TEA

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Tea Market Report: Sale 38 of 20th - 21st September, 2021

There was good demand for the 123,777 packages (8.10m/kgs) on offer at irregular levels following quality and 20.22% remained unsold.

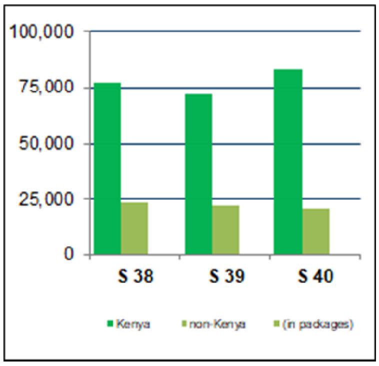
Current and Future Fresh Auction Offerings

Country	Sale 38 20 - 21 Sept'21 MG	SG	Sale 38 21 - 23 Sept'20 MG	SG	Sale 39 27 - 28 Sept'21 MG	SG	Sale 40 4 - 5 Oct'21 MG	SG
Kenya	66,440	10,580	82,340	8,380	62,700	9,320	72,100	10,900
Uganda	9,820	7,140	14,320	6,519	9,240	6,180	8,760	5,701
Tanzania	680	540	520	660	920	800	480	520
Rwanda	3,240	640	6,160	1,000	3,320	620	3,760	660
Burundi	1,400	280	2,000	340	640	160	680	160
Zambia	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	0	0	0	0
Reprints	20,781	2,236	16,280	2,558	29,839	2,140	21,440	1,938
Total	**81,580**	**19,180**	**105,340**	**16,899**	**76,820**	**17,080**	**85,780**	**17,941**
	100,760		**122,239**		**93,900**		**103,721**	

Leaf Grades

Offerings: 61,961 packages (4.04m/kgs) with 22.66% remaining unsold.

Best **BP1s** on offer eased by up to USC20 but a few lines were steady to USC4 dearer following quality while Brighter varieties met strong enquiry at firm levels and a few improved invoices advanced substantially by up to USC70. Medium types held firm to USC10 above last week's rates but some invoices were neglected with Lower Medium categories irregular and improved lines gained USC4 - USC43 while others were discounted by USC5 - USC22 where sold. Plainer sorts lost USC3 - USC18 and some teas remained without bids but a few lines were up to USC4 dearer with quality.



The Best **PF1s** in the market held firm to USC18 dearer but a few lines shed up to USC10 following quality while Brighter types appreciated by up to USC16 with Medium varieties steady to USC11 dearer. Lower Medium categories were irregular varying between USC3 - USC28 above previous levels to easier by USC2 - USC35 and some lines remained without bids while Plainer types ranged between firm to USC9 dearer to easier by USC2 - USC21 and some teas were neglected.

CTC Quotations and Highest Prices (USC)

	BP1			PF1		
Best	264	-	630	296	-	364
Good	249	-	360	310	-	338
Good Medium	249	-	290	274	-	329
Medium	260	-	280	250	-	272
Lower Medium	119	-	223	124	-	226
Plainer	105	-	156	105	-	197

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DUST Grades

Offerings: 40,400 packages (2.99m/kgs). 20.74% were unsold.

The Best **PDUSTs** on offer held firm to USC24 above last week's levels with Brighter categories a strong feature and advanced by USC2 - USC74 while Mediums were well-competed for gaining USC2 - USC32 closely following quality. Lower Medium varieties met an irregular interest with improved lines appreciating by USC3 - USC8 following quality but others eased by USC2 - USC15 and some invoices remained unsold. Plainer descriptions ranged between steady to USC8 dearer to easier by USC5 - USC30 with some lines remaining without bids.

Best **DUST1s** in the market saw useful enquiry at USC8 - USC14 dearer with quality and Brighter categories appreciated by USC12 - USC22 closely following quality. Medium types met an irregular interest varying between firm to USC14 above previous week's rates to easier by up to USC61 while Lower Medium categories were discounted by USC2 - USC15 and some invoices were unsold although a few improved lines held value. Plainer sorts were about steady to USC17 below last prices and some teas were neglected.

Secondary Grades

Offerings: 21,416 packages (1.07m/kgs) and 12.16% remained unsold.

In the Secondary Catalogues, Best BPs gained while others were steady with PFs firm. Clean well sorted coloury Fannings were firm with similar DUSTs discounted. Other Fannings held value while DUSTs were easier. BMFs were well absorbed.

Markets

Pakistan Packers lent more and strong support with increased activity from Yemen, other Middle Eastern countries and UK while Egyptian Packers and Sudan showed useful interest. Russia and Bazaar were active but the latter were selective; Kazakhstan and other CIS states were selective. Afghanistan and Iran were subdued. There was less interest from Local Packers on account of price. Somalia were active at the lower end of the market.

CTC Quotations and Highest Prices (USC)

	PD			D1		
Best	322	-	348	312	-	328
Good	330	-	344	290	-	322
Good Medium	310	-	340	235	-	320
Medium	258	-	274	235	-	264
Lower Medium	092	-	256	090	-	220
Plainer	088	-	172	082	-	170

Secondary Quotations (USC)

	BP/BP2			PF/PF2			FNGS1/FNGS			DUST / DUST2			BMF		
Best/Good	172	-	264	210	-	227	117	-	202	107	-	228			
Good Medium / Medium							138	-	224	121		148			
Lower Medium	105	-	151	095	-	163	082	-	154	076	-	128	070	-	078
Plainer	097	-	132	091	-	182	088	-	138	076	-	118	066	-	086

