. Below best and the lower end varieties tended irregular.

**PEK/PEK1** : Shotty PEK/PEK1 varieties met with fair demand, mixed and the bottom types were easier on last levels.

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>
<b>FBOP</b>	<b>1800 - 3200</b>	1900 - 3400	<b>1500 - 1800</b>	1500 - 1900	<b>1450 - 1500</b>	1400 - 1500
<b>FBOPF/FBOPF1</b>	<b>2100 - 2800</b>	2200 - 3000	<b>1550 - 2100</b>	1600 - 2200	<b>1400 - 1550</b>	1400 - 1600
<b>PEK/PEK1</b>	<b>1600 - 2350</b>	1500 - 2350	<b>1450 - 1600</b>	1400 - 1500	<b>850 - 1450</b>	900 - 1400

### HIGH GROWNS TEAS

**BOP** : Best Western's, where quality was maintained, were Rs.50 per kg dearer, whilst the others were mostly firm. Teas in the Below Best and Plainer categories were irregular though sold around last week's levels. Nuwara Eliya's gained Rs.200 to Rs.300 per kg and more. Uva/Uda Pussellawa's were mostly firm.

**BOPF** : Best Western's were mostly firm. In the Below Best category, better sorts were firm, whilst the others were firm and up to Rs.50 per kg lower. Plainer sorts at the lower end sold around last week's levels. Nuwara Eliya's had hardly any offerings. Uda Pussellawa's were generally firm. Uva's - High priced teas declined by Rs.100 per kg and more, whilst the others sold around last week's levels

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
<b>Best Westerns</b>	<b>1750 - 1800</b>	1750 - 1850	<b>1700 - 1850</b>	1700 - 1850
<b>Below Best Westerns</b>	<b>1500 - 1700</b>	1500 - 1700	<b>1500 - 1650</b>	1550 - 1700
<b>Plainer Westerns</b>	<b>1300 - 1480</b>	1300 - 1480	<b>1340 - 1480</b>	1300 - 1500
<b>Nuwara Eliyas</b>	<b>1600 - 1850</b>	N/A	<b>N/A</b>	1950
<b>Brighter UdaPussellawas</b>	<b>1600 - 1650</b>	1600 - 1700	<b>1550 - 1650</b>	1500 - 1600
<b>Other Uda Pussellawas</b>	<b>1180 - 1440</b>	1400 - 1420	<b>1300 - 1500</b>	1320 - 1460
<b>Best Uva's</b>	<b>1550 - 1700</b>	1650 - 1750	<b>1550 - 1650</b>	1600 - 1800
<b>Other Uva's</b>	<b>1440 - 1500</b>	1550 - 1600	<b>1340 - 1500</b>	1300 - 1550

**MEDIUM GROWN TEAS****BOP** : Irregular.**BOPF** : Firm and dearer.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
<b>Best Westerns</b>	<b>1100 - 2700</b>	1100 - 2750	<b>1080 - 2350</b>	1000 - N/A

**CTC TEAS****HIGH GROWN:****BP1** - Hardly any offerings.**PF1** - Firm.**MEDIUM GROWN:****BP1** - Irregular.**PF1** - Better sorts were firm, whilst the others were firm and tended easier.**LOW GROWN:****BP1** - Select invoices gained Rs.100 per kg and more, whilst the others were firm.**PF1** - Better sorts were firm, whilst the others were irregularly easier with the poorest being neglected and difficult of sale.

Quotations (Rs./Kg)	BP1		PF1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
<b>High</b>	<b>Not Quoted</b>	Not Quoted	<b>1140 - 1700</b>	1380 - 1750
<b>Medium</b>	<b>700 - 1360</b>	660 - 1200	<b>800 - 1800</b>	800 - 1800
<b>Low</b>	<b>710 - 1240</b>	790 - 1280	<b>840 - 1900</b>	740 - 2200

## OFF GRADES

**FGS/FGS1** : Select best Liquoring FNGS/FNGS1s' firm on last; whilst others too firm on last. Clean Low Grown well-made FNGS1's appreciated Rs.50to Rs.70/- per kg and others too advanced Rs.25/- to Rs.50/-.

