TEA

TEA BROKERS EAST AFRICA LIMITED

Telephone: +254 41 2221953 / 4
Fax: +254 41 231 4480
Mobile: +254 735 221953 / 729 403507
E-mail: mail@tbeal.co.ke
www.tbeal.net

Tea Trade Centre
Nyerere Avenue
PO Box 87296 - 80100

Tea Market Report: Sale 29 of 19th,21st and 22nd July, 2021

There was reduced demand for the 189,120 packages (12.43m/kgs) with irregular quality and uncertainties in the market due to KTDA reserve prices resulting in many more teas remaining unsold without bids (43.45%).

Current and Future Fresh Auction Offerings

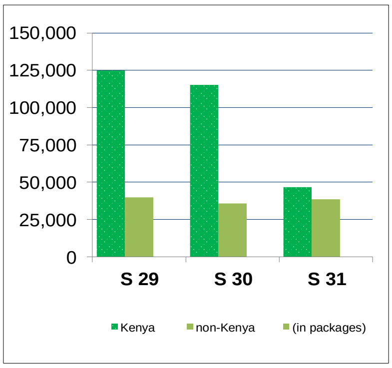
Country	Sale 29 19,- 21&22 Jul'21 MG	SG	Sale 29 20 - 22 Jul'20 MG	SG	Sale 30 26 - 28 Jul'21 MG	SG	Sale 31 2 - 4 Aug'21 MG	SG
Kenya	112,960	11,880	111,420	11,920	104,080	11,200	37,240	9,320
Uganda	16,400	11,120	17,640	8,099	15,880	9,080	16,460	10,520
Tanzania	1,600	1,100	0	0	1,000	640	1,120	1,100
Rwanda	6,480	1,420	5,360	900	6,000	1,180	5,880	1,300
Burundi	1,400	280	2,800	620	1,760	280	1,720	300
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	400	240	0	0	0	0
Reprints	21,380	3,100	27,900	6,460	10,480	2,180	93,560	4,000
Total	**138,840**	**25,800**	**137,620**	**21,779**	**128,720**	**22,380**	**62,420**	**22,540**
	164,640		**159,399**		**151,100**		**84,960**	

Leaf Grades

Offerings: 98,920 packages (6,452,320.00 kilos) and 54.25% remained without bids.

The Best **BP1s** available were well-competed for appreciating by USC13 - USC56 closely following quality while Brighter types shed USC2 to USC16 and a few lines were unsold. Medium categories met an irregular interest and varied between firm to USC28 above previous week's levels to easier by USC2 -USC4 and many invoices remained without bids while Lower Medium sorts ranged between USC5 to USC25 dearer to easier by up to USC13 and many lines were unsold. Plainer types were irregular varying between USC3 - USC12 above last prices to easier by USC4 to USC5 with some invoices neglected.

Best **PF1s** on offer eased by USC11 - USC12 with brighter varieties holding steady to USC6 below last rates while a few improved Medium categories gained USC4 - USC10 but some invoices remained without bids. Lower Medium sorts saw an irregular enquiry with improved lines advancing by USC2 to USC16 while others were discounted by a similar level where sold. Plainer categories varied between USC4 - USC10 dearer to easier by USC3 - USC8 and some teas remained unsold.



CTC Quotations and Highest Prices (USC)

	BP1			PF1		
Best	262	-	550	232	-	272
Good	254	-	396	237	-	252
Good Medium	240	-	255	236	-	241
Medium						
Lower Medium	130	-	184	116	-	190
Plainer	087	-	154	076	-	172

DUST Grades

Offerings: 61,320 packages (4.53m/kgs) and 46.35% were unsold largely without bids.

Best **PDUSTs** in the market met strong enquiry and gained USC8 - USC22 while Brighter types eased by USC2 - USC11 where sold with a few Medium varieties appreciating by USC6 - USC9 but some invoices remained without bids. Improved lower Medium categories were better absorbed and advanced by USC2 - USC24 while others shed USC6 - USC14 and a few lines were unsold while Plainer descriptions saw an irregular interest ranging between USC2 - USC12 above last week's levels to easier by USC3 - USC20 and some invoices remained without bids.

The Best **DUST1s** on offer held firm to USC3 easier while Brighter categories eased by up to USC2 and some lines remained without bids with a few mediums gaining up to USC10 with quality but many lines remained unsold. Lower Medium varieties were irregular varying between USC6 -USC20 dearer to easier by USC2 - USC32 with some invoices unsold. Plainer sorts ranged between USC2 - USC10 above last prices to easier by USC2 - USC14 and some lines remained unsold.

Secondary Grades

Offerings: 28,900 packages (1.45m/kgs). 20.90% were unsold.

In the Secondary Catalogues, BPs lost value with PFs steady while clean well sorted coloury Fannings were dearer with DUSTs firm. Other Fannings held value while similar DUSTs were steady. BMFs saw improved absorption at dearer levels.

Markets

Egyptian Packers, Kazakhstan and other CIS nations showed good activity while Pakistan Packers, Bazaar, UK, Yemen, other Middle Eastern counties, Russia and Sudan reduced support. Afghanistan and Iran were quiet while Local Packers were less active in line with price. Somalia showed more interest at the lower end of the market.