Average Auction Hammer Quantities and Prices by Country

Country of Origin	Main			Secondary			Total			Total for Corresponding Sale for Last Year		
	Pkgs	Kgs	USC	Pkgs	Kgs	USC	Pkgs	Kgs	USC	Pkgs	Kgs	USC
Kenya	63,180	4,417,114	235	9,971	481,303	116	73,151	4,898,417	**223**	84,720	5,738,674	**198**
Uganda	8,721	548,094	121	6,540	314,036	98	15,261	862,130	**113**	20,279	1,173,546	**128**
Tanzania	480	29,760	105	340	16,336	100	820	46,096	**103**	1,080	57,870	**124**
Rwanda	3,240	225,484	329	620	39,928	191	3,860	265,412	**308**	5,874	400,142	**249**
Burundi	1,160	73,164	224	280	13,924	139	1,440	87,088	**210**	2,280	140,936	**202**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	40	1,972	85
Total	**76,781**	**5,293,616**	**226**	**17,751**	**865,527**	**113**	**94,532**	**6,159,143**	**210**	**114,273**	**7,513,140**	**189**

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 37/21	72,600	5,023,415	**219**	17,279	854,767	**114**	89,879	5,878,182	**204**	105,700	6,951,917	**197**
Sale 36/21	69,940	4,766,898	**215**	19,020	953,026	**110**	88,960	5,719,925	**198**	105,680	6,885,252	**199**
Sale 35/21	78,024	5,346,718	**216**	18,480	903,663	**108**	96,504	6,250,381	**201**	106,920	6,949,441	**198**
Sale 34/21	70,195	4,803,817	**222**	17,700	875,136	**108**	87,895	5,678,953	**204**	100,161	6,631,499	**204**
Sale 33/21	69,560	4,722,996	**218**	21,980	1,088,455	**106**	91,540	5,811,451	**197**	109,180	7,235,036	**195**
Sale 32/21	83,827	5,686,896	**212**	21,640	1,080,743	**102**	105,467	6,767,638	**195**	121,755	8,072,634	**188**

Average Auction Hammer Prices by Grade and Country

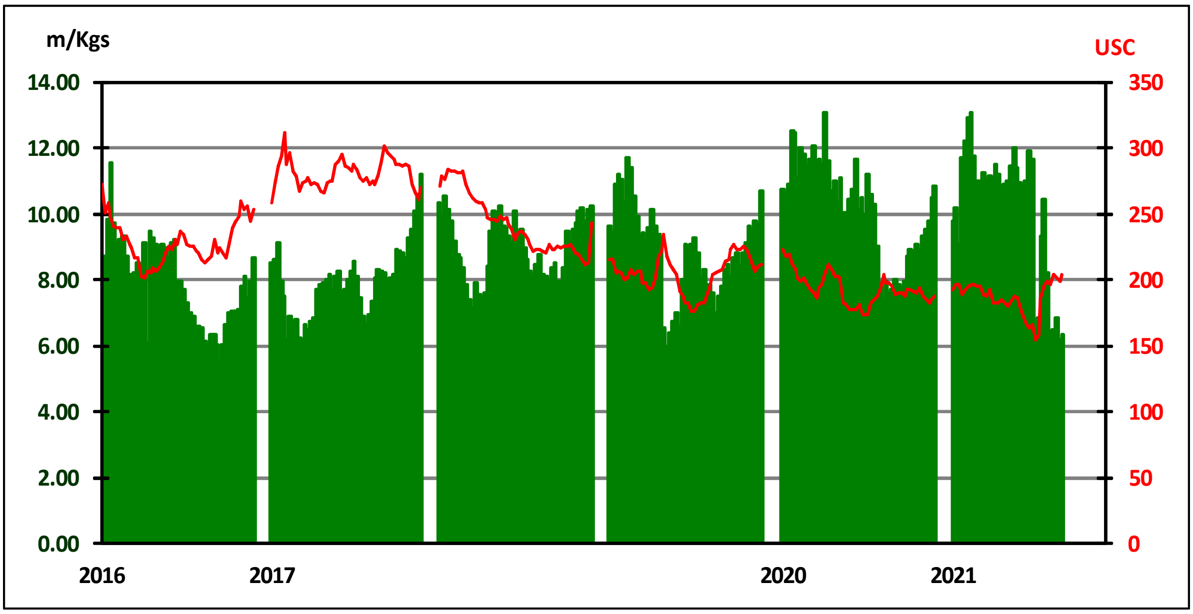
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	214	248	224	238	126	144	101	132	74	**223**	218	194	209	211	174	126	103	109	66	**198**
Uganda	127	131	114	111	105	112	98	105	73	**113**	142	131	144	147	154	116	105	91	65	**128**
Tanzania	122	117	101	94	103	111	83	100	76	**103**	135	141	142	142	148	124	91	104	76	**124**
Rwanda	454	295	300	261	210	221	162	152	-	**308**	323	243	249	231	232	178	165	150	67	**249**
Burundi	232	225	211	-	-	-	120	143	-	**210**	219	219	190	161	-	-	118	132	-	**202**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	85	-	-	**85**
	216	**242**	**213**	**214**	**138**	**130**	**104**	**123**	**74**	**210**	**215**	**191**	**201**	**201**	**188**	**124**	**109**	**105**	**66**	**189**

Sale Number	Previous Sale's Prices per Grade										Corresponding Prices per Grade for Previous Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Sale 37/21	235	231	202	211	143	123	107	124	73	**204**	228	203	203	198	186	124	111	109	67	**197**
Sale 36/21	216	227	203	198	140	126	104	118	72	**198**	247	211	204	203	165	126	113	105	65	**199**
Sale 35/21	224	233	199	198	123	124	112	114	**73**	**201**	247	212	202	203	176	130	118	118	**64**	**198**
Sale 34/21	232	228	214	209	135	125	101	116	68	**204**	264	215	205	212	187	131	119	113	63	**204**
Sale 33/21	238	217	211	208	131	117	105	115	**65**	**197**	251	205	190	208	206	128	113	113	**71**	**195**
Sale 32/21	223	221	198	193	132	119	100	107	66	**195**	223	194	189	204	186	126	116	104	75	**188**

