



LANKA COMMODITY BROKERS LTD
TEA MARKET REPORT

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SALE NO.38 OF 25TH & 26TH SEPTEMBER, 2018

COMMENTS

The recent rains experienced ever most plantation districts was something that was most welcome as the lands had become very dry and parched following the dry spell of weather experienced for the past one and a half months. Additionally the temperatures too had risen to alarmingly high levels which had a negative impact on flush during August, and the Low Grown teas faced the brunt of it with a crop decline of 2.6 Mkgs over the corresponding month last year. Current reports indicate signs of a slight improvement in harvests following favourable weather, and this trend is expected to continue in the coming weeks.

This week's auction saw a quantity of 5.6 Mkgs coming under the hammer. Low Grown teas comprised of 2.7 Mkgs whilst High Grown teas sold on Ex-Estate terms totaled only 0.7 Mkgs. The quality of Low Growns was largely similar to last. High Growns were irregular.

Good demand prevailed for teas of Low Grown description with maintained demand from buyers for Russia and the C. I. S as well as those operating for Middle Eastern countries and Turkey. There was some interest from a large East Asian buyer for selected teas with brighter liquors.

The highlight of the Ex Estate catalogue was the improved demand seen for CTC teas of the High and Medium elevation. There was good interest from buyers for "Tea Bags" for these teas. Western orthodox teas in the best category were irregular with buyers closely following quality. Below best and plainer BOP's were generally easier following selective demand from Hong Kong and China whilst their BOPF counterparts with neater leaf were better received and were firm to dearer.

This week's auction comprised of 10,619 lots with a total quantity of 5,649,998Kgs.
 The catalogue-wise breakdown was as follows:-

	Lots	Qty. (Kgs)
Low Grown Leafy	4,073	1,765,959
Low Grown Tippy	1,972	1,033,430
High & Medium	997	478,801
Off Grade/BOP1A	2,171	1,198,471
Dust	455	431,522
Premium Flowery	288	48,539
Ex-Estate	663	693,276
Total	<u>10,619</u>	<u>5,649,998</u>

CROP & WEATHER

For the period 17th - 22nd September, 2018

Mixed weather conditions experienced in both Western & Nuwara Eliya Regions. Some districts experienced occasional showers, whilst other districts have reported bright mornings with evening showers throughout the week. However, showers and thundershowers can be expected in the evening or nights in the week ahead. Uva and Udapussellawa Regions have reported bright mornings and wet evenings. And heavy rains and localized strong winds can be expected in the week ahead. In Low Growns, Both Ruhuna and Sabaragamuwa Regions reported bright mornings with rainy afternoon and evenings throughout the past week. The Department of Meteorology is expecting heavy rainfall above 100mm in the week ahead.

Crop Intake: All planting regions showed a marginal increase.

In lighter vein

A Chinese Doctor with a Novel Business Model

A Chinese doctor can't find a job in a Hospital in the US, so he opens his own clinic and puts up a sign outside. It reads: 'GET TREATMENT FOR \$20 - IF NOT CURED GET BACK \$100.' An American lawyer thinks this is a great opportunity to earn \$100 and goes to the clinic.

Lawyer: 'I have lost my sense of taste.'

Doctor: 'Nurse, bring medicine from box No. 22 and put 3 drops in patient's mouth.'

Lawyer: 'Ugh, this is kerosene!'

Doctor: 'Congrats, your sense of taste is restored. Give me \$20.'

The annoyed lawyer goes back after a few days to recover his money.

Lawyer: 'I have lost my memory. I cannot remember anything.'

Doctor: 'Nurse, bring medicine from box no. 22 and put 3 drops in his mouth.'

Lawyer (annoyed): 'This is kerosene. You gave this to me last time for restoring my taste.'

Doctor: 'Congrats. You got your memory back. Give me \$20.'

The fuming lawyer pays him and then comes back a week later determined to get back \$100.

Lawyer: 'My eyesight has become very weak I can't see at all.'

Doctor: 'Well, I don't have any medicine for that, so take this \$100.'