CTC Quotations and Highest Prices (USC)

	PD	D1
Best	202 - 252	170 - 249
Good	241 - 250	-
Good Medium	246 - 249	230
Medium		
Lower Medium	089 - 206	088 - 176
Plainer	080 - 154	064 - 138

Secondary Quotations (USC)

	BP/BP2	PF/PF2	FNGS1/FNGS	DUST / DUST2	BMF
Best/Good	162 - 220	155 - 160	114 - 157	112 - 218	066 - 074
Good Medium / Medium		120 176		119 - 153	
Lower Medium	096 - 154	095 - 154	060 - 162	060 - 104	054 - 077
Plainer	078 - 134	078 - 147	060 - 123	060 - 098	152 - 072

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	47,280	3,315,179	177	9,200	451,668	94	56,480	3,766,847	**167**	118,720	8,010,462	**179**
Uganda	15,860	1,018,278	115	9,400	449,696	79	25,260	1,467,974	**104**	23,959	1,395,546	**123**
Tanzania	1,180	65,356	113	1,040	39,432	64	2,220	104,788	**95**	800	41,916	**85**
Rwanda	6,540	457,256	257	1,300	82,296	170	7,840	539,552	**243**	5,620	380,460	**242**
Burundi	1,960	115,204	187	40	4,532	115	2,000	119,736	**184**	2,740	170,469	**191**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	60	3,496	117	-	-	-	60	3,496	**117**	620	31,489	**125**
Total	**72,880**	**4,974,769**	**171**	**20,980**	**1,027,624**	**92**	**93,860**	**6,002,393**	**158**	**152,459**	**10,030,342**	**173**

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 28/21	70,697	4,851,409	**167**	19,620	984,442	**95**	90,317	5,835,852	**155**	140,254	9,191,761	**174**
Sale 27/21	141,340	9,726,908	**174**	22,717	1,137,668	**99**	164,057	10,864,576	**166**	151,741	10,011,700	**173**
Sale 26/21	145,897	10,033,937	**173**	22,159	1,115,190	**98**	168,056	11,149,127	**165**	145,760	9,692,971	**181**
Sale 25/21	133,180	9,126,465	**177**	24,176	1,215,472	**100**	157,356	10,341,937	**168**	165,486	10,887,869	**178**
Sale 24/21	135,160	9,257,232	**183**	23,579	1,184,204	**105**	158,739	10,441,436	**174**	155,970	10,236,627	**178**
Sale 23/21	137,667	9,440,747	**191**	23,060	1,149,080	**108**	160,727	10,589,827	**182**	151,638	10,039,385	**178**

Average Auction Hammer Prices by Grade and Country

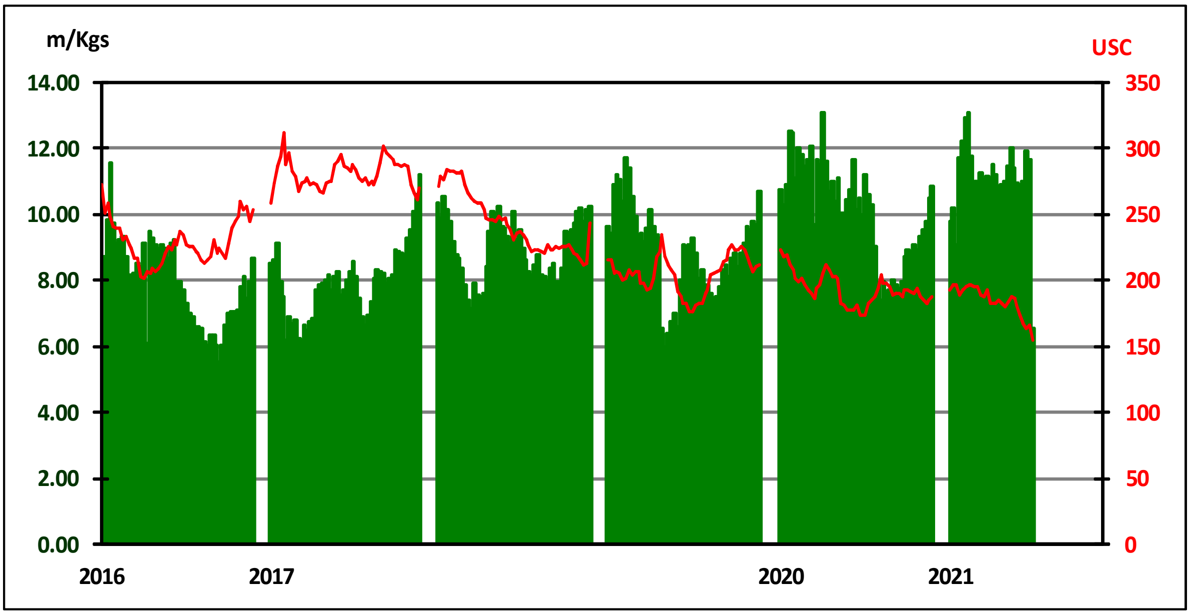
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	190	196	162	133	128	122	87	96	63	**167**	193	178	188	199	157	128	94	114	64	**179**
Uganda	120	123	114	101	97	97	80	84	58	**104**	133	130	139	145	138	110	99	85	63	**123**
Tanzania	102	112	120	107	98	97	66	73	56	**95**	-	-	112	126	120	120	78	85	65	**85**
Rwanda	331	236	226	220	187	157	157	138	69	**243**	280	238	234	233	206	178	161	160	66	**242**
Burundi	165	208	201	188	-	-	110	118	-	**184**	218	208	192	211	-	-	126	119	-	**191**
Zambia	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	117	-	-	-	-	-	-	**117**	-	-	142	-	-	95	102	80	-	**125**
	197	**187**	**156**	**130**	**134**	**111**	**91**	**92**	**59**	**158**	**196**	**176**	**182**	**189**	**163**	**121**	**99**	**104**	**63**	**173**