Average Auction Prices and Quantities by Country

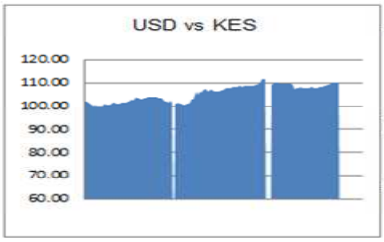
Country	Previous Sale Sale 37/21 Kgs	Previous Sale Sale 37/21 USC	Year To Date 2021 Kgs	Year To Date 2021 USC	Last Year Sale 37/20 Kgs	Last Year Sale 37/20 USC	Year To Date 2020 Kgs	Year To Date 2020 USC	Variance Year To Date Kgs	Variance Year To Date USC
Kenya	4,910,348	217	298,657,910	195	5,826,978	203	313,451,428	202	-14,793,518	-7
Uganda	969,628	114	51,951,750	116	1,278,674	129	48,791,930	120	3,159,820	-4
Tanzania	52,860	108	3,668,850	100	18,824	125	4,552,428	113	-883,578	-13
Rwanda	310,528	313	18,695,502	260	422,868	265	17,027,866	280	1,667,636	-20
Burundi	67,750	201	4,835,101	197	149,618	211	6,097,510	218	-1,262,409	-21
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	236,233	79	-236,233	-79
Madagascar	-	-	98,943	101	-	-	-	-	98,943	101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	131,806	136	-	-	698,466	115	-566,660	21
Total	**6,311,114**	**204**	**378,039,862**	**187**	**7,696,962**	**195**	**390,855,861**	**194**	**-12,815,999**	**-7**

Mombasa Weekly Average Auction Quantities and Prices 2016—2021



	Jan Kgs	Jan USC	Feb Kgs	Feb USC	Mar Kgs	Mar USC	Apr Kgs	Apr USC	May Kgs	May USC	Jun Kgs	Jun USC	Jul Kgs	Jul USC	Aug Kgs	Aug USC	Sep Kgs	Sep USC	Oct Kgs	Oct USC	Nov Kgs	Nov USC	Dec Kgs	Dec USC	Total Kgs	Total USC
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	12.5	202							378.0	187
2020	44.4	217	47.4	203	56.5	192	46.9	205	42.5	189	53.0	181	42.3	176	34.6	192	39.1	194	33.3	192	36.1	190	40.6	187	516.8	193
2019	52.2	209	44.1	203	37.8	202	47.9	206	25.6	218	30.7	190	44.0	179	31.3	192	30.6	208	42.5	222	37.0	219	30.2	210	454.0	204
2018	50.7	278	35.0	282	30.3	265	40.6	252	39.9	246	38.0	239	44.9	233	33.6	223	32.9	223	42.9	225	39.5	219	30.1	213	458.4	243
2017	41.7	284	26.5	286	25.6	273	29.2	272	39.9	275	31.5	289	32.4	283	27.8	275	32.9	286	41.9	291	36.3	283	31.9	266	397.6	281
2016	38.4	256	37.4	238	41.8	224	36.1	204	45.4	212	35.3	227	29.9	231	32.8	219	24.5	222	25.2	222	37.2	250	24.0	251	407.9	229

Exchange Rates (2019-2021)



KES: USD	110.20	▲	0.15 0.14%
KES:STG	151.12	▼	0.15 0.10%
KES:EUR	129.37	▼	1.22 0.93%
USD:STG	1.37	▼	0.01 0.72%

During the week the Kenya Shilling traded between KES 109.85-110.20 and reached 110.20 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 109.50 - 110.50 in the coming week.

(*These figures are given as a guide and readers are advised not to use them as a basis for business transactions*)

Auction Quantities

Country Offerings	This Week Sale 38/21 Packages	Kgs	Year To Date 2021 Packages	Kgs	Year To Date 2020 Packages	Kgs	Variance Year To Date Packages	Kgs
Kenya	77,020	5,178,412	4,587,276	310,102,405	4,762,737	322,260,968	-175,461	-12,158,563
Uganda	16,960	961,780	919,541	53,168,930	862,063	49,823,409	57,478	3,345,521
Tanzania	1,220	67,308	75,619	4,147,340	91,949	4,891,804	-16,330	-744,464
Rwanda	3,880	266,306	271,900	18,623,962	258,468	17,681,113	13,432	942,849
Burundi	1,680	101,745	78,860	4,903,180	97,257	6,170,553	-18,397	-1,267,373
Zambia	0	0	960	56,740	0	0	960	56,740
Malawi	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0
Madagascar	0	0	2,020	99,835	0	0	2,020	99,835
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	4,462	240,523	-4,462	-240,523
Ethiopia	0	0	1,900	106,726	13,440	672,108	-11,540	-565,382
Total	**100,760**	**6,575,551**	**5,938,076**	**391,209,118**	**6,090,376**	**401,740,478**	**-152,300**	**-10,531,360**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 38	S 39	S 40	S 38	S 39	S 40	S 38	S 39	S 40	S 38	S 39	S 40	S 38	S 39	S 40
KTDA	7800	12840	12800	22640	20520	20680	9600	7880	9240	4120	6280	5280	44160	47520	48000
Unilever Tea	1280	840	1320	1440	1600	980	620	840	1360	200	280	200	3540	3560	3860
James Finlay	680	680	840	960	720	600	1640	1520	1400	0	0	0	3280	2920	2840
Eastern Produce	1800	1520	1720	3800	4400	3,420	3020	3200	4100	760	760	800	9380	9880	10040
Others (K)	4040	4900	4,660	9180	8340	8,920	13625	11980	11880	2440	2460	2180	29285	27680	27640
Uganda	1760	2160	2040	2400	2760	2,280	2500	2920	3078	1300	1180	1180	7960	9020	8578
Tanzania	400	280	200	400	240	240	240	240	160	280	120	120	1320	880	720
Rwanda	1400	1160	1560	1840	1560	1440	560	680	880	280	440	280	4080	3840	4160
Burundi	1160	1080	1600	960	1200	1040	360	360	480	320	360	440	2800	3000	3560
DR Congo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Zimbabwe	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Zambia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	20320	25460	26740	43620	41340	39600	32165	29620	32578	9700	11880	10480	105805	108300	109398

