

# NATIONAL BROKERS LIMITED

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**Tea Auctioneers since 1948**

## TEA MARKET REPORT – Sale 36 held on Tuesday 14<sup>th</sup> January, 2020

CTC LEAF: 57,624 packages of Current Season and 110 packages of Old Season teas on offer met with less demand with prices falling further.

BROKENS: A select few lines of clean Brokens sold well at around firm rates but Mediums met with much less demand with heavy withdrawals whilst plain types followed a similar trend. The poorest, however, met with some interest.

FANNINGS: A few lines of clean liquoring Fannings met with a good demand at around last levels but Medium varieties witnessed a further decline and there were heavier withdrawals. Plain types followed a similar trend. However, the poorest saw a little demand.

CTC DUST: 8,928 packages of Current Season and 11 packages of Old Season teas on offer met with a good

demand. Good liquoring teas sold well at around last levels. Medium teas were firm to slightly dearer market. Plain and BLF teas were easier by Tk.3/- to Tk.5/- with more withdrawals compared to last. Blenders lent good support with fair interest from the Loose tea buyers.

COMMENTS: There was less demand from all sections of the market and consequently prices dropped further with heavy withdrawals. Blenders were the mainstay of the market whilst there was only limited interest from the Loose tea buyers.

There was a little interest from the Pakistani buyers at the lower end of the market.

Dusts sold well.

**Our catalogue (Sale 36): Avg: Tk 174.86, Sold 49.0% & ( Sale 35 ) Avg: Tk 179.59, sold 44.8%.**

### Quotations – This Week – (In Taka)

| Brokens | This Week   | Last Week   | Fannings | This week   | Last Week | Dust | This week | Last Week |
|---------|-------------|-------------|----------|-------------|-----------|------|-----------|-----------|
| Large   | 130-140 nom | 140-150 nom | Best     | 190-200 nom | 195-205   | PD   | 143-260   | 155-264   |
| Medium  | 145-160     | 155-170     | Good     | 165-180     | 175-185   | RD   | 110-235   | 85-273    |
| Small   | 150-165     | 160-175     | Medium   | 145-155     | 155-165   | D    | 134-265   | 142-267   |
| Plain   | 100-130     | 100-130     | Plain    | 100-130     | 110-130   | CD   | 184-266   | 135-266   |
| BLF     | 110-130     | 110-140     | BLF      | 110-130     | 110-140   | BLF  | 110-122   | 103-145   |

(BLF- Bought Leaf Factory)

Exchange Rates 14<sup>th</sup> January, 2020 Sterling Pound: Tk.108.1027, dollar: Tk. 83.6702

### Top Prices – This Week

| Category – CTC     | Garden             | Grade   | Package | Price | Buyer(s) |
|--------------------|--------------------|---------|---------|-------|----------|
| Brokens            | Brindabon          | GBOP    | 10      | 237/- | Kazi     |
| Fannings           | * Chandpur Belgaon | OF(S)   | 10      | 249/- | Kamona   |
| Clonal Brokens     | Kaiyacherra Dalu   | GBOP    | 10      | 331/- | AKT      |
| Clonal Fannings    | Clevedon           | OF      | 10      | 293/- | HTA      |
| PD/RD (Incl Clone) | Clevedon           | RD(C)   | 10      | 273/- | Al-Amin  |
| D (Incl Clone)     | Clevedon           | D(C)    | 10      | 274/- | LC       |
| CD (Incl Clone)    | Madhupur           | CD(BT1) | 10      | 288/- | Shawon   |

