


CONTEMPORARY

# TEA TIME

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# CONTENTS



<b>Tea Time Quiz</b> <i>By Errol O'Brien</i>	04
<b>Publisher's Note</b>	05
<b>South India Column</b> <i>By P. S. Sundar</i>	08
<b>Marketing</b> <i>Chai Chun Tea Boutique By Rajeev Baid</i>	11
<b>Industry Speak</b> <i>Interviews</i>	14
<b>Trade</b> <i>By Samar Sivastava</i>	16
<b>Personality</b> <i>Susmita Das Gupta</i>	21
<b>Sustainability</b> <i>By Harkirat Sidhu</i>	22
<b>25 Happening</b>	
<b>Statistic</b> <i>By Soumen Bagchi</i>	202
<b>Obituary</b>	250
<b>Industry</b> <i>By Tapan Das</i>	47
<b>Nostalgia</b> <i>Indian Chai Stories</i>	44
<b>Trade</b> <i>An Auctioneer Opine</i>	43
<b>International</b> <i>Russia Tea &amp; Coffee Consumption By Sachin Verma</i>	41
<b>Humidi Tea Perfection at Sabuj Agro</b>	40
<b>History</b>	30
<b>International</b> <i>Tidings from Bangladesh By Monjur Hossain</i>	26

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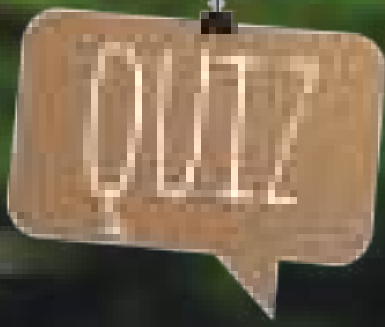
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## TEA TIME



Errol O'Brien



1. What is the term used for a new housing scheme for Tea garden workers in the Government of West Bengal launched by the Honourable Chief Minister, Mamata Banerjee?
2. What is a Jorum in the Assamese Language?
3. Sencha, Matcha and Gyokuro are what types of tea?
4. What is the term given to a Chamomile not made from Camellia Sinensis?
5. A deck is normally on a ship but where is a tea lounge called Margaret's Deck to be found?
6. Which garden literally means "Home of Holy Saints" established by British Planters in the mid 19th century and was known as Tsaring Bagan because of the local population of the Tsaring tribe?
7. A Tea Taster describes teas from which area as "Fair colour, sweet?"
8. Which State in India has the largest per capita consumption of tea and is also the largest consumer?
9. Which tea growing area in India was devastated by an earthquake in the 20th century?
10. Who is credited for setting up the world's first tea factory in 1859 at Makaibari Tea Estate?

## ANSWERS

- 1) Cha Sundari
- 2) A large bowl of tea
- 3) Green tea
- 4) Herbal Tea made from herbs and flowers
- 5) Kurseong opened up by Goodrickes
- 6) Rishiehat
- 7) Cachar
- 8) Maharashtra
- 9) Kangra valley
- 10) Girish Chandra





This year we have seen a few quirks in the markets' demand and supply equation.

It appears that the recent abundance in the availability of tea, September through November, has shifted the stock points up the value chain to the Producers end. The high prices paid early this year, the inventory cost and the capital cost incurred by the buyers must be one set of reason for this shift. The second reason could be that the pipeline, which always carried stocks. As we went into the lock down, estimated a large internal wholesale buyer, there was at-least 150m kilograms in stocks. This he says has softened the blow of the shortage in production. His estimates are that since packet tea accounts for 550 mkg and loose another 500 million, it would be fair to estimate that the stock holding by the wholesalers-including teas in transit and blocked in the sale cycle would be 20% or 100mkg, while the blenders would certainly carry 1 months stocks, which would be approx. 47-50 million. This 150 m kg has probably cushioned the 160 mkg. shortfall experienced to date.

With a belief in the 'just in time' model of inventory one of the largest blenders' need for teas in the earlier part of the year we certainly witnessed a push up of prices.

The stock point can only shift if the market stabilizes at these enhanced rates and buyers once again have the confidence to stock up.

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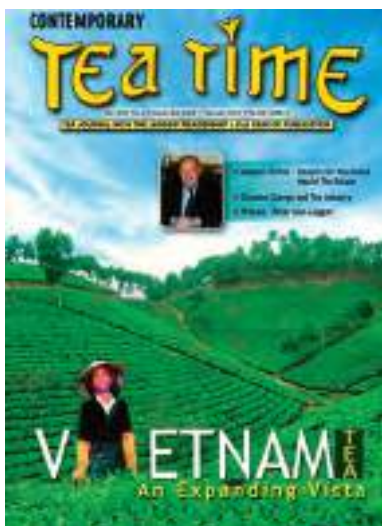


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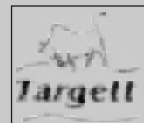
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# USING LOCKDOWN FOR IMPLEMENTING NOVEL IDEAS



By P S Sundar

**U**tilising the lockdown period constructively, novel ideas have cropped up which will leave lasting impressions on lifestyle.

In Coonoor, for instance, you can now enjoy ‘blue or purple tea’ at the newly established Alpha Cafee in Bedford near UPASI headquarters.

“At this Speciality tea drinking outlet, we provide a unique experience to the tea experimenters and connoisseurs to taste some of the rarest varieties of The Nilgiri teas”, Dilip Jerald, proprietor of Alpha Cafee, told me.

Marking the inauguration, ENR Vejayashekara, Tea production Executive of speciality tea major Avataa



*Avataa Beverages Speciality Tea Production Executive ENR Vejayashekara (right) demonstrating the preparation of Blue Tea at the inauguration of Alpha Cafee in Coonoor.*

Beverages, prepared on-the-spot the innovative drinks ‘Blue Tea’ and ‘Purple Tea’.

“Blue Tea has a mix of imported blue tea flowers,

camomile, rose petal and blue corn flower with virgin green tea resulting in a domination of blue colour and enhancement of an adventurous tea drink”, Vejayashekara explained.

“This becomes purple tea when we add fresh lime to it”, he demonstrated.

“The varieties of teas we serve at this outlet include virgin green, long ding, Twirl green, White Tea, Oolong, masala chai, badam chai, saffron chai, silver needle, Gujarati Kawa, Kashmiri Kawa, mint tea and rose petal tea – all top quality Avataa speciality products”, Dilip Jerald disclosed.

“We serve liquid tea at the outlet, demonstrate the making of good cup for the different speciality teas and also offer packets to the discerning connoisseurs and we notice a special interest among the youngsters for this novelty”, he noted.

Accomplished youngsters have taken up other novelties as well. The Billiards and Snooker topper 19 year old Mariam Agnish, student of Providence College for Women in Coonoor, who practises at Coonoor Club where tea planters assemble, could not continue with her cue game because of lockdown.

“Just before the lockdown, I had qualified for the National Selection Camp for Snooker for eventual selection to represent India in International contests but with lockdown, even Coonoor Club was closed. To some



*Tea mixed with other drinks to create tea-inspired cocktail and mocktail at Savoy Hotel in Ooty.*



and its excellence in innovation continues – now, you can enjoy the unique experience of ‘Tea Mixology’ here.

“This is an art of respectfully mixing tea with select ingredients to produce tea-inspired cocktail and mocktail”, Savoy General Manager Ritesh Choudhary told me.

“Our Mixologist chooses those teas manufactured from tender buds handpicked leaves holding

unique taste, flavour, strength, colour, aroma and texture. This infinite variety is at the heart of indulgence in tea and is craft”, he disclosed.

“In the post-Corona world where researchers are talking about tea helping to increase immunity, this innovation is catching up the attention of guests”, he noted.

“We have developed this concept jointly with Glendale Tea Estate in Coonoor by mixing tea with those drinks in acceptable proportion to produce pleasurable derivative with unique teas from The Nilgiris”, said Savoy F & B Manager Omprakash who created the experience.

extent, I practised privately in the bungalows of tea planters but that also got affected”, said Mariam who has won ranks in National Girls’ Junior Championship in Billiards and Snooker.

“In the past, for the concerned age-group, I had represented India in three international editions of World Snooker championship – twice in Russia and once in Belgium”, recalled Mariam who is now contesting in Ladies category as well.

“So, to use the time productively, from billiards I have ventured into baking! Now, I am able to bake cake, eggless included, and serve it with quality tea!”, quipped Mariam.

“I also make vegetarian corn spinach baked dish, chocolates, Chinese style chilli paneer, Sahi Tukda, Caramel custard and a variety of biscuits and pudding!”, listed Mariam, the first woman cue player from The Nilgiris to represent India in an official international contest all these years.

Another uniqueness has happened – After being under lockdown for about six months, Savoy IHCL SeleQtions Hotel in Ooty (the then Taj Hotel brand) has opened with new normal safety measures against Covid-19



*Billiards and Snooker Medalist and international player Mariam Agnish preparing baked dish to serve with tea in Coonoor.*



*Dilip Jerald of Alpha Cafee, Coonoor, showing the Blue and Purple tea at his newly opened speciality tea restaurant in Coonoor.*



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MARKETING



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## Rajeev Baid

FOUNDER & CMD

*A tea connoisseur himself, Rajeev is constantly looking for ways to bring about innovation in tea, striving to serve the Indian palate the best in each sip.*

In India, a huge chunk of people kick – start their day with a sip of tea and can't imagine their morning without it. Apart from being regarded as a source of living & refreshing drink and household tradition, this hot drink is considered as an excuse for discussions and a part of gossip culture & political campaigns. The beverage that originated from China and become a vital part of India's life is now inseparable from the socio-cultural and socio-economy of our country. Many new-age entrepreneurs acknowledge this and have taken a lead in giving the traditional tea a bold and contemporary makeover; Rajeev Baid (FOUNDER & CMD) is one among them.

Started his professional journey from working at railway station and tea factory, Rajeev today owns Chai Chun – India's first segmented tea boutique along with five tea factories (producing 13 million Kg tea/year) and established himself as an iconic





almost all types of tea under one umbrella, where all our teas are available in at least 10 sub variants. Our most popular teas are Darjeeling, Green and CTC,” professes Rajeev.

Since tea as a whole holds high shelf life, in-house connoisseurs never stop experimenting and developing flavours that amaze

visionary in the tea industry. Under his guidance, the company has evolved as an integral part of the Indian tea industry and began to achieve newer prospects like supplying tea to top companies and renowned cafes and white labels to start-ups, websites and cafes. In the period of just 15 years, Rajeev has revolutionized the whole tea trade by strengthening the connection between the people who grow tea and people who drink the final blend, while bridging the journey of quality tea leaves from farm to refreshing cup of tea.

### **FURNISHING FRESHNESS**

Presenting a unique range of products with over 167+ varieties of tea, Chai Chun offers all popular brands of tea and tea variants under one roof pricing from Rs.300/kg to Rs.45,000/kg, enabling customers to select tea according to their taste & budget. Right from green, floral, health, herbal, masala, classic, Oolong, white and black tea to CTC, premium, assorted, flavoured, orthodox, single estate and tisane tea, this Siliguri-based firm ensures distinct quality with every sip stirring unique tongue rousing experiences Today, Chai Chun stands as one-stop-shop for tea lovers that endeavour to serve the right beverages to right age people with an elite quality. “Today, major brands have limited varieties of tea but we offer

taste buds. Unlike other players, sourcing products from producers and blending them with different gardens in a span of six months, Chai Chun outshines the spectrum with procuring tea directly from the garden, storing them in its temperature controlled warehouse, packing & labelling them (vacuum seal) according to consumer requirements and delivering them within 5 days. Further enhancing consumer experience, Chai Chun maintains internal SOP indicating the maximum tea sold and which tea need to be purchased at what time interval. Thanks to its vacuum seal packing and big logistic partnership that help the company to furnish a fresh cup of tea to its consumers at shorter time frame.

### **QUALITY TEA BOUTIQUE**

On the other hand, this quality –driven firm not just deploys plant to segregate the foreign particles from tea, but also keeps testing tea samples on regular interval.

At Chai Chun, all tea types are thoroughly tested by experts for quality and market competency before finding its way to a tea cup.

