



TEA MARKET REPORT

EASTERN BROKERS LTD.

NO. 891, MARADANA ROAD.COLOMBO 10. TEL GEN:5900100-FAX : 2686115 E-MAIL: info@easternbrokerslimited.com

13th June, 2018

SALE NO: 23 C -12TH & 13TH JUNE, 2018

ORDER OF SALE

EX. ESTATE

01. CEYLON TEA BROKERS PLC.

02. EASTERN BROKERS LTD.

03. FORBES & WALKER TEA BROKERS (PVT) LTD.

04. ASIA SIYAKA COMMODITIES (PVT) LTD.

05. MERCANTILE PRODUCE BROKERS (PVT) LTD.

06. BARTLEET PRODUCE MARKETING (PVT) LTD.

07. LANKA COMMODITY BROKERS LTD.

08. JOHN KEELLS PLC.

MAIN SALE

HIGH & MEDIUM, OFF GRADES & DUSTS

01. JOHN KEELLS PLC.

02. CEYLON TEA BROKERS PLC.

03. BARTLEET PRODUCE MARKETING (PVT) LTD.

04. ASIA SIYAKA COMMODITIES (PVT) LTD.

05. LANKA COMMODITY BROKERS LTD.

06. MERCANTILE PRODUCE BROKERS (PVT) LTD.

07. FORBES & WALKER TEA BROKERS (PVT) LTD.

08. EASTERN BROKERS LTD.

SALE NO: 23 C

12TH & 13TH JUNE 2018

EX. ESTATE

MAIN SALE – HIGH & MEDIUM

MAIN SALE – LOW LEAFY GRADE

MAIN SALE – TIPPY SMALL LEAF

OFF GRADES & BOP 1A

DUSTS

PREMIUM FLOWERY

TOTAL

LOTS

1,034

1,734

4,219

2,229

2,426

693

403

12,738

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QUANTITY

1,220,940.00

964,568.00

2,133,796.00

1,328,806.00

1,419,458.00

754,590.00

93,765.00

7,915,923.00

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QUANTITY – 12,738 lots totalling 7,915,923 kgs., were on offer.

QUALITY – Showed a decline all around.

DEMAND – Was fair.

WESTERNS –Select BOP's in the best and below best categories were dearer following special inquiry. Others declined around Rs. 20/- per kg., Plainer teas declined Rs. 10/- to Rs. 20/- per kg and more. Best BOPF's where quality was maintained were firm to irregularly easier. Others together with below best sorts declined around Rs.20/- per kg. Plainer sorts were up to Rs. 40/- per lower

NUWARA ELIYAS – BOP's declined up to Rs. 50/- per kg., whilst BOPF's were lower by Rs. 30/- to Rs. 40/- per kg.

UVA/UDA PUSSELLAWAS –Select Uva BOP's were firm to little dearer following special inquiry. Other BOP's together with Uda Pussellawas declined around Rs. 20/- per kg., Uva BOPF's where quality was maintained held firm. Others declined around Rs. 20/- per kg., Uda Pussellawa's BOPF's were lower by Rs. 30/- to Rs. 50/- per kg.,

C T C – High and Medium BP 1's gained Rs. 10/- to Rs. 20/- per kg. PF 1's declined Rs. 20/- to Rs. 40/- per kg, Low Grown BP 1's were firm. PF 1's declined Rs. 20/- to Rs. 30/- per kg.

LOW GROWN LEAFY GRADE – Best OP 1's were firm. Clean below best sorts were firm to irregularly dearer. Others sold around last levels. At the lower end stalky varieties were irregularly lower. BOP1's sold around last levels. High priced OPA's were irregularly lower. A selection of clean below best sorts were firm. Others declined Rs 10/- to 15/- per kg., PEK1's sold around last levels. Shotty PEKOE's together with a selection of bold PEK's were firm to dearer. Others were irregularly lower.

LOW GROWN TIPPY / SMALL LEAF - Select best FBOP's were firm to little dearer. Best were easier. Clean below best sorts were firm. Others together with the teas at the bottom were lower. Select best FBOPF1's were firm. Below best sorts declined Rs 10/- to 20/- per kg. Teas at the bottom eased further. Best FBOPF 's were firm. Others were irregularly lower.

OFF GRADES – Clean leaf bright liquoring Fannings gained Rs. 5/- to Rs. 10/- per kg. Others were firm to little dearer. BM / BOP1A's declined Rs.5/- to Rs. 10/- per kg. BP's held firm. Low Grown fanning sold around last levels.

DUSTS – Select best primaries were barely steady. Best and below best varieties along with the plainer sorts which were a little lower at the commencement gained as the sale progressed and were firm towards the close. Secondaries were firm to a little dearer. Low grown sold around last week's levels.

