



Commodity House

TEA MARKET REPORT

SALE NO: 42 of OCTOBER 25 & 26, 2022

LANKA COMMODITY BROKERS LTD

P.O.Box.2077, Colombo, No: 70 & 72, Maligakanda Road, Colombo 10, Sri Lanka.

Tel:94 11 5222300 Fax: 94 11 5377090

E-mail: lcbl@lcbl-sl.com Website: www.lcbl-sl.com

COMMENTS

This week's tea auction (Sale # 42), was conducted on October 25 & 26, 2022 (Tue/Wed), with a weight of 5.34 mkg, which showed an increase of 0.15 mkg over the previous sale. The Low Grown Leafy, Semi Leafy, Tippy & Small Leaf/ Premium Flowery catalogues totaled 2.3 mkg, while the Main Sale High & Medium segment had 0.76 mkg. The Ex Estate category had 0.77 mkg.

There was good demand for Rotorvane types whilst CTC descriptions once again received lower interest. The best Western BOP's were firm to Rs. 50/- lower, while plainer teas were about firm. Nuwara Eliya BOP's were irregular following quality, whilst Uva / Uda Pussellawa sorts eased Rs.50/- to Rs.100/- per kg. The selection of better liquoring Western BOPF's was mostly firm, but, below-best teas lost Rs. 50/- and more. There were hardly any Nuwara Eliya BOPF's on offer, while Uva / Uda Pussellawa teas lost Rs.50/- to 100/-. CTC Teas – The High and Medium Grown PF1's were lower by Rs. 50/- to 100/- and more as the sale progressed. Low Grown PF1's were mostly firm, but tended to fluctuate downwards where quality showed a decline. There weren't any High Grown BP1's on offer, while Mediums were very limited, and, irregularly lower. Low Grown BP1's were firm. There was selective interest from Japan, Germany and other European markets. Buyers for China and Taiwan were more moderately active. Russian interest was maintained at lower price levels.

There was fair demand for Low Grown teas. Select best OP1's were fully firm but prices declined for below-best teas, particularly, those showing a drop in quality. Bottom level OP1's however continued to enjoy good interest and were fully maintained. Well made OP's/OPA's were firm while others were barely steady. The best BOP1's in general were easier on last while cleaner below-best teas held firm. Pek/Pek1's were firm. Well made FBOP's /FBOPF1's too were easier, but cleaner sorts at the bottom of the market maintained last levels. There was selective interest from buyers for Saudi Arabia, Iran, The UAE and other Middle Eastern countries all of whom were seen to follow quality closely. Demand from Russia and the CIS was maintained. Turkey and Syria were active for Pekoe grades. Libya operated for secondary whole leaf grades, whilst Iraq was active 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:-

	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	1,783	685,323
Low Grown Semi Leafy	1,285	535,048
Low Grown Tippy	2,046	1,030,177
High & Medium	1,604	761,299
Off Grade/BOP1A	2,061	1,088,152
Dust	446	415,090
Premium Flowery	404	61,633
Ex-Estate	<u>683</u>	<u>778,180</u>
Total	<u>10,312</u>	<u>5,354,902</u>

In Lighter Vein

The Sri Lankan Discovery

A few decades ago, an American, a Russian, and a Sri Lankan were having dinner. The American says "We are so advanced, we have built airplanes that can go to outer-space." The other two ask, "What? Outer-space?" The American says, "Not exactly, but just a few inches below". After some time, the Russian says, "We are so advanced, we built a submarine that touches the seabed". The other two ask, "What? The actual seabed?" The Russian says, "Not exactly, just a few inches higher". Then, the Sri Lankan says, "Well, we have been advanced for centuries. For example, we can pee with our belly buttons!" The other two ask, "What? Belly button?" The Sri Lankan says, "Well, not exactly, just a few inches lower."

LOW GROWN TEAS

LEAFY/SEMI LEAFY

- BOP1** : Best on offer lost Rs.50-70/-, whilst the others Rs.30-50/- lower.
- OP1** : Select best types declined Rs.30-50/-; others declined Rs.50-100/-.
- OP** : Showed a mark declined in all category and dropped Rs.60-100/-.
- OPA** : Select best types maintained last levels; others were Rs.50-100/- lower.
- PEK/PEK1** : Best on offer declined Rs40-60/-; 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>
BOP1	2200-3050	2400-3150	1500-2200	1700-2400	1000-1500	1300-1700
OP1	1800-3100	2000-3100	1000-1800	1000-2000	800-1000	600-1000
OP	1600-2950	1700-2500	1200-1600	1300-1700	750-1200	700-1300
OPA	1200-2400	1200-2300	900-1200	1000-1200	600-900	650-1000
PEK/PEK1	1900-2450	2000-2500	1700-1900	1800-2000	800-1700	900-1800

TIPPY/SMALL LEAF

- BOP/BOPSP** : Well made BOPs declined, whilst a few cleaner Below Best and cleaner teas at the lower end sold around last levels. Others were easier.
- BOPF/BOPFS** : A selection of well-made teas sold on last levels, whilst the balance eased.
- FBOP/FBOP1** : Well-made FBOPs were easier. However, a selection of cleaner Below Best and cleaner teas at the lower end sold at last levels, whilst the balance declined following quality.
- FBOPF/FBOPF1** : In the premium catalogue, very Tippy teas together with the Best declined substantially, whilst a selection of cleaner Below Best remained firm. Balance too declined. Well-made FF1s declined, whilst a few cleaner Below Best sorts sold on last levels. Balance too were easier.
- FBOPFSP/EXSP** : Overall lower market met with less demand except for a few leafy EXSp which showed more interest by the buyers.