Lawyer (staring at the note): 'But this is \$20, not \$100!!'

Doctor: 'Congrats, your eyesight is restored. Give me \$20.'

Cont'd... (P2)

LOW GROWNS - LEAFY

BOPI: Select best invoices declined by Rs.30-40/- and more as the sale progressed; balance too were generally lower. Teas at the lower end however maintained.

OPI : Teas in the select best category were barely steady; balance was irregularly lower. Stalky invoices too were irregular.

OP : A few select best invoices advanced Rs. 30-40/- per kg; balance maintained. Teas at the lower end were fully firm to dearer.

OPA : Select best teas declined substantially. Improved below best invoices however advanced Rs.10-15/- per kg; balance was irregularly lower. Poorer sorts met with good demand.

PEK/PEK1: Well made shotty invoices were fully firm on last levels; balance was dearer by Rs. 40-50/- per kg. Bolder varieties advanced by Rs. 60-70/- and at times more. Teas at the lower end too dearer.

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>
BOPI	770-900	780-980	575-600	570-600	475-525	470-520
OPI	800-1150	800-1150	600-650	600-640	360-400	360-400
OP	660-810	630-800	480-520	470-510	370-410	360-400
OPA	660-880	650-1015	470-520	470-520	360-400	350-380
PEK/PEK1	780-1000	730-990	670-740	600-650	450-525	430-500

TIPPY/SMALL LEAF

BOP/BOPSP : Few select best appreciated substantially following special inquiry. Best and cleaner below best too gained. Others were irregular.

BOPF/BOPFSP : Few select best gained following special inquiry. Best firm to dearer. Cleaner teas in the below best and bottom were firm to dearer. Others were discounted.

FBOP/FBOP1 : Select best FBOP's were irregular. Best and cleaner teas in the below best appreciated. Others and teas at the bottom maintained. Best FBOP1's were firm to dearer. Cleaner below best too appreciated. Others were irregular.

FBOPF/FBOPF1 : Very tippy teas were irregular and at times lower. Best and below best gained. Cleaner teas at the bottom too appreciated, others remained firm. Select best FF1's were firm. Best and below best appreciated. Cleaner teas at the bottom too appreciated. Others were irregular.

FBOPFSP/EXSP : Best FBOPFExSp varieties showed a gradual improvement in value whilst the best and below best maintained on last levels and attracted good demand.

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	780-1350	750-1200	520-580	500-560	320-360	340-360
BOPF /BOPFSP	780-1350	750-1350	520-580	500-580	320-360	340-360
FBOP/FBOP1	750-920	740-920	560-640	550-630	480-520	450-480
FBOPF/FBOPF1	720-870	720-840	530-600	520-580	360-440	340-420
FBOPFSP/EXSP	800-1850	750-1650	680-780	650-750	600-650	550-650

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP : Well made neat invoices appreciated in value. Secondaries and poorer sorts too met with fair demand.

FBOPF/FBOPF1: Best teas on offer appreciated Rs.10-20/- and more. Secondaries and the poorer sorts were firm to easier.

PEK/PEK1 : Well made shotty PEK1s gained in value whilst the secondaries and the poorer sorts too were in demand.

	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	825-900	800-1000	725-825	700-800	600-725	580-700
FBOPF/FBOPF1	750-880	750-900	650-750	600-800	500-650	460-600
PEK/PEK1	775-950	730-890	600-770	600-730	500-600	460-600

HIGH GROWNS

BOP: Best Westerns where quality was maintained were barely steady, others were Rs.10-20/- per kg easier. In the below best category, few select invoices were firm and dearer, others were easier. Plainer teas were irregularly easier up to Rs.30/- per kg. Nuwara Eliyas sold around last week's levels. Udupussellawas hardly any offerings. Uvas – seasonal teas were easier and often difficult of sale, other coloury teas were irregular following quality.

BOPF: Best Westerns were irregular following quality. In the below best category, select clean leaf brighter teas were Rs.10-20/- per kg dearer, others were irregular. Plainer clean leaf teas were firm and Rs.10/- per kg dearer, others were irregular. Nuwara Eliya select high priced teas were Rs.20/- per kg easier, others gained by a similar margin and more. Udupussellawas were generally firm. Uvas – seasonal teas were difficult of sale, other coloury sorts were Rs.20/- per kg easier.

