



LANKA COMMODITY BROKERS LTD TEA MARKET REPORT

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SALE NO.41 OF 18TH OCTOBER, 2021

COMMENTS

Sri Lanka has recorded a total Tea Production of 22.5 mkg for September, 2021 which is an improvement of 0.5 mkg over the corresponding month last year. During the ytd period of 2021, the total harvest amounts to 234.4 mkg and is ahead of the same period last year by 32.9 mkg. However, this surplus leaves little room for comfort, when taking in to account that the year 2020 was one of the worst for Sri Lanka's Tea Production.

This week's tea auction (Sale # 41) was conducted as a one day sale on Monday, October 18, and the offer quantity was restricted to 4.2 mkg, a drop of 1.45 mkg compared to the previous week's total. The Low Grown Leafy, Semi Leafy, Tippy & Small Leaf/ Premium Flowery catalogues totaled 2 mkg, whilst Main Sale High & Medium had 0.5 mkg and, Ex Estate category had 0.6 mkg.

The Ex Estate market was fairly strong for better teas whilst others were irregular. Best Western BOP's/BOPF's were firm to dearer following quality, while below best BOP's and BOPF's with neater leaf gained Rs. 20/- . Teas at the lower end of the market eased Rs. 10/- to 20/-. Nuwara Eliya BOP's sold around previous levels but their BOPF's were neglected. Uda Pussellawa BOP's/BOPF's were again irregular and easier. The better Uva's were firm but poorer sorts eased Rs. 10/- to 20/-. CTC Teas – The better High Grown PF1's were Rs. 10/- to 20/- lower while Mediums sold around last levels. Low grown were fully firm. BP1's – There were hardly any offerings from the High and Medium elevations, while Low Grown sorts were maintained. Bulk buying for Russia was widespread. Buyers of top-end quality teas for Japan, Germany and the UK were selective. There was less interest from Hong Kong, and China.

There was good demand for Low Grown teas. The better OP1's together with a range of below-best, improved teas were firm, while others were irregular and easier. Select best OP's and OPA's were irregular while a range of improved below-best sorts were firm. Well-made BOP1's in general were maintained, but, others were irregular and lower. Well-made Pekoes and Pekoe1 grades were fully firm to selectively dearer, but mixed varieties were easier. Well-made FBOP's/FBOPF1's, were selectively dearer, and, cleaner secondary types firm to dearer. Buyers for Middle East, and Europe were active on well-made BOP1 types while the CIS bid on a range of clean and stylish leafy teas. Turkey was more active on the better Pekoes, but continued to follow quality. Iran was again strong on well-made Tippy descriptions while Iraq was active for bottom level teas.

This week's auction comprised of **8,438** lots with a total quantity of **4,291,774** kgs.

The catalogue wise breakdown was as follows:-

	<u>Lot</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	1,677	658,678
Low Grown Semi Leafy	1,216	516,098
Low Grown Tippy	1,622	775,512
High & Medium	1,098	512,297
Off Grade/BOP1A	1,585	816,486
Dust	371	360,240
Premium Flowery	343	54,616
Ex-Estate	<u>526</u>	<u>597,847</u>
Total	<u>8,438</u>	<u>4,291,774</u>

In Lighter Vein

Atheists Need a Holiday

An atheist became incensed over Christmas holiday preparations. He filed a lawsuit about the constant celebrations given to Christians and Jews while atheists had no holiday to celebrate. The case was brought before a judge. After listening to the long, passionate presentation by the atheist's lawyer, the judge banged his gavel and declared, "Case dismissed!" The lawyer immediately stood and objected to the ruling. "Your honor, how can you possibly dismiss this case? The Christians have Christmas, Easter, and many other observances. Jews have Passover, Yom Kippur, and Hanukkah. Yet, my client and all other atheists have no such holiday!"

The judge leaned forward in his chair and simply said, "Obviously, your client is too confused to know about, much less celebrate his own atheist holiday!" The lawyer pompously said, "Your honor, we are unaware of any such holiday for atheists. Just when might that holiday be?" The judge replied, "Well, it comes every year on exactly the same date. Psalm 14:1 states, 'The fool says in his heart, there is no God.' Thus, if your client says there is no God then, according to the Bible, he is a fool. April fool's Day is his holiday. Now, get out of my courtroom!"