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	1900-2650	2000-2750	1500-1850	1600-2000	1200-1500	1300-1600
BOPF/BOPFSP	1800-2700	1800-2800	1450-1750	1500-1800	1100-1400	1300-1500
FBOP/FBOP1	1800-2800	2000-2850	1500-1800	1700-2000	1050-1450	1400-1700
FBOPF/FBOPF1	1650-2450	1800-2700	1400-1650	1500-1800	1000-1300	1400-1500
FBOPFSP/EXSP	3500-6750	4000-10,000	2000-3500	2500-4000	1200-2000	1600-2500

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP : Best FBOP's on offer were substantially lower. Below best types too lost Rs.100/- and more. Teas at the lower end were firm to easier.

FBOPF/FBOPF1 : Best FF1's lost Rs.100-150/-. Below best types too were discounted fairly sharply. Teas at the lower end tended irregular.

PEK/PEK1 : Well made bold Pekoe's on offer were firm but the Pekoe1 types lost in value. Below best types and poor sorts too 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	1450-2700	1450-2900	1200-1450	1300-1450	1100-1200	1250-1300
FBOPF/FBOPF1	1450-2300	1500-2450	1300-1450	1450-1500	1200-1300	1400-1450
PEK/PEK1	1450-2200	1500-2250	1250-1450	1300-1500	1100-1250	1100-1300

HIGH GROWNS TEAS

BOP: Best Western's were firm and Rs.50 per kg lower following quality. Teas in the Below Best and Plainer categories were mostly firm. Nuwara Eliya's were irregular following quality. Uda Pussellawa's - Few select invoices were firm, whilst the others declined Rs.50-100 per kg. Uva's declined Rs.100 per kg and more for select high priced teas of last week.

BOPF: Best Western's were mostly firm with price fluctuations following quality. Teas in the Below Best category were firm and up to Rs.50 per kg lower. Plainer sorts sold around last week's levels, Nuwara Eliya's had hardly any offerings. Uda Pussellawa's - Better sorts declined up to Rs.100 per kg whilst the others were barely steady and irregular following quality. Uva's were up to Rs.100 per kg lower.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	1,700-1,800	1750-1850	1700-1800	1700-1800
Below Best Westerns	1600-1650	1600-1700	1600-1650	1600-1650
Plainer Westerns	1420-1550	1460-1550	1400-1550	1460-1550
Nuwara Eliyas	1440-1500	1420-1600	1700	N/A
Brighter UdaPussellawas	1380-1600	1500-1650	1500-1600	1460-1650
Other Uda Pussellawas	1280-1340	1200-1300	1260-1480	1240-1420
Best Uva's	1440-1650	1550-1750	1450-1600	1500-1650
Other Uva's	1280-1400	1320-1500	1280-1440	1260-1440

MEDIUM GROWN TEAS

BOP : Larger Leaf teas declined Rs.50-100 per kg and more following quality.

BOPF: Neat leaf teas in the high priced bracket were firm, whilst the others were irregular and mostly easier.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	950-2150	1000-2450	1000-N/A	1400-N/A

CTC TEAS

HIGH GROWN:

BP1 - Hardly any offerings.

PF1 - Better sorts - Few select invoices were barely steady, whilst the others were up to Rs.50/- per kg lower.

MEDIUM GROWN:

BP1 - Irregular and hardly any offerings.

PF1 - Select high priced teas declined up to Rs.100/- per kg whilst the others declined further.

LOW GROWN:

BP1 – Firm.

PF1 - Sold around last week's level.

Quotations (Rs./Kg)	BP1		PF1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	NOT QUOTED	NOT QUOTED	1000-1550	1000-1550
Medium	NOT QUOTED	NOT QUOTED	730-1600	760-1550
Low	720-960	750-900	720-1900	750-1900

OFF GRADES

FGS/FGS1 : Select best Liquoring FNGS/FNGS1s' lost Rs.20-40/-. Clean Low Grown well-made FNGS1's lost Rs.50-100/- per kg, and others too advanced Rs.20-50/- per kg.

BM : Well-made BM's lost Rs.75/- per kg. Best and Below best dear Rs.25-50/- per kg and poorer types advanced Rs.20/-.

BOP1A : Select best BOP1A's firm on last. Best types lost Rs.25-50/-. Below best teas were irregularly lower. Poorer types dearer Rs.10-30/-.

