

SALE NO: 02 - 11TH/12TH JANUARY 2016



**TEA MARKET REPORT
JOHN KEELLS PLC**

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COMMENTS

The Sri Lankan Tea Sales Average for the month of December 2015 at Rs.416.32 - showing a negative variance of Rs.26.72 when compared to the corresponding period of 2014. All three elevations recorded negative variances when compared to last season with the biggest drop being recorded in the Low Grown Elevation. The to-date, January - December, Tea Sale Average is recorded at Rs.402.14 - a negative variance of Rs.56.72 when compared to the same period of 2014.

The second auction for the year comprising of 5.9 Mkgs met with less demand. Ex-estate offerings comprised of 0.95 Mkgs met with limited demand. The cleaner, true to type and well-made teas sold at attractive levels. A handful of Best Western High Grown BOPs were dearer following quality, whilst the poorer sorts were discounted. The BOPFs too showed a similar trend. Nuwara Eliya BOPs were barely steady with the BOPFs being irregularly easier with some invoices remaining unsold. Uda Pussellawa BOPs were easier whilst the BOPFs were easier following quality. Uva BOPs were easier whilst the BOPFs too were easier when compared to last week. Low Grown CTC BP1s & PF1s attracted little demand. High and Medium types too followed a similar trend.

There was lower demand for the 2.8 Mkgs of Low Growns that were on offer. A few select best OP1/OPs advanced in value, however the BOP1/OPAs shed on last levels, whilst the Pekoe/Pekoe1s declined sharply. In the Small Leaf category, FBOP/FBOPF1s and Tippy varieties declined on last levels.



Select best BOPs were irregular following special inquiry, the below best and plainer sorts too followed a similar trend. Select best BOPFs were mostly firm, the below best and plainer sorts were tending easier by Rs. 10/- to Rs. 20/-. Medium BOPs were irregular whilst the BOPFs were Rs. 5/- to Rs. 10/- lower following quality.

BOPs were easier by Rs. 20/- and more whilst the BOPFs too declined sharply.

BOPs were easier by Rs. 10/- to Rs. 15/- whilst the BOPFs too were mostly lower by a similar margin. Uda Pussellawa BOPs were irregular whilst the BOPFs were irregularly lower.

Select best Low Grown PF1s were easier by Rs. 10/- to Rs. 20/- whilst the corresponding BP1s too were easier by Rs. 5/- to Rs. 10/-. High & Medium PF1s were irregular following quality whilst the BP1s were mostly lower by Rs. 10/-.

Lower demand. Select best OP1s gained Rs. 5/- to Rs. 10/- whilst other best OP1s too appreciated by a similar margin, below best types were irregularly lower by Rs. 5/- to Rs. 10/-, however clean poorer sorts were firm to at times dearer by Rs. 5/- to Rs. 10/-. Select best BOP1s were bearly steady whilst the best BOP1s were firm to irregularly lower by Rs. 5/- to Rs. 10/- whilst the balance were fully firm. Select best OPs were dearer by Rs. 10/- to Rs. 20/- following quality however the balance shed Rs. 10/- to Rs. 15/- and more as the sale progressed. Select best OPAs were lower by Rs. 10/- to average, best types too were irregularly lower by Rs. 5/- to Rs. 10/-, below best and poorer sorts shed Rs. 10/- to Rs. 15/- and more at times. Select best Pekoes declined sharply by Rs. 40/- to Rs. 50/-, bold Pekoe varieties too shed Rs. 20/- to Rs. 30/-, flaky types were irregularly lower by Rs. 5/- to Rs. 10/-. Select best Pekoe1s declined Rs. 20/- to Rs. 30/-, best types too tended lower by Rs. 20/- to Rs. 30/-, below best and poorer sorts eased Rs. 5/- to Rs. 10/-. Select best and best BOP / BOP.SP.s were firm, below best and poorer sorts declined Rs. 5/- to Rs. 10/- and more at times. Select best and best FBOPs were irregularly lower by Rs. 5/- to Rs. 10/- whilst the balance followed a similar trend. Select best FBOPF1s maintained last levels following quality whilst the best and below best types declined Rs. 10/- to Rs.15/-, poorer sorts followed a similar trend. Select best Tippy varieties met with lower demand whilst the balance were irregularly lower to last.