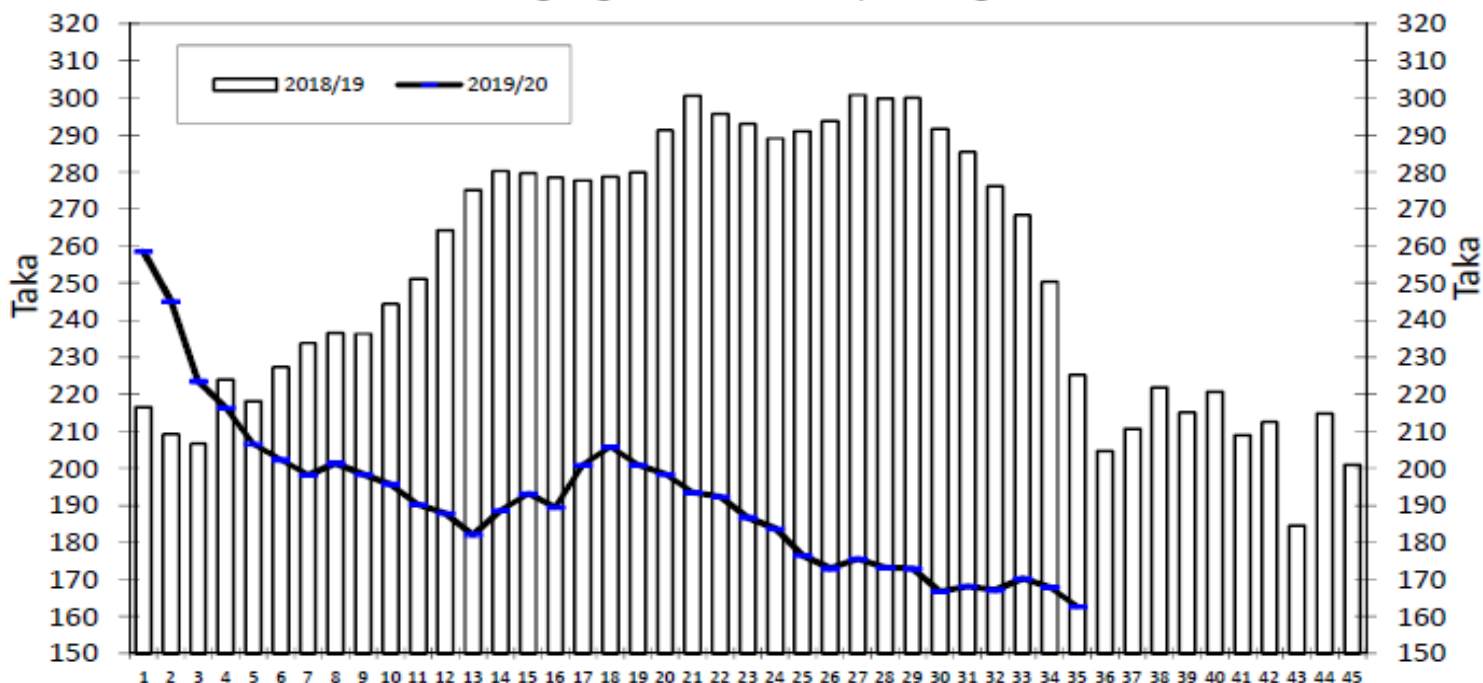
\* Above price(s) realised in our catalogue

### Offerings

| Type  | This Sale ( Sale 36 ) |           |                  |           | Next Sale ( Sale 37 ) |           |                  |           |
|-------|-----------------------|-----------|------------------|-----------|-----------------------|-----------|------------------|-----------|
|       | Season 2019-2020      |           | Season 2018-2019 |           | Season 2019-2020      |           | Season 2018-2019 |           |
|       | Packages              | Qty/Kg    | Packages         | Qty/Kg    | Packages              | Qty/Kg    | Packages         | Qty/Kg    |
| Leaf  | 57,734                | 3,127,963 | 48,358           | 2,647,207 | 65,691                | 3,540,745 | 45,602           | 2,493,849 |
| Dust  | 8,939                 | 491,261   | 7,684            | 422,100   | 9,527                 | 513,505   | 7,123            | 391,124   |
| Total | 66,673                | 3,619,224 | 56,042           | 3,069,306 | 75,218                | 4,054,250 | 52,725           | 2,884,973 |

Chittagong Auction Average: Sale 35  
Season 2019/20: Tk. 162.63, Season 2018/19: Tk. 225.17