QUOTATIONS (Rs./kg)	HIGH		MEDIUM		LOW	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Good Fannings (Orthodox)	890-1390	850-1400	650-770	640-740	700-870	700-850
Good Fannings (CTC)	580-600	580-600	520-570	520-570	520-590	520-580
Other Fannings (Orthodox)	570-700	550-680	550-720	550-700	550-720	550-700
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	720-850	700-820	720-800	700-760	720-880	700-850
Other BM's	650-750	650-730	650-750	650-730	650-770	650-730
Best BOP1As	750-900	750-900	900-950	900-1000	1300-1750	1300-1800
Other BOP1As	700-725	700-725	700-725	700-725	740-830	780-880

DUST

DUST/DUST1 : High Grown liquoring D/D1's gained Rs.30-50/- whilst the Medium Grown too followed a similar trend. Low Grown clean D/D1's were fully firm to dearer.

PD : PD's in all categories gained Rs.40-60/- and at times further.

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)	1350-1800	1300-1750	850-1600	800-1600	650-1200	600-1200
Good Primary PD (CTC)	850-1450	850-1400	850-1350	850-1300	850-1250	800-1200
Secondary Dust	650-1250	600-1200	650-1250	650-1200	650-1250	600-1200

WESTERN MEDIUM

Doombagastalawa	BOP	2150/-
Craighead	BOP	2150/-
Kenilworth	BOPSP	2050/-
*Ancoombra	BOPSP	2000/-
Craighead	BOPF/BOPFSP	1600/-
Dartry Valley	BOP1	2550/-
*Dartry Valley	BOP1	2400/-
Dartry Valley	FBOP/FBOP1	2700/-
Dartry Valley	FF/FF1	2300/-
*Hatale	OP/OPA	1650/-
*Orange Field	OP/OPA	1600/-
*Dartry Valley	OP/OPA	1600/-
*Orange Field	OP1	1850/-
Uplands	PEK/PEK1	2200/-

WESTERN HIGH

Wattegoda	BOP	1800/-
Queensberry	BOP SP	1950/-
Wattegoda	BOPF/BOPFSP	1800/-
Torrington	BOP1	2450/-
Bambrakelly	FBOP/FBOP1	2350/-
Glenloch	FBOPF/FBOPF1	2100/-
Venture	OP/OPA	1600/-
Inverness	OP/OPA	1600/-
Bogahawatte	OP1	1850/-
Bogahawatte	PEK/PEK1	2000/-

NUWARA ELIYA

Kenmare	BOP	1440/-
Mahagastotte	BOPF/BOPFSP	1700/-
Kenmare	FBOP/FBOP1	1420/-
Lovers Leap	PEK/PEK1	1600/-
Court Lodge	PEK/PEK1	1600/-

CTC TEAS**HIGH GROWN**

Dunsinane CTC	PF1	1550/-
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MEDIUM GROWN

New Peacock CTC	PF1	1600/-
Delta CTC	BP1	1420/-
Donside CTC	BPS	890/-

LOW GROWN

Kalubowitiyana CTC	PF1	1900/-
Ceciliyan CTC	PF1	1900/-
CEE TEE Hills CTC	PF1	1900/-
Ceciliyan CTC	BP1	960/-

UVA MEDIUM

Dickwella	BOP	1950/-
Aruna Passara	BOP	1950/-
*Halpewatte Uva	BOPSP	2100/-
Dickwella	BOPF/BOPFSP	1700/-
*Halpewatte Uva	BOP1	2450/-
Telbedde	BOP1	2450/-
Demodera 'S'	BOP1	2450/-
*Halpewatte Uva	FBOP/FBOP1	2400/-
Halpewatte Uva	FF/FF1	2000/-
Dickwella	FF/FF1	2000/-
Gonkelle	OP/OPA	1600/-
Demodera 'S'	OP/OPA	1600/-
Glen Alpin	OP/OPA	1600/-
Demodera 'S'	OP1	1900/-
Sarnia Plaiderie	PEK/PEK1	2000/-

UVA HIGH

Aislaby	BOP	1900/-
Ranaya	BOPSP	2100/-
Uva Highlands	BOPF/BOPFSP	1850/-
Glenanore	BOP1	2450/-
Uva Highlands	FBOP/FBOP1	2200/-
Glenanore	FBOPE/FBOPF1	1950/-
Ellathota Uva	FBOPE/FBOPF1	1950/-
Aislaby	FBOPE/FBOPF1	1950/-
Uva Highlands	OP/OPA	1600/-
Ranaya	OP1	1700/-
Ellathota Uva	OP1	1700/-
Oodoowerre	OP1	1700/-
Ranaya	PEK/PEK1	1900/-
Ellathota Uva	PEK/PEK1	1900/-

UDA PUSSELLAWA

Kirklees	BOP	1600/-
Kirklees	BOPSP	1380/-
Luckyland	BOPF/BOPFSP	1600/-
Alma	FBOP/FBOP1	2100/-
Alma	FF/FF1	2000/-
Alma	OP/OPA	1700/-
Alma	OP1	1500/-
Alma	PEK/PEK1	1950/-

