



# LANKA COMMODITY BROKERS LTD

## TEA MARKET REPORT

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### SALE NO.08 OF 20<sup>TH</sup> & 21<sup>ST</sup> FEBRUARY, 2018

#### COMMENTS

The Total volume of 6.3 Mkgs on offer this week was a drop of almost 0.6 Mkgs from the previous sale of which the decline in the Low Grown component was 0.5 Mkgs. Tea fields in the Low Country are fast drying up following the current weather where little or no rain has been experienced for over 2-3 weeks, and, still lower weights of Low Grown teas have consequently been catalogued for the next two weeks. The High Grown estates have been enjoying fair crop intakes but last week saw these plantations also recording lower harvests with the only exception being the Uva/Uda Pussellawa regions that have been having some rainfall.

The Low Grown Market moved in opposite directions with stylish well made teas in the leafy grades catalogue and also the Tippy/Small Leaf catalogue continuing to command firm price levels whilst below best and poorer teas mostly saw easier price levels. Some large Middle Eastern markets were more picky this week and buyers for Saudi Arabia, Iran and Turkey as well as those operating for Russia and the CIS were rather selective. Libya continued to purchase forcefully at the lower end of the market.

In the Ex-Estate catalogue the selective seasonal Westerns received improved Air Mail enquiry and consequently appreciated in value amidst keen interest from Europe, Japan, Hong Kong and North America. Teas in the below best and plainer categories however, received less demand particularly from the "Tea Bag" sector operating for Russia and prices for BOPF and CTC teas in these categories declined Rs.20-30/- per kg.

This week's auction comprised of 10,770 lots with a total quantity of 6,300,654 Kgs.

The catalogue-wise breakdown was as follows:-

	<u>LOTS</u>	<u>QUANTITY</u>
Low Grown Leafy	3,642	1,676,351
Low Grown Tippy	2,025	1,161,140
High & Medium	1,133	559,189
Off Grades/BOPIA	2,022	1,137,875
Dust	585	589,797
Premium Flowery	415	82,569
Ex-Estate	<u>948</u>	<u>1,093,733</u>
Total	<u>10,770</u>	<u>6,300,654</u>

#### CROP & WEATHER FOR THE PERIOD 14<sup>TH</sup> TO 20<sup>TH</sup> FEBRUARY 2018

Western Region experienced bright weather during the day with cold nights whilst sub districts Hatton and Nanuoya were recorded light evening showers during the latter part of the week. Nuwara Eliya /Uva/ Udapussellawa Regions were reported bright weather during the day with cold nights. Low Grown was reported bright weather throughout the week.

**Crop Intake:** Western, Nuwara Eliya, Udapussellawa and Uva regions maintained whilst Low Grown both Ruhuna and Sabaragamuwa showed a decrease.

#### In Lighter Vein

#### **A Busload of Politicians Get Into a Country Fix**

A busload of politicians was driving down a country road one afternoon, when all of a sudden, the bus ran off the road and crashed into a tree in an old farmer's field.

Seeing what happened, the old farmer went over to investigate. He then proceeded to dig a hole and bury the politicians. Somehow, some of the politicians survived, and continued to plead for someone to rescue them from beneath the earth.

A few days later, the local sheriff came out, saw the crashed bus, and asked the old farmer, "Were they all dead?" "Well," The old farmer replied with a thoughtful expression, "some of them said they weren't, but you know how them politicians lie."

Cont'd... (P2)

**LOW GROWNS - LEAFY**

**BOP1:** Teas in the best category were lower by Rs. 30-40/- per Kg; balance too declined Rs.30-40/- and at times more. Teas at the lower end were irregular.

**OP1 :** Select best invoices were maintained; balance declined substantially. Stalky invoices were fully firm at the commencement but declined Rs.10-20/- and more as the sale progressed.

**OP :** Select best invoices were barely steady; balance was irregular and mostly lower by Rs.10-20/- per kg. Teas at the lower end were firm.

**OPA :** A few select best invoices gained substantially; teas in the best category held firm; balance was irregularly lower. Poorer sorts met with good demand.

**PEK/PEK1:** Well made shotty invoices maintained; balance advanced on average Rs.20/- per kg. Bolder varieties were irregularly lower. Teas at the lower end too eased.