**BM** : Well-made BM's appreciated Rs.50/- to Rs.100/- per kg. Best types firm on last. Below best advanced Rs.25 to Rs.50/and poorer types held firm.

**BOP1A** : Select best BOP1A's held firm. Below best teas advanced Rs.50 to Rs.70/- per kg. Poorer types held firm.

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)	900 - 1480	800 - 1500	640 - 790	640 - 770	700 - 1050	650 - 1000
Good Fannings (CTC)	580 - 680	580 - 700	580 - 630	580 - 660	550 - 630	550 - 650
Other Fannings (Orthodox)	550 - 690	550 - 690	550 - 710	550 - 690	550 - 710	550 - 690
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	700 - 850	680 - 820	700 - 870	680 - 850	720 - 1150	680 - 1100
Other BM's	640 - 730	640 - 720	640 - 770	640 - 750	640 - 800	640 - 780
Best BOP1As	750 - 900	750 - 900	900 - 1000	870 - 950	1250 - 1850	1250 - 1800
Other BOP1As	700 - 820	670 - 790	700 - 820	670 - 790	700 - 820	670 - 800

## DUST

**DUST/DUST1** : Liquoring High Grown DUST/DUST1's were substantially dearer; others were firm on last levels. Low Grown Clean Dust/Dust1's were substantially dearer by Rs.100/- per kg and more whilst Below Best teas were firm on last levels.

**PD** : PD's from High & Medium elevations dearer by Rs.50-60/- per kg whilst Low Grown PD's substantially dearer by Rs.100/- to Rs.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)	1500 - 2100	1000 - 1750	1100 - 1480	1050 - 1420	1300 - 1950	1000 - 1440
Good Primary PD (CTC)	950 - 1320	1000 - 1500	1100 - 1420	1150 - 1460	1100 - 1700	980 - 1550
Secondary Dust	850 - 1000	850 - 1000	750 - 850	750 - 850	650 - 700	650 - 700



**WESTERN MEDIUM**

Kenilworth	BOP	2700/-
<b>*Hatale</b>	<b>BOPSP</b>	<b>2500/-</b>
Galgewatte	BOPSP	2500/-
Craighead	BOPF/BOPFSP	2350/-
<b>*Harangalla</b>	<b>BOP1</b>	<b>3100/-</b>
Craighead	FBOP/FBOP1	3200/-
<b>*Hatale</b>	<b>FBOP/FBOP1</b>	<b>3000/-</b>
<b>*Hatale</b>	<b>FF/FF1</b>	<b>2800/-</b>
Doombagastalawa	FF/FF1	2800/-
Harangalla	FF/FF1	2800/-
Dartry Valley	FF/FF1	2800/-
Orange Field	OP/OPA	1800/-
Peniland	OP/OPA	1800/-
<b>*Meezan</b>	<b>OP/OPA</b>	<b>1750/-</b>
<b>*Kurugama</b>	<b>OP/OPA</b>	<b>1750/-</b>
New Rothschild	OP1	2550/-
<b>*Kurugama</b>	<b>PEK/PEK1</b>	<b>2350/-</b>
Rilagala	PEK/PEK1	2350/-
Harangalla	PEK/PEK1	2350/-
<b>*Uplands</b>	<b>PEK/PEK1</b>	<b>2300/-</b>

**WESTERN HIGH**

Torrington	BOP	2200/-
Queesberry	BOP SP	2500/-
Great Western	BOPF/BOPFSP	1900/-
Weddemulla	BOP1	2350/-
Bogahawatte	FBOP/FBOP1	2800/-
Torrington	FBOPF/FBOPF1	2600/-
Inverness	OP/OPA	1800/-
St.Andrews	OP/OPA	1800/-
Bogahawatte	OP1	2650/-
St. Andrews	PEK/PEK1	2200/-
Weddemulla	PEK/PEK1	2200/-
Bambrakelly	PEK/PEK1	2200/-
Torrington	PEK/PEK1	2200/-