Select best and best liquoring Fngs1s declined Rs.30/- to Rs.40/-, whilst below best and poorer sorts easier by Rs. 10/- to Rs. 20/-. Select best BMs were firm, whilst below best and poorer sorts appreciated Rs.5/- . All BPs were dearer by Rs.10/- to Rs.15/-. Select best BOP1As were lower by Rs.5/- to Rs.10/-, however Best BOP1As were firm to dearer by Rs.20/-, whilst below best and poorer sorts too appreciated by Rs.10/- to Rs.15/- and more at times following quality.

This week's Dust sale commenced in the similar trend as last week where the select best Dust1 and Dusts were irregularly lower by Rs. 5/- to Rs. 10/-. However the market took a sharp turn towards the middle and latter stages of the sale where the market saw an increase in demand by Rs. 20/- to Rs. 30/- mainly due to special inquiry shown by the exporters. Low Grown CTCs declined Rs. 10/- to Rs. 20/- whilst the High & Medium CTCs increased by Rs. 10/- to Rs. 15/- and more at times based on improvement in product quality. Low Grown Dust/Dust1s remained firm to last.

Average buying rate for the following currencies quoted by commercial banks for TT's
 USD : 141.74 GBP : 205.00 EURO : 153.91

	BOP	BOPF
Good Westerns	460 - 520	450 - 540
Average Westerns	420 - 450	420 - 440
Plainer Westerns	385 - 410	390 - 410
Western Mediums	380 - 580	320 - 480
Uva Teas	330 - 425	310 - 450
Nuwara Eliya Teas	330 - 380	310 - 400
Udapussellawa Teas	340 - 445	370 - 440
CTC (BP1 and PF1)	330 - 440	320 - 490

	Select Best	Best	Below Best	Others
<u>LIQUORING</u>				
DUST-1	500.00-770.00	460.00-490.00	420.00-460.00	320.00-400.00
<u>OFF GRADES -</u>				
FGS1	380.00-460.00	330.00-350.00	300.00-320.00	290.00-300.00
FGS	310.00-360.00	280.00-290.00	250.00-260.00	230.00-240.00
<u>LOW GROWNS</u>				
FBOP	530.00-550.00	450.00-470.00	370.00-420.00	350.00-390.00
BOP1	530.00-615.00	510.00-520.00	480.00-500.00	360.00-460.00
BOP	500.00-540.00	430.00-460.00	360.00-420.00	330.00-360.00
BOP.SP	480.00-510.00	440.00-470.00	370.00-420.00	330.00-340.00
BOPF	460.00-500.00	400.00-430.00	340.00-380.00	320.00-340.00
FBOPF/FF.SP/EX SP.	1100.00-1800.00	600.00-720.00	430.00-500.00	340.00-390.00
FBOPF1	520.00-540.00	440.00-480.00	400.00-430.00	340.00-380.00
OP1	630.00-770.00	580.00-620.00	530.00-570.00	370.00-510.00
OP	470.00-560.00	445.00-455.00	420.00-440.00	290.00-380.00

OPA	440.00-520.00	400.00-430.00	360.00-390.00	270.00-350.00
PEKOE	520.00-600.00	470.00-510.00	400.00-460.00	320.00-390.00
PEKOE1	530.00-660.00	460.00-520.00	400.00-450.00	340.00-390.00
DUST/DUST1	390.00-440.00	310.00-370.00	250.00-300.00	180.00-240.00



WESTERN HIGH GROWN TEAS			
BOP		Brunswick	520.00
		Bogawantalawa	520.00
BOPSP		Bearwell	520.00
BOPF/BOPFSP		Bogawantalawa	540.00
FBOP/FBOP1		Diyagama East	640.00
PEKOE/PEKOE1		Dessford	520.00
OP1		Inverness	520.00
BOP1	*	Inverness	470.00
OP/OPA	*	Inverness	390.00
FF/FF1		Inverness	570.00

HIGH GROWN CTC TEAS			
PF1		Florence	470.00
BP1	*	Florence	370.00
		Mount Vernon CTC	370.00
OF		-	
BPS		Mount Vernon CTC	385.00

MEDIUM GROWN CTC TEAS			
PF1		Strathdon	460.00
BP1	*	Carolina	385.00
OF		-	
BPS		Carolina	380.00

LOW GROWN CTC TEAS			
PF1	*	Hingalgoda CTC	490.00

BP1	*	Suduwelipothahena CTC	400.00
OF	*	Hapugastenne CTC	370.00
BPS		Indigahahena	250.00