**Quotations (Rs./Kg)**

	Best		Below Best		Others	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
<b>BOP1</b>	840-960	850-980	680-710	700-730	570-610	575-625
<b>OP1</b>	940-1150	940-1150	660-700	680-720	440-470	450-475
<b>OP</b>	700-820	700-940	600-630	620-650	480-530	480-530
<b>OPA</b>	720-860	700-800	600-630	620-650	480-550	480-530
<b>PEK/PEK1</b>	760-885	770-890	680-730	680-720	570-610	600-625

**TIPPY/SMALL LEAF**

**BOP/BOPSP :** Select best maintained; others declined marginally.

**BOPF/BOPFSP :** Few select best on offer maintained; others were lower.

**FBOP/FBOP1 :** Few select best FBOP's maintained. Best and below best were lower. Few cleaner teas at the lower end were firm to dearer; others were lower. Best FBOP1's maintained. All others were lower.

**FBOPF/FBOPF1:** Very tippy teas maintained. Best sold on last levels. Below best and lower end teas declined. A Few select best FBOPF1's were firm. All others eased.

**FBOPFSP/EXSP:** A few select best were firm; balance were 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>
<b>BOP/BOPSP</b>	750-840	760-860	450-510	460-520	400-420	400-420
<b>BOPF /BOPFSP</b>	740-800	750-810	410-425	410-430	375-400	380-410
<b>FBOP/FBOP1</b>	800-940	800-980	630-670	610-680	510-580	510-660
<b>FBOPF/FBOPF1</b>	825-950	850-1250	500-550	510-550	400-410	400-420
<b>FBOPFSP/EXSP</b>	1200-2100	1400-2650	710-740	700-720	700-710	700-710

**MEDIUM GROWN LEAFY/SEMI LEAFY TEAS**

**FBOP** : The best on offer gained Rs.10-20/- whilst the others were irregularly lower by Rs.10/-.

**FBOPF/FBOPF1**: Select best types gained Rs.30-40/- whilst the others were firm on last levels.

**PEK/PEK1** : Best on offer maintained last levels; others were firm to dearer.

	Best		Below Best		Others	
	This Week	Last Week	This Week	Last Week	This Week	Last Week
<b>FBOP</b>	780-840	740-750	680-780	720-760	600-680	630-730
<b>FBOPF/FBOPF1</b>	780-880	730-800	720-780	720-740	680-720	620-720
<b>PEK/PEK1</b>	770-860	760-860	700-770	740-820	640-700	640-730

**HIGH GROWNS**

**BOP** : Best Westerns, select range of seasonal teas appreciated substantially following special inquiry, others were irregular and easier. In the below best category few select brighter invoices were firm and Rs.10-20/- per kg dearer, others were barely steady. Plainer sorts were firm and up to Rs.10/- per kg easier. Nuwara Eliya's – few select invoices gained Rs.50/- per kg and more following special inquiry whilst the others were barely steady. Udupussellawa's were Rs.10/- per kg easier. Uva's - select range of teas Rs.20-30/- per kg dearer, others firm.

**BOPF** : Best Westerns Rs.20-40/- per kg easier. Teas in the below best category were Rs.20/- per kg lower. Plainer sorts declined Rs.30/- per kg with many invoices remaining unsold due to lack of bids. Nuwara Eliya's firm and up to Rs.40/- per kg dearer. Udupussellawa's Rs.20-40/- per kg easier following quality. Uva's – few select invoices up to Rs.30/- per kg dearer, others lower by a similar margin.

Quotations (Rs./Kg)	BOP		BOPF	
	This Week	Last Week	This Week	Last Week
Best Westerns	670-1250	680-1100	680-780	680-800
Below Best Westerns	640-660	640-660	650-670	660-670
Plainer Westerns	610-630	600-630	640	630-650
Nuwara Eliyas	610-1050	660-790	650-750	650-680
Other Uda Pussellawas	N/A	N/A	N/A	590-610
Best Uva's	650-770	680-760	620-720	630-650
Other Uva's	610-620	590-600	580	610-620

**MEDIUM GROWN TEAS**

**BOP**: Generally firm.

**BOPF**: Declined Rs.20-30/- per kg and more for the poorer sorts with many withdrawals due to lack of suitable bids.

Quotations (Rs./Kg)	BOP		BOPF	
	This Week	Last Week	This Week	Last Week
Best Westerns	620-860	630-800	540-670	580-700

**CTC**

**PF1**: High and Medium Grown PF1s were Rs.20-30/- per kg easier. Low Grown better sorts up to Rs.20/- per kg dearer, others irregular and lower by a similar margin.