### Chittagong Auction Weekly Average



Weekly Sale

**Chittagong Auction Statistics - Sale: 35**

**Quantities of Teas Sold & Average Prices Realised**

| Category  | For the Sale   |        |                |        |                |       | Up-to-Date Sale |              |                      |        |             |         |
|-----------|----------------|--------|----------------|--------|----------------|-------|-----------------|--------------|----------------------|--------|-------------|---------|
|           | Season 2018/19 |        | Season 2019/20 |        | Season 2018/19 |       | Season 2019/20  |              | (+/-) Season 2018/19 |        |             |         |
|           | Qty. (Kg)      | Taka   | Qty. (Kg)      | Taka   | Qty. (Kg)      | (%)   | Taka            | Qty. (Kg)    | (%)                  | Taka   | Qty. (Kg)   | Taka    |
| CTC LEAF  | 1,255,473.2    | 217.85 | 1,940,606.0    | 156.68 | 53,738,978.7   | 81.0% | 271.89          | 59,442,867.5 | 81.7%                | 186.52 | 5,703,888.8 | -85.37  |
| CTC DUST  | 339,735.3      | 252.19 | 422,257.1      | 189.98 | 12,235,177.7   | 18.4% | 277.42          | 12,956,509.2 | 17.8%                | 198.80 | 721,331.5   | -78.62  |
| Sub-Total | 1,595,208.5    | 225.17 | 2,362,863.1    | 162.63 | 65,974,156.4   | 99.4% | 272.92          | 72,399,376.7 | 99.5%                | 188.72 | 6,425,220.3 | -84.20  |
| ORTHODOX  | 0.0            | 0.00   | 0.0            | 0.00   | 1,013.5        | 0.0%  | 545.30          | 297.5        | 0.0%                 | 236.77 | -716.0      | -308.53 |
| Total     | 1,595,208.5    | 225.17 | 2,362,863.1    | 162.63 | 65,975,169.9   | 99.4% | 272.92          | 72,399,674.2 | 99.5%                | 188.72 | 6,424,504.3 | -84.20  |
| GREEN TEA | 0.0            | 0.00   | 0.0            | 0.00   | 0.0            | 0.0%  | 0.00            | 3,646.5      | 0.0%                 | 485.73 | 3,646.5     | 485.73  |
| Total     | 1,595,208.5    | 225.17 | 2,362,863.1    | 162.63 | 65,975,169.9   | 99.4% | 272.92          | 72,403,320.7 | 99.5%                | 188.73 | 6,428,150.8 | -84.19  |
| Other (s) | 29,351.5       | 133.31 | 9,106.7        | 104.42 | 377,156.0      | 0.6%  | 211.03          | 372,952.6    | 0.5%                 | 80.28  | -4,203.4    | -130.75 |
| G.Total   | 1,624,560.0    | 223.51 | 2,371,969.8    | 162.41 | 66,352,325.9   | 100%  | 272.57          | 72,776,273.3 | 100%                 | 188.18 | 6,423,947.4 | -84.39  |

**Buyer Purchase Analysis**

| Buyer       | For the Sale   |        |                |        |                |        | Up-to-Date Sale |              |                      |        |             |         |
|-------------|----------------|--------|----------------|--------|----------------|--------|-----------------|--------------|----------------------|--------|-------------|---------|
|             | Season 2018/19 |        | Season 2019/20 |        | Season 2018/19 |        | Season 2019/20  |              | (+/-) Season 2018/19 |        |             |         |
|             | Qty. (Kg)      | Taka   | Qty. (Kg)      | Taka   | Qty. (Kg)      | (%)    | Taka            | Qty. (Kg)    | (%)                  | Taka   | Qty. (Kg)   | Taka    |
| Export      | 0.0            | 0.00   | 46,255.5       | 110.89 | 22,772.2       | 0.03%  | 265.66          | 231,974.7    | 0.32%                | 106.15 | 209,202.5   | -159.51 |
| Internal    | 1,624,560.0    | 223.51 | 2,325,714.3    | 163.43 | 66,329,553.7   | 99.97% | 272.57          | 72,544,298.6 | 99.68%               | 188.44 | 6,214,744.9 | -84.13  |
| Grand Total | 1,624,560.0    | 223.51 | 2,371,969.8    | 162.41 | 66,352,325.9   | 100%   | 272.57          | 72,776,273.3 | 100%                 | 188.18 | 6,423,947.4 | -84.39  |