Certified by Trustea and Tea board, the brand follows all FSSAI regulations and utilizes right



ingredients, hygiene & safety measures and lab approvals for safe and quality-oriented tea production. “We take complete guarantee of our products till they reach to consumer and since inception, we haven’t received a single complaint about our product,” adds Rajeev. These distinct features enable Chai Chun to win awards like CII Innovation Award, Franchise Best Performance Award and others. Innovation by nature, Chai Chun is looking forward to introduce various medicated teas, keeping in mind the increasing health awareness among populace. Having 15+ stores PAN India with franchise model, the company is aiming to open 100+ stores across India, mainly at airports and malls where customer footfall is maximum. “ We have recently opened our store at city airport and soon going to launch in Raipur airport,” concludes Rajeev.



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# INDUSTRY SPEAK



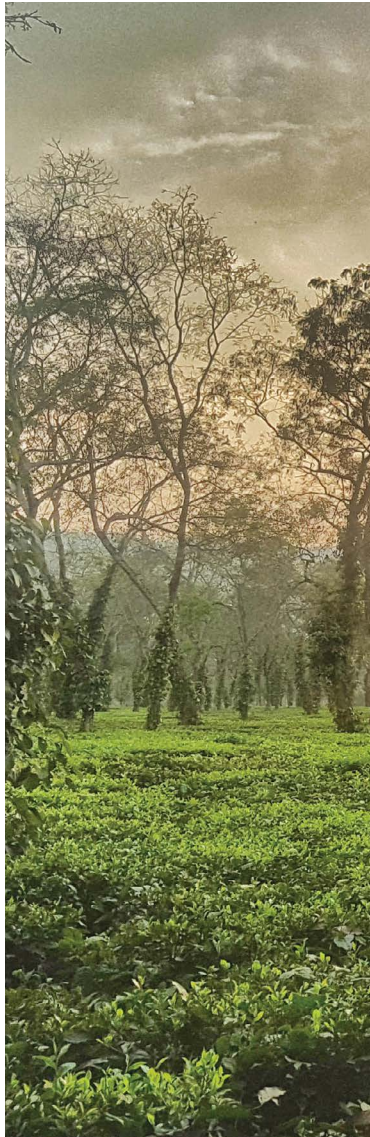
MR ATUL RASTOGI  
Head Operations, Luxmi Tea

## 1

How has the year been for you in terms of Crop and Revenue? Have the prices compensated you for the loss in crop?

2020 had been a very challenging year during which we were compelled to deal with the impact of the Covid-19 Pandemic. Our biggest challenge was to ensure the safety of workforce which was given top priority above all else. Thus far, our team has been safe and secure and have remained relatively untouched by the pandemic. Logistics was another immense challenge which was not limited to the transportation of tea but also to packaging material and essential agricultural inputs which needed to be delivered to the estates repeatedly and frequently.

A majority of our operations are conducted in Assam and the Govt of Assam and other state government bodies were very supportive and were proactive in overcoming the problems



which had affected the tea industry.

The lockdown had an adverse impact resulting in a loss of production of tea of up to 13%. By the determination and commitment of the management at our estates, we are able to limit this loss to 10% by end of the year. Cost of Production increased by 15% due to lower crop production, particularly in upper Assam due to heavy rainfall and low temperatures in the peak

season. As far as prices were concerned, the market has been 50-55% more buoyant so far. In conclusion, market dynamics are expected to be firmer till the end of the season.

## 2

Looking ahead, how do you see the market pan out next season?

For 2021 there will be a shortage of tea in the pipeline which will keep the market firmer till the second flush period. Post July or second flush period the markets will completely depend on how the production has been till then. By the end of 2021 the market will certainly show an improvement in comparison to 2019 by 15-20% but will show correction in comparison to 2020.

## 3

Can you foresee changing trends or what is likely to change in the coming years in the markets?

The transition will not be too fast but certainly e-commerce will become a platform for growth. Value addition at the seller level will see new vibrancy. The bought leaf will change for the better, quality will be the main driver.





the last two years in improving our gardens and our brand, and that shows as we were one of the first companies to start selling teas after the lock down, on only on a well laid out whatsapp picture!

I think this year, and which will continue next year as well, is the good demand for better quality tea. And we at Assam Company are focused on producing the best quality tea, profitably.

## 2

Your views how the market will behave in 2021 any change in the buying pattern for the major blenders & exporters?

This year has provided the price correction that was much needed to keep this

industry profitable, and I believe prices will remain strong next season, especially for good quality teas. The carry forward stock of buyers in the initial part of the season will be lower and hence overall demand will be better.

## 3

What can be the expected crop for 2021 will there be any growth in percentage compared to this year ?

I believe most definitely. This year with the disruption of COVID, four waves of unprecedented flooding and the effect that the Baghjan fire had on us, we expect crop to be much better next season.



**MR PRITHAM MELANTHA**

President, Assam Co

## 1

Your views about this year market 2020 & for the next year 2021?

This year was a great analogy for the famous line - "Man Plans and God Laughs". However, the year has been a great learning for us at Assam Company. The changing market conditions challenged us to dig deep and innovate; and the passion to make good teas only increased in these tough times and we have come out stronger for it. We have been working hard



Interviewer  
*Basudeb Chatterjee*



# Newly rechristened Tata Consumer Products goes beyond beverages

*Even with solid tea, coffee and water brands, the company had seen uninspiring returns. Now, the re-invented TCP is writing a new script*

By Samar Srivastava



Sunil D'Souza, MD & CEO of TCP, is rejigging internal structures and distribution methods

Why are we not in the top echelons of Indian consumer businesses, was a question that resounded often within the hallowed walls of Bombay House, the headquarters of Tata Sons. The 152-year-old business house had some of the biggest consumer brands in the country across sectors—from automobiles and jewellery to consumer durables and beverages. Over the years it had shown the capability to invest in any business it wanted to. And a competent set of managers ran these businesses. Despite this, Tata Sons found itself cut off from the 50 times earnings multiples that Indian consumer companies commanded.

The closest it had come to a consumer business was with a company that has recently been christened Tata Consumer Products (TCP). It had a solid tea and coffee franchise—Tata Tea, Tata Coffee—as well as a premium product in

Himalaya water. The global portfolio included Tetley Tea and Eight O'clock Coffee.

But partly on account of the price it paid for acquiring Tetley and the way its business was structured in India, its return ratios were uninspiring for fund managers to consider buying the stock. Return on equity stood at 6 percent in the year ended March 2020, compared to 86 percent for Hindustan Unilever (HUL) and 35 percent for home grown Marico.

Operating margins were in the high teens and decadal growth rates for sales and profits were 5 and 4 percent respectively. (Voltas, another group company in the consumer durable space, also had an indifferent decade, with profits growing at 4 percent a year.) For much of the last 10 years, the market has priced it at between 15 and 20 times earnings. In short, it was hardly

the premium valuation that a top business house would be happy with.

Meanwhile, between 2015 and 2020, Sunil D’Souza (53) was scripting a success story with the India operations of Whirlpool. He had an impressive résumé—he’d worked in HUL, Coca-Cola and PepsiCo in India and Southeast Asia—and industry watchers liked what he had done with Whirlpool; profits rose by 17 percent a year and revenues 13 percent.

*Dealing directly with retailers can give Tata Consumer Products more visibility and shelf space*

Before joining, D’Souza spent time visiting markets, understanding the company’s products, and meeting employees. His first few days were spent in getting permissions for restarting plants, making sure the procurement engine doesn’t come unstuck, and getting shelves stocked. With that out of the way, he began work on simplifying the organisation structure—with beverages, food, Nourishco (a joint venture making non-carbonated beverages that had been run with PepsiCo India and was acquired by TCP) and

**Brand Portfolio**

TEA	COFFEE	WATER	FOOD	CAFE
TATA TEA	EIGHT O’CLOCK COFFEE	HIMALAYA MINERAL WATER	TATA SAMPANN	TATA STARBUCKS JOINT VENTURE
TETLEY	GRAND COFFEE	TATA WATER PLUS	TATA SALT	
VITAX	MAP COFFEE	TATA GLUCO +	TATA NX	
GOOD EARTH	TATA COFFEE GRAND			
TEAPIGS				

Rahul Rathi, who runs Purnartha Investment Advisors, has known D’Souza from his time at Whirlpool. What impressed him was that the company was able to get into a negative working capital cycle for what are essentially commodity products—refrigerators, washing machines and air conditioners. This resulted in the market giving it an earnings multiple of 58 times, a rarity in this business. According to Rathi, this growth mindset often comes from the leader at the top.

With a successful stint at Whirlpool, the opportunity to write a new script at TCP was a logical challenge for D’Souza to take up. He was promised a free hand. Once the plan was in place, he was to make a presentation to the board and would be given the freedom to execute. “That was a challenge that I couldn’t refuse,” says D’Souza, who took over as MD and CEO of TCP on April 4, when the country was under lockdown. More recently, news that Tata Sons may be in the running for a stake in Big Basket shows that the group is serious about beefing up its presence in consumer businesses. Tata Sons declined to comment.

international businesses as prominent verticals. As a leader, he realised that getting a new structure in place would end any uncertainty among employees.

Next began work on simplifying distribution. This was important as it had the potential to allow the company to add new products as well as add to margins. With a product basket as large and diverse as TCP’s, the company faced multiple challenges here. First, it had a layer called consignee agents that most consumer companies had done away with. They typically reach stores directly through their stockists or through company employees.

While money is saved when a layer between the consumer and the company is eliminated, it also allows for faster access to market intelligence and gives companies more control over how their products are placed at stores. TCP’s basket of products was now big enough to allow for this consolidation.

Direct distribution is another key metric consumer businesses focus on. In 2010, HUL had unveiled an ambitious plan to treble its



## TEA TIME

direct reach in rural India. “This increase in rural coverage will be a big leap, and to my mind, will be a huge driver of future growth,” then HUL Chairman Harish Manwani had said at its 2010 annual general meeting.

Over the next 12 months, D’Souza plans to double TCP’s direct reach from 5 lakh outlets at present; the 25 lakh outlets (overall) it reaches should double in the next 36 months. This will give the company great say over display and promotions in stores and then allow it to power its brands with advertising spends. With an integrated backend, a single truck would go for both beverages and food, compared to the different routes that are being followed at present.

### Peer Group Comparison

	SALES (₹CR)	PAT (₹CR)	PAT MARGIN (%)	ROE (%)
Hindustan Unilever	39,783	6,748	16	86
Marico	7,315	1,021	13	35
Dabur	8,685	1,445	16	25
Britannia	11,600	1,403	12	32
Tata Consumer	9,637	460	4.7	6

Screener.in

All numbers for FY20

With a consolidated front- and backend in place, D’Souza believes the future is “about plugging in a category and driving synergies and a better return profile as we go forward”. He hopes to save between 2 and 3 percent of top line on account of these synergies. This can then be invested in the business or moved to bolster the bottom line. How Tata Consumer performs in improving margins and increasing profitability will be key to judging his tenure.

So far, the market has given the company a resounding thumbs up. It is up by 56 percent since the news of D’Souza’s appointment, taking TCP’s market cap to ₹43,000 crore. For now, its operating margins at 12 to 14 percent don’t justify this valuation. It remains to be seen how they move up and how the top line grows.

With distribution rejigged, plugging in more categories will be a key focus. A significant growth driver is likely to be the pulses business. Here D’Souza is clear he doesn’t want to play on the mass end and chase topline. Instead,

premium products like unpolished pulses could provide an opportunity for the company to capitalise through the Tata Sampann brand. The business received a fillip during the lockdown when consumers showed the propensity to shift to branded products on account of quality and hygiene.

The last decade has seen various agri commodities move from unbranded to branded products. Take wheat, which now has brands like ITC Aashirvaad, or basmati rice that has Kohinoor, Daawat, India Gate or Fortune. “The smart thing they’ve done is go after a category that was ripe for picking as it is still highly fragmented,” says Devangshu Dutta, CEO of Third Eyesight, a

retail consultancy. He cautions that while there is a lot of scope to cut out the middleman and keep margins in what is a thin-margin business, it is also a business that takes time to

build and scale. For now, its main competition will be from regional brands.

In the tea business, moving 40 percent of consumers who drink unbranded tea to Tata brands is another focus area. With coffee, it is not a conversion opportunity but a market share gain opportunity that TCP has to work on. Salt lends itself to premiumisation. Varieties with less sodium and more iron can retail for 50 percent more than plain salt. In addition the Nourishco business, which has a ₹200 croretop line, and Tata Starbucks should also provide additional growth levers.