Buyer Purchases of Teas Offered by Grade (in Packages)

	BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1	CARGILL KENYA LTD	11.05	13,760	680	8,840	4,160	80					
2	GLOBAL TEA & COMMODITIES KENYA LTD.	10.04	12,500	1,040	6,880	2,600	1,600			300	80	
3	JAMES FINLAY MOMBASA LIMITED	8.98	11,180	160	4,080	4,500	200	20	340	100	1,760	20
4	LAB INTERNATIONAL KENYA LTD	7.04	8,760	280	2,560	4,060	1,320		260	80	200	
5	COFFTEA AGENCIES LTD	5.72	7,120	3,040	1,240	160			100		2,200	380
6	SSOE (KENYA) LIMITED	4.06	5,060	1,760	600	520	240	560	160	320	200	700
7	MOMBASA COFFEE LTD	3.57	4,440	80	960	2,140	1,080	180				
8	M.J. CLARKE LTD	3.39	4,216		400	2,420	280		460		656	
9	CHAI TRADING COMPANY LTD	3.37	4,200	1,320	2,880							
10	VAN REES KENYA LIMITED	2.21	2,755	480	840	540	120	100	240		435	
11	DEVCHAND KESHAVJI (K) LTD	1.53	1,900		1,900							
12	ABBAS TRADERS LTD	1.48	1,840	80	380	760	160	200	180	80		
13	GOLD CROWN FOODS (EPZ) LTD	1.37	1,700	320		400	40	80	60	260	380	160
14	RANFER TEAS KENYA LTD	1.30	1,621	320	201	680	240			60	120	
15	CHAMU SUPPLIES LIMITED	1.25	1,560	680		140	80	260	120	260	20	
16	STANSAND (A) LTD	0.93	1,160	160	480	160			280		80	
17	SHAKAB EXPORT & IMPORT CO. LTD	0.88	1,100	40	800	100	40	20	40	60		
18	SUMMER LINER CO. LTD	0.85	1,060	120	40			160	40	40	140	520
19	EMPIRE KENYA (EPZ) LTD	0.74	920	440		360	40			20	60	
20	AL KHALIFA ENTERPRISES LTD	0.66	820						20			800
21	LINDOP & COMPANY (KENYA) LTD	0.63	780		300	240	20			220		
22	AFRO TEAS LTD	0.59	740									740
23	ALIBHAI RAMJI (MSA) LTD	0.58	720		360	40	200			120		
24	IMPERIAL TEAS (EPZ) LTD	0.56	700	40	120	240	80			220		
25	TROPICAL CROPS & COMMODITIES	0.34	420	80	40			100		20	100	80
26	SARDIA INTERNATIONAL CO. LTD	0.32	400		200	200						
27	MAYMUN ENTERPRISES	0.27	340					40			180	120
28	AL EMIR LIMITED	0.26	320	120	160					40		
29	INDO-AFRICAN TEA CO. (K) LTD.	0.22	280	160	120							
30	TRANS-ATLANTIC TRADING Co. LTD	0.21	260		80	80	80		20			
31	TUSHA TEA LTD	0.21	260		80	80					100	
32	LULA TRADING COMPANY	0.19	240									240
33	KIRINDO TRADERS LIMITED	0.18	220	40				40			20	120
34	AIMCO ENTERPRISES LTD	0.16	200								200	
35	LUTEX LIMITED	0.16	200		40				60		40	60
36	TEAVANA TEA STORE LTD	0.10	120									120
37	CRYSTAL LINKS LIMITED	0.08	100					60		20	20	
38	GOKAL TRADING KENYA LTD	0.06	80		80							
39	MCLEOD RUSSEL AFRICA LIMITED	0.06	80	80								
40	RIOTANA TRADING LIMITED	0.06	80	40				20	20			
41	CAPITAL TEA TRADERS	0.05	60									60
42	GREEN LEAF TRADING CO. LTD	0.05	60									60
43	TRUST TEA TRADERS EAST AFRICA LTD	0.05	60	40					20			
44	DRINCO INTERNATIONAL LIMITED	0.03	40			40						
45	MAISHA COMMODITIES	0.03	40						20		20	
46	SALIM MERCHANDISE COMPANY LTD	0.03	40							40		
47	FIRST CUP COFFEE LTD	0.02	20						20			
	Total Sold	75.92	94,532	11,600	34,661	24,620	5,900	1,840	2,460	2,260	7,011	4,180
	Withdrawn	0.05	60				40			20		
	Unsold	24.02	29,905	8,320	7,860	7,285	3,280	500	380	500	1,740	40
	% Unsold			42	18	23	36	21	13	18	20	1
	Grand Total	**100.00**	**124,497**	**19,920**	**42,521**	**31,905**	**9,220**	**2,340**	**2,840**	**2,780**	**8,751**	**4,220**

Sale 37/21	73.78%	89,879	8,780	33,160	24,600	6,060	1,979	2,860	2,160	6,300	3,980
Sale 36/21	69.19%	88,960	11,780	31,800	21,800	4,560	1,360	3,260	2,800	7,280	4,320
Sale 35/21	72.76%	96,504	12,219	32,300	25,960	7,545	2,500	2,800	2,140	6,260	4,780
Sale 34/21	67.60%	87,895	11,960	29,735	22,220	6,280	2,160	2,740	2,160	6,200	4,440
Sale 33/21	67.12%	91,540	13,100	29,280	21,340	5,840	2,680	2,900	2,920	8,040	5,440
Sale 31/21	77.35%	105,467	15,420	56,020	38,100	9,360	2,760	3,560	2,960	7,740	5,420

Other Tea Auction Centres

Jakarta: at Sale 37 held on the 15th September 2021. Quantity offered consisted of 6,020 psacks orthodox and 1,440 psacks CTC teas. There was good general widespread demand with only few lots remaining unsold. Prices realised were fully firm to 5 usc higher. The lower end of the market saw keen competition.