**NUWARA ELIYA**

Court Lodge	BOP	1850/-
Court Lodge	BOPF/BOPFSP	1380/-
Kenmare	FBOP/FBOP1	1180/-
Mahagastotte	PEK/PEK1	1700/-

**CTC TEAS****HIGH GROWN**

Dunsinane CTC	PF1	1700/-
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**MEDIUM GROWN**

New Peacock CTC ++	PF1	1800/-
Delta CTC	+++ BP1	1360/-
Donside CTC	+++ BPS	1100/-
Aultmore CTC	BPS	1020/-

**LOW GROWN**

<b>*Kalubowitiyana</b> CTC	<b>PF1</b>	<b>1900/-</b>
Ceciliyan CTC	PF1	1900/-
Ceciliyan CTC	BP1	1240/-
Ceciliyan CTC	BPS	1900/-

**UVA MEDIUM**

Dickwella	BOP	2700/-
Sarnia Plaiderie	BOPSP +++	2700/-
Dickwella	BOPF/BOPFSP	2700/-
<b>*Halpewatte Uva</b>	<b>BOP1</b>	<b>3000/-</b>
Glen Alpin	FBOP/FBOP1	3000/-
Dickwella	FF/FF1	2700/-
Dickwella	OP/OPA	1750/-
Telbedde	OP/OPA	1750/-
Wewesse	OP/OPA	1750/-
Glen Alpin	OP/OPA	1750/-
Shawlands	OP1	2750/-
Dickwella	PEK/PEK1	2350/-

**UVA HIGH**

Uva Highlands	BOP	2700/-
Ranaya	BOPSP	2400/-
Uva Highlands	BOPF/BOPFSP	2650/-
Glenanore	BOP1	2850/-
Glenanore	FBOP/FBOP1	2600/-
Aislaby	FBOPF/FBOPF1	2700/-
Uvakellie	OP/OPA	1750/-
Glenanore	OP/OPA	1750/-
Oodoowerre	OP1	2450/-
Mount Uva	PEK/PEK1	2250/-
Aislaby	PEK/PEK1	2250/-
<b>*Battawatte</b>	<b>PEK/PEK1</b>	<b>2200/-</b>

**UDA PUSSELLAWA**

Luckyland	BOP	1650/-
Mooloya	BOP	1650/-
Alma	BOPSP	1900/-
Luckyland	BOPF/BOPFSP	1650/-
Mooloya	BOPF/BOPFSP	1650/-
Alma	BOP1	2900/-
Alma	FBOP/FBOP1	2650/-
Alma	FF/FF1	2600/-
Alma	OP/OPA	1700/-
Gonapitiya	OP1	1480/-
<b>*Delmar</b>	<b>OP1</b>	<b>1420/-</b>
Alma	PEK/PEK1 +++	2300/-

**OFF GRADES**

Maratenne	BP	2050/-
<b>*Panapitiya</b>	<b>BP</b>	<b>2000/-</b>
Hingalgoda CTC	PF	2050/-
Endane Special	BM +++	2650/-
Wellandura Special	FNGS/FNGS1	2050/-
Golden Garden	BOP1A	2150/-
Endane Special	BOP1A	2050/-
<b>*Aldora</b>	<b>BOP1A</b>	<b>2000/-</b>
Aldora	BOP1A	2000/-
M.D.C.T	BOP1A	2000/-

**LOW GROWN LEAFY GRADES**

<b>*Sithaka</b>	<b>BOP1</b>	<b>3850/-</b>
New Vithanakande	OP1	3500/-
<b>*Makandura</b>	<b>OP1</b>	<b>3350/-</b>
<b>*Sithaka</b>	<b>OP1</b>	<b>3350/-</b>
<b>*Sanasa</b>	<b>OP</b>	<b>2650/-</b>
Green Lanka	OPA	2350/-
Liyonta	OPA	2350/-
New Mahendra	PEKOE	2500/-
Golden Garden	PEKOE	2500/-
Lanka	PEKOE1	2750/-