LOW GROWNS - LEAFY/SEMI LEAFY

- BOP1** : Select best teas were barely steady; balance was firm on last week levels. Teas at the lower end irregular to lower.
- OP1** : Teas in the select best category firm to lower; balance was irregular. Stalky invoices declined by Rs.30-30/- per kg.
- OP** : Select best invoices declined Rs.20-30/- per kg; balance however maintained last week levels. Teas at the lower end too declined by Rs.20/- per kg.
- OPA** : Select best were declined by Rs.20-30/- per kg and at times more; balance declined Rs.20/- per kg. Poorer sort were maintained.
- PEK/PEK1**: Well made PEKOE1 were firm on last week levels; balance declined Rs.20/- and at times more. Best bold PEKOE1 tended irregular; balance was lower by Rs.25/- per kg. Teas at the lower end too declined.

<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>
BOP1	850-1100	850-1100	600-660	600-660	430-480	450-500
OP1	820-970	850-1000	600-630	620-650	350-400	350-400
OP	620-650	630-660	500-540	500-550	320-340	320-350
OPA	610-630	620-640	500-530	500-540	320-340	320-350
PEK/PEK1	900-1000	900-1000	560-600	580-620	360-400	380-430

TIPPY/SMALL LEAF

- BOP/BOPSP** : Well-made BOP's together with cleaner Below best appreciated, Balance held firm.
- BOPF/BOPFSP** : Well-made BOPF were firm, whilst cleaner Below Best and cleaner teas at the lower end appreciated. Balance sold around last levels.
- FBOP/FBOP1** : Select Best FBOP's held firm, whilst Best and cleaner Below Best appreciated. Cleaner teas at the bottom too followed a similar trend. Balance were firm on last, FBOP1's in general were firm.
- FBOPF/FBOPF1** : Very Tippy teas continued to attract good demand. Best and cleaner Below Best were firm to dearer. Balance were firm on last. Select Best FF1's appreciated, whilst Best and Below Best Held firm. Cleaner teas at the lower end too were dearer. Balance were firm on last.
- FBOPFSP/EXSP** : Best Tippy teas on offer appreciated whilst below best were irregular and the lower end held firm.

<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>
BOP/BOPSP	900-1180	900-1300	700-750	700-750	360-400	380-400
BOPF /BOPFSP	800-1200	800-900	650-700	650-700	360-400	360-400
FBOP/FBOP1	1000-1400	1000-1400	700-800	700-750	550-600	550-600
FBOPF/FBOPF1	1100-1350	1200-1400	750-850	700-800	550-600	550-600
FBOPFSP/EXSP	2500-3300	2500-3050	1500-1800	1300-1800	700-720	700-720

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP : Well-made FBOP's tended irregular. Teas at the below best and poorer sorts were firm to selectively dearer.

FBOPF/FBOPF1: Neat well-made types met with fair demand. Secondary and poorer sorts too were firm on last levels.

PEK/PEK1 : Well-made shotty invoices tended irregular. Secondaries and the poorer sorts too were irregular to easier.

<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	770-1000	780-1000	650-770	640-780	525-650	520-640
FBOPF/FBOPF1	780-870	780-860	680-780	675-790	475-680	450-675
PEK/PEK1	780-1160	800-920	600-780	625-800	490-600	480-625

HIGH GROWNS

BOP: Best Western's - Improved teas were firm and dearer following special inquiry whilst the prices for the others tend to fluctuate following quality. In the Below Best category a selection of improved teas gained Rs. 20 per kg and more following special inquiry whilst the others were firm and at times, easier. Teas at the lower end of the market declined by Rs. 20 per kg and more for the poorest on offer. Nuwara Eliya's continued to sell around last levels. Uda Pussellawa's were irregular and easier. Uva's were firm and Rs. 10-20 per kg lower following quality..

BOPF: Best Westerns were mostly firm and at times, lower following quality. In the Below Best category improved coloury sorts gained Rs. 20 per kg and more, whilst the others were firm and at times, lower by a similar margin. At the lower end, prices were irregular and barely steady. Nuwara Eliya's had hardly any interest and were mostly unsold. Uda Pussellawa's were irregular and barely steady. Uva's - Better teas were firm, whilst the others were Rs. 10-20 per kg lower.

<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	680-1020	680-850	680-790	690-780
Below Best Westerns	600-670	610-670	600-670	600-680
Plainer Westerns	530-590	510-600	550-570	490-590
Nuwara Eliyas	620-720	640-780	N/A	N/A
Brighter Uda Pussellawas	520-610	520-620	530-610	560-610
Other Uda Pussellawas	400-470	430-500	N/A	540-550
Best Uva's.	550-600	540-610	570-620	550-640
Other Uva's	480-500	480-530	500-560	450-500

MEDIUM GROWN TEAS

BOP: Teas in the higher price bracket were Rs.20-30/- per kg lower following quality whilst the others were irregular.

BOPF: Better teas - hardly any offerings whilst the poorer sorts were Rs.10-20/- per kg dearer.