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 28/21	202	184	148	138	145	117	94	94	58	**155**	188	178	185	191	148	119	106	99	62	**174**
Sale 27/21	188	184	159	158	144	113	89	99	**64**	**166**	184	177	186	191	150	125	101	100	**64**	173
Sale 26/21	192	180	159	153	140	120	88	99	66	**165**	186	186	190	198	160	123	101	103	61	**181**
Sale 25/21	198	183	165	155	136	126	91	100	**69**	**168**	184	183	191	195	140	116	95	107	**59**	178
Sale 24/21	202	186	176	163	146	123	100	107	70	**174**	188	184	190	193	122	107	97	103	57	**178**
Sale 23/21	208	191	188	172	155	125	98	112	**71**	**182**	185	186	187	186	132	112	98	100	**56**	178

Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 28/21		Year To Date 2021		Last Year Sale 28/20		Year To Date 2020		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	4,006,120	160	249,089,771	193	7,959,246	179	251,248,201	203	-2,158,431	-10
Uganda	1,565,412	105	40,065,788	117	1,417,920	121	37,005,630	117	3,060,158	0
Tanzania	113,428	96	2,859,286	99	18,816	85	4,303,101	113	-1,443,815	-14
Rwanda	697,596	239	14,726,350	255	374,388	243	13,372,589	286	1,353,761	-31
Burundi	150,300	176	3,934,589	197	175,815	192	4,591,142	223	-656,553	-26
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	2,796	120	223,231	79	-223,231	-79
Madagascar	-	-	98,943	101	-	-	-	-	98,943	101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	14,031	105	128,314	136	17,424	89	496,300	119	-367,986	17
Total	**6,546,887**	**154**	**310,903,041**	**185**	**9,966,405**	**173**	**311,240,194**	**195**	**-337,154**	**-10**

Mombasa Weekly Average Auction Quantities and Prices 2016—2021



	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Total	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	18.2	162											310.8	185
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	108.20	0.22 0.20%
KES:STG	148.81	0.72 0.48%
KES:EUR	127.65	0.22 0.17%
USD:STG	1.37	0.01 0.72%

During the week the Kenya Shilling traded between KES 108.00-108.20 and reached 108.20 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 107.50 - 108.50 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 29/21 Packages	Kgs	Year To Date 2021 Packages	Kgs	Year To Date 2020 Packages	Kgs	Variance Year To Date Packages	Kgs
Kenya	124,840	8,469,675	3,939,217	266,702,334	3,888,273	262,947,972	50,944	3,754,362
Uganda	27,520	1,580,762	727,462	42,121,866	667,410	38,523,977	60,052	3,597,889
Tanzania	2,700	130,748	61,619	3,112,572	99,409	5,413,438	-37,790	-2,300,866
Rwanda	7,900	540,513	219,180	15,000,790	206,039	14,116,540	13,141	884,250
Burundi	1,680	103,644	63,040	3,925,003	74,320	4,730,787	-11,280	-805,784
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	4,462	240,523	-4,462	-240,523
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	0	0	0	0
Ethiopia	0	0	1,900	106,726	10,220	502,432	-8,320	-395,706
Total	**164,640**	**10,825,342**	**5,015,398**	**331,125,866**	**4,950,133**	**326,475,669**	**65,265**	**4,650,197**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 29	S 30	S 31	S 29	S 30	S 31	S 29	S 30	S 31	S 29	S 30	S 31	S 29	S 30	S 31
KTDA	13560	10560	14740	43220	38520	35360	18520	14640	17200	4760	5000	4520	80060	68720	71820
Unilever Tea	160	1000	1240	1400	1200	1880	1000	1220	1360	360	720	440	2920	4140	4920
James Finlay	160	80	600	780	1280	1240	1240	1160	440	0	0	0	2180	2520	2280
Eastern Produce	1000	1240	1280	2620	3540	4,140	3700	1800	3760	1080	880	840	8400	7460	10020
Others (K)	4960	3740	3,520	11960	8980	8,460	15400	11660	10420	3140	2400	1640	35460	26780	24040
Uganda	2440	2680	1440	5680	4940	3,000	5160	3240	3240	2040	1920	1320	15320	12780	9000
Tanzania	240	280	100	540	400	580	400	180	280	120	80	40	1300	940	1000
Rwanda	2840	2600	2600	2880	2640	2040	1680	1220	1320	540	520	340	7940	6980	6300
Burundi	960	1000	1120	760	720	880	320	360	440	80	240	400	2120	2320	2840
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	60	0	0	0	0	0	60	0	0
Total	26320	23180	26640	69840	62220	57580	47480	35480	38460	12120	11760	9540	155760	132640	132220

Buyer Purchases of Teas Offered by Grade (in Packages)

	BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1	GLOBAL TEA & COMMODITIES KENYA LTD.	5.13	9,720	560	4,840	2,520	640		300	380	460	20
2	CHAI TRADING COMPANY LTD	4.95	9,380	520	5,020	2,940	520	120	160		100	
3	LAB INTERNATIONAL KENYA LTD	4.64	8,800	40	1,080	5,680	1,920			80		
4	SSOE (KENYA) LIMITED	4.02	7,620	1,560	4,040	960	400	180	180	260	40	
5	COFFTEA AGENCIES LTD	3.39	6,420	2,640	1,280	320			160		1,480	540
6	CARGILL KENYA LTD	3.30	6,260	880	2,000	3,380						
7	M.J. CLARKE LTD	2.56	4,860	80	400	3,140	440		140	200	460	
8	GOLD CROWN FOODS (EPZ) LTD	2.31	4,380	120	380	180	120	460	300	620	560	1,640
9	ABBAS TRADERS LTD	2.22	4,200	200	1,100	1,900	560	300	60	60	20	
10	VAN REES KENYA LIMITED	1.83	3,460	120	1,260	760	360		480		480	
11	JAMES FINLAY MOMBASA LIMITED	1.67	3,160	480	1,000	1,400				240	40	
12	DEVCHAND KESHAVJI (K) LTD	1.46	2,760		2,760							
13	SUMMER LINER CO. LTD	1.45	2,740	640	360			400	180		460	700
14	SHAKAB EXPORT & IMPORT CO. LTD	1.37	2,600		1,440	480	460	120	20	20	40	20
15	EMPIRE KENYA (EPZ) LTD	1.23	2,340	1,360	800					20	160	
16	CHAMU SUPPLIES LIMITED	0.89	1,680			1,360	120	40	80	60	20	
17	RANFER TEAS KENYA LTD	0.65	1,240	440	380	40	320		40	20		
18	LINDOP & COMPANY (KENYA) LTD	0.63	1,200		500		60		80	300	260	
19	IMPERIAL TEAS (EPZ) LTD	0.57	1,080		80	480	80	280	20		140	
20	AIMCO ENTERPRISES LTD	0.56	1,060								260	800
21	PWANI HAULIERS	0.55	1,040									1,040
22	ALIBHAI RAMJI (MSA) LTD	0.40	760		240	280	80		120		20	20
23	STANSAND (A) LTD	0.38	720	40	180	120			240		140	
24	LULA TRADING COMPANY	0.34	640					280	20		60	280
25	AL EMIR LIMITED	0.32	600	40	560							
26	MAYMUN ENTERPRISES	0.26	500					20			460	20
27	MAISHA COMMODITIES	0.25	480		40	40	80	20	120	120	60	
28	TROPICAL CROPS & COMMODITIES	0.24	460		40			20	20	40	180	160
29	LUTEX LIMITED	0.23	440	120	40			40			240	
30	GREEN LEAF TRADING CO. LTD	0.20	380								40	340
31	KIRINDO TRADERS LIMITED	0.20	380					220		20	80	60
32	MCLEOD RUSSEL AFRICA LIMITED	0.17	320	200		120						
33	INDO-AFRICAN TEA CO. (K) LTD.	0.15	280	280								
34	AXIS TEA & SERVICES LIMITED	0.14	260							100		160
35	SARDIA INTERNATIONAL CO. LTD	0.14	260						40	20	20	180
36	GREAT WHITE PACKERS LTD	0.11	200		120			40			40	
37	WASO TEA ENTERPRISE LTD	0.11	200					200				
38	TRANS-ATLANTIC TRADING Co. LTD	0.09	180		40	80			40	20		
39	AFRO TEAS LTD	0.08	160	40	80		40					
40	FIRST CUP COFFEE LTD	0.08	160		40				40			80
41	JALEEL TRADING COMPANY	0.08	160						20			140
42	TANZIIL TRADING LIMITED	0.05	100							20		80
43	TEAVANA TEA STORE LTD	0.04	80								20	60
44	JAWAI TEA LIMITED	0.03	60		20			20			20	
45	CUP OF JOE LTD	0.02	40								40	
46	RIOTANA TRADING LIMITED	0.01	20					20				
47	TRUST TEA TRADERS EAST AFRICA LTD	0.01	20		20							
	Total Sold	49.52	93,860	10,360	30,140	26,180	6,200	2,780	2,860	2,600	6,400	6,340
	Withdrawn	-	-	-	-	-	-	-	-	-	-	-
	Unsold	50.48	95,680	17,120	41,940	23,260	6,520	840	1,460	980	3,220	340
	% Unsold			62	58	47	51	23	34	27	33	5
	Grand Total	**100.00**	**189,540**	**27,480**	**72,080**	**49,440**	**12,720**	**3,620**	**4,320**	**3,580**	**9,620**	**6,680**

Sale 28/21	44.65%	90,317	9,240	27,920	27,617	5,920	2,080	2,460	3,000	6,800	5,280
Sale 27/21	84.84%	164,057	23,920	63,040	42,060	12,320	2,537	3,080	2,620	9,700	4,780
Sale 26/21	81.74%	168,056	18,960	74,820	42,278	9,839	2,260	3,520	3,120	7,599	5,660
Sale 25/21	79.18%	157,356	18,980	68,020	36,980	9,200	2,716	3,540	3,780	8,460	5,680
Sale 24/21	85.30%	158,739	18,320	66,960	38,740	11,140	2,320	3,140	3,680	8,879	5,560
Sale 23/21	84.05%	160,727	20,980	65,631	39,616	11,440	2,200	3,320	3,240	8,720	5,580