WESTERN MEDIUM TEAS			
BOP		Craighead	580.00
BOPSP		Doombagastalawa	510.00
BOPF/BOPFSP		Vellaioya	480.00
FBOP/FBOP1		Harangalla	620.00
		Craighead	620.00
PEKOE/PEKOE1		New Orayan	500.00
OP1		Cooroondoowatte	650.00
BOP1		Harangalla	620.00
OP/OPA		Cooroondoowatte	430.00
FF/FF1		Craighead	600.00

UVA HIGH GROWN TEAS			
BOP	*	Glenanore	470.00
BOPSP		Ampittiakande	385.00
BOPF/BOPFSP		Nayabedde	445.00
FBOP/FBOP1		Mount Uva	560.00
		Battawatte	560.00
		Oodoowerre	560.00
PEKOE/PEKOE1		Non Pareil	510.00
OP1	*	Spring Valley	385.00
		Non Pareil	385.00
BOP1		Templehurst	410.00
OP/OPA	*	Spring Valley	375.00
FBOPF/FBOPF1		Battawatte	550.00
		Oodoowere	550.00

UDA PUSSELLAWA TEAS			
BOP		Kirklees	445.00
BOPSP		Delmar	355.00
BOPF/BOPFSP		Kirklees	440.00
FBOP/FBOP1		Delmar	435.00
PEKOE/PEKOE1		Kirklees	470.00

OP1		-	
BOP1		-	
OP/OPA		Delmar	350.00
FBOPF/FBOPF1		Delmar	540.00

UVA MEDIUM TEAS			
BOP	*	Demodera 'S'	520.00
BOPSP		Hindagala	530.00
BOPF/BOPFSP	*	El Teb	450.00
FBOP/FBOP1		Dickwella	580.00
PEKOE/PEKOE1		Hillmark Uva	550.00
OP1		Maratenne	490.00
BOP1		Demodera 'S'	590.00
OP/OPA		Shawlands	540.00
FF/FF1	*	Halpewatte Uva	560.00
		Dickwella	560.00

NUWARA ELIYA TEAS			
BOP		Court Lodge	380.00
BOPF/BOPFSP		Court Lodge	400.00
FBOP/FBOP1	*	Lovers Leap	630.00
		Mahagastotte	630.00
PEKOE/PEKOE1	*	Lovers Leap	650.00
		Court Lodge	650.00
OP1		-	
OP/OPA		-	
FF/FF1		-	

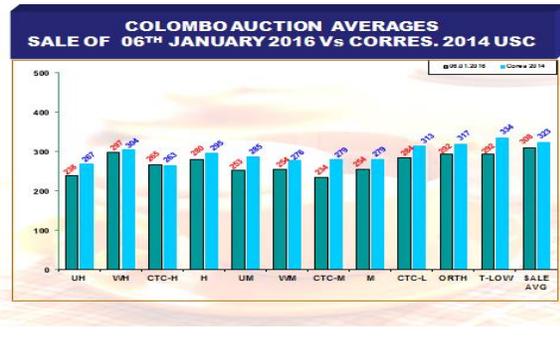
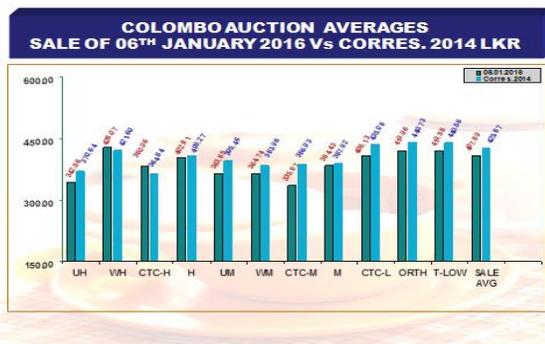
LOW GROWN TEAS

BOP	*	Kiruwana ganga	590.00
BOP.SP		Sithaka	590.00
BOPF	*	Wewel kandura	530.00
		H P P Tea	530.00
BOPFSP	*	Nawalakanda Super	540.00
	*	Halwitigala S.H.	530.00
	*	Broadlands S H	530.00
OP1		Karagoda	770.00
BOP1		Sithaka	615.00
	*	Hiniduma S.H.	590.00
OP		Lickra	560.00
OPA		Liyonta	520.00
PEKOE		New Vithanakande	600.00
PEKOE1		Andaradeniya Super	660.00
FBOP	*	Sithaka	650.00
FBOP1		Fortune	640.00
FBOPF1		Winwood Garden	740.00
FBOPF		Spring View	980.00

PREMIUM FLOWERY			
FBOPF SP		Sihara	1900.00
	*	Naptune	1800.00
FFEXSP			2900.00
FFEXSP1		New J S P	2600.00