**BP1**: High Grown BP1s Rs.30/- per kg dearer whilst Medium and Low Growns were firm.

**Quotations (Rs./Kg)**

Quotations (Rs./Kg)	PF1		BP1	
	This Week	Last Week	This Week	Last Week
High	540-610	560-620	540-600	520-550
Medium	490-610	510-620	490-630	510-600
Low	480-920	440-900	350-680	500-670

**OFF GRADES**

Select best liquoring FNGS/FNGS1 were once again lost Rs.20-30/- and more whilst poorer types firm on last levels. Best BP's irregularly lower. Cleaner BM's were firm on last week's levels. Poorer types were irregular. Best BOP1A's were firm to dearer whilst poor types declined Rs.10-15/-.

<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)	400-570	400-610	380-430	390-420	370-430	390-420
Good Fannings (CTC)	320-360	320-360	320-360	320-360	320-360	320-360
Other Fannings (Orthodox)	360-410	380-410	360-420	380-420	350-400	380-420
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	460-490	460-500	460-500	460-510	460-530	470-550
Other BM's	400-420	400-420	400-420	400-420	400-420	400-420
Best BOP1As	440-460	440-460	475-530	500-540	550-640	550-620
Other BOP1As	375-410	380-420	375-410	380-420	375-420	580-420

**DUST**

Select best liquoring DUST/DUST1's eased once again this week, whilst the balance too followed a similar trend. Majority of High & Medium PD's eased Rs.20/- whilst select best Low Grown PD's lost by a similar margin. Select best Low Grown DUST/DUST 1's followed a similar trend.

<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)	640-840	610-720	560-660	530-650	600-650	560-690
Good Primary PD (CTC)	560-630	560-620	600-670	600-620	500-740	480-720
Other Primary Dust (Orthodox)	390-520	390-520	310-340	310-340	620-730	620-730
Other Primary Dust (CTC)	330-410	330-410	330-390	330-390	340-460	340-460
Secondary Dust	370-400	370-400	320-375	320-375	330-30	330-30
Poorer Dust	360-390	360-390	290-340	290-340	325-375	325-375

**World Crop Statistics (MKGS)**

<i>Country</i>	<i>Month</i>	<i>2016</i>	<i>2017</i>	<i>Difference +/-</i>	<i>To-date 2016</i>	<i>To-date 2017</i>	<i>Difference +/-</i>
BANGLADESH	Dec.	5.20	6.07	0.870	79.39	73.74	-5.65
KENYA	Dec.	45.10	47.51	2.41	473.01	439.86	-33.15
MALAWI	Dec.	5.6	5.7	0.1	43.1	45.6	2.5
NORTH INDIA	Dec.	48.20	53.80	5.6	1054.50	1046.40	-8.10
SOUTH INDIA	Dec.	15.8	16.2	0.4	212.9	232.4	19.50
UGANDA	July	4.02	2.63	-1.4	31.99	23.75	-8.24

<i>Country</i>	<i>Month</i>	<i>2017</i>	<i>2018</i>	<i>Difference +/-</i>	<i>To-date 2017</i>	<i>To-date 2018</i>	<i>Difference +/-</i>
SRI LANKA	Jan.	21.68	24.27	2.59	21.68	24.27	2.59



**COLOMBO AUCTION - GROSS SALE AVERAGES**

**SALE NO.07 OF 14<sup>TH</sup> FEBRUARY, 2018**

	2018			2017	
		<u>Month</u>	<u>Year</u>		<u>Year</u>
	<u>Weekly</u>	<u>To-date</u>	<u>To-date</u>	<u>Weekly</u>	<u>To-date</u>
Uva High Grown	595.09	602.01	588.64	550.32	573.00
Western High Grown	662.87	669.00	660.60	641.75	640.49
High Grown	646.56	653.81	643.06	611.32	620.03
Uva Medium	563.36	561.23	557.40	554.17	556.52
Western Medium	581.21	582.14	576.50	545.27	543.96
Medium Grown	576.97	577.29	571.45	547.59	547.16
Low Grown	641.27	643.75	652.62	599.51	599.37
<b>Total</b>	<b>633.55</b>	<b>636.46</b>	<b>639.51</b>	<b>594.58</b>	<b>595.25</b>