Other Tea Auction Centres

Auction Offerings				
	Week 28	Week 29	Week 30	Week 31
Centre	13-Jul	20-Jul	26-Jul	02-Aug
Mombasa	201,657	189,120	164,120	182,500
Limbe	7,560	5,200	5,340	-
Colombo	7.1m/kgs	6.8m/kgs	6.8m/kgs	6.8m/kgs
Jakarta	9,760	9,340	-	-
Calcutta	140,904	163,041	188,692	-
Guwahati	192,883	197,644	197,749	-
Chittagong	60,890	-	-	-
Total	**411,860**	**401,304**	**367,209**	**182,500**

Jakarta: at Sale 28 held on the 14th July, 2021. Offerings for auction today comprised of 8,980 psacks which included 1,340 psacks CTC teas. There was fair demand at steady to occasionally easier levels. The brighter West Java orthodox PF were readily taken up. The bottom of the market remained buoyant. Unilever was active. There was fair support from the other regular buyers. Due to strict lock down in Malaysia, demand from the buyers for this destination was much reduced. The unprecedented hike in freight rates to major destinations has caused a dampening effect on the market.

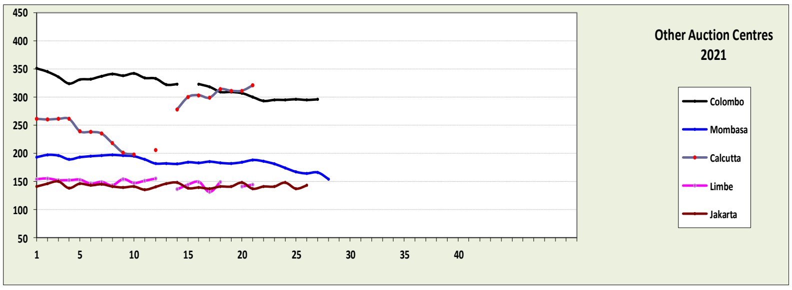
Colombo: at Sale 27 held on 13th and 14th July, 2021, The 0.95Mkg of Ex Estate teas on offer met with irregular demand. Select best Western High Grown BOPs were irregularly dearer, the below best and plainer varieties were firm to a little easier at times. Select best Western High Grown BOPFs barely maintained with a handful of invoices gaining based on quality and special inquiry, the below best and plainer varieties were mostly easier and declined further as the sale progressed. Nuwara Eliya BOPs were irregularly easier, the BOPFs too followed a similar trend. Udapussellawa BOPs were a little dearer at times, however the BOPFs barely maintained last week's levels. Uva BOPs were selectively dearer following quality, the BOPFs too followed a similar trend. Low Grown CTC BP1s were firm, the High and Medium sorts were irregularly dearer at times. Low Grown PF1s were firm to a little easier, the High and Medium sorts were irregular following quality. The 3.0Mkg of Low Grown teas which were on offer met with fair demand. Select best OP1s were firm, best and below best OP1s met with irregularly lower demand. Well-made BOP1s were firm, others met with better demand. Select best and best OP/OPAs shed few rupees. Well-made bold Pekoes met with reasonable demand. Shotty Pekoe1s were irregularly lower. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs met with fair demand. Select best and best BOPs firm. Select best FBOPs attracted good demand, others too followed a similar trend. Select best FBOPF1s were dearer, others were firm. FBOPFs attracted reasonable interest. All Premium Flowery teas met with fair demand. Turkey, Russia, Iran and the C.I.S. countries lent fair support. Libya and Iraq were selective.

Chittagong: at Sale 10 held on 12th July, 2021. CTC LEAF: 30,663 packages of Current Season & 280 packages of Old Season teas on offer met with less demand. BROKENS: Best Brokens were well supported at around steady to slightly easier rates whilst Mediums saw less demand with several withdrawals. Plain and BLFs continued to meet with a selective demand and where sold recorded a decline. FANNINGS: Best Fannings met with a fairly good demand and were about steady. Mediums saw some support at slightly easier rates but there were more withdrawals. Plain and BLFs continued to meet with a selective demand and where sold recorded a decline. CTC DUST: 10,629 packages of Current Season & 160 packages of Old Season teas on offer met with only a fair demand. Good liquoring varieties were easier by Tk.5/- to Tk.7/- closely following quality. Others were also barely steady to easier with more withdrawals. Plain and BLFs met with selective demand and sold around last levels. Blenders lent good support with only fair interest from the Loose tea buyers. COMMENTS: This was the second Sale held during the strict lock-down regime where the presence of buyers were fewer in numbers than the last. A fair weight of teas showed an improvement in quality which attracted quite a good interest from the Blenders and prices for these varieties were about firm on last. However, other descriptions met with less support and resulted in higher withdrawals. Out-station Loose Tea buyers were again absent this week from the auction. Dusts were an easier market.

Cochin: at Sale 27 held on 7th July, 2021. **CTC Leaf**: Fair demand. Brokens and fannings eased by 1-2c and sometimes more. **Buying pattern:** Upcountry buyers lent fair support. Exporters operated on bolder grades. **ORTHODOX Leaf:** Fair demand. Well-made high grown whole leaf and brokens met with fair enquiry and prices realised were easier. Medium whole leaf, brokens and fannings sold at irregular levels. **Buying pattern:** CIS/Middle East exporters active. Upcountry buyers lent support on whole leaf grades. **Dust**: Fair demand. Selective interest with popular marks and select better medium selling easier by 1-3c and sometimes more. Plainer sorts shared a downward trend and eased by 2-3c and more with fair amount of withdrawals in all categories. **Buying pattern**: Major blender AVT and KSCSC were active. Best mediums witnessed fair support from internal and regional packeters. Upcountry buyers were selective in their purchases.

