

THE COCHIN DISPATCH

Dust Sale No. 3 – 15 January 2014



Dwindling crop intake has begun to translate into lower offerings in the Cochin Tea Auction.

In the second Cochin dust sale of the year, 81% of offerings were sold at an average price of \$1.86 (+5¢, 2.76%).

The sale was held on Wednesday due to a holiday on Tuesday that marked the occasion of Pongal, the traditional end of the harvest season.

	Sale No. 2 7 Jan 2014 (previous week)	Sale No. 3 15 Jan 2014 (current week)	Sale No. 4 21 Jan 2014 (next week)
Total Qty. Offered	1,100,124 kgs	1,239,340 kgs	1,220,766 kgs
Total Qty. Sold	944,891 kgs (86%)	1,008,761 kgs (81%)	—
Total Qty. Unsold	155,233 kgs (14%)	230,579 kgs (19%)	—
Average Price	USD 1.81	USD 1.85	—

Key Observations

1. Good liquoring and popular marks sold at fully firm to dear (+3–8¢), occasionally even more as competition for quality intensified. Medium varieties (+3–16¢), as long as they were black and clean, saw a rally on the back of bullish export and upcountry demand, with prices dearer by up to 17¢. Plainer teas mimicked these trends.
2. Markets continue to be indifferent to lower quality. Browner and fibrous teas suffered withdrawals.
3. Domestic demand is sustained and heavy on liquoring varieties and popular marks. (Active: AVT, KSCS, regional blenders; Selective: Tata Global Beverages, Unilever.) Exporters and upcountry buyers chase clean, black teas, particularly the bolder grades. Out lots are quoting +6–8¢ the auction price in the private placement market.



+17¢

*highest week-on-week
 change in prices of clean,
 black Medium CTCs*

Forecast

As the quantity offering for the sale drops continuously due to low crop intake because of cold and dry weather, the market will continue to see good demand from all sections. Favorable global sentiment will further aid the already robust export enquiry, resulting in a better-than-expected seasonal rally.

Sale History

Week-on-week and year-on-year comparative low/high prices in USD in the entire Cochin dust market.

Best CTC Dusts

	Sale No. 3 2014	Sale No. 2 2014	Sale No. 3 2013	Sale No. 3 2012
PD	1.70/1.91	1.58/1.88	1.81/1.96	1.39/1.81
RD	1.79/2.43	1.77/2.36	1.87/1.98	1.60/2.00
SRD	1.99/2.53	1.95/2.44	1.90/2.03	1.68/2.00
SFD	2.15/2.63	2.14/2.91	1.90/2.09	1.75/2.29

Good CTC Dusts

	Sale No. 3 2014	Sale No. 2 2014	Sale No. 3 2013	Sale No. 3 2012
PD	1.55/1.71	1.54/1.71	1.77/1.87	1.30/1.41
RD	1.57/1.83	1.56/1.79	1.77/1.88	1.30/1.53
SRD	1.71/1.97	1.66/1.95	1.77/1.92	1.33/1.53
SFD	1.89/2.20	1.79/2.15	1.81/1.88	1.39/1.72

Medium CTC Dusts

	Sale No. 3 2014	Sale No. 2 2014	Sale No. 3 2013	Sale No. 3 2012
PD	1.42/1.53	1.30/1.46	1.66/1.77	1.26/1.35
RD	1.37/1.58	1.32/1.51	1.70/1.83	1.24/1.37
SRD	1.45/1.79	1.38/1.66	1.72/1.87	1.24/1.33
SFD	1.55/1.89	1.48/1.87	1.72/1.88	1.28/1.39

Plain CTC Dusts

	Sale No. 3 2014	Sale No. 2 2014	Sale No. 3 2013	Sale No. 3 2012
PD	1.26/1.44	1.24/1.35	1.61/1.68	1.30/1.41
RD	1.22/1.39	1.16/1.27	1.59/1.77	1.30/1.53
SRD	1.24/1.40	1.16/1.30	1.61/1.72	1.33/1.53
SFD	1.29/1.39	1.21/1.38	1.61/1.70	1.39/1.72

Export Catalog

Our prices are fully pegged to the performance of our grades—Chinnar, Periyar, and Haileyburia—at the most recent auction (Dust Sale No. 3, 15 Jan 2014). Prices per kilogram (ex. Kochi) are good till the next auction sale.

Black Tea

Grade	Sack Weight	Mark	Price	Change
Pfl/Fngs/D2 (Mixed)	55 kg	Brooklyn	\$1.65	+3¢
Pekoe Dust (PD)	55 kg	Periyar/Haileyburia	\$1.54	+6¢
		Chinnar	\$1.83	+4¢
Red Dust (RD)	57.5 kg	Periyar/Haileyburia	\$1.60	+15¢
		Chinnar	\$1.84	+3¢
BOPF-CTC	52 kg	Periyar	\$1.60	+5¢
		Chinnar	\$2.00	+3¢
Super Red Dust (SRD)	61 kg	Periyar	\$1.64	+11¢
		Chinnar	\$2.00	+3¢
Super Fine Dust (SFD)	63 kg	Periyar/Haileyburia	\$1.77	+9¢
		Chinnar	\$2.58	+5¢

Green Tea

Grade	Sack Weight	Mark	Price
BOPD	55 kg	Haileyburia	\$1.15
BP	52 kg	Haileyburia	\$1.25

We are pleased to tailor shipping, packaging, and payment terms to meet your needs. If you require a specific taste/grade profile not listed above, let us know.