OTHER			
DUST1	*		770.00
P.DUST	*	Suduwelipothahena CTC	530.00
FNGS/FNGS1			460.00
			460.00
PFNGS		Danduw	395.00
BM		Dombagastalawa	395.00
BOP1A		New Laksakanda	400.00
BP		Chandrika Estate	415.00

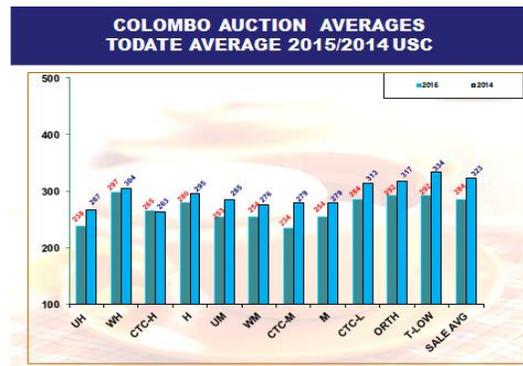
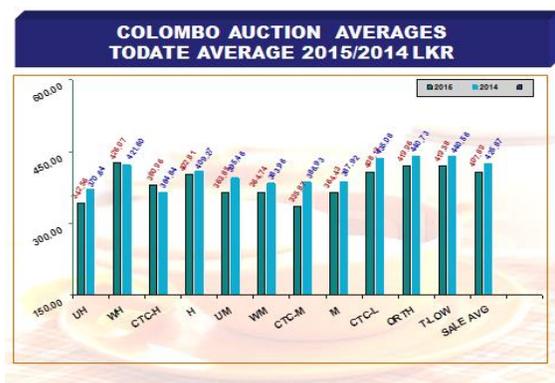
- ** MORE THAN ONE TOP PRICE OBTAINED FOR THE SIMILAR GRADE OF THE MARK
- * TEAS SOLD BY JOHN KEELLS PLC
- + ALL TIME RECORD PRICE
- ++ ALL TIME RECORD PRICE EQUALED



	Sale of 22/12/15 In LKR	Sale of 06/01/16 In LKR	Corres. 2014 In LKR
Uva High Grows	335.25	342.56	370.64
Western High Grows	413.85	426.07	421.60
CTC High Grows	349.48	380.96	364.84
Summary of High Grows	389.08	402.81	409.27
Uva Medium Grows	361.49	363.85	395.46
Western Medium Grows	360.55	364.74	383.96
CTC Medium Grows	327.51	335.87	386.93
Summary of Medium Grows	360.91	364.43	387.92

CTC Low Grows	400.04	408.13	435.08
Orthodox Low Grows	430.74	419.96	440.73
Summary of Low Grows	429.75	419.58	440.56
TOTAL SALE AVERAGE	410.62	407.89	425.87

	Sale of 22/12/15 In USC	Sale of 06/01/16 In USC	Corres. 2014 In USC
Uva High Grows	233	238	267
Western High Grows	288	297	304
CTC High Grows	243	265	263
Summary of High Grows	271	280	295
Uva Medium Grows	252	253	285
Western Medium Grows	251	254	276
CTC Medium Grows	228	234	279
Summary of Medium Grows	251	254	279
CTC Low Grows	278	284	313
Orthodox Low Grows	300	292	317
Summary of Low Grows	299	292	334
TOTAL SALE AVERAGE	310	308	323