Colombo: at Sale 36 held on 14th and 15th September, 2021, The 0.84Mkg of Ex Estate teas on offer met with improved demand. Select best Western High Grown BOPs gained following quality, the below best types too were dearer, the plainer sorts were mostly firm. Select best Western High Grown BOPFs too were dearer by Rs.30/- to Rs.40/-, the below best sorts and plainer varieties gained following quality and there was more demand for teas with good colour and strength. Nuwara Eliya BOPs continue to sell well, however the BOPFs were irregular. The limited selection of seasonal Uva BOPs were tending irregular, the BOPFs too followed a similar trend with a number of invoices remaining unsold. Coloury BOPs were generally firm whilst, the BOPFs were selectively dearer following special inquiry. Udapussellawa BOPs were firm to a little dearer at times with some invoices remaining unsold due to lack of bids, the BOPFs were irregularly lower following quality. The Low Grown CTC BP1s were tending dearer, the High and Medium sorts were mostly firm. Low Grown PF1s commenced firm and appreciated as the sale progressed, the High and Medium sorts too were firm to a little dearer at times. The 2.7Mkg of Low Grown teas which were on offer met with good demand. Select best OP1s shed few rupees, best and below best OP1s maintained last levels. BOP1s attracted fair interest. Select best OPAs were firm, others were irregularly lower. Well-made Bold Pekoes were firm to irregularly lower, mixed varieties were firm. Well-made Shotty Pekoe1s gained a few rupees, others were lower. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs met with fair demand. Select best BOPs were firm on last. Select best and best FBOPs were firm, others attracted fair interest. Select best FBOPF1s maintained last levels, best and below best varieties appreciated a few rupees. FBOPFs met with good demand. Best Premium Flowery teas met with good demand, others appreciated following quality. Turkey, Russia, Iran and the C.I.S. countries lent fair support. Libya and Iraq were active.

Auction Offerings

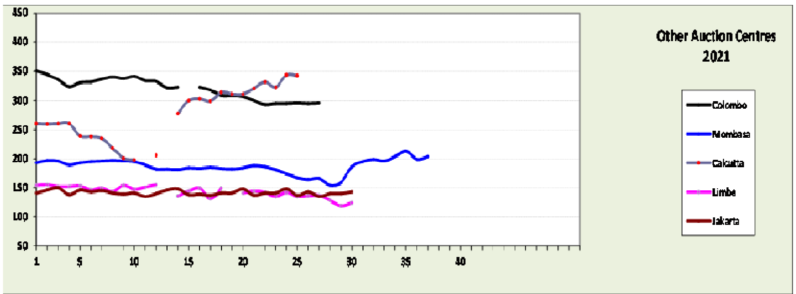
Centre	Week 37 13-Sep	Week 38 20-Sep	Week 39 27-Sep	Week 40 05-Oct
Mombasa	121,938	123,737	125,879	127,099
Limbe	3,540	5,800	6,420	
Colombo	6.4	6.2	5.9	6.8m/kgs
Jakarta	7,760	7,940	7,760	
Calcutta	184,080	188,396	196,837	
Guwahati	156,241	187,881	174,430	
Chittagong	56,058	61,573	59,499	
Total	**289,479**	**325,358**	**314,489**	**127,099**

Chittagong: at Sale 18 held on 13th September, 2021, CTC LEAF: 45,626 packages of Current Season teas on offer met with a fairly good demand. BROKENS: Well made good liquoring Brokens met with a fairly good market and were generally firm. Their Medium varieties were also a good market and tended dearer. Plain and BLF teas met with an improved market and withdrawals were less. FANNINGS: Good liquoring Fannings were in good demand and were a slightly dearer market. Medium varieties were again a little dearer following competition. Plain and BLF teas met with an improved market with less withdrawals. CTC DUST: 10,392 packages of Current Season and 30 packages of Old Season teas on offer met with a good demand. Select few bright liquoring Dusts met with good competition and advanced by Tk.8/- to Tk.10/-. The remainder sold around last levels. Medium varieties were fully firm to slightly dearer closely following quality. Plain and BLFs were easier market particularly latter which witnessed more withdrawals. Blenders were the mainstay of the market whilst Loose tea buyers lent a little more support particularly for CD grade. COMMENTS: Demand was a little more widespread this week with more spontaneous bids emanating from both the Blenders and the Loose tea buyers particularly for the bright liquoring sorts. As a result, more teas were sold this week compared to last. Dusts sold well.

Cochin: at Sale 36 held on 8th September, 2021. **CTC Leaf**: Fair demand. Good, medium, and popular varieties easier; plainer sorts easier 1-2c. **Buying pattern:** Upcountry buyers lent fair support. Exporters operated on bolder grades. **ORTHODOX Leaf:** Fair demand. Select best Nilgiris selling at easier rates. Better made medium whole leaf and primary brokens firm and at times easier. Secondaries easier. **Buying pattern:** CIS operating with support from ME and internal. Major Blender and Tunis subdued. **Dust**: Fair demand. Liquoring varieties tending lower 1-2c and sometimes more. Mediums and plainers firm. **Buying pattern**: Packeters are the main stay of the market. Local bazaar selective. HUL and exporters active.

Calcutta: Sale 37 held on 14th, 15th and 17th September, 2021. **CTC Leaf:** There was good demand. Select best Assams were around last levels. Other good Assams were barely steady and easier. Brownish sorts were easier. Well-made liquoring sorts in the medium Assam categories were irregular around last levels. Dooars in general were around last levels, including plainer and BLF categories which were around last levels. **Dust:** There was good demand at irregularly easier levels for most categories. M/s Hindustan Unilever was active in both markets especially on the better liquoring Assams. M/s Tata Global Beverages was active on a wide ranges of teas in both offerings. Western India segments were active on brighter liquoring Assams. Regional packeteers showed some interest on clean, well-made varieties. Local buyers were active on the Dooars. **ORTHODOX:** There was good demand. Whole leaf grades were around last levels; brokens and fannings were barely steady to irregularly easier. Exporters were the mainstay.