**Crop of Major Tea Producing & Exporting Countries**

| Country      | Month    | For the Month |       |            | Up-to-Date |        |            |
|--------------|----------|---------------|-------|------------|------------|--------|------------|
|              |          | 2018          | 2019  | (+/-) 2018 | 2018       | 2019   | (+/-) 2018 |
| Malawi       | December | 6.4           | 5.0   | -1.4       | 50.6       | 48.2   | -2.4       |
| Bangladesh * | November | 9.1           | 10.3  | 1.2        | 75.9       | 89.6   | 13.8       |
| North India  | November | 101.5         | 117.6 | 16.1       | 1078.0     | 1121.7 | 43.7       |
| South India  | November | 19.6          | 21.8  | 2.2        | 205.1      | 200.9  | -4.2       |
| All India    | November | 121.1         | 139.4 | 18.3       | 1283.1     | 1322.6 | 39.5       |
| Sri Lanka    | November | 24.7          | 21.9  | -2.8       | 277.6      | 278.1  | 0.5        |
| Kenya        | October  | 49.3          | 46.3  | -3.0       | 395.5      | 363.1  | -32.4      |

\* Source: Bangladesh Tea Board's Monthly Statistical Bulletin

## General + Other Market(s) This/Last Week

### COONOOR SALE 02- 11<sup>TH</sup> JANUARY, 2020

Fair demand was witnessed this week. The best liquoring sorts met with selective demand from all sections of the trade whilst the good and the better medium teas were in appreciation. The medium categories faced rather less demand except for Fanning's selling at firm rates other grades faced withdrawals, whilst the plainer teas had an improved inquiry particularly for the blacker sorts at firm rates. Brighter liquoring sorts firm to occasionally dearer. Good and Better Medium Fanning's were firm whilst other grades faced withdrawals. steady levels. All grades of plainer teas sold at irregularly around last levels. Major Blender continued to be the mainstay of the market with regional buyers operating selectively. The other internal buyers were choosy. Selective export enquiry was witnessed on the medium and plainer sorts.

|              |         |         |            |             |       |
|--------------|---------|---------|------------|-------------|-------|
| CTC          | Best    | Good    | Better Med | Regular Med | Plain |
| Leaf(USC/KG) | 177-214 | 128-174 | 113-126    | 99-112      | 88-89 |

### MOMBASA SALE 01- 6<sup>TH</sup> & 7<sup>TH</sup> JANUARY, 2020

There was improved demand at the start for the 178,431 packages (11,842,702.00 kilos) available and held steady towards the close; 12.34% were neglected. The best BP1s in the market held firm to USC4 dearer while brighter varieties gained USC6 to USC8 but some lines remained without bids with mediums irregular and varied between steady to USC12 above last levels to easier by up to USC32. Lower medium categories were firm to USC15 dearer with plainer descriptions irregular varying between firm to USC34 dearer to easier by up to USC20. Best PF1s on offer appreciated by USC6 to USC12 with brighter types gaining USC6 to USC8 but some invoices remained without bids towards the close while medium categories advanced by USC5 to USC14; lower mediums met improved competition and gained USC8 to USC40 while plainer sorts saw more but irregular activity varying between firm to USC5 above last prices to easier by up to USC18 and plainest were difficult of sale. Pakistan Packers showed increased and strong support and were dominant with more and useful interest from Afghanistan, Egyptian Packers and Bazaar. Kazakhstan, other CIS states, Yemen, other Middle Eastern countries, Sudan and Russia were active while UK were active but selective. Iran lent some support. Somalia lent more support at the lower end of the market.

|                |           |           |           |           |
|----------------|-----------|-----------|-----------|-----------|
| CTC QUOTATIONS | BP1 – USC | PF1 – USC | PD – USC  | D1 – USC  |
| Best           | 264 – 642 | 288 – 342 | 280 – 350 | 296 – 336 |
| Good           | 220 – 339 | 278 – 306 | 280 – 308 | 284 – 320 |
| Good Medium    | 210 – 290 | 270 – 297 | 273 – 290 | 286 – 318 |
| Medium         | 182 – 244 | 230 – 280 | 236 – 282 | 215 – 288 |
| Lower Medium   | 122 – 193 | 140 – 224 | 115 – 202 | 119 – 210 |
| Plainer        | 100 – 184 | 070 – 197 | 070 – 202 | 075 – 182 |

KOLKATA/SILIGURI : Reports not received this week.