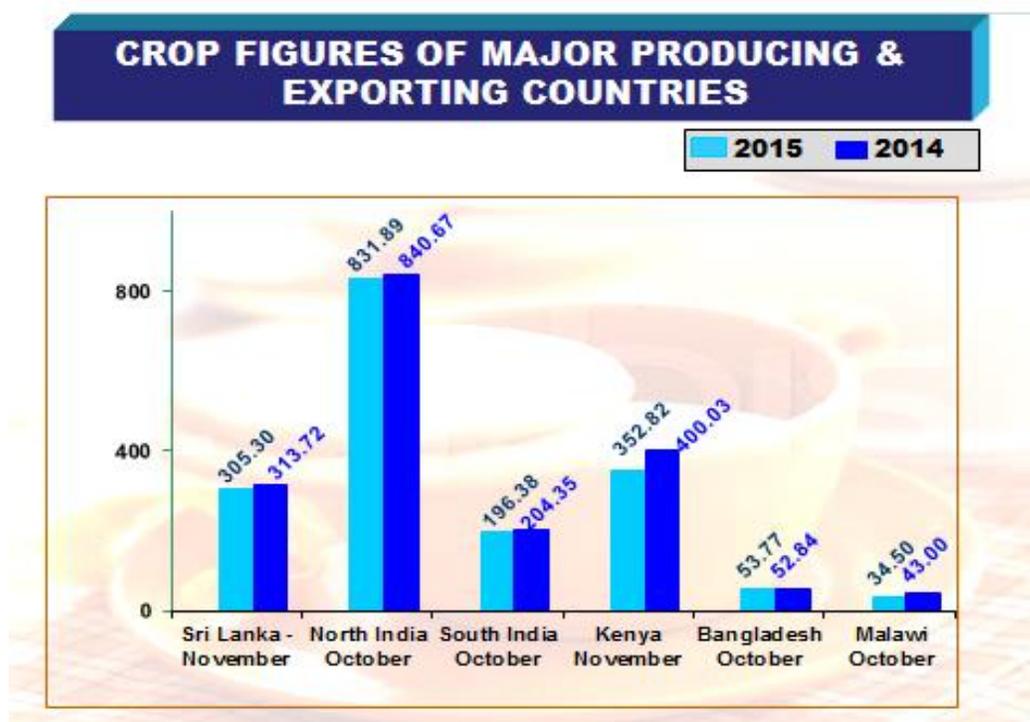


<i>From 01 January todate</i>	2015 In Rs.	2014 In Rs.	2015 In USC	2014 In USC
Uva High Grows	342.56	370.64	238	267
Western High Grows	426.07	421.60	297	304
CTC High Grows	380.96	364.84	265	263
Summary of High Grows	402.81	409.27	280	295
Uva Medium Grows	363.85	395.46	253	285
Western Medium Grows	364.74	383.96	254	276

CTC Medium Grows	335.87	386.93	234	279
Summary of Medium Grows	364.43	387.92	254	279
CTC Low Grows	408.13	435.08	284	313
Orthodox Low Grows	419.96	440.73	292	317
Summary of Low Grows	419.58	440.56	292	334
TOTAL SALE AVERAGE	407.89	425.87	284	323

MONTH - FROM 06TH JANUARY 2016

	2015 In Rs.
Uva High Grows	343.57
Western High Grows	427.32
Summary of High Grows	404.09
Uva Medium Grows	366.77
Western Medium Grows	372.21
Summary of Medium Grows	370.39
Summary of Low Grows	420.51
TOTAL SALE AVERAGE	409.31



CROP FIGURES OF MAJOR PRODUCING AND EXPORTING COUNTRIES (IN MILLON KG)

<u>Country</u>	<u>MONTH</u>	2015	2014	CUMULATIVE	2015	2014	CUMULATIVE + INC./-DEC.
Sri Lanka	November	25.20	29.97	Up to November	305.30	313.72	- 8.42
North India	October	139.59(E)	144.64	Up to October	831.89 (E)	840.67	- 8.78
South India	October	18.47(E)	25.43	Up to October	196.38 (E)	204.35	- 7.97
Kenya	November	40.38	38.61	Up to November	352.82	400.03	- 47.21
Bangladesh	October	9.50(E)	9.74	Up to October	53.77	52.84	+ .93
Malawi	October	0.9(E)	2.3	Up to October	34.5	43.00	- 8.5

WESTERN'S

Scattered showers were recorded mainly in the Dickoya and Bogawana areas whilst mixed weather of occasional sunshine and heavy showers were experienced in the rest of the western sector..

**NUWARA ELIYA'S**

Showers with gloomy and overcast weather conditions were experienced in the region.

**UVA'S**

Heavy showers with gloomy and overcast weather conditions were experienced in the region.

LOW GROWN'S

Bright mornings along with scattered afternoon and evening showers were reported in the Ratnapura and Deniyaya areas. Sunny and dry weather conditions were experienced in the Galle district.

**CROP**

Lower crop intakes were reported in all elevations.

ALL BROKERS PRIVATE SALE FIGURES FOR THE PERIOD OF 26TH DECEMBER 2015 TO 09TH JANUARY 2016

	WEEKLY	TO-DATE
P/SALES	60,162.00	60,162.00
BMF	292,359.00	292,359.00
DIRECT SALES	40,370.00	40,370.00



CHITTAGONG MARKET
SALE NO. 35 - SALE OF 12TH JANUARY 2016

CTC LEAF: 28,539 packages and 1 package of Old Season Tea on offer met with a less demand and were irregularly easier.

BROKENS: A few clean Brokens were well supported but at slightly easier rates and prices for these ranged between Tk.195/- and Tk.198/-. Medium types were easier whilst plain and poor end of season types were difficult of sale with fair withdrawals.