<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	660-730	660-740	690-810	660-760
Below Best Westerns	620-650	620-650	660-680	620-650
Plainer Westerns	510-570	500-560	600-650	590-610
Nuwara Eliyas	550-650	590-720	540-620	510-640
Other Uda Pussellawas	N/A	N/A	N/A	480-490
Best Uva's	620-700	620-750	580-630	610-690
Other Uva's	500-580	550-600	N/A	500-600

MEDIUM GROWN TEAS

BOP: Rs.20-30/- per kg easier.

BOPF: Rs.10-20/- per kg easier.

<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	650-870	550-880	500-670	430-690

CTC

PF1: Improved High Grown PF1s were Rs.10-20/- per kg dearer, others held firm. Improved coloury Medium Grown sorts were Rs.20-30/- per kg dearer; others were irregular. Low Growns PF1s Rs.10-20/- per kg easier.

BP1: Hardly any offerings in High Growns. Medium Growns were firm and tended dearer. Low Growns were Rs.20-30/- per kg easier.

Quotations (Rs./Kg)

<u>Quotations (Rs./Kg)</u>	PF1		BP1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	550-630	520-600	N/A	530-540
Medium	400-650	520-800	435-580	440-460
Low	400-630	420-690	380-570	310-590

OFF GRADES

Select best liquoring FNGS/FNGS1 tended irregular whilst poorer types advanced Rs. 20-30/-. Best BP's advanced Rs.20/-. Well made BM's advanced Rs.10-20/-. Poorer types were firm on last week levels. Select best BOP1A's advanced Rs.25-50/-whilst poorer types firm.

<u>QUOTATIONS (Rs/kg)</u>	<u>HIGH</u>		<u>MEDIUM</u>		<u>LOW</u>	
	<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)	325-470	300-460	300-340	300-340	300-340	300-350
Good Fannings (CTC)	310-360	310-360	300-350	300-350	300-340	300-350
Other Fannings (Orthodox)	325-350	300-350	300-340	300-340	300-340	300-350
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	370-410	370-400	370-410	370-400	380-420	380-420
Other BM's	320-340	320-340	320-340	320-340	320-340	320-340
Best BOP1As	400-420	400-420	425-450	410-440	450-520	410-460
Other BOP1As	320-330	320-330	320-330	320-330	320-330	320-330

DUST

High Grown select best liquoring D/D1's were irregular and at times appreciated whilst secondary and poorer types maintained last levels. Select best Low Grown D/D1's were firm to dearer whilst poorer types maintained on last levels. CTC PD's were fully firm on last levels.

<u>QUOTATIONS (Rs/kg)</u>	<u>HIGH</u>		<u>MEDIUM</u>		<u>LOW</u>	
	<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)	600-890	590-880	600-650	600-660	550-660	550-730
Good Primary PD (CTC)	470-600	470-590	550-660	550-640	540-670	540-670
Other Primary Dust (Orthodox)	350-370	350-370	400-490	400-490	450-480	450-480
Other Primary Dust (CTC)	N/A	N/A	320-340	320-340	300-370	300-370
Secondary Dust	350-390	350-390	250-300	250-300	270-300	270-300
Poorer Dust	370-390	370-390	250-290	250-290	250-390	250-390

World Crop Statistics (MKGS)

Country	Month	2017	2018	Difference +/-	To-date 2017	To-date 2018	Difference +/-
SRI LANKA	Aug.	24.86	21.37	-3.49	206.70	203.69	-3.01
BANGLADESH	July	10.57	9.76	-0.810	29.48	26.28	-3.20
KENYA	July	31.56	35.27	3.71	232.47	266.27	33.80
MALAWI	July	1.5	1.3	-0.2	33.0	35.4	2.4
NORTH INDIA	July	142.8	135.3	-7.5	478.0	462.4	-15.60
SOUTH INDIA	July	19.5	16.1	-3.4	137.5	121.4	-16.10
UGANDA	Apr	5.1	1.50	-3.6	14.70	6.6	-8.10