**LOW GROWN TIPPY GRADES**

<b>*Hidellana</b>	<b>BOP</b>	<b>2900/-</b>
Kamarangapitiya	BOP	2900/-
Ceyenta	BOP	2900/-
Lions	BOP	2900/-
<b>*Nawagamuwehena</b>	<b>BOP</b>	<b>2850/-</b>
New Panilkanda	BOP	2850/-
<b>*Mahaliyadda</b>	<b>BOP</b>	<b>2800/-</b>
<b>*Wikiliya</b>	<b>BOP</b>	<b>2800/-</b>
<b>*Makandura</b>	<b>BOP</b>	<b>2800/-</b>
<b>*Hidellana</b>	<b>BOP</b>	<b>2800/-</b>
Nawagamuwehena	BOP	2800/-
Stream Line	BOPSP	2900/-
Brombil	BOPF	2750/-
<b>*Sithaka</b>	<b>BOPF</b>	<b>2700/-</b>
<b>*Hidellana</b>	<b>BOPF</b>	<b>2650/-</b>
Brombil	BOPFSP	2900/-
Golden Garden	BOPFSP	2900/-
Stream Line	BOPFSP	2800/-
<b>*Mahaliyadda</b>	<b>BOPFSP</b>	<b>2750/-</b>
<b>*Sithaka</b>	<b>FBOP</b>	<b>3550/-</b>
<b>*Hidellana</b>	<b>FBOP1</b>	<b>2950/-</b>
Gunawardana	FBOPF	3200/-
Sithaka	FBOPF1	2950/-
Pothotuwa	FBOPF1	2950/-

**PREMIUM FLOWERY**

<b>*New Galagawa</b>	<b>FBOPFSP</b>	<b>7500/-</b>
Ceciliyan	FBOPFEXSP	8350/-
<b>*Peak Paradise Su</b>	<b>FBOPFEXSP1</b>	<b>5950/-</b>
<b>*New Deraniyagala</b>	<b>FBOPFEXSP1</b>	<b>4800/-</b>

**Dust**

Mattakelle	DUST/DUST1	2100/-
Ceciliyan CTC	PD	1700/-

## COLOMBO AUCTION – WEEKLY GROSS SALE AVERAGES

**SALE NO.37 OF 21<sup>st</sup> SEPTEMBER, 2022**

	2022			2021	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
<b>Uva High Grown</b>	1,461.69	1,391.59	1,304.93	507.33	549.75
<b>Western High Grown</b>	1,572.44	1,550.47	1,025.28	605.66	598.79
<b>High Grown</b>	1,523.41	1,486.83	1,028.54	570.42	583.78
<b>Uva Medium</b>	1,531.33	1,503.85	1,100.76	532.66	568.14
<b>Western Medium</b>	1,258.98	1,203.62	914.73	479.20	537.96
<b>Medium Grown</b>	1,358.97	1,306.83	973.78	496.76	547.22
<b>Low Grown (Orthodox)</b>	1,810.10	1,751.21	1,317.32	640.64	655.02
<b>Combined L.G. (Orthodox + CTC)</b>	1,774.30	1,700.87	1,290.46	632.01	646.78
<b>Total</b>	<b>1,676.93</b>	<b>1,605.42</b>	<b>1,183.14</b>	<b>596.85</b>	<b>616.48</b>

Private Sale Figures (19.09.2022 - 24.09.2022) - 79,288.50Kgs

Cumulative - 3,066,886.83 Kgs

### DETAILS OF TEAS AWAITING SALE

	<u>Sale of 04<sup>th</sup>/05<sup>th</sup> Oct.'22</u>		<u>Sale of 11<sup>th</sup>/12<sup>th</sup> Oct.'22</u>	
	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
<b>Low Grown Leafy</b>	1,758	669,596	1,841	708,428
<b>Low Grown Semi Leafy</b>	1,168	480,112	1,269	539,021
<b>Low Grown Tippy</b>	1,860	907,332	2,032	1,019,813
<b>High &amp; Medium</b>	1,242	572,148	1,506	716,629
<b>Off Grade/BOP1A</b>	2,138	1,076,121	2,342	1,261,653
<b>Dust</b>	417	362,136	417	382,874
<b>Premium Flowery</b>	404	63,085	440	69,048
<b>Ex-Estate</b>	<u>538</u>	<u>610,247</u>	<u>613</u>	<u>707,057</u>
<b>Total</b>	<b><u>9,525</u></b>	<b><u>4,740,777</u></b>	<b><u>10,460</u></b>	<b><u>5,404,523</u></b>