<u>Quotations (Rs./Kg)</u>	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	440-850	410-830	440-N/A	N/A - 480

CTC

High Grown : **BP1s** - Hardly any offerings.

PF1s – Best available were Rs.10-20/- per kg lower whilst the others were irregular.

Medium Grown : **BP1s** - Hardly any offerings.

PF1s - Firm around last week's levels.

Low Grown : **BP1s** - Firm around last week's levels.

PF1s – Firm and Rs.10/- per kg lower on average.

<u>Quotations (Rs./Kg)</u>	PF1		BP1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	550-590	460-540	440-570	460-630
Medium	420-590	380-530	410-470	380-610
Low	470-720	420-680	440-730	410-750

OFF GRADES

Select best Liquoring FNGS/FNGS1 firm to dearer Rs.10-20/- per kg whilst others firm on last levels. Clean Low Grown FNGS/FNGS1s appreciated Rs.10/-. Best BP's irregularly lower. Well-made BM's appreciated Rs.10/- per kg. Lower end teas dearer by Rs.10/- per kg. Select best BOP1A's firm to lower. Best types lost Rs.20-30/- per kg and lower end teas dearer by Rs.10-20/-.

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)	350-520	340-480	350-420	350-420	360-470	360-370
Good Fannings (CTC)	320-360	320-360	320-360	320-360	330-350	330-350
Other Fannings (Orthodox)	360-370	360-370	330-380	330-380	360-380	360-380
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	420-470	390-470	410-480	390-480	410-520	390-490
Other BM's	360-400	350-390	360-400	350-390	360-400	340-390
Best BOP1As	420-460	420-460	390-430	390-450	520-570	520-570
Other BOP1As	350-400	350-390	350-400	350-390	350-400	350-390

DUST

Select best liquoring High Grown D1's maintained on last levels whilst poor sorts too followed a similar trend. Low Grown Clean Dust/Dust1's appreciated by Rs.50-60/- per kg/-. PD's from High & Medium elevations witnessed an irregular demand whilst Low Grown PD's appreciated substantially.

QUOTATIONS (Rs/kg)	HIGH		MEDIUM		LOW	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Good Primary Dust 1(Orthodox)	660-1020	660-1020	570-650	510-520	580-700	550-630
Good Primary PD (CTC)	560-690	560-690	500-590	500-660	600-820	550-690
Secondary Dust	310-340	310-340	360-400	360-400	330-390	330-390

World Crop Statistics (MKGS)

<i>Country</i>	<i>Month</i>	<i>2020</i>	<i>2021</i>	<i>Difference +/-</i>	<i>To-date 2020</i>	<i>To-date 2021</i>	<i>Difference +/-</i>
SRI LANKA	Sept.	22.04	22.56	0.53	201.44	234.43	32.99
BANGLADESH	July	12.10	12.50	0.40	33.90	38.30	4.4
KENYA	June	46.37	43.46	-2.91	300.67	274.07	-26.6
SOUTH INDIA	July	20.40	21.80	1.4	119.00	144.20	25.20
NORTH INDIA	July	141.20	157.2	16.00	392.00	478.70	86.70
MALAWI	June	1.30	2.10	0.80	31.20	34.50	3.3
TANZANIA	June	1.67	1.80	0.13	17.52	16.56	-1.0
UGANDA	Mar	5.55	2.89	-2.7	15.87	13.50	-2.37

WESTERN MEDIUM

Harangalla	BOP	830/-
Doombagastalawa	BOPSP	800/-
*Hatale	BOPSP	780/-
Ancoombra	BOPF/BOPFSP	660/-
Harangalla	BOP1	850/-
*Ancoombra	BOP1	840/-
Craighead	FBOP/ FBOP1	1000/-
Harangalla	FBOPF/ FBOPF1	870/-
Craighead	OP/ OPA	700/-
Craighead	OP1	1020/-
NewFernland	PEK/PEK1	1160/-
*Dartry Valley	PEK/PEK1	940/-

WESTERN HIGH

Somerset	BOP	1020/-
Gouravilla	BOPF/BOPFSP	790/-
Bambrakelley	BOP1	980/-
Inverness	FBOP/ FBOP1	750/-
Bogahawatte	FBOPF/ FBOPF1	830/-
Inverness	OP/ OPA	660/-
Inverness	OP1	750/-
Bogahawatte	PEK/PEK1	810/-

NUWARA ELIYA

Lovers Leap	BOP	720/-
Lovers Leap	BOP1	880/-
Kanmare	FBOP/ FBOP1	750/-
Court Lodge	FBOPF/ FBOPF1	760/-
Court Lodge	OP/ OPA	550/-
Court Lodge	PEK /PEK1	880/-