While India is expected to be a growth engine, it is the international business that TCP views as a steady cash generating machine, albeit one with low growth. Its Tetley brand has a strong following in the US, the UK and Canada.

It is here that TCP faces a problem. The acquisition of Tetley for \$400 million (₹1,750 crore) in 2000 saddled its balance sheet with goodwill costs that currently stand at ₹7,600 crore. This line item has

dragged its return on capital employed to 8.1 percent in the year ended March 2020. It's not clear how the board manages to deal with this, but when asked whether a sale or large impairment charge was the only way to get rid of this, D'Souza clarified "goodwill is something we already have on the balance sheet and am aware that most investors calculate their return metrics with goodwill. Therefore, our endeavour is to continue to improve performance to move these metrics positively". He added: "On a separate note, we also review our business portfolio periodically to make sure we have the right mix and will not hesitate in taking tough decisions. We have demonstrated this when we exited Russia, China and recently the Czech Republic."

There could also be some news on the acquisition front. At ₹2,000 crore, the company has significant cash to deploy, but as several of D'Souza's peers have learnt, a decade of high price multiples of consumer businesses has meant that

these opportunities, in India at least, don't come cheap. (He declined to comment on whether the company would be interested in HUL's global tea business, which is up for sale.)

Returning the cash to shareholders is another option. "For any business, as long as you are firing up the top line while keeping the middle portion [fixed costs] tight, then a significant portion of the margin comes into the bottom line," he says. D'Souza is also aware of the challenge of nurturing businesses that are in different stages of their growth cycle—a key task during his last role at PepsiCo. The market did see a glimpse of that in the first quarter earnings when net profit nearly doubled to ₹345 crore even though top line was up by only 13 percent to ₹2,746 crore. As the market waits for news on acquisitions or new product launches, increased profitability is something that will take with both hands.

*(Acknowledgement to Samar Srivastava, Author to use of his article)*



*Unique tea vendor, Rajasthan*



# “NOVA” WORLD LEADERS IN CTC , GREEN , ORTHODOX AND SPECIAL TEA PROCESSING MACHINERIES

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 PNEUMATIC PLATFORM TEA ROLLING TABLE	 CHAIN PLATE TEA DRYER WITH PANEL BOARD	 COAL/WOOD & GAS FIRED HEATER WITH PANEL BOARD	 GRADING CUM PARTICULATE MATERIAL SORTING
 MYDDLETON SORTER	 ARNOTT SORTER	 STALK SORTING MACHINE	 AUGUR
 COLOR SORTER MINI SIZE	 COLOR SORTER SMALL SIZE	 COLOR SORTER MEDIUM SIZE	 COLOR SORTER BIG SIZE
 BATTERY OPERATED PLUCKING MACHINE	 TWO MAN PLUCKING MACHINE	 SINGLE MAN PLUCKING MACHINE	 PYRAMID BAG PACKING MACHINERY

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## TEA ARTIST *Susmita Das Gupta*

**S**usmita Das Gupta is a Tea Artist- a title she has given to herself to communicate what she does -teaching the art of making and drinking fine tea. It is her mission to make Indian specialty tea reach global audience by making tea and tea drinking activity fun and engaging.

As a Tea Artist, Susmita has been conducting tea appreciation and tea tasting workshops for the last 5 years across India. In 2020, she also launched the first Indian Tea Appreciation program which is delivered online to global participants.

Susmita is a keen Tea Traveller and organizes Tea Trail (tea tourism) programs with some of the iconic tea gardens in India throughout the year. Susmita is also the organizer of Tea Festival India ([www.teafestivalindia.com](http://www.teafestivalindia.com)) held at JW Marriott, Bangalore - the first of its kind B2C event that brought Indian premium and specialty teas under one roof. Her Tea group “Tea With



Susmita” (<https://www.facebook.com/TeaBySusmita/>), which she converted into a company in 2019, is the only tea based interest group in India and a very popular one being regularly covered by all major Indian media and newspapers. She is also associated with Hyatt Centric

Bangalore and Sheraton Grand Bangalore to conduct monthly Tea related activities with them.

Susmita was appointed as the Official Tea Artist and Tea Blogger for Paris based AVPA's Teas of the World Contest, in July 2018 and in 2020, she became the first Indian speaker at the Nomad Tea Festival Europe.

Susmita is the Founder of “Tea with Susmita” ([www.teawithsusmita.com](http://www.teawithsusmita.com))- a platform to introduce and promote specialty Indian tea to the discerning global tea drinkers and is certified in Tea Sensory Appreciation and Tea Blending.

*Some of the major Tea Appreciation workshops by Susmita are:*

- Radisson Blue Atria, Bangalore - Tea Appreciation workshop as part of the inauguration of the hotel's Tea Lounge.
- Four Seasons, Bangalore, India - Indian Chai Ceremony;
- Reliance Retail's (india's largest retail company) Project Eve - History of tea in India
- Titan's Taneira - Tea Appreciation Workshops
- Jus' Trufs - Tea and Chocolate Pairing Workshop
- Enoteca by Madhuloka (wine institute), Bangalore - Tea, Wine and Food Pairing
- Tea Board India - Tea Promotion & Workshop called Many Shades of Indian Tea.



# Our Integrated Weed Management System goes to Poso, Sulawesi:



By Harkirat Sidhu

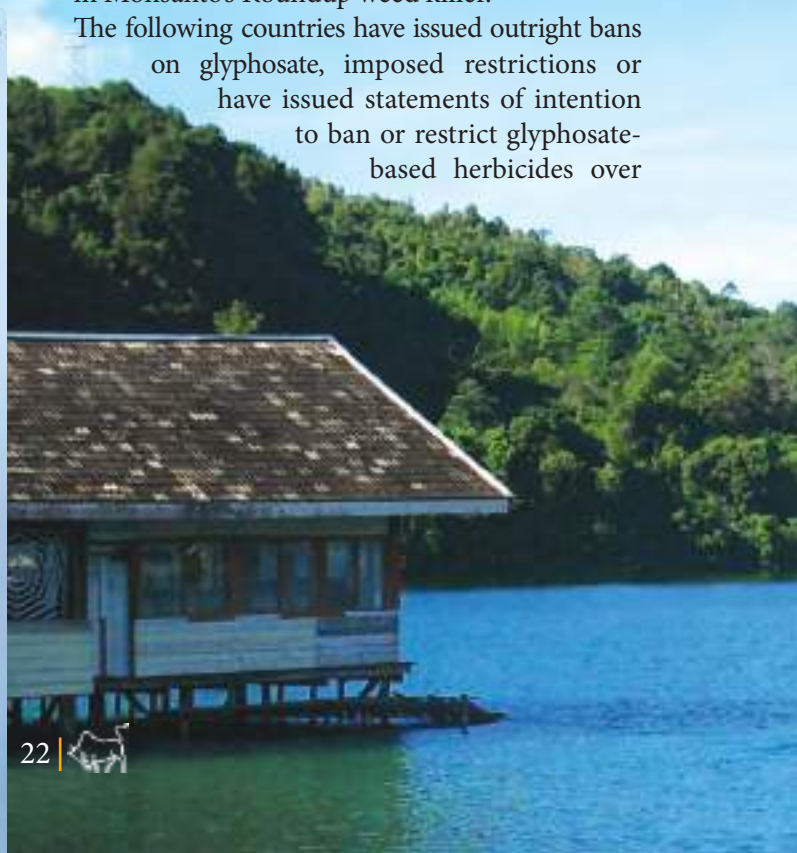
The pandemic has made many of us realise that our abusing of planet earth is coming back to bite us. The over exploitation of the farm lands, the pumping of agrochemicals into the ecosystem and food chain, rampant degradation of our soils, high use of steroids, growth promoters, antibiotics, & the destruction of biodiversity, denuding of forests, forest fires (Brazil is worse this year than in 2019), ... The point when the planet 'will give', has come. "Nature has introduced great variety into the landscape, but man has displayed a passion for simplifying it. Thus he undoes the built-in checks and balances by which nature holds the species within bounds."

—Rachel Carson, circa 1955

Indiscriminate use of herbicides over the years has eliminated the 'softer' weeds and this vacated space has been occupied by noxious weeds that are resistant to these chemicals. So the dosage & frequency of application has to be increased to keep to our "warped target" of being absolutely weed free. And with Glyphosate coming under question, there is this clamour for alternative herbicides. Should we only look at alternative herbicides or should we be looking at **alternatives to herbicides**.

Glyphosate: This is our most commonly used herbicide over the past many decades. But the writing is on the wall for this herbicide. Numerous cities, counties, states and countries throughout the world have taken steps to either restrict or ban glyphosate, the active ingredient in Monsanto's Roundup weed killer.

The following countries have issued outright bans on glyphosate, imposed restrictions or have issued statements of intention to ban or restrict glyphosate-based herbicides over





health concerns and the ongoing Roundup cancer litigation:- Argentina, Australia, Austria, Bahrain, Belgium, Bermuda, Brazil, Canada, Colombia, Costa Rica, Czech Republic, Denmark, El Salvador, Fiji, France, Germany, Greece, Italy, Kuwait, Luxembourg, Malawi, Malta, Mexico, Netherlands, New Zealand, Oman, Portugal, Qatar, St. Vincent and the Grenadines, Saudi Arabia, Scotland, Slovenia, Spain, Sri Lanka, Sweden, Switzerland, Thailand, UAE, United Kingdom, Vietnam,...

It was this 'treadmill of chemical control' that helped me develop our *Integrated Weed Management system*\*. After having done it in small organic farms for some years, in 2013 I advocated in our training in Sri Lanka. Where this was first adopted by Mahendra Peiris, Manager of Hapugastenne Tea Estate, who is now a big exponent of it. I was also questioning the excessive use of Glyphosate and about how in Sri Lanka certain weeds had changed their morphology with the repeated use of Glyphosate and problem that had created. Coincidentally, within 6 months of my visit, Sri Lanka was the first country to issue a nationwide ban on glyphosate. However, in 2018, the government decided to lift the complete ban due to crop losses blamed on overgrown weeds. Next I trained a few coffee estates of Café Coffee Day who adopted the system and were very happy with the results.

We have laid out a proper scientific trial in Assam to monitor and evaluate the benefits that a lot of the sites are claiming they are getting from this system. In the trial in 1 year the Organic Carbon has increased by 10.12% and Organic Matter by 10.29%, without any external inputs of OM. The trial is also looking at soil microbiologicals (Bacteria, Mould, Actinomycetes, Azospirillum, etc.) In another couple of months we will have data on these parameters too.

With the encouraging results we took this to the Cocoa farmers in Poso, Sulawesi (Indonesia). The Poso Lake and its surrounding are a pristine place in Central Sulawesi. Rainforest Alliance works to protect the Lake Poso watershed by improving land use practices and reducing negative impacts among five communities: Panjo, Bancea, Pendolo, Boe and Pasir Putih. Rainforest Alliance is providing technical guidance to cocoa farmers in Integrated Pest Management, soil and water conservation and sustainable cocoa productivity, facilitating access to transparent markets, and reinforcing this with an awareness and education campaign on the importance of conserving Lake Poso for local livelihoods. Promoting climate smart best management practices, strengthening producer group management and facilitating links to viable markets for sustainable and certified cocoa. This Integrated Weed Management system fits in perfectly with this.

This was in end November 2019 where we did a training for cocoa farmers with our Indonesia team. We did training at three farms (where other farmers had also attended) and set-up trials there. Within 6 months, many more farmers have adopted the system; they have seen its simplicity, cost effectiveness and obvious/visible advantages. The Rainforest Alliance team of Hasrun Hafid, Eldo Soplantila, Mochammad Subkhi and Ali are the ones who helped in establishing by adopting the system and training the farmers.