## **FUTURE CATALOGUES CLOSURE**

### **Sale No. 41 of 18<sup>th</sup>/19<sup>th</sup> October, 2022**

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 29<sup>th</sup> September, 2022 at 04.30 p.m.

### **Sale No.42 of 25<sup>th</sup>/26<sup>th</sup> October, 2022**

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 06<sup>th</sup> October, 2022 at 04.30 p.m.

### **Sale No.43 of 01<sup>st</sup>/02<sup>nd</sup> November, 2022**

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 13<sup>th</sup> October, 2022 at 04.30 p.m.

## **BROKER'S SELLING ORDER**

### **SALE NO.39**

### **Auction of 04<sup>th</sup>/05<sup>th</sup> October, 2022**

#### **Leafy/Tippy/BOP1A/Premium Flowery**

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

#### **High & Medium/Off Grades/Dust**

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

#### **Ex-Estate**

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

## Crop & Weather

For the period of 19<sup>th</sup> to 25<sup>th</sup> September, 2022

### Western/Nuwara Eliya Regions:

Bright weather was reported in both regions throughout the week. The Department of Meteorology expects light showers in the Western Region and heavy showers in the Nuwara-Eliya Region in the week ahead.

### Uva/Udapussellawa Region:

Both regions reported sunny weather throughout the week. Heavy showers are expected in the Uva Region in the week ahead according to the Department of Meteorology.

### Low Grown:

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

### Crop Intake:

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

### WORLD CROP STATISTICS (MKGS)

<i>Country</i>	<i>Month</i>	<i>2021</i>	<i>2022</i>	<i>Difference +/-</i>	<i>To-date 2021</i>	<i>To-date 2022</i>	<i>Difference +/-</i>
<b>SRI LANKA</b>	<i>Aug.</i>	<b>23.87</b>	<b>18.28</b>	<b>-5.59</b>	<b>211.97</b>	<b>171.38</b>	<b>-40.59</b>
<b>BANGLADESH</b>	<i>July</i>	12.34	11.27	-1.07	37.76	38.33	0.57
<b>KENYA</b>	<i>May</i>	45.30	50.00	4.70	230.60	227.10	-3.5
<b>NORTH INDIA</b>	<i>July</i>	158.60	133.3	-25.30	483.90	475.70	-8.20
<b>SOUTH INDIA</b>	<i>July</i>	21.90	19.20	-2.70	144.70	138.20	-6.50
<b>MALAWI</b>	<i>April</i>	6.40	7.10	0.70	28.60	26.00	-2.6
<b>TANZANIA</b>	<i>Mar.</i>	3.33	7.89	4.56	9.41	13.04	3.6
<b>UGANDA</b>	<i>Mar.</i>	5.56	4.35	-1.2	18.49	15.91	-2.58

*“Africa Tea Brokers Bulletin of Statistics”*

**- O T H E R M A R K E T S -****MALAWI MARKET REPORT****SALE NO.39 - 28/09/2022**

There was less and selective demand for the small quantity of 2920 packages on offer.

**BP1** - N/A

**PF1** - Few available met selective demand at firm levels where sold.

**PD** - Few on offer were neglected.

**PF1SC** - N/A

**D1** - N/A

Secondary teas were barely steady where sold.

**WEATHER/CROP FOR THE WEEK ENDING 25<sup>TH</sup> SEPTEMBER,2022.**

Hot to very hot conditions were experienced, windy at night and early mornings.

Crop intakes remain stable.