OFF GRADES

Hidellana	BP	1900/-
Galaboda Group	BP	1800/-
*Wewelkandura	BP	1750/-
Hingalgoda CTC	PF	1700/-
Allen Valley	BM	1800/-
Gunawardana	BM	1800/-
Adisham	FNGS/FNGS1	1480/-
*Chandrika Estate	BOP1A	1800/-
Aldora	BOP1A	1800/-

LOW GROWN LEAFY GRADES

New Vithanakanda	BOP1	3050/-
Pothotuwa	BOP1	2950/-
*Sithaka	BOP1	2800/-
Sithaka	OP1	3100/-
Karagoda	OP1	3100/-
Pothotuwa	OP1	3100/-
Makandura	OP	2950/-
Liyonta	OPA	2400/-
Golden Garden	PEKOE	2450/-
Liyonta	PEKOE	2450/-
*Hidellana	PEKOE1	2450/-
*Mahaliyadda	PEKOE1	2450/-
Green House	PEKOE1	2450/-
Nilrich	PEKOE1	2450/-
Matuwagala Super	PEKOE1	2400/-
Arbour Valley	PEKOE1	2400/-
Sunrise	PEKOE1	2400/-
*Andaradeniya Super	PEKOE1	2350/-
*Dishan Valley	PEKOE1	2350/-
*KDU Super	PEKOE1	2350/-

LOW GROWN TIPPY GRADES

Pothotuwa	BOP	2650/-
*KDU Super	BOPSP	2350/-
Ceciliyan	BOPSP	2350/-
Sithaka	BOPF	2700/-
*Mahaliyadda	BOPFSP	2250/-
Golden Garden	BOPFSP	2250/-
Pothotuwa	FBOP	2800/-
Ceyenta	FBOP1	2450/-
*Sithaka	FBOPF	2450/-
*N. Mount Carmel	FBOPF1	2500/-

PREMIUM FLOWERY

Brombil	FBOPFSP	6750/-
Vithanakanda	FBOPFEXSP	4500/-
Nilwin Super	FBOPFEXSP1	3100/-

Dust

Annfield	DUST/DUST1	1750/-
Great Western	DUST/DUST1	1750/-
Dunsinane CTC	PD	1460/-

COLOMBO AUCTION – WEEKLY GROSS SALE AVERAGES

SALE NO.41 OF 19th OCTOBER, 2022

	2022			2021	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	1,330.98	1,398.55	1,070.38	554.12	548.20
Western High Grown	1,534.50	1,558.87	1,065.94	641.66	600.27
High Grown	1,457.16	1,499.33	1,067.45	613.37	584.11
Uva Medium	1,339.02	1,420.91	1,134.21	558.79	565.98
Western Medium	1,214.41	1,247.12	944.84	525.91	535.38
Medium Grown	1,259.47	1,307.99	1,005.49	537.25	544.86
Low Grown (Orthodox)	1,584.48	1,625.35	1,348.56	660.47	654.10
Combined L.G. (Orthodox + CTC)	1,549.38	1,577.75	1,320.59	650.64	645.87
Total	1,479.23	1,516.24	1,215.64	624.65	615.70

Private Sale Figures (17.10.2022 - 22.10.2022) - 107,286.80 Kgs

Cumulative - 3,430,648.13 Kgs

DETAILS OF TEAS AWAITING SALE

	<u>Sale of 01st/ 02nd Nov.'22</u>		<u>Sale of 08th/09th Nov.'22</u>	
	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	1,781	681,645	1,726	654,692
Low Grown Semi Leafy	1,243	518,777	1,314	543,006
Low Grown Tippy	1,977	999,048	2,107	1,039,562
High & Medium	1,449	691,863	1,555	724,361
Off Grade/BOP1A	2,336	1,221,123	2,272	1,199,283
Dust	455	416,756	434	391,991
Premium Flowery	363	57,553	423	68,740
Ex-Estate	<u>649</u>	<u>756,857</u>	<u>600</u>	<u>689,655</u>
Total	<u>10,253</u>	<u>5,343,622</u>	<u>10,431</u>	<u>5,311,290</u>

FUTURE CATALOGUES CLOSURE

Sale No. 45 of 15th/16th November, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 27th October, 2022 at 04.30 p.m

Sale No.46 of 22nd/23rd November, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 03rd November, 2022 at 04.30 p.m.

Sale No.47 of 29th/30th November, 2022

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 10th November, 2022 at 04.30 p.m.

BROKER'S SELLING ORDER

SALE NO.43

Auction of 01st/02nd November, 2022

Leafy/Semi Leafy/Tippy/BOP1A/ Premium Flowery

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

High & Medium/Off Grades/Dust

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

Ex-Estate

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

Crop & Weather

For the period of 17th to 23rd October, 2022

Western/Nuwara Eliya Regions:

Overcast weather with showers were reported in Western and Nuwara Eliya regions throughout the week. According to the Department of Meteorology, occasional showers are expected in both regions in the week ahead.