QUOTATIONS – EX ESTATE

	<u>BOP</u>	<u>BOPF</u>
BEST WESTERNS	570-720	560-660
BELOW BEST WESTERNS	520-560	530-550
PLAINER WESTERNS	450-510	460-520
NUWARA ELIYAS	550	420-500
OTHER UDA PUSSELLAWAS	460-490	440-460
BEST UVAS	690-860	510-550
OTHER UVAS	N/A	450-500

QUOTATIONS – LOW GROWN

<u>GRADE</u>	<u>SELECT BEST</u>	<u>BEST</u>	<u>BELOW BEST</u>	<u>OTHERS</u>
BOP	740-820	500-620	420-460	390-415
BOPF	720-770	530-550	395-440	380-405
FBOPF / FBOPF SP	1300-2050	720-900	680-710	700
FBOP	780-830	690-720	540-680	430-540
FBOP 1	740-820	680-730	550-640	460-530
FBOPF	750-850	560-650	410-430	385-410
FBOPF 1	760-760	650-670	440-470	395-425
PEKOE	775	680-750	650-675	575-600
PEK 1	850	820-850	770-800	700-740
OP	740	710-740	700-710	600-640
OPA	690	650-690	580-630	410-550
OP 1	990	980-990	960-980	600-650
BOP 1	870	860-870	850-860	660-680

QUOTATIONS – OFF GRADES & DUSTS

	<u>FNGS 1 / FNGS</u>	<u>BP</u>	<u>BM</u>	<u>DUST 1</u>
BEST WESTERNS	480-530	430-460	420-480	760-900
BELOW BEST WESTERNS	460-480	380-420	380-410	620-740
OTHERS	430-450	350-370	350-370	530-590
NUWARA ELIYAS				
BEST UVA UDA PUSSELLAWAS	460-510	430-450	420-480	570-660
BELOW BEST UVA UDA PUSSELLAWAS	420-450	400-420	370-410	490-570
OTHERS	390-420	370-390	340-360	440-480
BEST MEDIUMS	460-540	480-520	440-490	400-460
OTHER MEDIUMS	400-450	420-470	380-420	310-410
C. T. C.	490-570			420-750

**TOP PRICES OBTAINED AT THE SALE OF
12TH & 13TH JUNE, 2018**

		<u>BOP</u>	<u>BOPF/BOPF SP</u>
WESTERN HIGH	Wattegodde	720.00	
	Holyrood (BOP SP)	610.00	
	Moray		660.00
WESTERN MEDIUM	Harngalla	790.00	
	Doombagastalawa (BOP SP)	850.00	
	Craighead		710.00
NUWARA ELIYA	Court Lodge	550.00	
	Mahagastotte		500.00
UDA PUSSELLAWA	Blairlomond	720.00	
	Alma		620.00
UVA HIGH	Bandaraeliya	860.00	
	Spring Valley (BOP SP)	600.00	
	Bandaraeliya /Nayabedde		550.00
UVA MEDIUM	Hill Mark Uva	760.00	
	Demodera ‘S’ (BOP SP)	640.00	
	El Teb		500.00
LOW GROWN	Ceciliyan	980.00	
	Sithaka (BOP SP)	930.00	
	Ceciliyan		920.00
<u>CTC</u>		<u>BP 1</u>	<u>PF 1</u>
HIGH GROWN	Florence		550.00
	Dunsinane CTC	520.00	
MEDIUM GROWN	New Peacock		580.00
	Carolina	490.00	
LOW GROWN	Hingalgoda CTC		800.00
	Suduwelipothahena CTC	650.00	
UVA HIGH	* AMPITTIKANDÉ	FF/FF1	710.00

*** Teas sold by Eastern Brokers Ltd.**

Crop & Weather for the period 04th – 10th June 2018

Western/ Nuwara Eliya Regions: Southwest Monsoon continues in the Western and Nuwara Eliya regions with showers being reported throughout the week whilst the Nuwara Eliya region has been experiencing strong winds over the past week as well.

Uva/ Udapussellawa Regions: Bright weather with regular strong winds experienced throughout the week. Prevailing windy conditions in the island is expected to reduce gradually from now on.

Low Grown : Regular rains with strong blowing was reported in the Ruhuna and Sabragamuwa regions throughout the past week whilst the erratic weather conditions in Ruhuna and Sabaragamuwa regions has prevented workers from harvesting green leaf.

Crop Intake: Continues to show a decline.