The Rainforest Alliance Team at the training Centre in Poso with Farmer Producer Organisation



## TEA TIME

### The System:

1. In Integrated Weed Management (IWM) Rainforest Alliance trains farmers to manage a shift of the weed flora from the “noxious” to the “softer”. This shift to more acceptable weed flora crowds out the spread of noxious weeds, thus bringing down the use of herbicides, preserving & enriching the soil, increasing the soil organic carbon, increasing ground water recharge, improving fertilizer use efficiency, ... and managing weeds. They are trained and shown that this paranoia of ‘weed-free fields’ is created more by interested parties who want to sell more herbicides. It only increases the farmers cost and slowly degrades his soils; then it is all down-hill. **The aim** is to maintain weed populations at manageable levels, where they don’t compete much for nutrition, however, recognizing the value of weeds in providing food and habitats for a range of beneficial organisms & their contribution to soil health.
2. The composition of weed communities should be shifted toward less aggressive, easier-to-manage species. Weed species differ in the amount of damage they inflict on crops and the degree of difficulty they impose on crop management and harvesting activities. Consequently, it is desirable to tip the balance of weed community composition from dominance by noxious species toward a preponderance of species that crops, livestock, and farmers can better tolerate. This can be achieved by selectively



*Some of the farmers collecting and categorising weeds – soft, neutral & noxious.*

**Trials:** 3 trials have been laid with 3 treatments and 3 replications each. The selection of the 3 trials has been well thought of as they are quite different from each other in soils, weed flora, health of plants and also the three farmers are quite different too.

The 3 farmers where the trials have been laid out:- Rustam, Harmin & Sepi

and directly suppressing undesirable weed species while manipulating environmental conditions to prevent their re-establishment. This “Selective vegetation management” is particularly well suited to plantation crops like tea, coffee, cocoa, Palm oil, rubber etc.

### Advantages:-

- i. Soil protected from rain, sun, wind & compaction.



*Hasrun & I at the quaint Poso airport*



*The Poso lake as a storm was building up - a dramatic change from the placid lake in the morning. Posolake is 323 Sq Km in area and has a maximum depth of 450 Meters.*



- ii. Huge increase in Organic Matter at very low cost.
- iii. Protect/increase soil life - insects, fungi, microbes,...
- iv. More predators & more alternate food for some pests/predators
- v. The natural selection of noxious weeds that takes place with repeated herbicides (or sickling) does not take place
- vi. Increase in percolation rates and more ground water recharge
- vii. More resilience to water stress.

**Base databeing taken at the farms:-**

- 1. soil physical, chemical & micro-biological,
- 2. Weed flora- ground cover, noxious vs soft %, dominant species.
- 3. Monitoring records (plot wise):
  - a) cover %
  - b) noxious vs soft % - details of major weeds
  - c) cost of hand weeding, brush cutting, etc.
  - d) every 6 months do soil testing for all parameters.



On next India trip, Myanmar Senior General to visit Darjeeling.

**It's the SEEYOK tea !**

**F**oreign secretary Harsh Vardhan Shringla and Gen MM Naravane were in Myanmar as part of India's outreach to countries in the neighbourhood.

India has extended a standing invitation to Myanmar Army Commander-in-Chief Senior General Min Aung Hlaing to travel to Darjeeling

on his next visit to India. The invite was extended by foreign secretary Harsh Vardhan Shringla during his informal conversations during his 24-hour visit to Myanmar capital Naypyidaw with Army chief Gen MM Naravane.

It started with a pack of tea from Seeyok Estate in Darjeeling's Mirik Valley that Shringla and Gen Naravane had brought as a gift for Myanmar's most powerful man. Shringla told him that it was from his hometown, Darjeeling.

Senior General Hlaing told the visitors that he loved Darjeeling Tea and had always wanted to visit the hill station that sits in the shadow of the snow-covered Kanchenjunga peak. The military commander's guests immediately told him that Darjeeling would be included in his itinerary next time when he visits India.





# Tidings from BANGLADESH

By Monjur Hossain

Managing Director of PMTC Bangladesh Limited

## Pandemic Covid 19 and Bangladesh Tea Scenario

**B**angladesh Prime Minister Sheikh Hasina issued a 31-point directive on 2nd April 2020 in view of the Covid-19 outbreak.

In this directive 28 point was that, all industry owners, businesspeople and individuals will keep their own industries, business establishments and houses clean and in 29 point she advised the owners of industries will continue production through discussion with the workers and ensuring their safety.

As such in Bangladesh tea industry ran during the pandemic uninterrupted. The estate management continued their operation in all respect maintaining necessary safety measures.

Chittagong tea auction sales resumed late on May 18, after a break of two months' Covid-19 shutdown, but the price has dropped by about 47 percent over the last 10 auctions.

Due to the closure of tea stalls and restaurants in the country to prevent the spread of Covid-19, the demand for tea has decreased by about 67 percent.

Meanwhile, a large amount of tea of the record amount produced last year remained unsold. Further, the quality of tea has declined due to low rainfall at the beginning of the year. This also contributed to a decrease in the price of tea.

The Business Standard prepared an interesting scenario of the Covid 19 effect on Tea presented as below:

Tea garden owners are in trouble because of the continuous fall in tea prices. The drop has also affected the payment of salaries and allowances to tea garden workers, said the people concerned and the leaders of Bangladesh Tea Association – an association of tea garden owners.

According to the Bangladesh Tea Association (BTA), there is demand for nine crore cups of tea per day across the country. Under the





coronavirus situation, it decreased to three crore at the beginning of April.

After the Covid-19 shutdown, the average price of tea at the first auction – held on May 18, was Tk 212.46. However, at the 19th auction, it stood at Tk 185.75. The average price of tea has decreased by Tk 27 over 19 auctions in just six months.

There are 167 tea gardens in the country including in: Chattogram, Sylhet, Habiganj, Moulvibazar, and Panchagarh.

Some 5,000 small farmers are involved in tea cultivation in North Bengal and in Bandarban. Around three lakh workers are employed there.

Tea has been stored in the warehouses of tea garden owners since April right after the Covid-19 infection was detected the auction sale initiated from middle of the May, so there were an accumulation of a large quantity of teas.

Moreover, a record amount of tea was produced last year, leaving a large quantity remain unsold. Further, the demand for tea has decreased due to the closures of hotels and restaurants. Due to excessive supply over demand, the price of tea is decreasing at every auction.

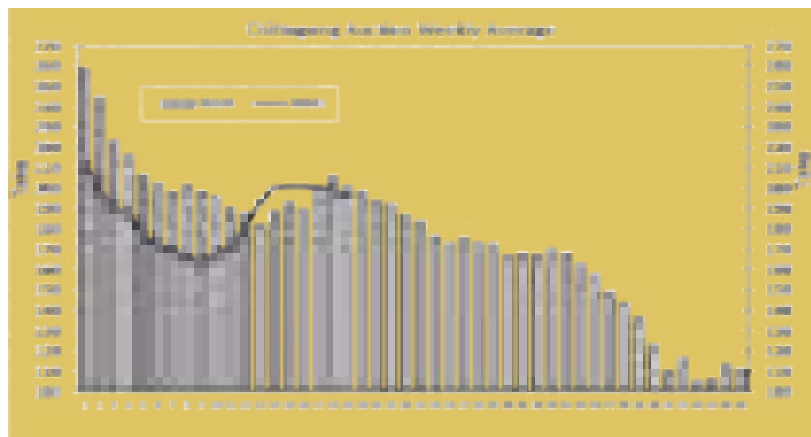
As at Sale 10 most of the tea garden owners had to sell tea at a lower price than their production cost. However from Sale 11 the tea price gradually slightly increased up to current Sale 19. So, they are still in the crisis of capital, while the small tea gardens are currently in a crisis for their survival. The following graph of sale price shown in the market report of National Brokers will reveal the current scenario of the market.

If the prices is not increasing at the satisfactory level like last year, the garden owners will soon face a financial crisis in paying the salaries and allowances of the workers. This will affect the country's expanding tea industry.

Meanwhile, the BTA, has sent a letter to the Bangladesh Tea Board seeking financial incentives to battle the ongoing crisis.

The tea producers of the country want to get loans at four percent interest under the incentives package announced by the government so that they can sustain production and recover their financial losses.

The letter requested the Ministry of Commerce, the Bangladesh Bank, Bangladesh Krishi Bank, and other appropriate authorities provide special facilities to the tea garden owners through the Bangladesh Tea Board.



It is also feared that many of the tea gardens in the country may be shut if they do not get the low interest loans to keep the gardens functional.

M Shah Alam, chairman of the BTA, told The Business Standard that the Covid-19 situation was a major setback for the country's tea industry.

“In such a situation, the garden owners are struggling to pay the workers and officials. Thus, if prices continue to fall, it will be impossible to sustain tea garden production. This crisis can be overcome to some extent if the government provides loans under the incentives scheme to the tea garden owners,” he said.

He further said that they had written to the Bangladesh Tea Board requesting cooperation in availing the loan facilities of the government incentives package.

The letter from the Bangladesh Tea Association



## TEA TIME



*Bangladesh tea workers strike for coronavirus leave*



*Hand wash with soap for 20 Seconds*



*Spraying disinfectant on the main gate*



*4 feet physical distance at leaf weighment*

mentioned that the market price of tea at the auction was very low and the tea put on sale at previous auctions remained unsold.

Due to Covid-19, auction number 46 and 47 – set to be held in April 2020 at the weekly auction center in Chattogram – was closed and a huge amount of tea remained unsold.

Consequently, the price of tea has come down by 47.31 percent – reduced by Tk98.85 per kilogramme – this year as compared to last year.

Further, the tea garden owners are facing trouble to pay their bank loans on time.

The tea gardens are operational to maintain the employment during this pandemic. However, it will not be possible to keep the gardens functional for a long time if they do not have any working capital.

Thereby, the cooperation of the government is essential for providing working capital and



*4 feet physical distance at garden*

development loans at a low interest rate.

Bangladesh Tea Board secretary also confirmed that they have received a written request from the Bangladesh Tea Association seeking government incentives. As such BTB informed the concerned authorities including the Ministry of Commerce about the matter. In the current crisis, tea garden owners should be brought under the incentives package, he said.

In the production scenario Bangladesh covered quite lot from the beginning of season. Currently the production was still behind about 7.3 % from last year. There will be a huge quantity tea will remain surplus due to less consumption during the lockdown period of Covid 19 situation. On the other hand apart from Kenya, All India alone production currently behind about -152 % and Sri Lank -13.8 % in production, so there a potential export opportunity for Bangladesh.



**A2Z TEA MACH**  
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Small  
is the new  
**Big!**

Tea Machinery  
Black Tea and  
Green Tea



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**Wither Leaf Feeder**



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**Auto Milling Machine**



**Auto Hydromating Chasing Machine**



**Addison Tc30  
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Darjeeling Toy Train



Ghoom UNESCO heritage site



India's first monorail in Munnar



chai-a chai-achai-a...

## TEA TIME

## TEA NANNY

# How teas led the way for trains

By Aravinda Anantharaman

It has been a while since I took an overnight train journey but if memory serves me right, the *chaiwallah's* refrain goes *chai-a chai-achai-a*, with *kaapi* punctuating the call in the south. I am not a fan of railway tea—its only redeeming feature is that it's piping hot. And yet, several historical sources report that by the 1930s, the Indian Tea Association (ITA) claimed that "a better cup of tea could in general be had at the platform tea stalls than in the first – class restaurant cars on the trains".