Uva/Udapussellawa Region:

Both regions reported gloomy weather with showers throughout the week.

Low Grown:

The Low Grown Region reported dull weather with heavy showers throughout the week. Heavy showers are expected in the Ruhuna and Sabaragamuwa regions in the week ahead.

Crop Intake:

All regions reported a decline in the crop intake.

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>
SRI LANKA	<i>Sep.</i>	22.75	20.96	-1.79	234.72	192.37	-42.35
BANGLADESH	<i>Sep.</i>	12.61	14.74	2.13	64.76	63.83	-0.93
KENYA	<i>June</i>	43.50	43.30	-0.20	274.01	270.40	-3.6
NORTH INDIA	<i>Aug.</i>	155.00	166.4	11.40	638.90	642.10	3.20
SOUTH INDIA	<i>Aug.</i>	16.60	14.30	-2.30	161.30	152.50	-8.80
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

“Africa Tea Brokers Bulletin of Statistics”

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

MALAWI MARKET REPORT SALE 43 26/10/2022

There was fair demand following quality.

BP1 - were barely steady.

PF1 - met selective demand at firm rates where sold.

PD - Few available were not supported.

PF1SC/D1 - N/A.

Secondaries met improved support at firm to dearer levels.

WEATHER/CROP FOR THE WEEK ENDING 23RD OCTOBER, 2022

Hot to very hot with few cloud cover during the day.

Crop intakes - continue declining.

BANGLADESH AUCTION

SALE NO.25 OF MONDAY 24TH OCTOBER, 2022

CTC LEAF: 54,742 packages of Current Season teas on offer met with a fairly good demand.

BROKEN: A handful of well made Invoices met with quite a good demand and were about firm. Medium and other types witnessed less demand and prices were easier following quality with fair withdrawals. Plain types saw a further erosion in demand and generally declined by upto Tk.5/- to Tk.7/- with more withdrawals. BLF teas met with fair interest and were about steady to slightly easier but there were heavier withdrawals.

FANNINGS: A handful of good liquoring Fannings were well sought after by the buyers and were about steady to slightly easier often declining by Tk.3/- to Tk.5/-. Other types saw a little less demand and were easier by Tk.4/- to Tk.6/- with fair withdrawals. Plain varieties witnessed less demand and declined in price following quality with heavier withdrawals. BLF teas met with fair interest and were about steady to slightly easier but there were heavier withdrawals.

CTC DUST: 12,086 packages of Current Season teas on offer met with a fairly good demand. Good liquoring well made Dusts met with a better demand and sold at firm levels whilst Medium descriptions were irregularly easier. Plain and BLF Dusts were less in demand and witnessed more withdrawals compared to last. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: Buyers were more discriminating this week whereby a few bright teas elicited strong support whilst all others declined in price following quality. Blenders once again were the mainstay of the market with some support from the Loose tea buyers.

Good liquoring Dusts were a strong feature of the sale.

Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Large	205 - 210N	212 - 218N	Best	225 - 235N	235 - 245	PD	201 - 275	205 - 258
Medium	207 - 215	212 - 222	Good	218 - 223	225 - 230	RD	130 - 410	160 - 400
Small	210 - 217	215 - 225	Medium	207 - 212	215 - 220	D	185 - 398	183 - 280
Plain	175 - 185	185 - 195	Plain	175 - 185	185 - 195	CD	168 - 380	210 - 308
BLF	130 - 150	130 - 155	BLF	130 - 150	130 - 155	BLF	180 - 200	180 - 210

COURTESY: NATIONAL BROKERS LTD



SOUTH INDIAN ROUNDUP

FOR THE WEEKENDING – 22ND OCTOBER, 2022

KOCHI

CTC LEAF

Demand : Good demand, All grades sold steady to dearer levels by Rs.2/- to Rs.3/- and sometimes more.

ORTHODOX LEAF

Demand : Good demand

Market : Whole leaf sold irregularly lower by Rs.5/- to Rs.10/- and sometimes more. Exceptionally some primary well made whole leaf sold at steady to dearer levels, however clean black smaller broken and fannings were appreciated by Rs.5/- to Rs.10/-.

Buying Pattern : Middle East and CIS buyers operated.

DUST

Demand : Fair Demand.

Market : Popular marks and better medium sold lower by Rs.2/- to Rs.3/-. Plainer bolder grades have export enquiry and sold around last levels to occasionally dearer by Re.1/- to Rs.2/-, finer grades were tending lower.

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

COONOR

CTC LEAF

Demand : Strong.

Market : Market opened strongly being fully firm to dearer by Rs.2/- to Rs.5/ and more on the Better types. The Mediums and Plainers attracted more enquiry and went on to be sold at even further levels. The Blacker and cleaner BOPF's had further surged in prices upto Rs. 10/-

Buying Pattern : Strong enquiry was forthcoming from the Major Blenders yet again alongside the other Packeteers. Internal as well as Export were also lending good support.