THIS WEEK'S TOP PRICES

<u>WESTERN MEDIUM</u>			<u>UVA MEDIUM</u>			<u>LOW GROWN LEAFY</u>		
Craighead	BOP	870/-	Demodera S	BOP	700/-	Matuwagala Super	BOP1	900/-
Nayapane	BOPSP	740/-	Rathkelle Uva	BOP	700/-	A C U Super	BOP1	900/-
*Vellai Oya	BOPF / BOPF SP	660/-	Demodera S	BOP SP	800/-	New Vithanakande	BOP1	900/-
*Harangalla	BOPA	870/-	El-Teb	BOPF/BOPFSP	590/-	Ceciliyan	BOP1	900/-
*Dartry Valley	BOP1	1100/-	Adawatte	BOP1	820/-	Gunawardena	OPI	1160/-
Craighead	BOP1	1100/-	Halpewatte Uva	FBOP /FBOP1	860/-	Mulathiyana Hills	OP	800/-
Craighead	FBOP/FBOP1	900/-	Shawlands	FBOPF / FBOPF1	770/-	A C U Super	OPA	880/-
Craighead	FBOPF /FBOPF1	870/-	Adawatte	FBOPF / FBOPF1	770/-	Lickra	OPA	870/-
Harangalla	OP/OPA	630/-	Aruna Keppetipola	OP/OPA	630/-	*Makandura	OPA	860/-
*Dartry Valley	OP1	1200/-	Tini Oya	OP1	840/-	Liyonta	PEKOE	1000/-
*Dartry Valley	PEK/PEK1	950/-	*Halpewatte Uva	PEK / PEK1	830/-	Lakvinka	PEKOE	1000/-
<u>WESTERN HIGH</u>			Roseland Uva	PEK / PEK1	830/-	*Lucky Weerapana	PEKOE	960/-
Somerset	BOP	740/-	Aruna Passara	PEK / PEK1	830/-	*Mahaliadda	PEKOE	940
Glentilt	BOPSP	670/-	<u>UVA HIGH</u>			H P P Tea	PEKOE1	970/-
Moray	BOPF / BOPF SP	810/-	Nayabedde	BOP	700/-	Deerwood Super	PEKOE1	970/-
Inverness	FBOP/ FBOP1	750/-	Uva Highlands	BOP SP	680/-	*Lucky Hiniduma	PEKOE1	960/-
Queensberry	FBOPF/FBOPF1	760/-	Nayabedde	BOPF/BOPFSP	630/-	<u>LOW GROWN TIPPY</u>		
Inverness	OP/OPA	680/-	Haputale Super	BOP1	850/-	Ceciliyan	BOP	+++ 1350/-
Harrow	OPI	790/-	Craig	FBOP/ FBOP1	750/-	Gunawardena	BOPSP	1350/-
Bearwell	PEK / PEK1	610/-	Odoowerre	FBOPF/FBOPF1	780/-	Pothatuwa	BOPF	1350/-
<u>NUWARA ELIYA</u>			Spring Valley	OPI	810/-	Uruwala	BOPFSP	800/-
Mahagastotte	BOP	650/-	Odoowerre	OP/OPA	590/-	Nilagama Special	BOPFSP	800/-
Mahagastotte	BOPF/BOPFSP	620/-	Haputale Super	PEK/PEK1	830/-	Suduwelipothahena	FBOP	920/-
Kenmare	FBOP/ FBOP1	620/-	<u>UDA PUSSELLAWA</u>			*Sithaka	FBOP	900/-
Lovers Leap	PEK / PEK1	900/-	Kirklees	BOP	630/-	New Kumudu	FBOP1	820/-
<u>CTC TEAS</u>			Luckyland	BOPSP	540/-	*Lucky Kottawa	FBOPF	870/-
<u>HIGH GROWN</u>			Luckyland	BOPF/BOPFSP	590/-	*Lucky Hiniduma	FBOPF	840/-
Dunsinane CTC	PF1	630/-	*Alma	BOPA	800/-	*Lucky Pinnaduwa	FBOPF	800/-
<u>MEDIUM GROWN</u>			*Alma	OP1	500/-	*Lucky Pinnaduwa	FBOPF1	800/-
New Peacock	PF1	650/-	Gampaha	FBOPE/ FBOPF1	600/-	Liverpool	FBOPF1	800/-
*Carolina CTC	BP1	580/-	*Alma	OP/OPA	560/-	*Lucky Kottawa	FBOPF1	790/-
Rothschild	BP1	580/-	*Alma	PEK /PEK1 ++	860/-	*Makandura	FBOPF1	790/-
<u>LOW GROWN</u>			<u>OFF GRADES</u>			<u>PREMIUM FLOWERY</u>		
Suduwelipothhena CTC	PF1	630/-	*Chandrika Est. BM	490/-	Matuwagala Super	FBOPFSP	1740/-	
Ceciliyan CTC	BP1	570/-	*Chandrika Est. BP	590/-	*Sanquhar	FBOPFSP	1450/-	
*Spring Field Sup. CTC	BPS	400/-	Rokmo	BP	590/-	Sirimewana	FBOPFEXSP	1850/-
			Alton	FNGS/FNGS1	560/-	Suduwelipothahena	FBOPF EXSP1	1750/-
			Bridwell	FNGS/FNGS1	560/-	<u>DUST</u>		
			Hingalgoda CTC	PFGS	650/-	Mattakelle	DUST1	890/-
			*Chandrika Est. BOPIA	600/-	Ceciliyan CTC	PD	670/-	
						Kalubowitiyana CTC	PD	670/-