**DETAILS OF TEAS AWAITING SALES**

	<u>Sale of 27<sup>th</sup> /28<sup>th</sup> Feb.'18</u>		<u>Sale of 06<sup>th</sup>/07<sup>th</sup> Mar. '18</u>	
	<b>Lots</b>	<b>Qty. (Kgs)</b>	<b>Lots</b>	<b>Qty. (Kgs)</b>
Low Grown Leafy	3,720	1,680,495	3,431	1,529,927
Low Grown Tippy	2,025	1,083,117	1,903	1,039,388
High & Medium	1,133	513,600	974	482,893
Off Grade/BOP1A	2,022	1,027,756	2,097	1,143,777
Dust	585	576,380	617	630,207
Premium Flowery	415	98,526	422	83,143
Ex-Estate	<u>948</u>	<u>1,035,179</u>	<u>797</u>	<u>910,400</u>
<b>Total</b>	<b><u>10,770</u></b>	<b><u>6,015,053</u></b>	<b><u>10,241</u></b>	<b><u>5,819,735</u></b>

Weekly Private Sale Figures (From 12/02/2018-17/02/2018) - 69,201.00 Kgs.

Cumulative - 372,810.30 Kgs.

Cont'd.... (07)

**CATALOGUES**

**Sale No. 10 of 06<sup>th</sup>/07<sup>th</sup> March, 2018**

The Main Sale catalogue closed on **16<sup>th</sup> February, 2018** at 04.30 p.m., and Ex-Estate Sale catalogue closed on **15<sup>th</sup> February, 2018** at 3.00 p.m.

**Sale No.11 of 13<sup>th</sup>/14<sup>th</sup> March, 2018**

The Main Sale catalogue is scheduled to close on **23<sup>rd</sup> February, 2018** at 04.30 p.m., and Ex-Estate Sale catalogue is scheduled to close on **22<sup>nd</sup> February, 2018** at 3.00 p.m., **but sale will be closed before the scheduled date when the numbers of lots are reached.**

**Sale No.12 of 20<sup>th</sup>/ 21<sup>st</sup> March, 2018**

The Main and Ex-Estate Sale catalogues are scheduled to close on **02<sup>nd</sup> March, 2018** at 04.30 p.m and 03.00 p.m respectively, but sale will be closed before the scheduled date when the numbers of lots are reached.

**BROKER'S ORDER - SALE NO. 09**

**Auction of 27<sup>th</sup> /28<sup>th</sup> February, 2018 - Main Sale**

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

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

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

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

**Auction of 28<sup>th</sup> February, 2018 - Ex-Estate**

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

**LCBL APPROXIMATE SELLING TIME**

**Tuesday 27<sup>th</sup> February, 2018**

High & Medium : 09.45 a.m.  
BOP1A : 03.00 p.m.  
Low Grown Tippy : 03.45 p.m.  
Premium Flowery : 04.45 p.m.  
Low Grown Leafy : 05.15 p.m.

**Wednesday 28<sup>th</sup> February, 2018**

Ex Estate : 10.15 a.m.  
Off Grade : 10.15 a.m.  
Dust : 02.45 p.m.

**MOMBASA TEA AUCTION MARKET REPORT SALE 08 OF THE 19<sup>TH</sup> -20<sup>TH</sup> FEBRUARY, 2018**

Good demand for the 144.742 packages (9.40m/kgs) in their market at irregular rates closely following quality. 11.01% remained unsold.

Best BP1s on offer met less enquiry and shed up to UC30 and more following quality while Brighter descriptions were firm to USC16 easier with Medium varieties irregular ranging between USC2-USC12. Plainer categories saw improved competition and advanced by USC4-USC16 but poorest eased by up to USC20.

The Best PF1s available were firm to USC4 easier with brighter types irregular varying between steady to USC2 dearer to easier by up to USC8 while Mediums varied between firms to USC8 above previous rates to easier by a similar level. Plainer types steady to USC20 below last levels.

Best PDUSTs in the market met strong enquiry and appreciated by up to USC34 and more following quality with brighter varieties advancing by up to USC14 while Medium descriptions met an irregular interest raging between firms to USC12 dearer to easier by up to USC18. Plainer categories irregular varying between firm to USC10 dearer to easier by USC6.