CTC TEAS

HIGH GROWN

*Florence CTC	PF1	590/-
UlugedaraCTC	BP1	570/-

MEDIUM GROWN

Delta CTC	PF1	590/-
Strathdon CTC	BP1	470/-

LOW GROWN

Kalubowitiyana CTC	PF1	720/-
Ceciliyan CTC	PF1	720/-
Suduwelipothahena CTC	PF1	720/-
Ceciliyan CTC	BP1	730/-

UVA MEDIUM

Demondara S	BOPSP	790/-
Shawlands	BOPSP	730/-
Dickwella	BOPF/BOPFSP	780/-
*Halpewatte Uva	BOPF/BOPFSP	650/-
Dickwella	BOP1	940/-
Glen Alpin	FBOP/ FBOP1	870/-
Telbedde	FBOPF/ FBOPF1	830/-
*Halpewatte Uva	FBOPF/ FBOPF1	820/-
Shawlands	OP/ OPA	700/-
Glen Alpin	OP1	820/-
Dickwella	PEK /PEK1	850/-

UVA HIGH

Aislaby	BOP	780/-
*Battawatte	BOPSP	530/-
Spring Valley	BOPFSP	640/-
Glenanore	BOP1	980/-
*Battawatte	BOP1	830/-
Aislaby	FBOP/ FBOP1	920/-
*Battawatte	FBOP/ FBOP1	780/-
Glenanore	FBOPF/ FBOPF1	840/-
Aislaby	FBOPF/ FBOPF1	830/-
Glenanore	OP/ OPA	740/-
Glenanore	OP1	820/-
Aislaby	PEK/PEK1	870/-
*Battawatte	PEK/PEK1	850/-

UDA PUSSELLAWA

Kirkless	BOP	600/-
*Delmar	BOP SP	500/-
Luckyland	BOPF/BOPFSP	610/-
Liddesdale	BOPF/BOPFSP	610/-
*Mooloya	BOPF/BOPFSP	600/-
*Delmar	FBOP/ FBOP1	820/-
*Delmar	FBOPF/ FBOPF1	780/-
Delmar	OP/ OPA	630/-
*Delmar	OP1	900/-
*Delmar	PEK/PEK1	770/-

OFF GRADES

Strathdon CTC	PF	550/-
Hingalgoda CTC	PF	550/-
*Ranwin	BP	700/-
Rajjuruwatte Sup	BM	690/-
Morowakkorale	BM	690/-
Waltrim	FNGS/ FNGS1	590/-
Holyrood	FNGS/ FNGS1	590/-
Rilhena Special	BOPIA	750/-

LOW GROWN LEAFY GRADES

Pothotuwa	BOP1	1700/-
Sithaka	OP1	1600/-
New Vithanakande	OP1	1600/-
Gunawardena	OP1	1600/-
Ceciliyan	OP1	1500/-
*Hidellana	OP1	1300/-
ACU Super	OP	820/-
*Makandura	OPA	1040/-
Adams View	PEKOE	1700/-
Tea Lanka	PEKOE1 ++	1550/-
Galatara	PEKOE1	1400/-
*KDU Super	PEKOE1	1350/-

LOW GROWN TIPPY GRADES

Pothotuwa	BOP	1180/-
Kelani	BOPSP	1200/-
Golden Garden	BOPFSP	900/-
New Rekadahena	BOPFSP	900/-
*Allen Valley	BOPFSP	870/-
Sisiramba Super	BOPF	890/-
Pothotuwa	FBOP	1400/-
*Sithaka	FBOP	1350/-
*Hidellana	FBOP	1350/-
*Sithaka	FBOP1	1120/-
Sihara	FBOPF	1350/-
Andaradeniya	FBOPF	1350/-
*Hidellana	FBOPF1	1180/-

PREMIUM FLOWERY

*New Galagawa	FBOPFSP	3300/-
Lions	FBOPFEXSP	3000/-
*KDU Super	FBOPFEXSP1	3200/-

DUST

Mattakelle	DUST1	1020/-
Ceciliyan CTC	PD	730/-

COLOMBO AUCTION - GROSS SALE AVERAGES

SALE NO.40 OF 12TH SEPTEMBER, 2021

	2021			2020	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	541.05	532.47	548.12	560.47	542.73
Western High Grown	628.87	628.21	599.74	635.25	589.74
High Grown	598.76	593.38	583.73	610.29	575.21
Uva Medium	552.29	545.73	566.10	593.09	582.31
Western Medium	509.44	501.42	536.21	560.26	529.07
Medium Grown	524.12	517.16	545.33	569.42	545.74
Low Grown (Orthodox)	647.23	637.06	654.34	686.40	683.85
Combined L.G. (Orthodox + CTC)	637.83	627.58	646.08	674.30	668.23
Total	609.85	601.65	615.56	645.07	627.88