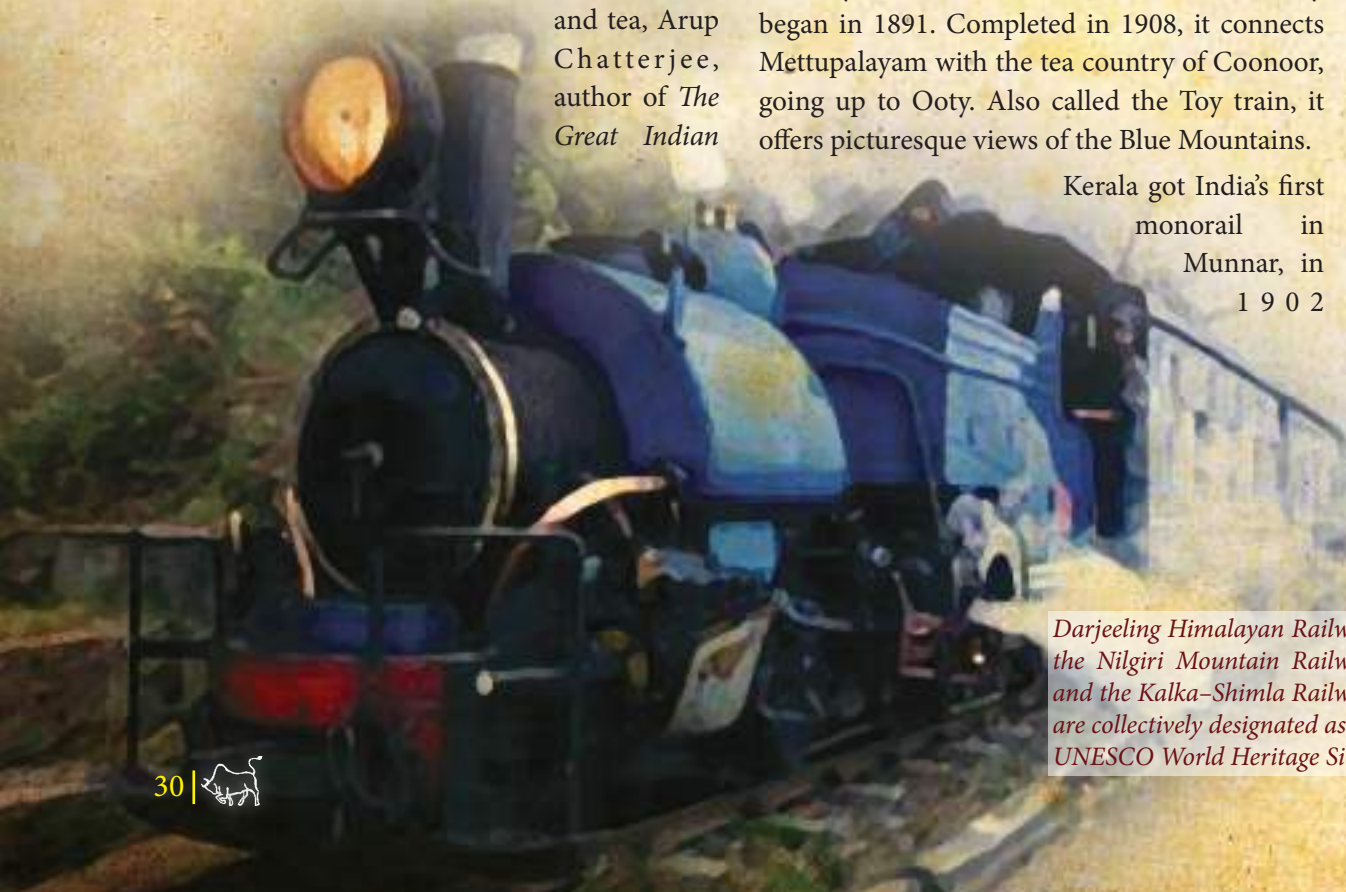
Explaining the close relationship between trains and tea, Arup Chatterjee, author of *The Great Indian*

*Railways: A Cultural Biography*, says the establishment of the ITA in 1881 coincided with a decade of railway expansion. The Darjeeling Himalayan Railway, the first mountain railway in India, was actually built to transport tea from Darjeeling and the Assam valley. The line between Siliguri and Kurseong opened on 23 August 1880. Over the next six years, it was extended to Darjeeling Bazaar. Today, we know it as the Darjeeling Toy Train.

In a blog post, "The Tea Junction", Niladri Gupta, who used to work at Assam's Tocklai Tea Research Institute, says the railway line arrived in Assam in 1880, to transport tea and coal from Makum to Dibrugarh. In 1903, another line linked Assam to Chittagong port (now in Bangladesh) via Barak Valley.

The railway line for the Nilgiris was proposed as early as the 1850s but construction only began in 1891. Completed in 1908, it connects Mettupalayam with the tea country of Coonoor, going up to Ooty. Also called the Toy train, it offers picturesque views of the Blue Mountains.

Kerala got India's first monorail in Munnar, in 1902



*Darjeeling Himalayan Railway, the Nilgiri Mountain Railway, and the Kalka-Shimla Railway, are collectively designated as a UNESCO World Heritage Site*





## ADVERTISING TEA

## A Lesson from History

to transport tea and other commodities. It had a small wheel on the track, with a larger balancing wheel on the road, and was pulled by bullocks. Tea went from Munnar to Top Station by monorail, downhill by aerial ropeway to “Bottom Station” at Kottagudi, and by cart to Tuticorin port. Incidentally, the regional office of Kannan Devan Hills Plantation (KDHP) is housed in what used to be the Munnar railway station.

The Darjeeling and Nilgiri railways are now Unesco World Heritage Sites.

But what has made the association of tea with trains such a strong national memory? Both Chatterjee and Lizzie Collingham (author of *Curry*) write about the ITA's 1901 railway campaign to promote tea drinking. Contractors were handed tea and kettles to make and serve tea at major junctions – mostly in Punjab, Bengal and the North – West Frontier Province. They were told how to brew tea. Posters with tea recipes went up on station walls. In a fascinating story of how chaicame to be, these vendors chose to make tea with milk and spices closer to their palate preferences.

Tea drinking had well and truly arrived in India, even if only on trains and at railway stations. Unwittingly, it sealed the relationship between tea and trains for many of us, making it a saga of enduring romance and happy nostalgia.



*Henry Randolph Trafford an early tea planter in Ceylon*

**Mr.** R.E. Pineo, a Ceylon planter, who had formed the Ceylon – American Tea co. upon the suggestion of Mr S. Elwood May, a New York merchant, changed the name to the Ceylon Planters' American Tea Co., in 1889, and Mr [later Sir] John Joseph Grinlinton became managing director. This company was designed to promote Ceylon tea in the United States, trading

under the auspices of the Planters' Association of Ceylon.

The policy of granting tea for free distribution was extended, during 1889, to South Ireland, Russia, Vienna and Constantinople. The Duke and Duchess of fife, Visitors to Ceylon, were presented with ornamental boxes of Ceylon tea and thus was begun the committee's policy of presenting members of royal families and other distinguished people with gifts of Ceylon tea; among them, in later years, the Queen of Italy, Grand Duke Nicholas of Russia, the Emperor of Germany and the Emperor of Austria.

The year 1890 brought the inauguration of the important Russian campaign, conducted for many years by Mr Maurice Rogivue, a Swiss member of Stevenson & Sons.

The Tea Fund Committee, in 1890, granted tea and money – the latter to the extent of one – third the amount expended in advertising – to firms in Tasmania, Sweden, Germany, Canada and Russia. In 1891, Rs. 15,150 was expended in building the Ceylon Tea Kiosk near the passenger jetty, for selling tea in the packet and the cup to visitors to Colombo. The committee, however immediately found that it could not carry on trade and surmounted this difficulty by handing over the kiosk the following year to the Ceylon Tea Co., operating under the patronage of the Planters' Association.



## TEA TIME

To the end of 1894, the Tea Fund Committee continued expending money on Mr Rogivue's campaign in Russia and granting tea for distributing and advertising subsidies in many countries – Australia, Perak, Hungary, Rumania, Serbia, California and British Columbia. Rs. 2300 also were expended in making provision for the sale of Ceylon tea at the Imperial Institute in London.

The promise of a contribution of Rs. 50,000 from the Government enabled Ceylon to prepare for the world's Fair at Chicago, in 1893. In January, 1892, Mr. [later Sir].

John Joseph Grinlinton was appointed Ceylon commissioner and paid a visit to Chicago. The Planters' Association of Ceylon approved a motion proposed by Mr. Rutherford suggesting the imposition of an export levy on tea; the proceeds to go toward the cost of a Ceylon Court at Chicago. In consequence, Ordinance No. 15 of 1892 passed the Legislative Council in October and the first export duty at the rate of 10 cents per 100 pounds came into operation on January 1, 1893.

Six million people visited the picturesque Ceylon Court, built under the direction of Mr Pole – Fletcher, the assistant commissioner and 4,596,490 cups and 1,061,623 packets of tea were sold. The Ceylon expenditure on the exposition

amounted to Rs. 319,964.64 [\$115,187].

Mr Grinlinton established "The Chicago Tea Store," at 12 State St., Chicago, stocking it with 26,000 pounds of tea, but this venture proved a failure. The Ceylon commissioner was knighted in 1894, for over forty – six years meritorious services to the Government in the Crimea and in Ceylon. He died in 1912.

On recommendation of the Chamber of Commerce and the Planters' Association, Ordinance No. 4 of 1894 was passed in August, continuing the tea cess from November 1, 1894, at the increased rate of 20 cents per 100 pounds. A committee of thirty members, six from the Chamber of Commerce and twenty – four from the association, had been appointed in anticipation of the continuance of the export duty, and at the end of the year it took over the receipts of Rs. 57,277.371/2, which was the excess collected in two years over the amount required for the Chicago Fair. The payments made to the fund from the tea duty.

Adding to this total the amount received by the old Tea Fund Committee, contributions from the Government, the money for the Chicago Fair, and bank interest, Ceylon expended some Rs. 5,307,740 or \$1,910,786, in tea advertising over a period of about twenty years [1888 – 1908].

WAY BACK THEN (1898)

# Ceylon Green Tea

The late Mr William Mackenzie, one of Ceylon's pioneer tea planters, was appointed commissioner in America and went thither in February, 1895, returning after a preliminary visit of investigation, and suggesting, as Mr Pole – Fletcher had done in the preceding year, that Ceylon should make an effort to capture the American market with green teas. The per – capita consumption of tea in the U.S.A. was about one pound as compared with nine pounds of coffee; and nine-tenths of the tea drunk was green. This led to the adoption of the policy of granting a bonus on the export of Ceylon green tea. The bonus, which began in 1898, was first paid at the rate of 10cents a pound, but this was reduced to 1 1/2cents, in 1902, and was 3 cents when the bonus stopped in 1904; Rs. 993,051 [\$357,498.36] having been paid on 24,653,172 pounds of green tea exported in six years.

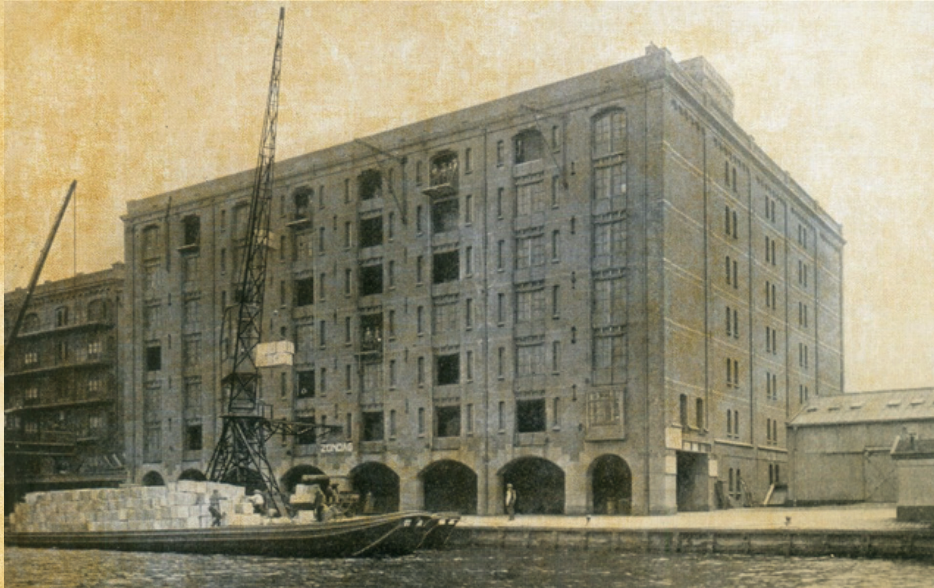
From UKERS





# The Netherlands Markets

*Historically, Amsterdam was the earliest European tea market*



Amsterdam is the second tea market of Europe. Approximately 30,000,000 lbs. are handled annually, including teas for home-consumption in Holland and those exported to other parts of Europe, and to North America. A considerably smaller amount of tea is imported annually through Rotterdam.

Historically, Amsterdam was the earliest European tea market. Hither the armed ships of the Dutch East India Company brought cargoes of tea for distribution to Continental Europe and England. Today, Amsterdam is the principal receiving market for tea consignments from Java and Sumatra of the Netherlands East Indies, but the importance of the market was well established even before the appearance of Java and Sumatra teas. The port is situated on the south side of the Y or Ij, an arm of the former Zuyder Zee, which is now an inland lake, renamed Ijsselmeer, and through the port flows the canalized River Amstel which empties into the Y. The formation of a sandbar, where the Y entered the Zuyder Zee, long since cut off commerce from that direction, but ships of the deepest draft now pass to and

from the North Sea through a ship canal. Three islands built out into the river carry a railway across the city front and form a long series of quays. One of these is occupied by the huge storage warehouses of the *Pakhuismeesteren van de Thee*, or “Tea Warehouse Masters,” a private firm, which originated from the Dutch East India Company in 1818. Through Amsterdam is the second tea market of Europe. Approximately 30,000,000 lbs. are handled annually, including teas for home-consumption in Holland and those exported to other parts of Europe, and to North America. A considerably smaller amount of tea is imported annually through Rotterdam.