	SALE AVERAGES OF 06/06/2018		TO DATE (RS. PER KG)	
	2018 <u>GROSS</u>	2017 <u>GROSS</u>	2018 <u>GROSS</u>	2017 <u>GROSS</u>
Uva High	483.37	530.60	559.29	579.07
Western High	517.33	524.48	600.69	608.06
High Grown – Total	508.45	526.16	590.13	599.51
Uva Medium	493.63	581.25	554.85	597.46
Western Medium	480.18	547.63	548.46	570.12
Med. Grown – Total	484.11	558.94	550.21	557.84
Low Grown (Orthodox)	593.87	658.49	637.14	638.86
Low Grown – Total	592.27	653.86	635.22	635.23
Total	556.60	610.04	613.83	619.10
CTC High	526.88	532.67	579.94	607.39
CTC Medium	450.41	479.20	541.60	553.19
CTC Low	560.46	553.41	598.73	573.14
CTC Total	511.32	519.42	575.81	568.83

QUANTITY SOLD

01ST TO 06TH JUNE, 2018

Public Auction	7,081,237.00	6,596,450.00	128,875,308.00	131,353,899.00
Private Sale	99,124.50	30,702.85	1,729,480.35	1,322,973.10
Forward Contracts	0.00	0.00	0.00	25,320.00
Direct Sales	75,224.00	42,003.00	878,821.00	780,170.72
Bio/Green Tea	30,244.00	28,893.00	862,639.55	935,221.50
BMF (Excluded] from Private Sale)	181,997.00	27,870.00	3,932,248.00	3,151,098.00

CROP FIGURES OF MAJOR PRODUCING COUNTRIES IN MILLION KGS

<u>COUNTRY</u>	<u>DURING MONTH</u>	<u>2018</u>	<u>2017</u>	<u>TOTAL</u>	<u>2018</u>	<u>2017</u>	<u>(+) INC / (-) DEC</u>	
Sri Lanka	Apr	27.90	32.79	Upto Apr	102.24	99.49	+	2.75
Kenya	Jan	40.80			33.00		+	7.80
North India	Jan	4.80			6.10		-	1.20
South India	Jan	12.30			13.10		-	0.80

<u>COUNTRY</u>	<u>DURING MONTH</u>	<u>2017</u>	<u>2016</u>	<u>TOTAL</u>	<u>2017</u>	<u>2016</u>	<u>(+) INC / (-) DEC</u>	
Malawi	Dec	5.70	5.60	Upto Dec	45.60	43.10	+	2.50
Bangladesh	Dec	6.07	5.20	Upto Dec	73.74	79.39	-	5.65

SALE NO: 25 B – 25TH & 26TH JUNE, 2018

		<u>LOTS</u>	<u>QUANTITY</u>
EX. ESTATE	: Closed on 07/06/2018 As scheduled. Excluding violations.	962	1,112,862.00
HIGH & MEDIUM	: Closed on 07/06/2018 – One day ahead of scheduled. Excluding violations.	1,502	798,833.00
LEAFY GRADES	: Closed on 08/06/2018 – As scheduled. Excluding violations.	4,383	2,056,069.00
TIPPY SMALL LEAF	: Closed on 08/06/2018 – As scheduled. Excluding violations.	2,152	1,197,403.00
OFF GRADES &	: Closed on 08/06/2018- As scheduled. Excluding violations.	1,550	1,024,515.00
BOP 1A	: Closed on 07/06/2018- One day ahead of scheduled. Excluding violations.	790	347,108.00
DUSTS	: Closed on 08/06/2018 – As scheduled. Excluding violations.	583	632,486.00
PREMIUM FLOWERY:	Closed on 08/06/2018 – As scheduled. Excluding violations.	<u>459</u>	<u>91,551.00</u>
TOTAL		12,381	7,263,827.00

A total of kgs. **7,263,827.00**, are on offer at this sale of which 635,931.00 kgs., are reprints.

SALE NO : 26 C – 03RD & 04TH JULY, 2018

EX. ESTATE	: Scheduled to close on 14/06/2018
MAIN SALE	: Scheduled to close on 15/06/2018

C O M M E N T S

A quantity of 7.9 million kilos of tea was on offer at this week's auction. This was 0.1 million kilos lower than last week's quantity. Ex. Estate offerings which comprised 1.2 million kilos was similar to last week.

Quality showed a decline all around.

There was fair demand.

In the Ex Estate catalogues, Select Western BOP's were dearer following special inquiry. All other BOP's and BOPF's were lower.

Nuwara Eliya BOP's / BOPF's met a lower market.

Select Uva BOP's were firm to dearer whilst corresponding BOPF's were firm. All other BOP's and BOPF's together with Uda Pussellawa's met a lower market.

High & Medium BP 1's were dearer. PF 1's and Low Grown BP1's and PF1's met a lower market.

In the Low Grown Leafy catalogues, Best OP1's were firm. Clean below best sorts were firm to irregularly dearer. Others sold around last levels. At the lower end stalky varieties were irregularly lower. BOP1's held firm. High priced OPA's were irregularly lower. A selection of clean below best sorts were firm. Others tended easier. Pekoe1's sold around last levels. Shotty Pekoe's along with the bold Pekoe's were firm to dearer. Others were irregularly lower.