Private Sale Figures (11.10.2021 – 16.10.2021) - 122,969.00 Kgs
Cumulative - 4,803,892.59 Kgs

HOLIDAY NOTICE

Our Office will be closed on **19th & 20th October 2021** (Both days inclusive) on account of
Holy Prophet Mohamed's Birthday & Poya Day respectively

Our Warehouse located at **No.46, Aniyakanda Raod, Peralanda, Ragama** will be kept
open **until 12.00 noon on 19th October 2021** for the collection of teas only.

DETAILS OF TEAS AWAITING SALES

	<u>Sale of 26th/27th Oct, 2021</u>		<u>Sale of 02nd/03rd Nov, 2021</u>	
	Lots	Qty. (Kgs)	Lots	Qty. (Kgs)
Low Grown Leafy	2,253	957,912	2,389	987,000
Low Grown Semi Leafy	1,880	857,905	1,837	827,719
Low Grown Tippy	2,336	1,180,837	2,343	1,159,139
High & Medium	1,692	820,781	1,545	737,345
Off Grade/BOP1A	2,322	1,261,798	2,552	1,379,622
Dust	588	588,394	624	586,273
Premium Flowery	475	78,119	384	65,428
Ex-Estate	707	798,498	682	756,328
Total	<u>8,438</u>	<u>6,544,244</u>	<u>12,356</u>	<u>6,498,854</u>

CATALOGUES

Sale No.43 of 02nd/03rd November, 2021

The Main Sale & Ex-Estate Sale catalogues closed as at **14th October, 2021**.

Sale No.44 of 09th/10th November, 2021

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed **22nd October, 2021 at 04.30 p.m.** but sale may close before the scheduled date when the number of lots if reached.

Sale No.45 of 16th/17th November, 2021

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **28th October, 2021 at 04.30 p.m.** but sale may close before the scheduled date when the number of lots if reached.

SALE NO.42

BROKER'S SELLING ORDER

Auction of 26th/27th October, 2021

Leafy/Tippy/BOP1A/ Premium Flowery

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

High & Medium/Off Grades/Dust

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

Crop & Weather

For the period 11th to 17th October 2021

Western/Nuwara Eliya Regions - The Western Region reported overcast weather conditions with light showers, whilst dull mornings with light showers and misty conditions were reported in the Nuwara Eliya Region throughout the week. The Department of Meteorology expects strong winds in the Nuwara Eliya Region in the week ahead.

Uva/Udapussellawa Region - Bright weather was reported in both regions throughout the week. Rain is expected in the Uva Region in the week ahead according to the Department of Meteorology.

Low Grown - Overcast weather and showery conditions with occasional spells of bright weather was reported in the Low Grown Region throughout the week.

Crop Intake - The Western Medium, Nuwara Eliya and Low Grown regions maintained the crop intake, whilst the Western High Region reported a slight increase. A decline in the crop intake was reported in the Uva and Udapussellawa regions.

SOUTH INDIAN ROUND-UP FOR THE WEEK ENDING 16TH OCTOBER, 2021

CTC LEAF

KOCHI

Demand: Fair Demand. Prices were irregular and tending lower with some withdrawals.

ORTH LEAF

Demand Good Demand

Market: Prices realized were barely steady to easier for all varieties.

Buying Pattern: Middle East and CIS buyers operated.

DUST

Demand Good Demand

Market: Popular marks and better mediums teas met with good enquiry and prices realized were fully firm while the remainders were barely steady.

Buying Pattern: A Major blender was active with useful support from packeteers. Upcountry buyers operated on bolder grades. Best mediums witnessed fair support from internal & regional packeteers

CTC LEAF

COONOOOR

Demand: Fairly good

Market Market opened generally lower by Rs. 2/- to Rs. 3/- with fair withdrawals on the Better mediums. However as the sale progressed the Best and Better Mediums have witnessed better enquiry. The common and Plainer types continued to suffer. **The overall sale percentage is 72% at an average of Rs. 85.21.**

Buying Pattern: Yet again fairly good enquiry was forthcoming from the Major Blenders and equally supported by the other Packeteers and internal buyers. Export was seen lending fair support as well.

ORTH LEAF

Demand Fair.