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## TEA TIME

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Tea entering Holland is subject to an import duty of fl. 75 per 100 kilograms [1 florin = 40.2 cents U.S.A.; 1 kilogram = 2.2046 lbs.]. The duty had been stationary at fl. 25 per 100 kilograms over a period of sixty-two years, from 1862 until it was raised to fl. 75 in 1924. This heavy impost, amounting to, say, 13½ Dutch rents per pound, has opposed a serious obstacle to the normal growth of tea consumption in Holland. In 1927, the *Vereeniging van Thee Importeurs* petitioned the Minister of Commerce for a reduction in the tea duty, and campaigned for its abolition in 1929, when the British tea duty was repealed; but in neither case were they successful.

### *The Amsterdam Auction*

The Dutch tea market derives its chief importance from the Amsterdam auctions. Shipments intended for these sales are received by the *Pakhuismeesteren* at their bonded warehouse for account of the importers. These importers are merchants and banking houses, directors of or agents for Dutch East Indian tea-growers. The tea is stored, inspected, sorted, weighed, tared, divided into lots, sampled for the auctions, and finally delivered on documents known as "warrants." Originally, these were made out in the name of the holder of the tea; but, due

to complications arising from bankruptcy proceedings, this was changed in 1845, and it since has been customary to issue warrants "to bearer." If the tea is only stored, and not inspected, a "housing certificate" is issued. A housing certificate does not, however, offer the guaranty of quality provided by a warrant.

Inspection is performed by cutting a small hole in each chest with an electric drill and then sampling by boring with a long, hollow iron rod which is thru t completely through the leaf mass to get an average sample. The tea thus extracted is examined as to nose and appearance of leaf.

A consignment lot from a Java tea estate or a Batavia merchant often includes different kinds, which usually are marked with the same number on each of the packages. Each kind and each chop is handled and sampled separately. The chests are examined and weighed, the tare is determined, and the net weight ascertained. Chests that are not entirely sound—those showing any spots on the outside—are opened, carefully examined, and samples taken that will accurately represent the quality of the whole. If the quality of the same kind of tea and the same lot differs in the various chests, the fact is mentioned at the sale. If this difference is of real importance the tea is turned out of the packages and the entire lot bulked. This operation is performed with care to avoid unnecessary leaf breakage.

Weighing and taring is done on patent automatic scales of fine accuracy; adjustment of the average tares being of the greatest importance. The weights and tares are duly set forth in a *printed monsterlyst*, or "sample list," which also serves as catalogue and index for declarations at the Customs Office. This is published and distributed two and one-half weeks before each sale.

The *Pakhuismeesteren* charge the importers fl. 2.45 per 100 kilos, net, with a discount of 5 per cent for each sale that exceeds 14,000 chests, for handling the tea. This includes landing, warehousing, weighing for the Customs, inspecting, sampling, publishing catalogues, and







issuing warrants. In addition, the importer pays the *Pakhuismeesteren* a weekly rental charge of fl. 0.25 per warrant of twelve chests from the time the tea enters the warehouse until two months after the date of sale. From and after Prompt Day, which is three months after the date of sale, the buyer pays a monthly charge of fl. 0.12% for rent and fire insurance as long as the tea remains in store. Although Prompt Day is a limit of three months, it is the custom to pay for the tea within a fortnight after the date of sale, taking a discount of 1 ¼ per cent. Upon delivery, an extra charge of fl. 0.20 is made, which includes fire insurance up to Prompt Day.

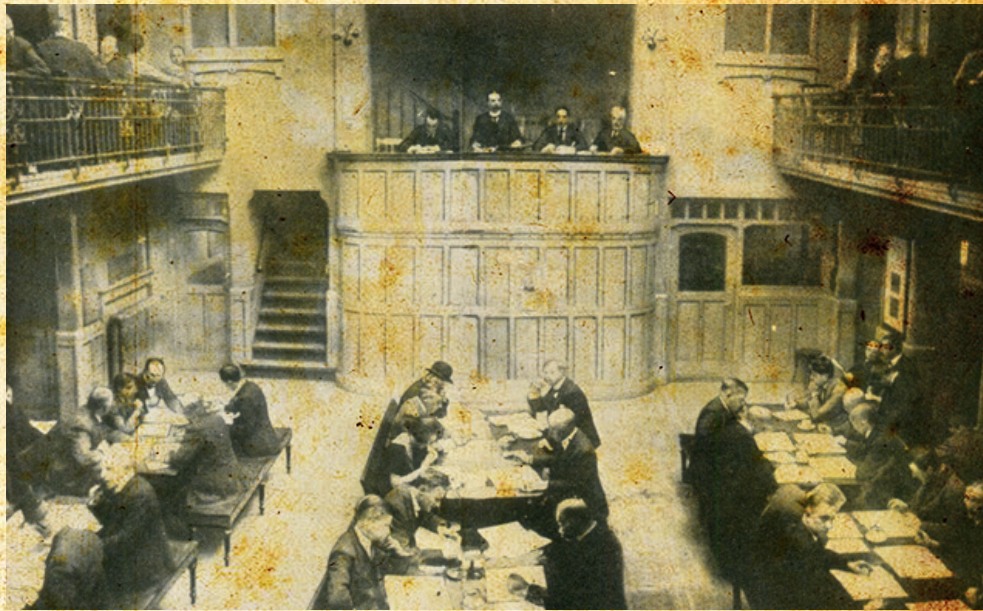
The East Indian grower offers his tea for sale through his agent, the importer. The importers act exclusively on behalf of the producer and in the producer's name not their own. For this they receive a commission varying from 1 to 2 ½ % per cent; but directors of tea companies, selling their own teas, often charge nothing. On the other hand are the brokers for the purchasers, who act exclusively on behalf of the buyer. They may, or may

not, do the actual bidding. If, as often happens, the buyer desires to conceal his identity until his purchases have been made, he will let the broker do the bidding. Otherwise, the buyer bids on the lots he wants. In either event the broker effects the actual contract, after the tea has been knocked down, and receives a commission of ¾ % per cent, which is paid by the seller.

The auctions are held in the sales room of the *Brakke Grand*, or "Waste Land," building, res 15, under the auspices of the *Vereeniging van Thee Importeurs*, or "Tea Importers' Association," of which all the importers are members. The *Pakhuismeesteren* cooperate closely with the

*Vereeniging* in arranging these sales, which are conducted by an official auctioneer.

Twenty-three auctions are held annually at intervals of two weeks, except during the summer vacation. As soon as one auction is over, the list is issued for the succeeding one; and two weeks before the sale, samples are issued to the brokers. The samples are distributed by the brokers to their clients, and, although buying at the auctions is restricted to Netherlands merchants, the samples sometimes go all over Europe and to the Levant. Brokers make up the descriptions and the estimates for the auctions by tasting and valuing



*The Amsterdam Auction*

the samples. This tasting and valuing requires the services of an expert. The larger merchants and packing concerns have their own tasters and valuers who formulate estimates of the value of the lots to be placed on sale.

The auctions start at ten o'clock A.M., and continue all day, often ending at four o'clock, or even later when there is a large sale or slow bidding. The bids are made by whole Dutch cents per half-kilogram "entrepot," or in the storehouse of the *Pakhuismeesteren*. Each lot consists of not more than sixty chests of the same mark and sort. The buyer of the first sub lot of a number, has the privilege of buying as many more sub lots



## TEA TIME

of the same number at the same price as he may desire. The sublots of a number comprising sixty chests usually are divided into about thirty-six and twenty-four chests each. When a purchase is knocked down the buyer mentions the name of his broker, and the broker effects the contract. Directly after the auction the broker supplies the importer with the name of the actual purchaser, who must pay the amount due within fourteen days. There upon, the purchaser receives the warrants for the tea "lying in entrepot. Foreign buyers buy through commission houses established in Holland. It is a peculiarity of the Amsterdam auctions that they interest foreign buyers almost equally with purchasers for home-consumption; about half of the tea imported is consumed in Holland, and the other half is exported. This is in sharp contrast with the London market where approximately 90 per cent of the buying is for home use, and not more than 10 per cent goes abroad. English and Irish buying is conspicuous at the Amsterdam sales; the Irish being specially encouraged by lower delivered cost from Amsterdam than from London.

The buyers at these sales are the larger tea packing firms or wholesalers who split their purchases into smaller lots for resale to smaller concerns. Most of the teas pass into the hands of packers and blenders who prepare them for sale to the retail trade. Four-fifths of the teas taken for domestic consumption in Holland are bought by packers, dealers, and multiple shop concerns having personal representation at the sales or buying through brokers. China and British India teas, making up the other fifth, are bought by private contract on the Eastern and London markets. There are a score of tea-importing firms in Amsterdam, and there are eight Amsterdam and five Rotterdam tea brokers, who are admitted to buy in the sales.

The arrangements for handling tea through the Dutch Customs and bonded warehouse are designed to facilitate business-especially reexport. They are much in advance of the

cumbersome and costly methods followed in the London market, The internal distribution also is made cheap and easy by the ubiquitous canal transportation of Holland. This is unequalled by railway carriage in any country.

While London, by reason of the English domestic trade will unquestionably retain a premier position among the world's tea markets. it seems not unlikely that its practical and businesslike Dutch neighbor will tend to acquire an increasing portion of the reexport trade unless more economical and improved methods are adopted for marketing in Great Britain.

### *Imports Through Rotterdam*

Rotterdam is a much smaller rival of the tea market at Amsterdam. There is no auction; tea imports being sold by direct tender. There are five tea brokers and one tea importing firm in the market. As at Amsterdam, the importer acts for the growers, and the brokers represent a number of tea packing and wholesaling firms.

### *Trade Associations*

There are two important associations connected with the tea trade of the Netherlands, the *Vereeniging van Thee Imporieurs* and the *Vereeniging van de Thee Culture in Nederlandsch India*. The tea merchants of Amsterdam are combined in the *Yereeniging van Thee Importeurs*. The secretary is Dr. F. W. A. de Kock van Leeuwen. The *Vereeniging voor de Thee Culture* is a tea growers' association having as its object the promotion of the interests of all branches of the Dutch tea industry. Mr. F. H. de Kock van Leeuwen is secretary of this association. The address of both associations is N. Z. Voorburgwal, 120-126, Amsterdam C. A Bureau voor de Theepropaganda is a part of the secretariat of the *Vereenging voor de Thee Culture*, and of this bureau Mr. A. E. Reynst is manager. Thus far, the publicity work has been limited to Holland, but the activities are being broadened somewhat and, later, may assume international scope.

From UKERS







# Tea in Pre-Colonial India

By Debasish Paul  
MA, Jadavpur University, Kolkata

Sitting in this 21st century, a tea-lover could hardly believe that tea drinking in India was not much in vogue (amongst the common people) even in the later decades of colonial India. Only the richer sections of the then period(s) were known to have enjoyed tea, preferably within the company of the whites. But their number were just handful. Even a man like Mahatma Gandhi disapproved of tea-drinking calling the beverage just as “an intoxicant”; he also was reported to have mentioned the habit of tea-drinking as a “passing trend”.....so strangely astonishing this sounds today; but Alas! His prophecy about tea utterly failed, if thought today. Now the question which crops up in mind is that ---- “Was the Mahatma aware of tea-drinking in pre-colonial India? I believe Not.

Well, the educated persons of yesteryears and also of today believe(d) that it was the Britishers who first began tea cultivation in India; and it was through them, the Indians were familiar to drink this stimulating beverage. But No; researching deeper into this context, I cannot but say such. On the contrary, I would say that the plant called *Camellia Sinensis* did exist much before the Britishers started its well planned and well publicized production, and that the Indians also were habituated to drink the same beverage much before the influx of the white race in this subcontinent. Well, I want to make clear of the fact first, that in our Hindustan (centuries before now) the same brew was not

called with the English word as “tea”, and perhaps also not with the Indo-Persian word as “chai”. But for the sake of understanding I have but used the words ‘tea’ and ‘chai’ interchangeably within the nine plausible anecdotes underneath ~

(1) Historical records indicate the prevalence of tea-drinking in India (Bharat) since 750 BCE. A legend goes that the ‘Sanjeevani Buti’ which brought a comatose Lakshman alive in the epic Ramayana is the first chai.