FANNINGS: A few good Fannings on offer met with quite a strong demand and were generally firm to dearer. These sold between Tk.195/- and Tk.199/-. Other varieties were easier particularly the plainer types which suffered fair withdrawals.

CTC DUST: 4,680 packages of teas on offer continued to meet with a strong demand. All good liquoring varieties were a dearer market following competition. Others also sold well at around last levels with the plainest varieties easing slightly with some withdrawals. Blenders lent strong support with a little more interest from the Loose tea buyers.

COMMENTS: There was good demand for cleaner teas on offer which held their values but Medium and plain varieties particularly in the Broken categories witnessed much less demand and mostly recorded a decline in price. There was also fairly heavy withdrawals in this category. Blenders lent good support whilst there was slightly more interest from the Loose tea buyers.

Good liquoring Dusts were a strong feature of the sale.

Our catalogue (**This week**) Avg: Tk 193.38 sold 77.2% & (Last Week) Avg. Tk 193.87 sold 75.3%

Brokens	This Week	Last Week	Quotations – This Week – (In Taka)			Dust	This week	Last Week
			Fannings	This week	Last Week			
Large	180-190	185-188	Best	200-205	198-203	PD	206-207	180-211
Medium	184-190	186-192	Good	195-199	194-197	RD	145-200	185-213
Small	188-194	190-197	Medium	182-187	185-190	D	160-228	185-213
Plain	135-145	140-155	Plain	130-140	140-155	CD	150-226	185-222

EXCHANGE RATES 12 JANUARY, 2015 STERLING POUND: TK 111.6379 DOLLAR : TK.77.7182

SOURCE : NATIONAL BROKERS LTD

GUWAHATI MARKET
SALE NO.01 - SALE OF 05TH JANUARY 2016

1. **MARKET REPORT IN BRIEF:**

- A. **DEMAND:** GOOD FOR QUALITY ALONG WITH THE DUST GRADES. REMAINDER MET WITH FAIR DEMAND.
- B. **MARKET:** CLEANER, BLACKER AND GOOD LIQUORING VARIETIES WERE FIRM TO OCCASIONALLY DEARER. OTHERS WERE IRREGULAR AROUND LAST FOLLOWING QUALITY. DUST GRADES CONTINUED TO SELL READILY.

2. **TOTAL AUCTION WEIGHTED AVERAGE.(IN RS.)**

CATEGORY	2015/2016			2014/2015			UPTO - SALE 01		
	SALE 01	SALE 52	+/-	SALE 01	SALE 52	+/-	2015	2014	2013
LEAF	127.95	124.00	+3.95	112.35	119.22	-6.87	141.49	141.48	131.27
DUST	132.38	129.63	+2.75	117.05	118.71	-1.66	150.28	148.30	139.13
TOTAL	129.26	126.01	+3.25	113.61	119.08	-5.47	144.23	143.60	133.97

KOLKATA ORTHODOX/CTC MARKET
SALE NO. 01 - SALE OF 08TH / 09TH JANUARY 2016

SOURCE : PARCON INDIA PVT LTD.

1. **MARKET DESCRIPTION**

- ORTHODOX:
- GOOD DEMAND.
 - WELL MADE WHOLE LEAF & CLEAN BROKENS RULED FIRM & OCCASIONALLY DEARER. THE REMAINDER WERE IRREGULAR & LOWER FOLLOWING QUALITY. FANNINGS WERE A WEAK FEATURE OF THE SALE.

	WHOLE LEAF	BROKENS		FANNINGS
		LARGER	SMALLER	
BEST	250 – 270(+)	260(+) (N)	(N)	170 – 180(N)
GOOD	230 - 240	230 - 250	220 – 230(+)	140 - 160
MEDIUM	200 - 220	210 - 220	200 - 210	120 - 130

*N - Nominal

1. **MARKET DESCRIPTION**

- GOOD DEMAND.
- SELECT BEST ASSAMS WERE AROUND LAST. REMAINDER IRREGULAR IN LINE WITH QUALITY.

2. **TOTAL AUCTION WEIGHTED AVERAGE (IN RS)**

	2015/2016			2014/2015			UPTO SALE 01		
	SALE 01	SALE 52	+/-	SALE 01	SALE 52	+/-	2015-16	2014-15	2013-14
CTC	146.91	147.71	-0.80	144.45	147.45	-3.00	157.00	159.84	147.36
DUST	141.93	146.22	-4.29	146.82	151.17	-4.35	162.91	166.35	151.90
TOTAL	145.43	147.25	-1.82	145.07	148.47	-3.40	158.82	161.86	148.80

SOURCE : PARCON INDIA PVT LTD.