Calcutta: Sale 28 held on 13th, 14th and 15th July, 2021. **CTC Leaf:** There was good but lower demand than the previous week. Bulk of the Assams across all categories eased. The limited weight of better Dooars were around last; medium varieties were easier. Plainer & blf categories saw a further easing of levels. **Dust**: There was good demand. Brighter Assams sold at barely steady to easier rates. The remainder of the Assams met with an easier market. M/s Tata Consumer Products was active on good & medium Assams in both the leaf & dust sales. M/s Hindustan Unilever showed limited interest in the leaf sale & were active on better liquoring Assams in the dust sale. Western India buyers competed for the best & below best Assams and was active on other good liquoring varieties. Exporters were virtually silent. Regional packeteers were active on good Assams. Local buyers operated on the Dooars. **ORTHODOX:** There was good demand. Whole leaf grades were barely steady whilst brokens & fannings were an easier market. Exporters operated.

Guwahati: at Sale 27 held on 7th July, 2021, **CTC:** There was continued good demand for good and best Assams on offer at around last levels. Demand was only fair for medium Assams, Cachars and BLF teas at generally steady to easier rates. There were sizeable withdrawals in these segments. HUL/TCPL were more active. There was good support forthcoming from Western India buyers, other upcountry destinations operated selectively. There was limited export enquiry. **DUST** Demand was good for good, better medium and best Assams on offer at around last levels. Remainder teas on offer met with sluggish demand and witnessed significant withdrawals particularly BLF teas at barely steady to easier rates. TCPL/HUL lent good support.



News Articles of Interest

Thursday, 22 July, 2021

Murang'a Cooperative Union Announces Minimum Guaranteed Price For Coffee Delivered

Farmers who supply their coffee to Murang'a Cooperative Union are set to benefit from minimum guaranteed price for cherry delivered beginning October this year. The Union has announced it will set Sh70 as minimum price for every kilo of cherry supplied to the milling plant. All the 144 coffee factories within Murang'a County are affiliated to the Union which is currently in the process of relocating its milling plant from Maragua town to the society farm at Ikundu area. Governor Mwangi wa Iria commissioned construction of the new mill saying the new facility will assist in increasing coffee prices hence better returns to farmers. The new milling plant which is set to be operational by November, will help farmers enjoy minimum guaranteed price for coffee delivered as well as access subsidized farms inputs. The new plant that will be constructed to a tune of Sh50 million is set to increase milling capacity from 1.5 to 2. 5 metric tons per hour. Wa Iria noted that the facility will help the farmers to process, brand and package their coffee which will attract better prices locally and internationally. Currently, the local coffee factories have been paying divergent rates ranging from Sh40 to Sh120.

Governor Wa Iria said setting a minimum guaranteed price will safeguard farmers from being exploited by their respective societies.

"Murang'a coffee is known for its good quality. The milling plant has already acquired a license to export coffee as well as sell their products at the Nairobi Coffee Exchange," Wa Iria said. He further said debts associated with the union should not bar farmers from getting better prices arguing that the old debts need to be audited before arrangements are made for their repayment. "There are some old debts which the union is associated with, there is a need to edit those debts and find out if they are genuine. Farmers should not be prevented from getting better pay because of long term debts," remarked Wa Iria. Apart from the price, the Union is working out to give farmers high yielding coffee seedlings. From the next rain season, farmers affiliated to the union will be issued with the best coffee variety with the aim of increasing production. Last year, the county produced more than 30 million kilos of coffee with the sector players advocating for more production. Wa Iria lauded many reforms the government is making in the coffee sector saying the move will help revive the industry, which for long has been performing poorly. He said the county government has set aside Sh100 million to buy new pulping machines for each of the local coffee factories to reduce wastage and improve coffee quality. The coffee factories usually use old machines thus more wastage which affects farmers' income. Murang'a Coop Union's Chairman Mr Francis Ngone assured farmers that the construction will be hastened and by end of November this year, milling will commence at the new plant. He called upon affiliated cooperative societies to audit their debts and present reports to the Union for appropriate assistance.

"We want to see all old debts are settled so that we can move ahead and ensure farmers get better income from their produce," Ngone said. Source: https://www.kenyanews.go.ke/

Tuesday, 20 July, 2021

CS Munya digs in on minimum price

Agriculture Cabinet Secretary Peter Munya has said the reserve price set for the purchase of Kenya Tea Development Agency (KTDA) produce will not be reversed despite over half of the commodity offered for sale last week not selling. Mr Munya said the government has secured enough warehouses to store the produce until that time when the price will be in favour of the farmers. Last week Mr Munya set an average of usc 243 as the minimum price that traders would be allowed to pay for KTDA teas following a streak of poor prices at the Mombasa auction, saying the move was aimed at safeguarding farmers' earnings. The minimum price saw buyers hesitate buying KTDA teas as they opted for cheaper beverage from multinationals and private producers, a move that saw slightly over seven million kilogrammes of the commodity taken out of trading floor. "We are not going to yield to pressure. The tea will be withdrawn from the auction until that time when the minimum price will be met," said Mr Munya. The CS said KTDA has put in place measures to ensure farmers are not affected by disruption at the market as the agency has enough resources to guarantee growers monthly income and other needs to support their farming. "KTDA has in place contingency measures to help farmers if traders will not offer the price that we want," he said. According to the ministry, the cost of producing a kilo of the beverage stands at Sh183, but tea has been fetching an average of Sh167 a kilogn the last two months. "I am certain that the teas not sold in last week's auction remain ready to be moved to the markets at the right price," Mr Munya said. Speaking when he met the private tea producers in Nairobi yesterday, Mr Munya said there is adequate storage capacity for the teas as it awaits auction and subsequent shipping to international markets. Chairperson of the independent tea producers Collins Cheruiyot said they are supporting government's decision on minimum price arguing that it will go a long way in lifting farmers earnings in the wake of high cost of production. Source: https://www.businessdailyafrica.com/