***TEA BROKERS CENTRAL AFRICA LIMITED***

## BANGLADESH AUCTION

### SALE NO.21 OF MONDAY 26<sup>TH</sup> SEPTEMBER, 2022

**CTC LEAF:** 50,275 packages of Current Season teas on offer continued to meet with a strong demand.

**BROKENS:** Best Brokens met with more competition and were a dearer market appreciating by up to Tk.5/-and sometimes more. Good varieties also sold well and were fully firm to slightly dearer following quality. Medium varieties sold at around last levels but a fair weight of brown, plain varieties met with selective enquiry and were mostly easier with fair withdrawals. BLFs met with less demand at around last levels with more withdrawals.

**FANNINGS:** Best liquoring Fannings met with a stronger demand and were dearer by Tk.5/- and more following competition. Good varieties were also a strong market and were fully firm to slightly dearer. Medium types sold at around last levels but Plain varieties met with less demand and were easier. BLFs met with less demand at around last levels with more withdrawals.

**CTC DUST:** 50,275 packages of Current Season teas on offer met with a good demand. Good liquoring varieties were fully firm to slightly dearer closely following quality. Mediums sold well at around last levels. Plain/BLF Dusts were an easier market and saw fair withdrawals. Blenders lent good support with fair interest from the Loose tea buyers.

**COMMENTS:** Best liquoring varieties were again a strong feature of the sale and were dearer following more competition from all sections of the market. There was a fair weight of brown, plain varieties on offer which met with limited interest and witnessed heavy withdrawals. Blenders lent stronger support with more interest from the Loose tea buyers.  
Dusts sold well.

#### Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Large	220 - 225N	220 - 230N	Best	240 - 255	235 - 250	PD	200 - 286	197 - 281
Medium	222 - 232	220 - 230	Good	232 - 237	227 - 232	RD	188 - 372	170 - 374
Small	225 - 235	222 - 232	Medium	220 - 230	215 - 225	D	204 - 382	160 - 380
Plain	195 - 205	200 - 210	Plain	195 - 205	200 - 210	CD	160 - 310	218 - 408
BLF	130 - 170	130 - 170	BLF	130 - 170	130 - 170	BLF	148 - 169	160 - 172

COURTESY: NATIONAL BROKERS LTD

**FOR THE WEEKENDING - 24<sup>th</sup> SEPTEMBER, 2022****KOCHI****CTC LEAF**

**Demand :** Good demand, All grades sold irregular around last levels

**ORTHODOX LEAF**

**Demand :** Good demand.

**Market :** Well made whole leaf & larger brokens sold irregular around last levels. Smaller brokens & fannings showed an improved demand & appreciated in value.

**Buying Pattern :** Middle East and CIS buyers operated.

**DUST**

**Demand :** Good demand.

**Market :** Popular marks & better mediums sold irregular & sometimes lower by Rs.2/- to Rs.3/-. Plainier sorts sold around last levels.

**Buying Pattern :** Major Blenders were active & internal buyers caustically.

**COONOR****CTC LEAF**

**Demand :** Good.

**Market :** Market opened on an irregular trend with the Brokens trading at steady to easier levels by Rs.2/- to Rs.3/- across all types and grades and the BOPF's were rather steady to firm. However as the sale progressed it had gained momentum and went on to be sold at fully firm to dearer across all types and categories with better percentage of sale.

**Buying Pattern :** Strong presence of the Major Blenders was noticed along with other Packeteers. Internal and Export were also lending fairly good support.

**ORTH LEAF**

**Demand :** Strong.

**Market :** Fully firm to dearer market with the Brokens and Fannings trading at Rs.5/- to Rs.10/- and more following quality in comparison to last week. However the Whole Leaf grades were rather trading at barely steady to occasionally dearer levels.

**Buying Pattern :** Good to strong enquiry was forthcoming from the Exporters with fairly good Internal participation.

**CTC DUST**

**Demand :** Strong.

**Market :** The CTC dust market continues to be on a buoyant trend with the prices moving further due to strong demand. The price surge was noticed on the fairly blacker and cleaner teas by Rs.3/- to Rs.5/- dearer and more sometimes.