* Sold by Lanka Commodity Brokers Ltd

+++ All Time Record Price

++ Equal All Time Record Price

COLOMBO AUCTION - GROSS SALE AVERAGES

SALE NO.37 OF 19TH SEPTEMBER,2018

	2018			2017	
	<u>Weekly</u>	<u>Month</u>	<u>Year</u>	<u>Weekly</u>	<u>Year</u>
		<u>To-date</u>	<u>To-date</u>		<u>To-date</u>
Uva High Grown	490.21	505.54	531.55	588.46	565.47
Western High Grown	618.08	620.58	585.83	664.55	600.23
High Grown	574.68	582.99	570.49	642.92	589.88
Uva Medium	480.72	476.42	524.12	579.19	576.16
Western Medium	462.70	464.10	514.70	565.66	553.23
Medium Grown	468.27	467.63	517.33	569.92	559.92
Low Grown	543.97	532.87	601.79	664.05	633.97
Total	537.98	531.33	582.74	647.65	613.667

DETAILS OF TEAS AWAITING SALES

	<u>Sale of 02nd/03rd Oct. 2018</u>		<u>Sale of 09th / 10th Oct. 2018</u>	
	Lots	Qty. (Kgs)	Lots	Qty. (Kgs)
Low Grown Leafy	3,794	1,641,283	3,212	1,349,732
Low Grown Tippy	1,830	941,024	1,614	812,600
High & Medium	955	467,287	957	493,821
Off Grade/BOP1A	2,214	1,124,074	1,921	997,437
Dust	471	438,615	485	459,016
Premium Flowery	228	37,009	222	37,189
Ex-Estate	<u>692</u>	<u>723,066</u>	<u>706</u>	<u>733,453</u>
Total	<u>10,184</u>	<u>5,372,358</u>	<u>9,1117</u>	<u>4,883,2488</u>

Weekly Private Sale Figures (From 17/09/2018 - 22/09/2018) - 87,397.45 Kgs.
 Cumulative - 3,077,917.55 Kgs.

CATALOGUES

Sale No. 40 of 09th & 10th October, 2018

The Main Sale catalogue closed on 21st September, 2018 at 04.30 p.m. and the Ex-Estate catalogue closed on 20th September, 2018 at 03.00 p.m.