Monday, 19 July, 2021

CS Munya dismisses Bomet's claim of tea export to Iran

Agriculture Cabinet secretary Peter Munya has dismissed Bomet County's claim of having exported tea to Iran, saying the records show that

no beverage from the region has passed through the Mombasa port. Mr Munya said the trade sanctions by the US has made it impossible for Kenya to directly export tea to Iran. However, Bomet governor Henry Barchok dismissed the minister's claims, saying they shipped the first consignment to Teheran last month after reaching a deal. Bomet announced last month that it entered into a deal with an Iranian buyer for direct exports of the beverage from the region as it seeks to improve farmers' earnings. "The reports of Bomet having exported tea to Iran is fake. From the information we have, no tea has ever reached the port of Mombasa from there," said Mr Munya last week. However, Dr Barchok said the county shipped out tea last month, which is currently en route to the Middle East state. "The tea is at the moment en route to Iran. We shall be going there either on July 28 or 30 to receive it," said the governor. The Agriculture ministry, through tea reforms, banned the direct sales of tea to international market and ordered that it should be sold through the auction in Mombasa. Former US President Donald Trump in 2018 withdrew the country from the Iran deal and imposed new sanctions on Teheran, coming just three years after the restrictions had been lifted following an agreement between Teheran and five other Western countries on the nuclear deal. The governor insists that Kericho tea's direct sales are still ongoing and will continue as the region seeks better prices for their farmers. Kenya has been targeting Iran as one of the major buyers and has been promoting sales in Tehran. According to the agriculture regulator, Iran has a larger population of more than 80 million people with a per capita consumption of 1.4 kilogrammes against Kenya's half a kilo, creating a huge potential market for the country's produce. Iran imports more than 100 million kilogrammes of tea, with Kenya supplying 20 million kilos annually. In 2017, Kenya sent a delegation to Iran to promote the country's beverage by seeking more buyers of the commodity. Source: https://www.businessdailyafrica.com/

Regional Weather Conditions and World Crop

Kenya: Murang'a: There was 7.5 mm of rainfall recorded in 3 wet days of the week. The highest and lowest temperatures were 27˚c & 9˚c respectively. Crop intake averaged 31 tonnes/day on a six day plucking cycle.

Nyeri: The week was cold and drizzling. 8.5 mm of rainfall was recorded in 4 wet day. The highest and lowest temperatures were 21˚c & 12˚c respectively. Crop intake declined to an average of 29 tonnes/day on a six day plucking cycle.

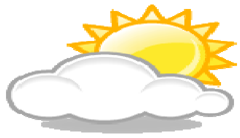
Meru: It was sunny from Monday to Wednesday otherwise the rest of the week was mostly cloudy with no rainfall activity recorded throughout the week. There was a cloudy cold spell on Thursday running through to Saturday evening. The highest and lowest temperatures were 24˚c & 15˚c respectively. Crop intake averaged 26 tonnes/day on a six day plucking cycle.

Sotik: The area experienced sunny mornings and showers in the afternoons with three days registering 22.3 mm of rainfall during the week. The highest and lowest temperatures were 24˚c & 11˚c respectively. Factory utilization remained as last week's levels.

Kericho: Partly sunny conditions with reduced showers mainly in the afternoons accompanied with low temperatures experienced during the week under review. A total of 14.4 mm of rainfall was recorded. Average temperatures were highs of 20**°** Celsius and lows of 11° Celsius. Crop intake for the week dropped by 2% compared to previous weeks level.

As the cold season continues, crop on offer is expected to remain low.

Uganda: there was reduced rainfall activity in most tea growing areas apart from Hoima area. Fort Portal received 3mm (3mm), Hoima 52mm (5mm), Bushenyi 0 mm (8mm) and Kibale was 4 mm (7mm). Average temperatures were highs of 29° Celsius and lows of 16° Celsius. Crop volumes slightly decreased.



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.

Weather forecast for 20th to 26th July, 2021:

Few places in the Highlands West of the Rift Valley, the Lake Victoria Basin, the South and Central Rift Valley, the Northwest, the Highlands East of the Rift Valley (including Nairobi County) and the ***Coast are likely to receive rainfall.***

Cold and cloudy conditions, accompanied by light rains, are expected over the Highlands East of the Rift Valley (including Nairobi County) as well as over some parts of the South-eastern Lowlands, the Central and South Rift Valley and the Highlands West of the Rift Valley.

Strong southerly to south-easterly winds with speeds exceeding 25 knots (12.9 m/s) are expected over some parts of the Coast, the South-eastern Lowlands and the Northeast.