Market: Market for the Whole leaf grades were steady to firm and Brokenes were trading rather barely steady whilst the Fannings were trading at Rs. 2/- to Rs. 3/- lower. However the dis-coloured/browner and stalky teas were discounted in prices or rather suffered fair withdrawals. **The overall sale percentage is 59% at an average of Rs.119.40.**

Buying Pattern: Fairly good Export enquiry was forthcoming with Internal being selective.

CTC DUST

Demand Fair demand.

Market: Generally an easier market by Rs. 2/- to Rs. 3/-, sometimes upto Rs. 5/- with fair withdrawals. **The overall sale percentage is 66% at an average of Rs. 83.14.**

Buying Pattern: Fair Interla participation was forthcoming alongwith Major Blenders. Exporters were lending fair support in which Bhansali, Girnar and New Tea beverages were seen operating.

ORTH DUST

Demand: Sluggish.

Market: Barely steady on the Primary cleaner dusts with the Secondaries trading at an easier levels. High-grown Tertiaries were rather trading at fully firm. Yet again dis-coloured and faulty teas suffered heavy withdrawals. **The overall sale percentage is 54% at an average of Rs. 96.51.**

Buying Pattern: Fairly good Export enquiry was forthcoming in which IPL and Madhu Jayanthi were seen active. Select Internal buying was also witnessed.

CTC LEAF

COIMBATORE

Demand: Fair demand.

Market: Better medium teas were irregular and lower by Rs.3/- to Rs.4/- with heavy withdrawals. Medium and plainer teas were lower by Rs.2/- with few withdrawals.

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

ORTH LEAF:

Demand: Fair demand.

Market: Whole leaf lower by Rs.5/-. Brokenes were lower by Rs.2/- to Rs.5/- with few withdrawals. Fannings suffered heavy withdrawals.

Buying Pattern: Exporters were active. Internal buyers selective.

CTC DUST

Demand: Good general demand.

Market: Better medium and popular sorts were irregular and lower by Rs.2/- to Rs.3/-. Medium and plainer teas were barely steady to lower by Re.1/- to Rs.2/- sometimes more.

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

ORTH DUST

Demand: Good general demand.

Market: Firm to occasionally dearer with few withdrawals..

Buying Pattern: Exporters active,

Source: Paramount Tea Marketing (SI) Private Limited.

18th October, 2021.

-/tp.

ISSUES & TRENDS

A State-of-the-Industry View: Tea Today, Tea Tomorrow

By Joyce Maina

Oct 13, 2021



(Photo by: Nagehanozsezer / BigStock.com)

“If tea was heroine, I’d be dead.”

I saw this saying on my friend’s sustainably produced cotton groceries bag the other day, and it brought a huge smile to my face. She, like me, is a “tea head” and quite happy to let the world know it. And we are not in the minority. You see, tea is here to stay and the only thing changing is the selection – what, how and where we choose to consume it.

It is not by accident that tea is only second to water in terms of volume of beverage consumed by the world (according to [Euromonitor](#)). There are several things that have driven this over the last 5,000 years and, while I do not know all of them, I do recognize a few.

For starters, tea is a warming or cooling break when you need it – and we all need one of those every now and then. The taste of tea (whichever tea you choose) is generally easier on the palate compared to other beverages, and this makes it a conscious and subconscious choice across all demographics for many. I think the affordability of it has also played a big part in this, too. Tea remains a very low-priced beverage in comparison to others – with substantial pros and cons. While this is very attractive to the consumer, it does not bode well for the producers. Indeed, it does not necessarily help the industry as a large section of tea has become commoditized by this.

Tea Is Not Just a Drink, It’s a Meal

In some of the largest markets, tea is not just a drink – it is a meal. Growing up in Kenya, I had schoolmates who had only a few cups of tea for breakfast before school. This is not unique or out of date; it is still replicated in many places around the developing world. Even when it is accompanied by other foods, tea sits center in the breakfast meal. And it is not just breakfast – it’s a mid-morning and mid-afternoon break, too. It’s also the drink at lunch and dinner in these places, and the meal is not complete without it. Can you imagine a Chinese meal without tea? Or, in the United Kingdom, the thought of a family member popping in and not being offered a cuppa? Unheard of! With tea embedded in the culture of these markets, it is weaved into the fabric of life and will be for many more generations.

(Photo by: Nagehanozsezer / BigStock.com)

Tea flows both ways, serving as a social opportunity as well as a solo break. It brings us together – building conversations and anchoring relationships. Many marriages, funerals and even businesses discussions are held over cups of tea everyday around the world. It also allows us to have a mindful moment, to re-center ourselves through the ritual of making it. It’s the escape of sipping away and emptying one’s mind, savoring the moment. Both of these have become even more needed over the last 18 months, as we all dealt with the “P” word (pandemic) and we will all probably be doing more of it in future.