Sale No. 41 of 16th & 17th October, 2018

The Main Sale catalogue is scheduled to be closed on 28th September, 2018 at 04.30 p.m. and the Ex-Estate catalogue is scheduled to be closed on 27th September, 2018 at 03.00 p.m. but sale will be closed before the scheduled date when the numbers of lots are reached.

Sale No. 42 of 22nd & 23rd October, 2018

The Main Sale catalogue is scheduled to be closed on 05th October, 2018 at 04.30 p.m. and the Ex-Estate catalogue is scheduled to be closed on 04th October, 2018 at 03.00 p.m. but sale will be closed before the scheduled date when the numbers of lots are reached.

Cont'd.... (7)

BROKER'S ORDER- SALE NO. 39
Auction of 02nd / 03rd October, 2018 - Main Sale

Leafy/Tippy/BOP1A/ Premium

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

High & Medium/Off Grades/Dust

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

Auction of 03rd October, 2018 - Ex-Estate

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

LCBL APPROXIMATE SELLING TIME

Tuesday 02nd October, 2018

High & Medium	: 09.00 a.m.
Low Grown Tippy	: 09.30 a.m.
Low Grown Leafy	: 09.50 a.m.
Premium Flowery	: 10.45 a.m.
BOP1A	: 12.30 p.m.

Wednesday 03rd October, 2018

Off Grade	: 09.35 a.m.
Ex-Estate	: 11.00 a.m.
Dust	: 12.15 p.m.

INTERNATIONAL TEA NEWS

Singapore-Sep 24, 2018

TEA LOVERS FIND THEIR PERFECT MATCH WITH TEAPASAR'S TECH

Tea lovers will be pleased to know that there is a special system that can find the perfect blend of tea for them based on their personal taste. Teapasar is a Singapore-founded tea marketplace where independent tea brands and plantations can easily reach tea drinkers around the world. With Profile Print, it scans the organic composition of the tea leaves to create a unique fingerprint for each product, which serves as the basis of Teapasar's Taste Map. By generating the taste profile of each tea, the system can match consumers' individual taste preferences with the profile of all the teas in Teapasar's database. Finally, Teapasar ties it all in together on its marketplace, which features local and international tea brands, as well as exclusive and rare teas from the world's best plantations. Tea lovers had the opportunity to try the new tech over the weekend at the second edition of the Singapore Tea Festival at Ion Orchard.

One of the featured brands is Gryphon Tea Company, founded by Mr Lim Tian Wee. When asked why he supports Teapasar, the 49-year-old told The New Paper: "If Teapasar has the potential to bring Singapore up as a recognized taste maker in the tea industry, why not?" Mr Lim added that despite not producing our own tea, Singapore can be known for tea just like the Italians are known for their coffee. Ultimately, it is the love for the process of making tea that allows Mr Lim and Teapasar to come up with new ideas. "To me, tea has become an important part of my lifestyle and I cannot imagine my life without it; life would lose its rhythm," said Mr Lim. "Perhaps, it is with this understanding that I like to showcase tea, and that is nothing short of exciting."

Cont'd.... (8)

MOMBASA TEA AUCTION MARKET REPORT SALE 39

Demand: Market was Firm to dearer compared to last week.

BP1: KTDA East of the Rift Valley teas best were dearer by USC 6-7 compared to last levels while Good were firm to dearer by USC 2-3 compared to last week's levels & West of the Rift Valley teas were firm at last week's levels. Well-made Medium/None Kenyans were firm to easier by USC 3-7 compared to last week's levels. Lower invoices were firm at last week's levels.

PF1: KTDA East of the Rift Valley teas were firm to easier by USC 3-6 compared to last week's levels. West of the rift valley teas were firm to easier by USC 2-3 compared to last week's levels. Nandi PF1's were firm to dearer by USC 6-8 compared to last week's levels, while Kericho PF1,s were firm to dearer by USC 3-5 compared to last levels. None Kenyans were dearer by USC 11-12 compared to last week's levels.

PD: KTDA East of the rift valley teas were firm to dearer by USC 2-3 compared to last week's levels.

West of the rift valley teas were firm to easier by USC 2-3 compared to last week's levels.