(2) It is very often said that the story of Tea in India begins with the legend of Prince Bodhi-Dharma, a Buddhist monk who eventually became the founder of Zen Buddhism. Devoted to spread the word of Buddhism from India to China, Prince Bodhi-Dharma decided to give up sleep for nine years while making a journey. One version of the legend states that after 3 years of





## TEA TIME

being awake, the exhausted Prince chewed the leaves of a near-by plant. The leaves of the plant, which he later discovered was a tea plant which allowed him to stay awake for the rest duration of the journey.

(3) There are historians who suggest that the ritual drink known as Soma (mentioned in Rig Veda) could be the ancient tea beverage. Frederick R. Dannaway, in his celebrated essay "Tea as Soma" stated that....."common in the religious lore of ancient India (and Persia), the Soma plant was considered very much sacred. When Soma was pressed and made into a drink, the ancient worshipper who then imbibed it, gained the powerful attributes of God". Hence, it is presumed that Soma, in Indian mythology, was perhaps the same beverage which we call as tea or chai.

(4) There are some Indian scholars who allude to an old Assamese medical treatise called 'Nidana' (written in Sanskrit in the 10th century CE) where tea leaves were referred to as Shamapatra, and the very brew from its leaves as Shamapani. This Shamapani was reportedly used as a medicine against cough, cold, drowsiness, headaches etc.

(5) Moreover in ancient times, chai was used for a healing concoction made by brewing herbs and spices much like the traditional 'kada'. Astonishingly it is said that the Buddhist monks in India have used tea for medical purposes also.

(6) Later in 16th century, the tea plant was treated as a vegetable or a vegetable relish. It used to be mixed with ginger, salt and orange peels to concoct a dish.

(7) Dutch traveller, John Hughen Von Linschetan, who visited India in 1538 CE very

well documented in his travel accounts that... "Indians ate the leaves as a vegetable with garlic and oil, and boiled the leaves to prepare a brew too".

(8) A German adventurer named Johann Albrecht de Mendelso visited India in the 17th century. He, in his writings, mentioned the extensive use of a beverage by the then natives which he calls as

"the" or "cha". He said that the Banias took liberal draughts of tea throughout the day to refresh their spirits. So much so (it is reported) that Mendelso himself took the warm beverage twice or thrice daily, and appreciated it as an important contributory in the recovery of his own health.

(9) There was an English man named, John Ovington who was a chaplain at a British factory at Surat in 1690s. He,

in his book, "Voyage to Surat" wrote ---- "Tea is agreeable [in India] despite the heat of the climate". He further added that, "Tea has a repute of prevailing against the headache, gravel and gripping in the guts, and 'tis generally drunk in India either with sugar candy, or by the more curious, with small conserved lemons".

With these views (stated above) I say with a confident voice that the plant which we call *Camellia Sinensis* today did exist in our India in pre-colonial times. And the brew oozed out from the very leaves of the same plant had also been delighting the Indians much before the British imperialism in India. But again, in this 21st century if someone still argues or disapproves ascribing these opinions simply as (Indian) Tea-Myths, then politely I would reply him / her in the words of Joan Robinson (a former professor of Cambridge University) that ----- "What you say rightly about India, the opposite is also true".





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# CONDAIR HUMIDI-TEA PERFECTION AT SABUJ AGRO

The Sabuj Agro Industries tea factory in Bangladesh has installed a Condair Jet Spray humidification system to maintain the perfect humidity in its production facility and ensure the highest quality black tea. By maintaining a high humidity in the factory, moisture loss from the cut tea leaves is significantly reduced. This improves the fermentation process, resulting in a blacker, more flavoursome tea with improved liquor characteristics and a higher market value. Condair's representative in India, Regent Machine & Servicing, managed the design of the humidification system along with its supply and installation. Jaydeep Dasgupta, Managing Director at Regent Machine commented, "Air humidification is a proven method for enhancing the profitability of a tea production facility. By maintaining a high ambient humidity with a Jet Spray humidifier, moisture loss from the tea is virtually eliminated during fermentation. As the moisture content in the tea leaf is kept higher, the chemical reactions that occur during oxidation are enhanced, producing a product with a better final taste, strength and colour.

"Most CFM machines have built-in humidifiers that pass humidified air through the tea from below. However, these systems are not adequate to prevent drying, particularly from the layer on the top, which is exposed to the room's atmosphere. Losses of up to 10% are not uncommon even on humidified CFMs. This moisture loss will inhibit the fermentation process and result in a poorer quality product with a lower value. It also increases the volume of secondary refuse tea, as more tea degrades from being granular to dust during production." Mr Dasgupta concludes.



*Mr Sahirul Chowdhury, Director, Sobuj Agro Industries Ltd (left) and Mr Jaydeep Dasgupta, MD Regent Machine & Servicing (right)*



# Russia Tea & Coffee Consumption



## SACHEN VERMA

Chief Executive officer  
JV GOKAL & Co. Pvt Ltd.

The history of tea in Russia goes back about 400 years. It arrived from China and in no time gained popularity, becoming a truly national drink for Russians. Russia is the world's second-largest tea importer, behind Pakistan. More than 90% of the population are daily tea drinkers.

- In spite of this Russia is no longer a tea country, according to industry experts who say coffee drinking overtook tea for the first time last year.
- Russians consumed 40,000 more metric tons of coffee than tea in 2019
- Russian's shifting habits and tastes are propelling its coffee sector towards new heights.
- Over the past couple of years,



the market has really accelerated.

- Consumption has doubled since 2000, reaching 1.7 kg per capita per year
- Coffee retail sales has exceeded US \$ 3 billion
- Instant Coffee accounts for 50% of the Coffee consumption
- Coffee sales represented 55% of all hot drink sales throughout Russia in 2019

Russians now drink more coffee per person than tea, where consumption stands at 1.3kg per capita. Unlike tea, which Russia mostly acquires from Asia, most coffee hitting the Russian market is sourced from across the globe. That means it's a sector wide open to international brands and flavours.

Russians drank 180,000 tons of whole bean, ground, instant and



## TEA TIME

coffee mixes compared with 140,000 tons of tea, excluding herbal infusions. Coffee drinking tipped the balance in 2019 after staying neck and neck with tea at 160,000 tons for two years straight. Over the past 10 years, coffee consumption has increased by 97%. The market growth for 2019 was almost 12%. Federal customs data that tracks raw materials imports shows that Russia imported 100,000 more metric tons of coffee, with the exception of instant brands, than tea last year.

The annual Tea consumption has fallen from 180 mkg to 145mkg in last two decades. Overall, the Russian Tea market is still an attractive



one because of its size, loyal customer base and opportunity for innovation. International joint ventures are growing fast. The tea bag market, a commodity segment in most high per capita tea consuming nations, commands decidedly non-commodity price premiums and opens many branding opportunities. Bulk tea import by Russia still constitutes 94% of the total imports due to the import tariff restrictions on value added teas. Top six brand marketers in Russia account for three fourth of the market share in Russia & as anywhere else in the world the super market chains in Russia too complete on promotions/discounts. In order to cater to these chains local packaging options is the only



solution for exporters.

In 2020 the total Tea import in Russia is expected to be around 140mkg slightly lesser compared to the previous year. Kenya is making headway into not only Russia but in Kazakhstan & other CIS markets. Sri Lanka, Vietnam, Indonesia & China the other major exporters to Russia are expected to do better in Russia this year.

Historically, Russia has been the largest importer of India tea, and exports to Russia and CIS taken together, usually account for 25 per cent of total Indian tea exports. In 2020 Indian exports has

*Russia Tea Import from Jan-June 2019 vs 2020 (MT)*

Country From	Cumulative 2019	Cumulative 2020
India	21000	19000
Sri Lanka	15000	14300
Indonesia	1800	3900
China	7000	7700
Vietnam	6,800	4700
Kenya	9,200	10700
Others	8200	8000
Total	69,000	68300

fallen behind due to the adverse impact on account of the pandemic. Indian Exports to Russia have picked up from July onwards & we hope to reach close to the export figure of 40mkg in 2020.





*An Auctioneer Opines:*

## LET'S DEBATE WE WANT TO KNOW!

A Senior Auctioneer, of the by gone era of the “Hue and Cry” and Hammer, now retired, opines that two factors would aid the ‘mice’ auctioneers greatly in these days of electronic auctions. He argues that the demand is lot based. And the dynamics of price realization is hampered in the current mode of sale.

(1) That it is imperative that the lots appear sequentially.

It is not uncommon that of the four lots, in a string of BOP's on offer, the first could not be the best while the second could be distinctly poorer

and the third and fourth amongst the best. It is to a Producers advantage that the first lot comes up for sale first so that the level is established for the rest. At the speed at which the sales are conducted, by random, lots it is not possible for either the buyers nor the auctioneers to take decisions, based on this, very important data. Random lots are also very disorienting for an auctioneer as there could be six lots of different marks of various types of teas coming up on offer in that one minute. If randomness is defining the interest levels for lots, how is it to the advantage of any Producer or Auctioneer or a Buyers? This system prevents competition, as all bidders come with pre-conceived price ideas and may place auto-bids. These can be over ridden at the point of knockdown, by another bidder -which is the time of reconning for that lot.

Its more often the quicker finger who wins not the highest potential bidder.

(2) Anonymity of bidder also keeps the auctioneer's knowledge pool latent and unutilized. This is absolutely of no advantage to the Producer. Based on knowing, the bidder, auctioneer also knows the final destination of the tea, its intrinsic value to the bidder and his propensity to pay for that lot. He also knows where the competition may come from or if it does not why, not making it possible for him to sell or take out a lot at a particular price.

For auctioneers and fellow competitors to remain in the dark may be a good idea when you have 4 buyers bidding for a spectrum block, but makes little sense when there are 400 participants , each with his own demand and paying capacity for a commodity so opine the tea auctioneer.





# Indian Chai Stories



*Conrad Dennis is a professional with over 39 years of experience in the plantation sector. He has worked in Darjeeling, North Bengal and Assam and has headed a team setting up new tea estates and a factory in non-conventional areas of the Dooars. He oversaw the production and profitability of the Amalgamated Plantations Tea Estates in North Bengal and the Packaging Division. He also is the Editor of the APPL Foundation's E- Journal "Organic Growth" which seeks to connect organic Entrepreneurs and share the innovations and benefits of a shift to Organic Agriculture.*

*Conrad is on the Institutional review Board of the Tata Cancer Hospital (Kolkata) and is part of the Ethics team that clears any Research and trials on treatment and drugs that seeks to control/cure the dreaded disease.*

*After having retired as General Manager of Amalgamated Plantations he has moved to the social sector and is the COO of Mission Smile a Medical NGO that conducts free Compassionate Comprehensive Cleft and palate Surgeries to underprivileged children throughout the country and on Missions abroad.*

*Monday, August 31, 2020*

## *The Polite Preacher...and Horsing Around*

By Conrad Dennis

The year was 1981, and straight out of college I fell into the group of grads that didn't sit for SAT and TOEFL or cram for the joint entrances to the hallowed institutions of IIT's and the like. I hunted for a job, and as luck would have it my first interview was at the imposing Office of "Duncan House" at 31 Netaji Subhas Road, Kolkata. The job was for an Assistant Manager for their plantations which spread over Dooars, Assam and South India.

After a series of interviews that tested my acumen rather than my intellect (fortunately for me), I did get the job and was overawed when at the

closing it was whispered in almost reverential undertones (not to be shared with the less fortunate) that I would retire in the year 2014 with a princely pension of Rs 8000/-. With my air ticket to Bagdogra costing Rs 180/- I had visions of what all I could do with this monthly windfall.





**...it rained so much that I don't think I was ever really dry and just remained in different degrees of wet and damp during the extended monsoons**

I was soon winging my way to Sam Sing Tea Estate in North Bengal. The flight landed in Bagdogra and I looked around surprised that the entire staff at the aerodrome was, without exception, looking longingly at the line of passengers deplaning; it was later I was told that this was the only flight that day and they were eager to lock up and get back to hearth and home !!!!