Guwahati: at Sale 37 held on 15th September, 2021, **CTC:** The CTC leaf sale generally witnessed good demand at around last levels. Browner/fibrous teas however continued to be discounted. Improved BLF teas appreciated in value. Buying pattern: Major blenders lent fair support. There was improved export enquiry on bolder brokens and fannings. Western India buyers were active and there was fair support forthcoming from other upcountry destinations as well. **DUST**: Demand was good for the good, best and better medium Assams at around last levels. Demand was fair for the remainder at steady to easier rates. Browner/fibrous/plainer dusts witnessed some withdrawals. Buying pattern: Major Blenders lent good support. There was some export enquiry. There was fair support coming from upcountry destinations.



News Articles of Interest

Tuesday, 21 September 2021

Venture Into Specialty Tea, Kenyans Asked

As a number of tea factories in the country embark in manufacturing various types of specialty tea, only a handful of Kenyans consume the new tea varieties. A tea specialist, Ms. Elizabeth Njeri, has observed that only about one (1) per cent of Kenyans take specialty tea despite many benefits associated with the tea varieties. Most of the specialty tea produced in the country, Njeri told KNA, is being exported to countries, especially those from the Far East. She observed that some specialty tea varieties are associated with medicinal values thus the need for Kenyans to embrace taking of the new tea products. Njeri who is the Operations Manager at Cottage Tea Factory, located in Gatura, Murang'a County, which majors in processing of specialty tea, observed that citizens of some countries such as China have fully embraced taking of specialty tea and Kenyans can as well borrow a leaf. In Kenya, she added some factories have been processing varieties of specialty tea including purple, green and yellow tea, but unfortunately there is no domestic market for the products. "Specialty tea has several benefits and it's high time for Kenyans to embrace taking these tea varieties. We grew up drinking tea with milk but when tea is taken without milk it has more benefits," added Njeri. The Cottage Tea Factory, she noted, has been processing purple, green and yellow tea which is exported to foreign countries. "Our factory mostly majors in producing specialty tea, especially purple tea. We have engaged a number of local farmers which grow and supply purple tea to our factory," she said. "When Covid -19 hit the country last year, our factory came to a halt as we were unable to export tea which negatively impacted on farmers who supply tea to us," Njeri noted. She argued that, if a big number of Kenyans consume specialty tea, the sector can offer employment to many people saying returns from specialty tea are quite more compared to black tea. Specialty tea is taken without milk and sugar so as to enable consumers to get the medicinal values from the tea. "Chinese usually drink green tea without milk and sugar. Green tea is associated with many health benefits and here in Kenya we can also embrace the habit of drinking green, purple and also yellow tea," she further said. The tea specialist argued that purple tea, which a section of farmers in some parts of the country have started to grow, has more benefits than green tea. "Purple tea contains an anthocyanin chemical which has many medicinal properties and is particularly known to be beneficial against cardiovascular diseases. "The anti-oxidants which are found in purple tea are known to provide anti-cancer benefits, improve vision and aid in cholesterol and blood sugar metabolism," said Njeri. She further noted that purple tea variety is a rare tea grown in the Mount Kenya region and is derived from the crossbreed variety of the common tea leaf. "This new variety of the classic tea plant was only recently developed and is exclusive to Kenya," she added. Njeri observed that her factory with The Tea Board of Kenya have embarked to promote tea tourism where they educate Kenyans and foreigners about specialty tea. She said they have been taking visitors to farmers growing purple tea and also educating them the benefits of specialty tea.

*Source:*https://www.kenyanews.go.ke/venture-into-specialty-tea-kenyans-asked/

Tuesday, 21 September 2021

Indians seek cap on 'cheap' Kenyan tea imports amid glut

Indian tea producers and exporters want their government to limit shipments of low priced Kenyan tea into the Asian country to stem glut that has hit farmers. The Kolkata based Indian Tea Association (ITA) whose members represent over 60 percent of India's total tea production Monday urged the Indian Prime Minister Narendra Modi's administration to introduce a minimal import value for teas coming from Kenya. India is among the world's largest producer of black tea alongside China. But compared to Kenya, India's tea export growth in global markets has been slow trailing Kenya. Kenya has especially been giving a tough competition to India's black tea exporters by offloading the commodity at a much cheaper price since its production has gone up significantly. The association said Kenyan tea imported into India was selling at $1.7 (Sh187) per kilo compared with India's $2.5 (Sh275) for the same quantity. It claimed while the imported teas from Kenya are meant for re-exports, a significant portion are being mixed with Indian teas and circulated in the domestic market at cheaper rates, undercutting Indian producers. "We have to find out the real reason behind the import of such low-priced and substandard tea. It is a pity that a giant and renowned tea producer like India is buying the morning cuppa from countries like Kenya (6.9 million kilos in 2020)," ITA secretary Sujit Patra, was quoted saying in local Indian press. The Business Daily could not immediately reach Kenyan Agriculture ministry officials for comment on the clamour for restrictions. The move to put quotas on Kenyan tea, if effected, would deal a blow to the Kenyan tea farmers at a time the President Uhuru Kenyatta administration has been courting countries like India to grow and diversify Kenya's export markets for tea amid production glut. According to the Kenyan Tea Directorate, Kenya exported 2.8 million kilos of the green leaf between January and June this year to India up from 1.5 million kilos in the same period last year accounting for an 87 percent rise.