July 2021 Climate Forecast Discussion for Jul-Sep through Oct-Dec

The sea surface temperature (SST) forecast indicates that the tropical Pacific is currently ENSO-neutral and will likely remain so through the boreal summer. This small collection of models suggests a re-emergence of cool SST anomalies near the end of 2021 that are just cool enough to meet the La Niña condition threshold of -0.5 C below average; however, they are not forecast to persist long enough to constitute a second La Niña event. Nonetheless, this La Niña-like SST pattern in the latter seasons of the forecast does impact the associated seasonal climate forecast. The SST forecasts over the upcoming seasons are primarily for normal conditions in the tropical Indian and Atlantic Oceans; however, there is some indication of warmer than normal SSTs in the equatorial Atlantic, and additionally some warming over the western equatorial Indian ocean is predicted with the re-emergence of La Niña.

Precipitation forecasts show enhanced probabilities of above-normal precipitation over the Maritime Continent and much of eastern Australia for all forecasted seasons. Enhanced probabilities of below-normal precipitation are forecast over northwestern United States, parts of Central America, and much of southern South America for the Jul-Sep season. Forecasts suggest enhanced likelihood for below-normal precipitation developing by Sep-Nov over parts of the Middle East and the equatorial coast of West Africa, and the confidence in the below-normal forecasts increases over Chile, southern Argentina, southern Brazil and Uruguay. For Oct-Dec, below-normal precipitation remains likely over much of the Middle East and SW Asia, and develops over Texas and Mexico.

All forecasted seasons show an increased likelihood for above-normal temperatures for the high latitudes of the Northern Hemisphere. In Jul-Sep enhanced probabilities of above-normal temperatures are also forecast for the northern tier of the United States. By Sep-Nov, the warm forecasts for the high-latitudes become even more confident, as the season of Artic sea ice minimum arrives. Also, in Sep-Nov, a likelihood for above-normal temperatures appears over the Great Plains of the US and over western China. For Oct-Dec, a localized high probability for above-normal temperatures appears over Texas; the high-latitude forecasts favouring above-normal temperatures expands into eastern Canada and much of northern Asia.

Crop production Kenya: Crop production declined further as the impact of the cold season especially EoR becomes apparent. WoR volumes are relatively stable but are steadily on the decline as the cold season peaks in July and the useful drizzles diminish.

Uganda: Crop volumes decreased slightly. This past week there was reduced rainfall activity recorded in almost all the tea growing areas and the crop volumes are expected to be on the decline.

Malawi: Crop intakes continues on a downward trend.

World Production from Main Producing Countries over the Past Twelve Months

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	+ / - Variance	Production over calendar years 2020	2019
Bangladesh	0.3	1.2	1.7	3.9	8.7	11.7	12.2	11.3	12.1	13.4	10.5	7.0	5.9	2.1	90.7	94.6
North India	-	2.2	46.9	51.4	77.4	116.5	140.7	142.9	163.8	155.6	127.6	53.4	177.9	45.0	1,033.4	1,170.6
South India	16.1	15.3	19.6	22.0	24.4	22.0	20.3	16.8	24.1	20.2	21.4	18.1	97.4	20.9	219.4	218.7
Sri Lanka	23.1	22.3	28.4	29.6	30.4	25.9	26.3	22.4	21.9	23.4	24.8	28.5	159.7	32.0	275.9	298.1
Kenya	48.9	43.3	48.7	44.3	47.0	46.4	36.6	38.5	43.4	48.3	47.7	54.4	185.2	(23.1)	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	3.8	2.8	3.4	3.3	2.5	1.7	1.2	0.8	1.7	2.7	2.5	2.2	28.6	0.0	28.6	33.9
Rwanda	3.2	3.0	3.4	3.3	2.9	2.8	2.1	1.6	1.7	2.5	3.3	3.5	12.9	0.1	33.2	32.2
Malawi	7.0	7.2	8.0	6.4	3.8	2.1	1.1	1.3	2.8	2.1	1.4	5.3	34.5	3.3	45.2	48.3
Total	104.7	97.8	156.7	160.9	136.0	28.0	240.5	235.6	237.5	4.6	245.8	179.1	684.1	78.9	2,325.3	2,415.1
Variance	(0.7)	1.8	30.8	36.7	(52.8)	(201.3)	0.0	0.0	0.0	0.0	0.0	0.0	(185.5)			

*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						
30	27-Jul-21						
			18,214,813		1.62	1.76	1.79
31	03-Aug-21						
32	10-Aug-21						
33	17-Aug-21						
34	24-Aug-21						
35	31-Aug-21		-			1.92	1.92
36	07-Sep-21						
37	14-Sep-21						
38	21-Sep-21						
39	28-Sep-21		-			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

Country :	Year : 2021 Sale Nos: 1 to 26 (6 months) Kilos ' 000	Av. Prc US$	Country :	Year : 2020 Sale Nos: 1 to 26 (6 months) Kilos ' 000	Av. Prc US$
Kenya	235,810	1.94	Kenya	234,665	2.05
Uganda	36,997	1.19	Uganda	34,323	1.17
Tanzania	2,642	1.00	Tanzania	4,284	1.13
Rwanda	13,381	2.58	Rwanda	12,585	2.88
Burundi	3,645	1.99	Burundi	4,279	2.25
Malawi	-		Malawi	-	-
Mozambique	-		Mozambique	171	0.67
D R Congo	-		D R Congo	-	-
Madagascar	99	1.01	Madagascar	-	-
Ethiopia	114	1.40	Ethiopia	455	1.23
Total :	292,688	1.87		290,762	1.97

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