ORTH LEAF

Demand : Good.

Market : Market generally tended irregularly and mostly easier with select lines trading at fully firm to dearer levels.

Buying Pattern : Strong Export enquiry was forthcoming with Consolidated Tea and Girnar Food being active. Internal has been lending fair support.

CTC DUST

Demand : Strong.

Market : Strong and buoyant demand had driven the market into fully firm to dearer levels by Rs.3/- to Rs.5/- and more following quality.

Buying Pattern : Yet again strong presence of the Exporters was witnessed. Internal has been quite active on the fairly brighter liquoring types.

ORTH DUST

Demand : Strong.

Market : Steady to firm on the Primary cleaner dusts and mostly easier on the browner and discoloured teas. Tertiary's were rather fully firm to dearer.

Buying Pattern: Yet again strong enquiry as forthcoming from the Exporters with Internal being rather selective.

COIMBATORE**CTC LEAF**

Demand : Good general demand.

Market : Better medium / popular sorts were firm to occasionally dearer with few withdrawals. Medium teas were firm to dearer by Rs.2/- to Rs.4/- sometimes more on blacker and cleaner teas. Plainer teas were dearer by Rs.3/- to Rs.4/ sometimes more as sale progressed on smaller broken/BOPF.

Buying Pattern : Blenders, packeteers and exporters active. Others selective.

ORTH LEAF

Demand : Fair General demand.

Market : Whole leaf were lower by Rs.5/- to Rs.6/-. Well made broken were lower and suffered heavy withdrawals. BOPF's were barely steady to firm.

Buying Pattern : All sections were selective.

CTC DUST

Demand : Good demand.

Market : Better medium / popular sorts were irregular and lower by Rs.2/-. Medium/plainer sorts were firm to dearer by Rs.2/- sometimes more on blacker and cleaner teas.

Buying Pattern : All sections were active.

ORTH DUST

Demand : Fair demand.

Market : Irregular and lower by Rs.1/- to Rs.2/- .

Buying Pattern : Exporters were active.

Source: Paramount Tea Marketing (SI) Private Limited

26th October, 2022

-/mk

INTERNATIONAL TEA NEWS

ISSUES & TRENDS

Seven Ways the Tea Industry Can Attract the Next Generation of Tea Drinkers



What should the tea industry do to attract the next generation of tea drinkers? Here are seven important tips to point you in the right direction.

As time brings change to every aspect of our lives, we also see major cultural shifts and generational trends. With this, certain industries need to change, adapt or grow with the times to maintain a consumer base – especially to attract a new customer base.

Indeed, the tea industry isn't different when it comes to attracting a new generation of consumers (i.e. tea drinkers) who are entering the market for the very first time.

So, what should the tea industry do to attract this next generation of tea drinkers? Here are seven important tips to point you in the right direction.

1. Utilize Pop Culture – Tea is heavily rooted in tradition. However, as each new generation comes into its own in society, times change. Pop culture has a huge influence on how society is shaped and formed, and to attract a new generation of tea drinkers, utilizing pop culture to appeal to a new audience is a mark that is often missed. While there should always be room to appreciate where tea comes from, there should be a balance between respecting the art of tea and being reflective of the current times. Tea companies like [white2tea](#), which primarily sell sheng and shou pu'er tea, have package designs that feature lyrics from rappers, including Drake and Frank Ocean. With this, White2Tea has attracted a new base of younger tea drinkers who were originally attracted to their packaging design, that wouldn't have otherwise.

2. Align with Social Issues That Matter to a Younger Generation – With each new generation comes a new social issue that's specific to or of interest to a specific generation. Social causes for older generations may have included freeing Tibet, Vietnam or the fall of The Berlin Wall, among many others. For Millennials and Generation Z, one of the biggest social issues is Black Lives Matter. A lot of incredible social change has progressed with the Black Lives Movement, and one very important cause that ricocheted from Black Lives Matter is fair trade and transparency. Many tea companies have posted photos of the heads of their companies with the farmers they source from, but that doesn't seem to end there with the newer generations. Newer tea drinkers want more than a photo-op – they need even more proof that they're drinking tea from someone who is treated fairly.

Make High Quality Teas More Accessible Locally

3. Go Local – For late Baby Boomers and early Millennials, a go-to and easily accessible place for tasty tea was the now closed Teavana stores. However, for many people who are late-Millennials and Generation Z, Teavana was already a thing of the past. For many people in the western market, easy accessibility to great tea shops is something that doesn't really exist anymore (yes, there are many brick-and-mortar tea shops around the country, but not easily accessible to all). With the exception of [DAVIDsTEA](#) outlets across Canada, there's not a major, recognizable go-to retail outlet for casual tea drinkers to go to. This is where accessibility comes in. Many coffee shops and cafes are offering a wider variety of loose-leaf teas, with easy and accessible menu options. For café and shop owners of all kinds, offering a variety of teas while keeping it simple will make tea more accessible for all. These businesses that aren't offering tea should seriously consider it. It can help the local business and the growth of tea overall. Perhaps tea suppliers can connect with these businesses (many are already going this route, but more could be done) to educate them about the wonders of tea and to encourage that these businesses either serve tea or have tea products available.