But we will be choosing to do this differently.

Expect a Growth in Tea Drinking Outside the Home

More of us will choose to increase our tea drinking outside home – be it at work, as we eat out or on-the-go as we shop or travel. With a renewed interest in tea and increased offerings of more accessible formats, it is sound to expect growth in this area. Cold infuse tea bags or drops in your water bottle, ready-to-drink (or RTD) fortified teas to boost your pre-workout, or tea to sway you gently down as you unwind, or experiential custom-made bubble teas – just to mention a few.

We are now presented with exciting choices beyond a tea bag in hot water. Recently in Valletta, on a hot day exploring the sights, I stopped at [Tea Fusion Bubble Tea](#) and enjoyed selecting and customizing my own boba tea from a menu so rich and diverse in taste, color, texture and fun that I felt like a kid in a candy shop!



(Photo by: Joyce Maina)

I chose a regular size, popping mango boba with added salted cream, cold with no ice and with reduced sugar. I sat down to enjoy it and watched as a steady flow of people – generally between 15 and 35, I'd say – came up and customized their choice. Next to it was a drinks bar and a coffee shop. Guess where the queues were?

Indulging in Tea in Its Many Forms

As we emerge from the dreaded COVID-19 pandemic, we also want to treat ourselves and indulge in tea in its many forms – none of which is more decadent than the afternoon tea experience. As Eileen Donaghey, [The Afternoon Tea Expert](#), says: "Afternoon tea is the perfect excuse to meet friends and socialize over tea. Aside from the elegance and atmosphere at afternoon tea, the one thing that was really missing was the conversations with friends and comparing thoughts about the finger sandwiches and compliments on which course was their favorite. As the popularity of afternoon tea has soared in the past five years, it is used to celebrate baby showers, hen parties and even I have seen afternoon tea at weddings. While afternoon tea is seen as the ultimate indulgence, it seems that every venue wants to get a slice of the action. In London, you can consume afternoon tea on plane, rail and automobiles, (alongside the ever-popular hotels). Afternoon Tea is certainly here to stay, and as restrictions ease, the kettles across the country will be singing."



(Photo: Eileen Donaghey / The Afternoon Tea Expert)

More Understanding of Tea and Using It in More Diverse Ways

Overall, we want to not only enjoy tea but also learn more about it – about the history and etiquette of it – and have a good time while at it. Never has the interest in learning about tea been higher. In fact, I recently spoke at a [tea blending and tasting workshop](#) at [The Royal Botanic Gardens](#) at the outstanding Kew Gardens. They collaborated with the premium brand [Ahmad Tea London](#), to bring beautiful teas, a tea talk and afternoon tea experience in the beautiful surrounding. A truly plant-based tea experience!

In the end, we will continue to use tea in more diverse ways – cooking with tea, tea in beauty products and supplements, tea and art, as well as tea in alcohol and non-alcoholic refreshment drinks – and the list goes on. More brands will also seek to link tea to social issues, from diversity to equality to integrity and more.



(Photo: Joyce Maina / Cambridge Tea Consultancy)

In the industry, we will see and hear more of the large, growing domestic markets, where tea is a way of life; and while tea may not be packeted and retailed in the same way here as it is in the developed markets, there are vast amounts of it being consumed. With growing young populations, the way tea is done there will make bigger dynamic shifts.

More Growers Moving to Specialty Teas

The landscape on the production side of tea is also likely to shift. We're already seeing more growers moving to specialty teas. And as the balance is tilting gently and gradually towards differentiated teas and away from traditional teas in developed markets. There may well be less but better pure tea consumed, with more "tea" in total encompassing all the other ingredients that play in this space, which are added to or drunk instead of pure tea.