SILIGURI MARKET SALE NO. 01 - SALE OF 09TH JANUARY 2016

1. MARKET DESCRIPTION

- GOOD GENERAL DEMAND WITH STRONG ENQUIRY FROM HUL.
- LEVELS FOR BEST/GOOD SORTS WERE STEADY INITIALLY BUT TAPERED WITH THE PROGRESS OF SALE. THE MEDIUM AND COMMON VARIETIES HOWEVER REMAINED FIRM ALL THROUGH AND WITNESSED BULK MOVEMENT. FANNINGS CONTINUED WITH ITS GOOD RUN.

2. TOTAL AUCTION AVERAGE (`)

	2015/2016			2014/2015			UPTO SALE 01		
	SALE 01	SALE 52	+/-	SALE 01	SALE 52	+/-	2015/16	2014/15	2013/14
LEAF	124.52	125.23	-0.71	123.45	122.28	+1.17	125.20	130.52	123.53
DUST	121.82	120.89	+0.93	115.60	115.29	+0.31	119.15	125.01	119.82
TOTAL	124.23	124.79	-0.56	122.50	121.53	+0.97	124.45	129.81	123.04

SOURCE : PARCON INDIA PVT LTD.

SRI LANKA TEA SALE AVERAGES

	DECEMBER		JANUARY - DECEMBER	
	SLR		SLR	
	2015	2014	2015	2014
UVA HIGH	353.60	384.24	347.42	395.54
WESTERN HIGH	433.22	434.49	404.81	430.21
CTC HIGH	373.46	371.83	341.75	387.81
TOTAL HIGH GROWN	409.17	421.31	388.38	420.36
UVA MEDIUM	374.06	400.55	359.53	419.56
WESTERN MEDIUM	370.40	397.93	364.17	404.76
CTC MEDIUM	334.38	399.84	352.48	403.89
	371.70	398.85	362.57	410.06

TOTAL MEDIUM GROWN				
LOW GROWN ORTHODOX	430.44	460.88	416.44	488.24
CTC LOW GROWN	395.45	463.53	412.62	482.46
TOTAL LOW GROWN	429.20	460.96	416.32	488.09
TOTAL NATIONAL AVERAGE	416.32	443.04	402.14	461.86



AUCTION NO.	04		03		02	
	26 th /27 th January 2016		19 th /20 th January 2016		11 th /12 th January 2016	
Dates	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs
Ex Estate	891	1,052,269 kg	1,043	1,262,031 kg	827	945,549 kg
Main Sale Total	11,079	5,992,168 kg	11,391	6,172,546 kg	9,669	5,025,371 kg
High & Medium	1,154	557,229 kg	1,174	589,631 kg	1,022	516,010 kg
Low Growns						
Leafy	4,143	2,014,699 kg	4,317	2,116,730 kg	3,720	1,741,633 kg
Tippy	2,272	1,328,280 kg	2,498	1,468,043 kg	1,997	1,118,351 kg
Premium/Flowery	606	128,700 kg	611	137,645 kg	555	112,127 kg
Off Grades	2,207	1,251,648 kg	2,151	1,201,072 kg	1,841	998,205 kg
Dust	697	711,612 kg	640	659,425 kg	534	539,045 kg
Grand Total	11,970	7,044,437 kg	12,434	7,434,577 kg	10,496	5,970,920 kg
Reprints	421	246,659 kg	824	467,978 kg	426	259,077 kg
Scheduled to Close (Ex)		07.01.16		30.12.15		17.12.15
Dates (Ms)		08.01.16		31.12.15		18.12.15

Scheduled Closing Dates

Auction No. 03 : 19th/20th January 2016
 Ex Estate : 30.12.2015
 Main Sale : 31.12.2015

Auction No. 05 : 01st/02nd February 2016
 Ex Estate : 14.01.2016
 Main Sale : 14.01.2016

Auction No. 04 : 26th/27th January 2016
 Ex Estate : 07.01.2016
 Main Sale : 08.01.2016

Auction No. 06 : 09th/10th February 2016
 Ex Estate : 21.01.2016
 Main Sale : 22.01.2016

ORDER OF SALE (SALE NO: 03 - 19TH/20TH JANUARY 2016)

MAIN SALE ORDER-1

MAIN SALE ORDER-2 (H&M/OFF/DUST)