4. Don't Be Slow to Adopt What's Trending with Tea – Across social media, the attention diverted to [Starbucks Japan](#) and [Starbucks Korea](#) have exploded in web popularity among Millennials and Generation Z within the western market. With this, floral drinks (which typically involve jasmine) and fruity tea lattes have quickly caught the attention of new tea drinkers. For the U.S. tea market, we can use Starbucks Japan and Starbucks Korea as examples of how a company can change quickly with the market and adapt to trends to gain attention. Many cafes and tea companies in the west are slow to change, and they often release products 10 years after they initially boomed with popularity in the market. Drinks that were popular in mom-and-pop shops a decade ago have finally made their way to larger tea corporations now. If the industry wants to change with the times, they have to change now. As an example, many in the tea industry are slow to warm up to boba or bubble tea, as well as the opportunity that provides to educate young consumers about high-quality tea.

5. Consider Price – Affordability makes a huge difference with accessibility for a certain demographic that can afford luxury items or not. When attracting a newer generation of tea drinkers, companies have to be mindful of where the economy is at. For previous generations, owning a home with a \$60,000-a-year income was attainable. Today, that \$60,000-a-year income is considered the poverty line for nearly every major city in North America. Many Millennials and Generation Z can't even afford a home with a six-figure income in most major (and expensive) U.S. cities. As income inequality becomes a larger issue within the west, making good tea affordable is imperative to attracting a new base. Affordability doesn't necessarily equate to sacrificing quality in tea. However, pricing out the newer generations of tea drinkers with \$15 to \$20 for an ounce of quality tea will sacrifice the tea drinker itself to the entire market. Something to consider if you're looking at ways to reach a new, younger audience base.

Social Media

6. Don't Overlook TikTok (That Cannot Be Overstated) – TikTok has quickly risen to the top of the social media hierarchy – which is primarily driven by Millennials and Generation Z. TikTok has spread like wildfire and shifted how so many industries operate today. With this, the presence of tea and tea drinkers is very limited on TikTok. In fact, there are a small number of tea shops and bloggers who are openly creating content for TikTok, but there is still a huge untapped market of individuals who enjoy tea and who can be reached through TikTok. The tea industry can no longer ignore it..

7. Look at Short-Form Videos for a Wider Reach – As TikTok has been prevalent in the realm of social media, other social media platforms are quickly changing to accommodate users who are leaving their platforms to join TikTok. Instagram and YouTube have both been pushing reels on their platforms and are quickly changing their algorithms to push short-form videos to the forefront. While TikTok is taking the lead for short-form videos, it shouldn't mean that trends and short-form videos should take a backseat as well. The wider the reach you have, the better!

The Tea Industry Will Be Relying on the Next Generation

Overall, there's a new generation of consumers waiting to discover the amazing world of tea and all the exciting businesses in the global tea industry. Certainly, as the tea industry continues to expand into the future, we'll all be relying on newer generations of tea drinkers to take the torch and keep the world of tea alive for long after we're gone. Of course, as tea is one of the oldest industries in human civilization, it's still brand new to many people today.

In the end, it's imperative that the tea industry change with the times, listen with both ears, and continue to grow. For the new generations of tea leaders, it is important to set them up for success to carry on the legacy of tea for many more years to come.

Cody Wade, also known by his blog name, The Oolong Drunk, has been a tea blogger and tea educator for more than seven years. Wade's passion for tea started with oolongs, but he has grown to appreciate every umbrella of the tea industry. He's also given lectures at the Houston Tea Festival, Mid-West Tea Festival and the World Tea Conference + Expo, and he's forward with his passion with tea education and bringing people together to make the community stronger.

Tea it up: Visiting Heron's Meadow Farm, Maryland's first tea farm

By Donna M. Owens

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Oct 24, 2022 at 8:30 am



BLTeas owner Lori Baker checks her crop of tea plants to see if their ready for harvesting at Heron's Meadow Farm in Woodbine. (Kevin Richardson / Baltimore Sun)

You might say that Lori Baker, and her husband, Bob, are brewing something special at Heron's Meadow Farm in western Howard County.

As owners of Maryland's first tea farm, the couple have embarked on an adventure as nouveau farmers who are cultivating *Camellia Sinensis*, the plant from which tea is derived.

"Neither my husband nor I had any real experience farming," said Baker, an electrical engineer who sold her company, and launched a second career. "But we did a lot of research before we started growing tea. We'd each had home gardens and felt this was just planting on a bigger scale. We kind of took the leap."

In December 2013, the duo purchased a 44-acre farm in Woodbine.

"We did some preliminary testing and put half a dozen tea plants in the ground. They survived a few winters," she said.

In October 2015, the two opened a farm store.

“Fundamentally, that’s when we considered the business launched,” she explained of BLTeas LLC, whose mission is to provide quality tea that is grown and processed locally.