**Buying Pattern :** Yet again strong Export enquiry was forthcoming with the Major Blender also chipping in. Internal has been rendering fairly good support with Regional Packeteers seen lending fair support.

### ORTH DUST

**Demand :** fairly strong.

**Market :** Generally a fully firm to dearer market with the Primary dust grades as well as the Secondaries were trading at Rs. 5/- to Rs. 10/- dearer and the Tertiaries were trading at Rs.2/- to Rs.3/- dearer.

**Buying Pattern :** Good Export enquiry was being witnessed with the Internal lending fair support.

## **COIMBATORE**

### CTC LEAF

**Demand :** Good general demand.

**Market :** Better medium broken and BOPF's were firm to dearer by Rs.2/- to Rs.3/- sometimes more following quality with some withdrawals. Medium broken were dearer by Rs.3/- to Rs.4/- sometimes more with few withdrawals. However BOPF's were barely steady. Plain teas were firm to dearer by Rs.2/-.

**Buying Pattern :** Blenders and packeteers were active. Others selective.

### ORTH LEAF

**Demand :** Fair demand.

**Market :** Better medium broken were lower by Rs.10/- to Rs.15/- with some withdrawals. Secondary broken / BOPF's were barely steady.

**Buying Pattern :** Exporters were active. Others selective.

### CTC DUST

**Demand :** Fair general demand.

**Market :** Better medium/ popular sorts were irregular and lower by Rs.2/- to Rs.3/- with some withdrawals. Medium / plain teas were barely steady to lower by Rs.2/- with some withdrawals.

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

### ORTH DUST

**Demand :** Fair demand. Firm.

**Market :** Firm to dearer by Re.1/- to Rs.2/-.

**Buying Pattern :** Exporters were active.

**Source: Paramount Tea Marketing (SI) Private Limited**

**27<sup>th</sup> September, 2022**

**- /mng**

## Nepal Tea Collective Invites the Tea Industry, Consumers to Become Co-Owners

By Aaron Kiel Sep 21, 2022 02:15pm

[Nepal tea tea farmers tea workers tea production](#)



Pratik Rijal, chief operating officer of Nepal Tea Collective (left) with Nishchal “Nish” Banskota, a second-generation tea producer and founder and CEO of the public benefit corporation. (Photo: Courtesy of Nepal Tea Collective)

[Nepal Tea Collective](#) (previously called Nepal Tea), a U.S.-based and immigrant-owned public benefit corporation, is on a mission to disrupt the tea industry and elevate teas and tea farmers from Nepal. They’re currently inviting their customers, the impact-conscious public and members of the tea industry to become co-owners of the company. The company recently launched an [equity crowdfunding campaign](#) through Wefunder, where anyone can invest for as little as \$250 and become an owner in the business.

“We all know that the tea industry has not been fair to the primary producers though tea is the most popular beverage after water,” said Nishchal “Nish” Banskota, a second-generation tea producer and founder and CEO of Nepal Tea Collective. “I aim to create the most impactful tea company that works for not just the shareholders but all stakeholders. Therefore, to legally hold ourselves accountable to this mission, we converted to a public benefit corporation in January 2022.”

Banskota explained that being a collective allows them to work with multiple tea farms in Nepal and create a collective identity of Nepali teas globally. “We are now taking this one step further by allowing all of our customers or any tea lover around the world to become co-owners of the collective with as little as \$250, truly making it a company that is governed by its entire stakeholders.”





*Teas from Nepal Tea Collective (Photo: Courtesy of Nepal Tea Collective)*

## The World Has Been ‘Sleeping’ on Nepali Teas

According to Nepal Tea Collective, the world has been “sleeping” on Nepali teas because the country itself is sandwiched between two tea giants – India and China. Yet, Nepal produces some of the finest teas in the world and more than 80 percent of its teas are exported to be rebranded. Nepali teas and their unique flavors lose their identity in the global market as it goes through numerous middlemen. This not only hinders Nepal from ever making its own geographical identity but also severely depresses the agricultural farmers. Traders and middlemen make millions while the Nepali farmers are left with pennies.