In the Low Grown Small Leaf catalogues, select best FBOP's were firm to dearer. Best varieties met a lower market. Clean below best sorts were firm. Others were irregularly lower. Select best FBOPF1's held firm. Below best and poor sorts came to a lower market. Best FBOPF's were firm. Others were irregularly lower.

In the Off Grade catalogues, liquoring Fannings were dearer. BM's / BOP 1A's came to a lower market. Low Grown fannings were firm.

In the Dust catalogues select best primaries were barely steady. Best and below best varieties which were lower at the commencement gained as the sale progressed and were firm towards the close. Secondaries were firm to little dearer. Low grows sold around last week's price levels.

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DETAILS OF TEA AWAITING SALES – 2018

SALE NO: 24 A			
<u>19TH & 20TH JUNE, 2018</u>			
	<u>LOTS</u>	<u>QUANTITY</u>	<u>REPRINTS</u>
EX. ESTATE	1,051	1,264,685.00	
MAIN SALE – HIGH & MEDIUM	1,463	803,582.00	
MAIN SALE – LOW LEAFY GRADE	4,176	2,056,977.00	
MAIN SALE – TIPPY SMALL LEAF	2,239	1,236,183.00	
OFF GRADES & BOP 1A	2,527	1,472,861.00	
DUSTS	633	741,587.00	
PREMIUM FLOWERY	<u>421</u>	<u>90,725.00</u>	
TOTAL	<u>12,510</u>	<u>7,639,600.00</u>	858,589.00
TOTAL NO. OF PKGS	198,795		
NO. OF TOTAL CTC PKGS	13,610		
TOTAL QUANTITY	675,109		

SALE NO: 25 B			
<u>25TH & 26TH JUNE, 2018</u>			
	<u>LOTS</u>	<u>QUANTITY</u>	<u>REPRINTS</u>
EX. ESTATE	962	1,112,862.00	
MAIN SALE – HIGH & MEDIUM	1,502	798,833.00	
MAIN SALE – LOW LEAFY GRADE	4,383	2,059,069.00	
MAIN SALE – TIPPY SMALL LEAF	2,152	1,197,403.00	
OFF GRADES & BOP 1A	2,340	1,371,623.00	
DUSTS	583	632,486.00	
PREMIUM FLOWERY	<u>459</u>	<u>91,551.00</u>	
TOTAL	<u>12,381</u>	<u>7,263,827.00</u>	635,931.00
TOTAL NO. OF PKGS	192,994		
NO. OF TOTAL CTC PKGS	10,860		
TOTAL QUANTITY	595,496		

SALE NO: 24 A – 19TH & 20TH JUNE, 2018

ORDER OF SALE

EX. ESTATE

01. EASTERN BROKERS LTD.

- 02. FORBES & WALKER TEA BROKERS (PVT) LTD.
- 03. ASIA SIYAKA COMMODITIES (PVT) LTD.
- 04. MERCANTILE PRODUCE BROKERS (PVT) LTD.
- 05. BARTLEET PRODUCE MARKETING (PVT) LTD.
- 06. LANKA COMMODITY BROKERS LTD.
- 07. JOHN KEELLS PLC.
- 08. CEYLON TEA BROKERS PLC.

MAIN SALE

HIGH & MEDIUM, OFF GRADES & DUSTS

- 01. CEYLON TEA BROKERS PLC.
- 02. BARTLEET PRODUCE MARKETING (PVT) LTD.
- 03. ASIA SIYAKA COMMODITIES (PVT) LTD.
- 04. LANKA COMMODITY BROKERS LTD.
- 05. MERCANTILE PRODUCE BROKERS (PVT) LTD.
- 06. FORBES & WALKER TEA BROKERS (PVT) LTD
- 07. EASTERN BROKERS LTD.**
- 08. JOHN KEELLS PLC.

LOW GROWN, BOP 1A & PREMIUM FLOWERY

- 01. JOHN KEELLS PLC.
- 02. LANKA COMMODITY BROKERS LTD.
- 03. CEYLON TEA BROKERS PLC.
- 04. EASTERN BROKERS LTD.**
- 05. ASIA SIYAKA COMMODITIES (PVT) LTD.
- 06. BARTLEET PRODUCE MARKETING (PVT) LTD.
- 07. MERCANTILE PRODUCE BROKERS (PVT) LTD.
- 08. FORBES & WALKER TEA BROKERS (PVT) LTD.

10% PAYMENT : 22/06/2018
BUYERS' PROMPT : 26/06/2018
SELLERS' PROMPT : 28/06/2018