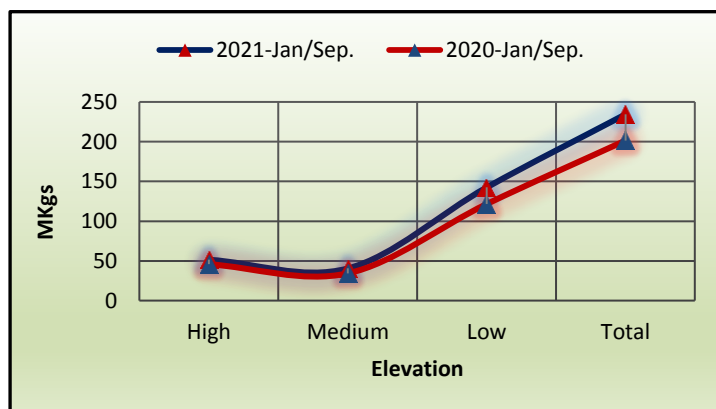
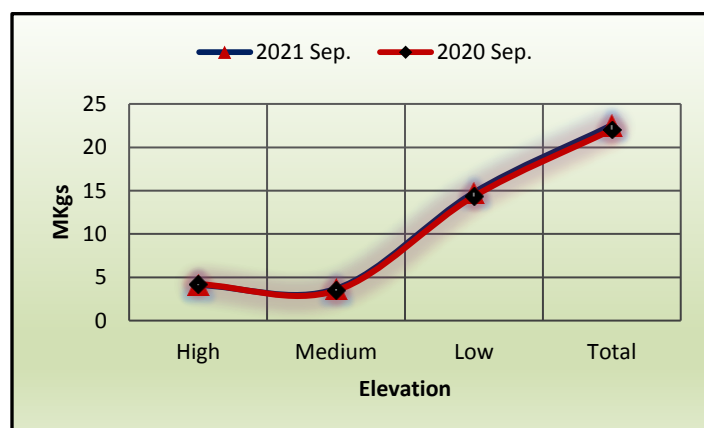
Joyce Maina is a global tea expert and consultant with many years of experience in multiples areas of the industry. Born and raised in the tea growing country of Kenya, she now lives in the United Kingdom and is the founder and director at Cambridge Tea Consultancy. Her company focuses on tea business advisory, tea education, communications and connections – supporting all stakeholders in tea industry from growers to packers and NGOs. Maina's tea journey began rather serendipitously when she joined Brooke Bond in Kenya as a graduate trainee in tea marketing. This opened up a whole new world of tea for her beyond the fine Kenyan teas she had grown up drinking. It enabled her to taste teas from all over the world and visit and work with producers in tea origin countries including China, Sri Lanka, Malawi, Tanzania, South Africa and India. With each new discovery, her love for tea grows. Over 30 years on, she still raves about tea. To learn more, visit CambridgeTeaConsultancy.com.

Sri Lanka Tea Production for September 2021, has recorded 0.5 Mkgs improvement over the corresponding month of the previous year. During the month under review, High Grown production has shown a deficit of 113,581 Mkgs whilst the Medium and Low elevations have shown a gain when compared to September 2020. During the cumulative period (Jan -Sep) a total crop of 234.4 Mkgs has been recorded in 2021, as against 201.4 Mkgs in 2020, which is a surplus of 32.9 Mkgs. It is salient to mention, however, that the year 2020, was a very bad year for production with Sri Lanka recording a total production of a mere 278.8 Mkgs for the entire year, and, with that as a background, the current year's production so far, is of little solace.

Given below are more comprehensive details relating to tea production.

Sri Lanka Tea Production-September 2021 vs. 2020 (In Kgs)

	2021-Sep.	2020-Sep.	+/-	%	Jan/ Sep. 2021	Jan/Sep. 2020	+/-	%
High	4,105,984	4,219,565	(113,581)	(2.69)	51,627,200	45,631,526	5,995,674	13.14
Medium	3,671,696	3,471,742	199,954	5.76	40,412,269	34,296,370	6,115,899	17.83
Low	<u>14,786,344</u>	<u>14,345,821</u>	<u>440,523</u>	<u>3.07</u>	<u>142,390,714</u>	<u>121,510,075</u>	<u>20,880,639</u>	<u>17.18</u>
Total	<u>22,564,023</u>	<u>22,037,127</u>	<u>526,896</u>	<u>2.39</u>	<u>234,430,182</u>	<u>201,437,971</u>	<u>32,992,211</u>	<u>16.38</u>



During the period January to September, 2021 the larger crop harvests have been from the following regions.

1	Ratnapura	38,081,334.00	11	Hatton/Dickoya	6,492,284.00
2	Galle	33,237,207.00	12	Kegalle	5,602,653.00
3	Gampola/Nawalapitiya/Dolosbage	15,210,915.00	13	Morawaka	4,873,231.00
4	Kalutara	14,706,001.00	14	Pussellawa/Hewaheta	4,635,752.00
5	Matara	10,946,991.00	15	Bogawanthalawa	4,420,147.00
6	Deniyaya	10,627,569.00	16	Upcot/Maskeliya	4,382,824.00
7	Demodara/Haliella/Badulla	7,650,858.00	17	Agarapathana	4,198,473.00
8	Balangoda/Rakwana	6,857,529.00	18	Balangoda	4,059,670.00
9	Nanuoya/Lindula/Talawakelle	6,796,820.00	19	Kadugannawa	3,921,655.00
10	Kelani Valley	6,498,807.00	20	Patana /Kotagala	3,481,395.00

October 15, 2021

JRA : sr