“There are several reasons why tea industry leaders should invest in us, but the most important one is to allow tea industry to thrive and innovate in the most ethical way,” explained Banskota. “As an industry, we have been talking about the need for traceability and transparency for a while, and we’re now building a proprietary mechanism to set the highest standards in the industry by leveraging technology. In essence, we’re re-inventing the way tea is sold around the world and making it fair for all the stakeholders in the tea supply chain while creating a highly profitable business. The tea industry leaders can obtain amazing monetary returns and a significant impact by choosing to invest in us.”

Nepal Tea Collective brings the freshest teas – organically grown and packed at origin in Nepal – to the United States and worldwide. Through rigorous work and first-hand collaboration with the farmers, Nepal Tea Collective has been shaping Nepali teas in the global market. The teas that they serve are traceable via QR codes, providing consumers with key information about every single individual involved– from who planted the sapling to who packed their product.



*Teas from Nepal Tea Collective (Photo: Courtesy of Nepal Tea Collective)*

Overall, Nepal Tea Collective said it's cutting out the middlemen and working with the farmers directly to give underappreciated tea makers a platform to directly interact and connect with global customers, and the company has been making leaps to change the way Nepali teas are perceived.

Their attempt to bring forth the invisible Nepali farmers to the front of the global market has been featured and lauded in the [New York Times](#) and [Forbes magazine](#). In fact, the Nepali orthodox teas that Nepal Tea Collective offers have been voted "Top 10" among 100+ global brands and won multiple national and international tea awards.

Originally established in 2016 as a Limited Liability Company (as Nepal Tea), the company has grown and shifted into a Public Benefit Corporation (as Nepal Tea Collective). To date, thousands of customers have been served worldwide. They've also planted 2,000 tea saplings (and counting) in Nepal.

"It isn't just teas that Nepali farms can share with the world," said Banskota. "There are so many more local herbs and spices that could benefit not just the farmers but the global food culture as a whole."





Nepal Tea Collective is on a mission to elevate the teas and tea farmers from Nepal.  
(Photo: Courtesy of Nepal Tea Collective)

### **Wefunder Campaign Targets US\$600,000 Goal**

The Wefunder campaign will run through Nov. 16, and Nepal Tea Collective said it hopes to raise US\$600,000 to expand its reach. Their equity crowdfunding effort, with support from several investors, has already hit more than US\$180,000.

With the money raised, their plans include expansive product development that can better represent Nepali flavors, working with talented people to better their marketing strategies, as well as an immersive tea tourism experience in Nepal for their global customers. Their investment pitch also promises a tentative five to eight times return within the first five years, at least 15,000 farmers out of poverty, and 100,000 tea saplings planted.

“We are honored and very thankful to have such a response so far,” shared Banskota. “However, this is just the beginning, and I am humbled to know that tea drinkers all around the world understand the problem and want to be a part of the solution. Nepal Tea Collective started because of the power of the crowd of amazing tea people around the world [through the initial [Nepal Tea Kickstarter campaign](#) in 2016], and it sustains because of that, and now is the time to thrive because of the power of the crowd.

I firmly believe in the mission of Wefunder as a platform, as well to democratize investing, and we want all tea drinkers regardless of the income differences be able to produce great returns and significant impact by investing on us.”

## The Future for Nepal Tea Collective

What does the future hold for Nepal Tea Collective? Banskota said that in the short-term future, they plan to build a fulfillment facility in Nepal that allows majority of the small-holder farmers to centralize collection, storing, packing and exporting. “We will also be furthering our cultivation work to include highly demanded botanicals,” he said.

In the long term, the company envisions being the solution and a platform for every tea/botanical small holder producer in Nepal and beyond, to sell their products and earn a dignified living by doing so.

“I really believe Nepal Tea Collective can uplift a million farmers from poverty within my lifetime while exponentially expanding the potential of Nepali flavors,” Banskota concluded. “I’ve seen tea change the lives of hundreds of people, so I know this can be done. We only need support from people who know the unrealized promise of teas and herbs from Nepal.”