The Best DUST1s available eased by up to USC5 with Brighter descriptions irregular ranging between USC8 dearer to easier by up to USC10 while Medium categories were barely firm to USC15 easier. Plainer types irregular varying between firm to USC12 dearer to easier by a similar margin.

In the Secondary Catalogues BPs held value while PFs were firm. Clean well sorted coloury Fanning's were steady while similar DUSTs gained. Other Fanning's were dearer with similar DUSTs steady. BMFs were readily absorbed.

Pakistan Packers, Yemen and other Middle Eastern Countries lent more and strong enquiries while Afghanistan, Bazaar and Sudan showed more support. Egyptian Packers, Kazakhstan and other CIS nations maintained activity following quality with reduced interest from Russia. UK with reduced interest from Russia. UK were active but selective with Iran subdued. Somalia maintained activity at the lower end of the market.

	<b>BP1</b>	<b>PF1</b>	<b>PD</b>
<b>Best</b>	296-428	340-410	344-436
<b>Good Medium</b>	292-364	320-364	335-358
<b>Lower Medium</b>	170-261	160-283	237-302
<b>Plainer</b>	145-198	154-256	150-282

**JAKARTA AUCTION OF 21<sup>ST</sup> FEBRUARY 2018**

**Auction No. 08.**

Orthodox 11,180 Sacks (585,100 Kgs)  
 CTC 1,760 Sacks (96,440 Kgs)  
 Total 12,940 Sacks (681,540. Kgs)

Slightly easier levels. Russia still selective. Lipton strong on selected PF. USA operated below last rates. UK/Europe less interest; other traditional buyers bidding lower with quality. Pakistan operated around last.

**Java**

No BOP on offer to quote market. Corresponding BOPF tending dearer. Good PF withdrawn asking for higher bids while others sold 3--6 Cents lower. PF2 mostly withdrawn due to higher limits. Dust out listed wanting higher bids. Powdery sorts sold around last. BT unquotable while other Off Grades remained steady.

**Sum**

BOP little change. BOPF sold 1--2 Cents below last. PF declined by 2--3 Cents. Dust withdrawn. Powdery sorts 1--2 Cents more. BT and other Off Grades sold 2--3 Cents easier.

**CTC**

BP1 sold well around last and prices remained steady. PF1 were irregularly easier. PD sold well and gained by 4--6 Cents. Select D1 4--8 Cents dearer while others were an easier feature. Fanning's 2--3 Cents lower. D2 firm.

**Cont'd.... (09)**



**SOUTHINDIAN ROUNDUP FOR THE WEEK ENDING 17<sup>TH</sup> FEBRUARY, 2018**

**KOCHI**

**CTC LEAF** Fair demand. Market was irregular on Best brokens . Fanning's were selling at steady levels. Internal and Upcountry buyers were active with fair support from Exporters on plainer types.

**LEAF-ORTHODOX**

**Demand:** Less demand.

**Market:** Market ruled at fully firm levels for the best whole leaf grades, whilst best Nilgiri brokens and fannings were selling at dearer levels following quality. However, Medium larger Brokens and Fannings were irregular .Plainer sorts less demand and suffering withdrawals.

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

**DUST**

**Demand:** Fair demand.

**Market:** Good liquoring popular finer grades and better mediums were selling at easier levels by Rs.1 to Rs.2 /-. However, the bolder grades ruled at steady levels. Plainer sorts were selling at dearer levels with export enquiry.

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

**COONOR**

**CTC LEAF**

**Demand:** Fairly good.

**Market:** Market was steady to firm on the Best and Better liquoring types. Medium Bolders and Brokens were irregularly lower and rather suffered fair withdrawals, which had brought down the sale percentage overall. However the BOPF's have had a better enquiry and sold at fully firm to dearer levels upto Rs. 2/- to Rs. 3/-.

**Buying Pattern:** Fairly good enquiry was forthcoming from the Major Packeteers and the Internal buyers. On the Export front there has been a very selective operation.

**ORTH LEAF**

**Demand:** Good demand.

**Market:** Market in general was steady to firm and dearer at times on the Brokens. Whole leaf grades were irregular and easier.