Forbes & Walker Limited
 Bartleet Produce Marketing
 Eastern Brokers Limited
 Ceylon Tea Brokers PLC
JOHN KEELLS PLC
 Asia Siyaka Commodities (Pvt) Limited
 Lanka Commodity Brokers Limited
 Mercantile Produce Brokers (Pvt) Limited

Forbes & Walker Limited
 Mercantile Produce Brokers (Pvt) Limited
 Lanka Commodity Brokers Limited
 Asia Siyaka Commodities (Pvt) Limited
 Bartleet Produce Marketing
 Ceylon Tea Brokers PLC
JOHN KEELLS PLC
 Eastern Brokers Limited

EX- ESTATE

Mercantile Produce Brokers (Pvt) Limited
JOHN KEELLS PLC
 Asia Siyaka Commodities (Pvt) Limited
 Forbes & Walker Limited
 Eastern Brokers Limited
 Bartleet Produce Marketing
 Lanka Commodity Brokers Limited
 Ceylon Tea Brokers PLC

SELLING TIMES OF OUR CATALOGUE

Ex-Estate	08.19 am	Off Grades	05.42 pm
High & Medium	02.05 pm	BOP1A	04.03 pm
Leafy	03.49 pm	Dust	03.55 pm
Low Tippy/Premium	03.06 pm		
PROMPT DATES :	Buyers - 26.01.2016	Sellers - 27.01.2016	[KD : Ehm]

CIRCULAR NO: 01 OF, 2016

TO : ALL PRODUCERS

Cause for concern: Claims

With the increasing competitiveness within the global tea industry and the prevailing market condition, it is of utmost importance for all necessary measures to be adopted to ensure the high quality of tea and smooth running of all operations. As a firm aiming to bring about continuous improvement in our operations we have identified a year on year increase in the number of “ claims ” received, to be an important area of concern.

Claims are usually lodged by buyers due to quality (bag to bag or sample to bag) and quantity variances. Once a claim is lodged, if required samples are extracted from the consignment reviewed with the original sample and if a variance is identified the tea will be retrieved and the buyer will be settled for the appropriate amount. Settlement of a claim is a time consuming process and can be disadvantageous for a buyer serving a foreign market/clients. Despite the time taken to settle the claim, buyers may have to wait for the following week’s sale to replace the tea, as private sales are becoming less frequent.

In an industry operating largely on trust, frequent occurrence of such situations are likely to tarnish the trust between buyers and the garden marks causing certain marks to be delisted off the buyer's purchase list.

In the future the CTTA has also expressed their plan to intervene in the case of frequent claims and reserve the right to restrict the particular marks from selling at the weekly auctions.

In order to prevent the occurrence of such situations, we would like to therefore direct your attention to ensuring that bags are appropriately packed and transported, bag to bag variances don't occur and teas are cleaned, neat and true to type.

JOHN KEELLS PLC

SRI LANKA TEA SALE AVERAGES

	DECEMBER				JANUARY - DECEMBER			
	2015	2014	Variation	% Variation	2015	2014	Variation	% Variation
UVA HIGH	353.60	384.24	-30.64	-7.97%	347.42	395.54	-48.12	-12.19%
WESTERN HIGH	433.22	434.49	-1.27	-0.29%	404.81	430.21	-25.40	-5.90%
CTC HIGH	373.46	371.83	1.63	0.44%	341.75	387.81	-46.06	-11.88%
TOTAL HIGH GROWN	409.17	421.31	-12.14	-2.88%	388.38	420.36	-31.98	-7.61%
UVA MEDIUM	374.06	400.55	-26.49	-6.61%	359.53	419.56	-60.03	-14.31%
WESTERN MEDIUM	370.40	397.93	-27.53	-6.92%	364.17	404.76	-40.59	-10.03%
CTC MEDIUM	334.38	399.84	-65.46	-16.37%	352.48	403.89	-51.41	-12.71%
TOTAL MEDIUM GROWN	371.70	398.85	-27.15	-6.81%	362.57	410.06	-47.49	-11.58%
LOW GROWN ORTHODOX	430.44	460.88	-30.44	-6.60%	416.44	488.24	-71.80	-14.71%
CTC LOW GROWN	395.45	463.53	-68.08	-14.69%	412.62	482.46	-69.84	-14.48%

TOTAL LOW GROWN	429.20	460.96	-31.76	-6.89%	416.32	488.09	-71.77	-1
TOTAL NATIONAL AVG	416.32	443.04	-26.72	-6.03%	402.14	461.86	-59.72	-1