Today, the operation is growing steadily.

The farm has upward of 1,200-to-1,500 tea plants — an evergreen shrub with shiny green leaves — that encompass about 2.5 acres.

Baker spends her days tending to the crops, whose needs vary depending on the season.

“I work the farm full-time and Bob works it part-time as he maintains a full-time job off the farm,” said Baker. “We do not have any additional staff. But I can go out in two or three hours and harvest one field.”

They have purchased a tractor. Yet picking the tea leaves involves tedious labor. “It’s done by hand,” she said.

The rewards are well worth it. The leaves and buds of the tea plant are used to produce their black and green tea, with names that nod to Maryland culture like Black Raven and Terrapin Green teas.

A brief history

Tea drinking has its origins in China, according to “Food, Feasts and Faith: An Encyclopedia of Food Cultures in World Religions,” by Paul Fieldhouse. The proper method of preparing tea was detailed in a book written by a Buddhist priest in the mid-8th Century, AD.

Tea then spread to other Asian countries such as Japan, where initially it was primarily medicinal. Centuries later, European traders brought tea leaves back from their journeys, and the beverage spread to Western cultures.

According to Statista Research, the global tea market in 2020 was valued around \$207 billion dollars, and is expected to increase in the coming years.

“After water, tea is the most widely consumed drink in the world,” said Peter F. Goggi, president of the Tea Association of the USA Inc., whose founding dates back to 1899. “Tea has a wide variety of flavors and traditions. Although it pales in comparison to coffee sales in the U.S. It’s an exciting time for tea as its popularity continues to grow.”

During the COVID-19 pandemic, he said, the demand for tea strongly increased, spurred by purchases for at-home consumption.

The benefits

Information collected by the FAO Intergovernmental Group on Tea showed that tea consumption expanded in all markets, even those that recorded a declining trend in per capita consumption in recent years.

The data showed a surge in the demand for tea among young people. The surveys highlighted that millennials, in particular, drank tea during the lockdown due to its hydration benefits and the “feel good” factor.

“Tea is calming, relaxing,” said Goggi, who previously spent three decades working with Lipton Tea as part of the Royal Estates Tea Co., and was the first American-born “tea taster” in the history of T.J. Lipton/Unilever. “And it has healthful properties.”

A new [National Institutes of Health](#) study, published in August 2022 in the Annals of Internal Medicine, found that people who consumed more than two cups of tea per day, had as much as a 13 percent lower risk of death from any cause compared to people who did not drink tea.

Higher tea consumption, researchers revealed, was associated with a lower risk of death from cardiovascular disease, heart disease and stroke.

Given increased consumer demand in America for tea, one might wonder if that has inspired a boom in tea growers such as Heron’s Meadow Farm.

While tea is grown “in about 25-30 states,” said Goggi, it’s not necessarily an easy endeavor. “It’s extraordinarily expensive. You need land. And tea plants. Tea seeds are hard to transport, and can be difficult to get a hold of domestically,” he said.

Angela McDonald, president of the U.S. League of Tea Growers, agreed. She notes that while the U.S. does have major commercial tea growers, the industry is “small” compared to India and China where production is “huge.” While there are some tea estates, she said, smaller, artisanal farms are more of the norm.

“You’ll find tea farms in places like California, Hawaii, Oregon, and in the South,” said McDonald, who leads a membership organization made up of tea growers, retailers, educators and other stakeholders.

“The climate must be hospitable to *Camellia sinensis*, because the plant prefers a tropical or subtropical climate.”

She explained that the ‘terroir’ — generally, the soil, climate and topography — of where tea is grown contributes to its distinctive taste. “It’s just like wine in that way.”

Continued growth

At Heron’s Meadow Farm, its owners are elated that this season will mark their third harvest.

Admittedly, “there’s been trial and error,” and the learning curve of farming has been “frustrating at times,” but Baker and her husband are relishing their new agricultural venture.

Their land is being farmed with care and an eye toward sustainability.

“We’re keeping things natural,” said Baker. Although not certified organic at this time, “we don’t use pesticides or herbicides. All the processing is natural.”

The couple has received support during their journey. For instance, they “plugged in early” with the Howard County Economic Development Authority which offers “innovation” grants. After submitting a proposal, they were awarded funds for fencing that keeps the deer population at bay. “[Deer] like to bed down in the fields at night and eat the tea plants,” said Baker.

Meanwhile, the farm has become a destination, complete with special events and informal tours by appointment for small groups.

Guests can view the tea fields from a distance; meander through herb gardens, or sit on the patio and watch wildlife: blue herons, which inspired the farm’s name, plus hawks, foxes and deer.

“We also have bees,” Baker said. “They cross pollinate the plants. And we make honey.”

Inside the farm store, customers can sit at the tea bar or on the covered patio to sip a cup of tea.

In keeping with the reputation of tea itself, Baker says they want the farm to evoke a sense of comfort and serenity.

“We love the area. We love what we’re doing, and have a loyal customer base. This is a labor of love.”