**Buying Pattern:** Fair participation from both Internal and Export buyers.

**CTC DUST**

**Demand:** Good.

**Market:** Generally steady to firm market on the Medium teas which were fairly black and clean. Better and Best categories were fully firm to dearer. However the browner teas were irregular with less demand and sold lower.

**Buying Pattern:** Good Internal participation with equally good support from both Packeteers and Exporters.

**ORTH DUST**

**Demand:** Fair.

**Market:** Irregular and mostly easier by Rs. 3/- to Rs. 10/- on the Primary dusts. Secondaries and Tertiaries were barely steady. However the sale witnessed fair amount of withdrawals.

**Buying Pattern:** Fair participation from Exports and select buying from the Internal buyers.

**COIMBATORE**

**CTC LEAF**

**Demand:** Good general demand.

**Market:** Better medium brokens were firm to dearer by Rs.3/- to Rs.4/- sometimes more following quality. Better medium, smaller brokens and BOPF were fully firm. Mediums were irregular and lower by Re.1/- to Rs.2/-. Plainer's barely steady.

**Buying Pattern:** Not quotable.

**CTC DUST**

**Demand:** Good general demand.

**Market:** Better liquoring and popular marks were fully firm. Mediums were firm to dearer by Re.1/- sometimes more. Plainers irregular with some withdrawals.

**Buying Pattern:** Fair demand. Secondary's were barely steady with some withdrawals.

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

*February 21, 2018*

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## TEA SALE ARRANGEMENTS FOR 02ND QUARTER-2018 APRIL/MAY/JUNE



SALE NO	DATE OF SALE	CATALOGUE CLOSING DATES		PROMPT DATES		10% PAYMENT
		EX ESTATE	MAIN SALE	BUYER'S	SELLER'S	
<b>APRIL</b>						
<b>14</b>	Tue/Wed 03rd/04th	15/03/2018	16/03/2018	10/4/2018	11/4/2018	06/04/2018
<b>15*</b>	Mon/Tue 09th/10th	22/03/2018	23/03/2018	16/04/2018	17/04/2018	16/04/2018
<b>16**</b>	Mon/Tue 23rd/24th	29/03/2018	29/03/2018	02/05/2018	03/05/2018	27/04/2018
<b>MAY</b>						
<b>17***</b>	Wed 02nd	05/04/2018	06/04/2018	08/05/2018	09/05/2018	04/05/2018
<b>18</b>	Tue/Wed 08th/09th	12/04/2018	12/04/2018	15/05/2018	16/05/2018	11/05/2018
<b>19****</b>	Tue/Wed 15th/16th	26/04/2018	27/04/2018	22/05/2018	23/05/2018	18/05/2018
<b>20</b>	Tue/Wed 22nd/23rd	03/05/2018	04/05/2018	30/05/2018	31/05/2018	25/05/2018
<b>21</b>	Mon/Wed 28th/30th	10/05/2018	11/05/2018	05/06/2018	06/06/2018	01/06/2018
<b>JUNE</b>						
<b>22</b>	Tue/Wed 05th/06th	17/05/2018	18/05/2018	12/60/2018	13/06/2018	08/06/2018
<b>23</b>	Tue/Wed 12th/13th	24/05/2018	25/05/2018	19/06/2018	20/06/2018	18/06/2018
<b>24*****</b>	Tue/Wed 19th/20th	31/05/2018	01/06/2018	26/06/2018	28/06/2018	22/06/2018
<b>25</b>	Mon/Tue 25th/26th	07/06/2018	08/06/2018	02/07/2018	03/07/2018	29/06/2018

### HOLIDAY NOTICE

- April**
- 12th Thursday - Additional Half day - Holiday on account of Sinhala and Tamil New Year falling on Saturday the 14th April 2018
  - 13th Friday - Day prior to Sinhala and Tamil New Year Day
  - 14th Saturday - Sinhala and Tamil New Year Day
  - 29th Sunday - Vesak Full Moon Poya Day
  - 30th Monday - Day following Vesak Full Moon Poya Day
- May**
- 01st Tuesday - May Day
  - 29th Tuesday - Adi-Poson Full Moon Poya Day
- June**
- 15th Friday - Id-Ul-Fitr (Ramazan Festival Day)
  - 27th Tuesday - Poson Full Moon Poya Day.