*Source:*https://www.businessdailyafrica.com/bd/economy/indians-seek-cap-cheap-kenyan-tea-imports-amid-glut-3557210

Tuesday, 21 September 2021

Sh20b to be split by growers as tea farmers stare at low bonus

Tea farmers across the country are staring at one of the lowest bonuses to have ever been paid in recent years. According to Kenya Tea Development Agency chairman David Ichoho, only Sh20 billion will be available for distribution as a second payment to over 600,000 farmers who deliver their produce to 69 factories managed by KTDA. Factories directors are expected to meet next week to figure out how to share the money earned by farmers as an end of the year pay popularly known as bonus. "The payment rate margin will be the same or slightly lower than what farmers received last year as bonus. However, we are optimistic that next year's pay will be more following the introduction of reserve price in July this year," the chairman said. Sales volumes also played an important role in determining bonuses, with almost three quarters of all the tea being sold through the Mombasa auction and only a quarter through direct sales. Quality of tea by individual factories, prices at the auction and how the factories have managed their operations, the chairman noted, also help determine bonuses. "Last year the government came up with a recommendation that all the tea has to be sold through the auction and has since introduced a reserve price," Ichoho explained. He said farmers will only be able to benefit from the reserve prices during the final pay for the year 2021. "For instance, if the cost of processing green tea leaves is higher due to cost of power or ongoing projects, then the amount payable as final pay is bound to go down," Ichoho observed. KTDA managed factories are facing challenges such as high costs of energy and labour. The depressed earnings were further hit by an increase in monthly or first payments to farmers which has increased within the year to Sh21 from Sh16 as the sub-sector underwent a forceful reform pushed by the government. In 2019/20 out of the Sh69.77 billion revenue, farmers received Sh46.45 billion being the sum total of Sh17.69 billion in initial monthly payment and Sh28.76 billion as second and final payment. The payout represented an average return of 67 per cent of the total tea revenue, with farmers receiving an average of Sh41.27 per kilo of green leaf delivered.

*Source:*https://www.standardmedia.co.ke/central/article/2001424057/sh20b-to-be-split-by-growers-as-tea-farmers-stare-at-low-bonus

Regional Weather Conditions and World Crop

Kenya: Murang'a: The rainfall recorded was 9.5mm in 1 wet day. The highest and lowest temperatures were 27˚c & 12˚c respectively. Crop intake averaged 83 tonnes /day on a 6 day plucking cycle. The weather condition was rainy and sunny.

Nyeri: The week was sunny. The rainfall recorded through the week was 4.1 mm in 1 wet days. The highest and lowest temperatures were 23˚c & 12˚c respectively. Crop intake was at an average of 44 tonnes/day on a 6 day plucking cycle.

Meru: The week was sunny with the exception of Monday and Tuesday which were cloudy and cold. No rainfall activity was recorded throughout the week.

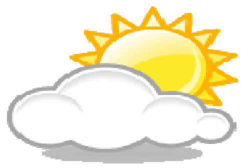
The highest and lowest temperatures were 26˚c & 12˚c respectively. Crop intake averaged 36 tonnes/day on a six day plucking cycle.

Sotik: The week was cold and cloudy accompanied with some showers. We received 30.4mm of rainfall spread in five wet days.

The highest and lowest temperatures were 25˚c & 12˚c respectively. Factory utilization remained as at last week's levels.

Kericho: The **week** under review had partly sunny intervals in the mornings followed by cloudy and rainy afternoons. A total of 113.5 mm of rainfall was recorded with some estates recording hail storms. Average temperatures were highs of 21° Celsius and lows of 10° Celsius. Crop intake went up by 3% compared to the previous week's levels.

Crop on offer is expected to maintain



The trouble with weather forecasting is that it is right too often for us to ignore it and wrong too often for us to rely on it.

current levels.

Uganda: there was some rainfall activity in most tea growing areas. Fort Portal area recieved 36mm (115mm), Hoima received 40 mm (31mm). Bushenyi recieved 47mm (44mm). Kibale received 6mm(69mm) of rainfall. Average temperatures were highs of 28° Celsius and lows of 16° Celsius. Crop volumes are slightly improved.

Weather forecast for 15th September to 22th September 2021

Headline: Heavy to very heavy rainfall is expected in areas of western and eastern Oromia including southern Benishangul Gumuz in Ethiopia; Elegeyo Marakwet, Baringo, Uasin Gishu, Nakuru, and Narok counties in western Kenya; northern district of Uganda including Gulu, Lamwo, Amuru; and parts of Upper Nile state in South Sudan.

Authorities and the public in these areas are advised to take appropriate measures to protect lives and livelihoods.

Heavy to very heavy rainfall (top 10-5% on record) is expected in eastern regions of Oromia in Ethiopia, parts of western Kenya, northern Uganda, and eastern South Sudan. **Total rainfall above 100 mm is expected in these regions.**

Moderate rainfall between 50 - 100 mm is expected in southern Sudan, South Sudan, Uganda, parts of central and western Kenya, north-eastern Somalia, and parts of western and southern Ethiopia.

Light rainfall of less than 30 mm is expected over southern Sudan, western Eritrea, northern and southern Ethiopia, much of Somalia, Rwanda, Burundi, the Lake Victoria Basin regions of Uganda, Tanzania, and coastal Kenya and Tanzania.

Dry conditions are expected in central and northern Sudan, the Afar region of Ethiopia, coastal Eritrea, eastern and northern Kenya, and central and southern Tanzania.

Crop Production Kenya: The crop production continues to rise steadily with the steady rise in rainfall. The short rains seem to have come early and we expect to see the crop building up early.

The cold season that started in earnest in early June has started to ease up thus encouraging crop productivity.

Uganda: Crop volumes are improved. This past week there was some rainfall activity recorded in all the tea growing areas. This has tended to increase slightly the crop volumes.

Malawi: Crop intake is fairly low.