Nandi PD,s were dearer by USC 6-8 compared to last week's levels, while Good Kericho PDs were dearer by USC 5-6 compared to last week's levels, while the poorer plainer sorts were firm to dearer by USC 3-5 compared to last week's levels / None Kenyans were firm to dearer by USC 4-6 compared to last week's levels, with the brown bold leaf and dull liquoring types firm to dearer by USC 3-5 compared to last week`s level.

D1: KTDA East of the rift valley teas were firm at last week's levels. West of the rift valley teas were firm to easier by USC 3-4 compared to last week's levels. Mediums /None Kenyans were firm to dearer by USC 4-7 compared to last week's levels.

JAKARTA TEA AUCTION MARKET REPORT

Not available at the time of printing.

Cont'd.... (9)

SOUTH INDIAN ROUNDUP FOR THE WEEK ENDING 22nd SEPTEMBER, 2018

KOCHI

CTC LEAF

Demand: Good demand. Market ruled at steady levels for the Best broken. Fannings ruled at fully firm to dearer levels. Internal and Upcountry buyers lent good support. Exporters lent useful support for plainer types..

LEAF-ORTHODOX:

Demand: Fair demand.

Market: Market ruled at barely steady levels for the whole leaf grades and larger broken, and best Nilgiri broken following quality. However, Medium larger Broken and Fannings were tending easier. Plainer sorts witnessed less demand and suffering withdrawals.

Buying Pattern: CIS/Middle East exporters were less active. Upcountry buyers lent support on whole leaf grades.

DUST

Demand: Fair Demand.

Market: Best liquoring popular finer grades were selling at fully firm to dearer by Rs.4 to Rs.6/- with strong demand from major blenders. Bolder grades were selling at barely steady levels. Plainer sorts were selling at fully firm levels to occasionally dearer due to good export enquiry.

Buying Pattern: Major blender AVT and KSCSC were active on the best mediums with fair support from regional packeters. Domestic buyers were fairly active in their purchases. Exporters were active on their purchase.

COONOR

CTC LEAF

Demand: Good

Market: Market was irregularly easier for the Best Liquoring sorts. The Better Mediums and Mediums were steady to fully firm on the Broken and firm to dearer on the Fannings. The Plainer types were irregularly lower by Rs. 2/-

Buying Pattern: Fair support from the Major Blenders and also from the Internal Buyers. Exporters were seen operating quite actively.

ORTH LEAF

Demand: Good

Market: Barring a few selected lines which were selling at fully firm to dearer, others were steady to irregularly lower.

Buying Pattern: Strong Export enquiry was forthcoming with select Internal operation.

CTC DUST

Demand: Strong

Market: Generally a steady market with teas selling at around last levels on the Finer dusts and slightly lower on the Bolder dusts. The best liquoring sorts were sold lower by Rs. 5/- or rather outlised.

Buying Pattern: Yet again Strong Export operation with fair participation from the Major Blenders and Internal buyers.

ORTH DUST

Demand: Strong.

Market: Fully firm to dearer market with the Secondaries and Tertiaries selling rather dearer by Rs. 3/- to Rs. 6/-

Buying Pattern: Fairly good Export operation with equally good Internal participation.

COIMBATORE

CTC LEAF

Demand: Fair general demand.

Market: Better smaller broken were barely steady. BOPF's were fully firm to dearer by Rs.2/- to Rs.4/- sometimes more following quality. Mediums and plainer teas were dearer by Re.1/- to Rs.2/-.

ORTH LEAF Barely steady.

CTC DUST

Demand: Good general demand.

Market: Better liquoring and popular sorts were firm to dearer by Rs.2/- to Rs.3/- sometimes more following quality. Mediums were fully firm to occasionally dearer by Re.1/- to Rs.2/- sometimes more on blacker and grainy teas. Plainers dearer by Rs.2/-.

ORTH DUST Strong demand. Dearer by Rs.5/- to Rs.8/-.

Source: Paramount Tea Marketing (SI) Private Limited.

September 26, 2018

-/sk.