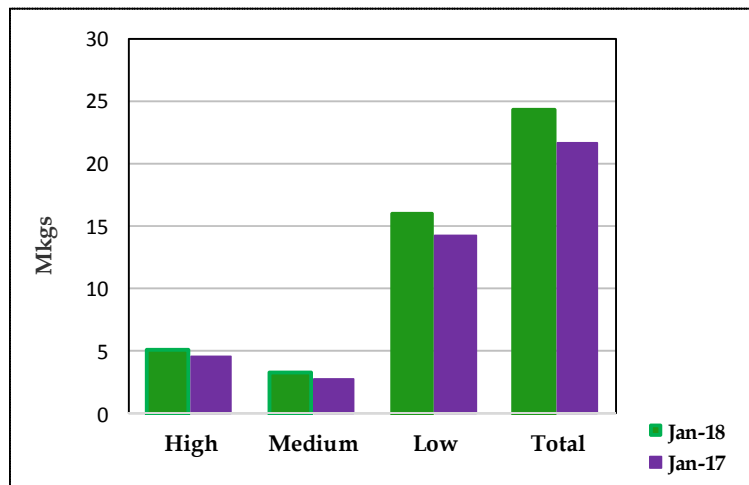
### NOTES

- \*Sale No 15** - Buyer 10% payment will be on Monday the 16th April 2018 as Friday the 13th April 2018 is a Public and Bank Holiday (The day prior to Sinhala & Tamil New Year day)
- \*\*Sale No.16** - Main Sale & Ex-estate will close on Thursday the 29th March 2018 on account of Good Friday falling on the Friday, 30th March 2018. Sale day advanced to Monday/Tuesday due to the short week falling in the first week of May 2018. Monday the 30th April 2018-day following the Vesak Full Moon Poya Day & Tuesday, 01st May 2018 – May Day.
- \*\*\*Sale No 17** - One Day Sale as Monday the 30th April 2018 is an additional holiday on account of Poya Day and Tuesday the 01st May 2018 is a holiday on account of May Day.  
**Catalogue closing Ex-Estate - 03.30p.m.**  
**Catalogue closing Main Sale - 04.30p.m.**
- \*\*\*\*Sale No 19** - Catalogue closure shifted by a week- 26th/27th April 2018 as most tea factories may still be closed on account of the Sinhala & Tamil New Year Holidays.
- \*\*\*\*\*Sale No 24** - Buyers 10% payment will be on Monday the 18th June 2018 as Friday the 15th June 2018 is a Public & Bank Holiday (Ramazan Festival)

Sri Lanka has achieved a total tea production of 24.2 Mkgs during January, 2018 which shows an increase of 2.5 Mkgs over the production of the corresponding month last year. The elevation wise breakdown of production is given below for your information.

### Sri Lanka Tea Production-January 2018 vs. 2017 (In Kgs)

	<i>January-2018</i>	<i>January-2017</i>	<i>Difference (+/-)</i>	<i>%</i>
<b>High</b>	5,076,354	4,627,708	448,646	9.69
<b>Medium</b>	3,236,241	2,795,115	441,126	15.78
<b>Low</b>	15,958,377	14,263,667	1,694,710	11.88
<b>Total</b>	<b>24,270,972</b>	<b>21,686,490</b>	<b>2,584,483</b>	<b>11.92</b>



During the period January 2018 the larger crop harvests have been from the following regions.

1	Ratnapura	4,519,385 Kgs	11	Pussellawa/Hewaheta	529,912 Kgs
2	Galle	3,468,151 Kgs	12	Bogawantalawa	526,337 Kgs
3	Kalutara	1,638,054 Kgs	13	Agarapathana	512,486 Kgs
4	Matara	1,300,362 Kgs	14	Upcot/Maskeliya	504,957 Kgs
5	Gampola/Nawalapitiya/Dolosbage	1,293,258 Kgs	15	Kegalle	485,528 Kgs
6	Deniyaya	1,237,956 Kgs	16	Kadugannawa	477,165 Kgs
7	Kelani Valley	920,876 Kgs	17	Morawake	474,245 Kgs
8	Nanuoya/Lindula/Talawakelle	818,681 Kgs	18	Demodara/Haliella/Badulla	465,751 Kgs
9	Hatton/Dickoya	665,873 Kgs	19	Balangoda	424,747 Kgs
10	Balangoda/Rakwana	601,994 Kgs	20	Patana/Kotagala	356,408 Kgs