	World Production from Main Producing Countries over the Past Twelve Months														Production over calendar years	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	+ / - Variance	2020	2019
Bangladesh	0.3	1.2	1.7	3.9	6.3	13.5	12.6	11.3	12.1	13.4	10.5	7.0	38.3	1.9	90.7	94.6
North India	-	2.2	46.9	51.4	77.4	143.6	157.2	142.9	163.8	155.6	127.6	53.4	478.7	88.6	1,033.4	1,170.6
South India	16.1	15.3	19.6	22.0	24.4	25.9	21.8	16.8	24.1	20.2	21.4	18.1	145.1	26.3	219.4	218.7
Sri Lanka	23.1	22.3	28.4	29.6	30.4	25.9	26.2	22.4	21.9	23.4	24.8	28.5	185.9	31.1	275.9	298.1
Kenya	48.9	43.3	48.7	44.3	45.3	43.5	36.6	38.5	43.4	48.3	47.7	54.4	274.0	(27.7)	570.6	459.0
Uganda	6.1	4.5	6.4	6.9	7.0	6.5	5.5	4.5	6.0	7.6	6.6	6.7	10.6	(1.4)	28.3	59.7
Tanzania	2.8	3.3	3.3	2.9	2.5	1.9	1.2	0.8	1.7	2.7	2.5	2.2	16.7	(0.8)	28.6	33.9
Rwanda	3.2	3.0	3.4	3.3	3.7	3.3	2.1	1.6	1.7	2.5	3.3	3.5	22.0	1.4	33.2	32.2
Malawi	7.0	7.2	8.0	6.4	3.8	2.1	1.8	2.1	2.8	2.1	1.4	5.3	38.4	4.8	45.2	48.3
Total	107.5	101.1	160.0	163.8	193.8	259.7	221.7	2.1	237.5	4.6	245.8	179.1	1,209.7	124.2	2,325.3	2,415.1
Variance	(4.6)	(0.2)	34.0	39.6	5.1	30.4	19.0	0.8	0.0	0.0	0.0	0.0	124.1			

*Monthly figures in **"BLACK"** are for 2021 whilst figures in **"BLUE"** are for 2020*

Mombasa Auction—Weekly Sale Average Prices (All teas) 2021

Sale Nos.	Sale Date	Kilos sold Weekly	Kilos Sold monthly	Year : 2021 Av.Price US$ weekly	Year : 2021 Av. Price US$ monthly	Year : 2020 Av. Price US$ monthly	Year : 2019 Av. Price US$ monthly
1	05-Jan-21	9,791,304		1.93			
2	12-Jan-21	10,195,498		1.97			
3	19-Jan-21	9,094,727		1.96			
4	26-Jan-21	11,713,721		1.89			
			40,795,250		1.94	2.17	2.09
5	02-Feb-21	12,192,341		1.93			
6	09-Feb-21	12,945,087		1.95			
7	16-Feb-21	13,051,731		1.96			
8	23-Feb-21	11,798,728	49,987,885	1.97	1.95	2.03	2.03
9	02-Mar-21	11,205,377		2.06			
10	09-Mar-24	11,015,249		1.95			
11	16-Mar-21	11,259,688		1.89			
12	23-Mar-21	11,064,181		1.88			
13	30-Mar-21	11,146,680	55,691,175	1.82	1.92	1.92	2.02
3 mths Totals:					$1.94 146,474,310 Kgs	$2.03 148,359,082 Kgs	$2.04 134,129,903 Kgs
14	06-Apr-21	11,106,771		1.82			
15	13-Apr-21	11,521,994		1.83			
16	20-Apr-21	11,178,057		1.82			
17	27-Apr-21	10,852,098		1.85			
			44,658,919		1.83	2.05	2.06
18	04-May-21	10,912,164		1.82			
19	11-May-21	11,006,663		1.80			
20	18-May-21	11,474,571		1.84			
21	25-May-21	12,002,714	45,396,112	1.88	1.84	1.89	2.18
22	02-Jun-21	11,407,495		1.86			
23	08-Jun-21	10,959,073		1.81			
24	15-Jun-21	10,896,353		1.74			
25	22-Jun-21	10,985,869		1.67			
26	29-Jun-21	11,910,098	56,158,888	1.64	1.74	1.79	1.90
6 mths Totals:					$1.87 292,688.228 Kgs	$1.97 290,761,896 Kgs	$2.04 238,404,735 Kgs
27	06-Jul-21	11,667,927		1.66			
28	13-Jul-21	6,546,887		1.54			
29	21-Jul-21	6,838,592		1.59			
30	27-Jul-21	9,347,891		1.86			
			34,401,296		1.68	1.76	1.79
31	03-Aug-21	10,430,943		1.95			
32	10-Aug-21	8,233,542		1.99			
33	17-Aug-21	6,455,808		1.96			
34	24-Aug-21	6,471,175		2.04			
35	31-Aug-21	6,849,419	38,440,886	2.13	2.01	1.92	1.92
36	07-Sep-21	6,198,339		1.99			
37	14-Sep-21	6,311,114		2.04			
38	21-Sep-21						
39	28-Sep-21		12,509,453		2.02	1.94	2.08
9 mths Totals:						$1.94 406,720,334 Kgs	$2.00 344,324,012 Kgs
40							
41							
42							
43			-			1.90	2.22
44							
45							
46							
47							
48			-			1.90	2.19
49							
50							
51							
			-			1.85	2.10
Sale Nos. 1 to 51 Year end Totals :						516,802,891 Kgs $1.93	454,012,998 Kgs $2.04

Summary : Sale Averages by Country

	Year : 2021 Sale Nos: 1 to 35 (8 months)			Year : 2020 Sale Nos: 1 to 35 (8 months)	
Country :	Kilos ' 000	Av. Prc US$	Country :	Kilos ' 000	Av. Prc US$
Kenya	289,128	1.95	Kenya	301,954	2.02
Uganda	49,804	1.16	Uganda	46,229	1.20
Tanzania	3,559	1.00	Tanzania	4,473	1.13
Rwanda	18,097	2.58	Rwanda	16,236	2.80
Burundi	4,712	1.97	Burundi	5,780	2.18
Malawi	-		Malawi	-	-
Mozambique	-		Mozambique	236	0.79
D R Congo	-		D R Congo	-	-
Madagascar	98	1.01	Madagascar	-	-
Ethiopia	132	1.36	Ethiopia	671	1.16
Total :	365,530	1.86		375,579	1.94

Year 2019 : 12M	454,013	2.04
Year 2018 : 12M	458,361	2.43
Year 2017 : 12M	397,646	2.81
Year 2016 : 12M	407,989	2.29
Year 2015 : 12M	358,639	2.73
Year 2014 : 12M	390,246	2.03

Compiled by : Tea Brokers East Africa Ltd