On the flight was another Duncan recruit - Sandip Nagalia, who became and remains a dear friend. He was a second generation planter and landed, armed with a lot of luggage, cutlery, crockery, linen (he told me)... an umbrella tucked under his arm, a book on Pests and Diseases in Tea and an extremely legal looking binder which later I realized was the Iconic Tea Encyclopedia. I had gone by the anachronistic list of Duncans - black lounge suit, six khaki shorts, six white shirts, six toweling socks, Bata Hunter boots a three cell torch and a transistor radio ( battery operated!!) the rest I don't remember but it did fit into one small suitcase. If there was a parallel to being underdressed in terms of being prepared for what awaited me... boy did I fit the bill.

We parted ways, he off to Dalgaon and I to Samsing, the second Cheerapunji, where it rained so much that I don't think I was ever really dry and just remained in different degrees of wet and damp during the extended monsoons. I was to share the bungalow with Tarit Mahapatra, the Engineer Assistant who had joined a month earlier. He is a good engineer and a wonderful human being.

Every bungalow had a Jeeves and they loved working for bachelors, who would depend on their financial and culinary skills to make it through the month. Our chap was a Nepali called Tikka, he remained in an alcoholic haze with brief moments of sobriety where he would complain vehemently about the pittance he received to keep us "fed up and fulfilled" through the month.

One day we found Tarit's only suit missing, and my Ambassador Black shoes had also disappeared. These were back in their respective

places the next day. The mystery was solved a week later when we heard a few of the factory workers speaking about how Tikka Ram was immaculately dressed in formals at a wedding in the lines. Tikka got himself a second wife soon after.

Part of the regimen was the "Annual Inspection", a three- or four-day period, prior to which there was maximum managerial trespass into all the nooks and crannies of the estate and factory and where the performance in terms of production and profitability of the Manager and his team was assessed by the VA. He would also interview each of the managerial staff both in the field and in the bungalow before the high tea on the final day. This was distressing for the wives - each one would be waiting anxiously in the sitting room or her husband to come out from the Den... fair speechless messages would fly betwixt the two thereafter.

Mr. Dev Raj was my VA, a tall impressive gentlemen with a handlebar moustache and a booming voice to match. I had heard that he had just lost his mother in law, and to garner a few brownie points, I conveyed my condolences for the loss of the dear lady before my interview started. He growled, stroked his moustache and told me that his mother in law was in fine fettle; it was his father in law who had passed away! My interview, well if I was a steak I would certainly have been classified as "well done". Some solace was he asked the next Assistant how many banks the estate had - apparently State Bank and Punjab National Bank was not the answer he was looking for.

The first year in those days was akin to boot camp. We worked hard and learnt from the worker by doing the multifarious tasks ourselves from plucking to spraying to pruning and it stood us in good stead. After a particularly bad day when we had got the short end of the stick from both the workers and the manager we rode down to Matelli Bazaar in the evening to do a "wee" bit of shopping. I say wee bit since the Chulsa Polo Club bill took the lion's share of my salary.

**I was convinced it was my roll being called up yonder ...Pearly Gates or the hotter alternative**

I had joined tea with a Bullet motorcycle and



## TEA TIME

on our way back in the pouring rain; both were cribbing about life in general when I missed a turn and slammed into a post at full speed. We were thrown off and I landed on my back stunned and with the breath knocked out of me. When I got my wits together I could hear my name being called from above... again and again and again. Being a devout Christian I was convinced it was my roll being called up yonder ...Pearly Gates or the hotter alternative, who was to tell?! Fortunately it was only Tarit who had landed on the branch of an Indigofera tree above me who was checking if I was alive. All's well that ends well, and men and machine mended fast.

Soon after, Tarit was transferred to Dumichpara Tea Estate and I was left rattling around huge Chung bungalow no 3 in Top line. A while later the Company decided to sell Samsing (this had nothing to do with my performance on the property) and with less than two years of seniority I was moved to the old VA's bungalow in Yong Tong and designated the caretaker to ensure that there was no damage or removal of assets from the property till the consideration was paid in full.

All the old files and documents were removed from the office and stored in one of the bedrooms. It was on a bitterly cold wintry evening sitting by the fireplace while imbibing copious amounts of the cheap Bhutan "Apsoo" rum that I chanced upon a veritable treasure trove of old yellowed correspondence between the old planters and the Head Office.

In the old(er) days there was a priest based in the Chalsa Manse who would traverse the Dooars from East to West offering spiritual solace( it was certainly not the spirit that the planter was looking for) and attempting to keep the lonely planter on the straight and narrow ( oh how terribly he failed on both counts). All his correspondence with the managers had to be copied to the Archbishop in Kolkata so that His Grace could keep a tab on his travails and tribulations.

This priest had, one evening, been invited to have a meal with Mr. Tucker, the Senior Manager of Samsing and his wife. While he was leaving Mrs Tucker presented him with a bottle of cherry brandy. The man of the cloth had to thank the

generous couple and also copy the letter the Archbishop. I do not remember the exact words but there was a beautiful calligraphic note in the file. The essence of which was:

Dear John and Sarah,

I thank you for the wonderful evening of food and fellowship. I also thank you for the fruit and the spirit in which it was given.

cc His Grace The Archbishop Kolkata

In the good old days (whenever they were) all planters got a loan to buy a horse to carry out the daily Kamzari. They also got a pony allowance and a wife allowance. The pony allowance was more than the wife allowance and this was not something you could neigh about. The next anecdote is about one such gentleman.

This young planter had just been confirmed and wrote to Duncan Brothers requesting sanction of a loan to buy his steed - which was promptly sanctioned. It is here that there is the proverbial twist in the 'tail' develops. The Assistant then wrote to the company to kindly get his horse insured. They promptly wrote back saying they would be happy to do so but this would be in the name of the company since he had taken a loan and till the last instalment was paid the horse belonged to them. He wrote back saying that they could recover the loan amount from him but he animal must be insured in his name. There were many letters back and forth and the horse had yet to be insured. The last letter in that file was from the Assistant to the company.

**Dear Sir, I refer to my letters dated... And your replies dated ... I regret to advise YOUR horse is dead. I still wonder how this was resolved or if he ever survived his first contract??**

They say the shortest distance between two people is a story and this is definitely my attempt at drawing us all together. During this difficult time when we are on uncharted waters and there is no clarity on the new normal it is important to communicate and stay strong. To quote a young friend of mine..." If we can't reinvent the wheel, let's at least learn how to change a tyre". Stay strong and stay safe.



# ENERGY MANAGEMENT SOLUTIONS

**Foreword:** I have realised that the Indian tea industry has overlooked enriching their human resources with full-fledged Engineers. As a result routine technical issues related to machineries and processes are taken care of by the technicians & mechanics, and technically not much of creativity and innovation have taken place. The available engineering manpower do not seem to



*Mastering the wither*

be adequate to focus on innovations in areas of mechanical harvesting, mechanised withering and deployment of drones. The majority of the Planters have their hands full with more pressing issues like MRL, soil erosion, climate change, labour shortage etc., and are not able to invest their quality time towards technical innovations/developments to the extent that it is needed in the industry.

There are exceptions no doubt.

I have suggested possible energy management solutions which in most cases are with R.O.I.'s of less than one tea growing season.

## **Selected focus areas are:-**

1. Axial Flow fans of Conventional Troughs
2. Hot Air for Withering
3. Continuous Physical Withering Machines
4. VFBD: Cold Air Fan



*Typical CPW Machine*

**1) Axial Flow Fans:** Mr. Anil Kumar Jha, President, Jay Shree Tea, once shared with me that in Darjeeling it is not required to have full air flow in the troughs throughout the season as the CFM of air required depends on factors like season, ambient moisture, GL's moisture percentage, loading factor of GL in kg per square feet of trough etc. He also sought my technical assistance so that he could control the air flow on his own, depending on factors mentioned above instead of the axial flow fans' delivering full air flow all the time. I after studying all the aspects of withering process provided him the solution which was to incorporate **Variable Frequency Drives** for the axial flow fan motors, which suited him well.

The VFD manufacturer Danfoss's design was based on **49% energy reduction** by lowering the 2.2 kW fan motors' speed by 20%. The installation of VFD's gave the desired solution and the R.O.I. (on account of electricity saved throughout the season) turned out to be a little over a year.

Interestingly later on, much to my amusement, I found that three years after that installation at **Sungma T.E**, Darjeeling a team from **TRI, Ceylon** was invited to present a technical paper at TRA's symposium at Jorhat, Assam in 2019 on usage of VFD for same application ----- that too with experimental data only.



## TEA TIME

**2) Hot Air for Withering Troughs :** Though everyone knows the ill effects of hot air withering vis-à-vis Natural Withering, I recall the Darjeeling Planter's aptly expressing that for withering process, *hot air is a necessary evil* as or else required moisture removal cannot take place without extending the withering hours.

I made a case study for one premium tea estate in Darjeeling where from a coal fired Hot Air Generator located in ground floor, two separate streams of hot air (via a 'Y' joint) are conveyed (through a dedicated ducting arrangement) to Tea Dryer and Withering Troughs, latter located on 1<sup>st</sup> & 2<sup>nd</sup> lofts. I carefully went through one-year data meticulously recorded by the Factory containing data like variation in hours of hot air usage on different days and different months --- -- which varied a lot due to changing weather conditions of the year. I found that the Factory's annual coal cost to supply hot air to 4 nos. troughs only (each with a 16,000 cfm fan), worked out to **Rs.11.23 Lacs**.

Now, above expense and more importantly the evil of heating to wither tea can be done away if the said hot air arrangement is replaced with a modern day's well-proven heat-less withering system ( FYI Two such systems have been running at Chamong T.E. and Sungma T.E. in Darjeeling

since last 4 years). Such System's investment cost and running cost are easily recoverable within the 1<sup>st</sup> year on account of the additional premium the 'made tea' would fetch then in **total absence of heat** during the withering process. As this heat-less process results to uniform (even) withering and more flaccid leaves, pressure required to be exerted on rolling table during maceration becomes less thus yielding more of 'OP' grades over the 'Broken's'.

On the characteristics of the tea thus processed, opines **Mr. Krishan Katyal:** *The infusion will be brighter and more even. Liquor would be fresher, smoother and mellow on the palate.* This is exactly in line with what both the users i.e. **Mr. Ashok Kumar Lohia** and **Mr. D.P. Maheshwari** say.

The advantage is that the system can be run without using grid power and at a minimal cost through Hydel power (in Darjeeling), Hot Water/ Steam (in The Nilgiris) or Natural Gas (in Assam). Even in absence of above utilities, the System can also be run with hot air with an annual cost of Rs. 2.25 Lacs considering coal cost @ Rs.12 per kg (as in Darjeeling today)

**N.B.:** In all above cases, no hot air will enter the trough or shall be in contact with the green leaves.

*A panoramic view of Goodricke's Thurbo T.E., Darjeeling*



*Rolling on the tongue*



### 3) Continuous Physical Withering Machine

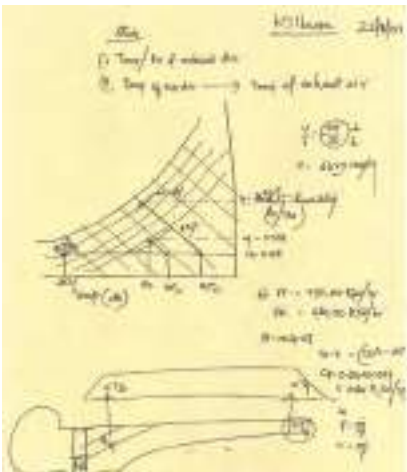
While CPW machines suitable for bulk manufacturing of tea, require much lesser floor space and man power resources when compared to conventional trough withering, we know that to compensate the very short withering time, CPW entails 'high Air CFM to kg. of GL' ratio and 'high withering temperature' which sometime goes up beyond 50 deg C in practice during heavy weather and monsoon.



Hot Air Ducting

By incorporating into the CPW an additional system (which provides bone dry air to the CPW and reduces the heat required), withering in CPW can be made at 'lower temperature' and with 'higher Hygrometric Differential'.

For example if the withering temperature is lowered by only **5 deg C** and the Hygrometric Differential is raised to **10 deg C** (19 deg F), an amazing energy saving figure of more than **1,000 Tons** of Steam (**500 Mn K Cal** of Hot Water) ---- annually. These figures are based on the size of after-heater/radiator of a standard size of CPW machine of



VFBD\_Cold Air Fan Work Sheet

say 55,000 cfm fan capacity considering 240 days of operation.

Now the Bonus is that by operating the CPW at lower temperature will mean *uniformly withered, greener and more flaccid WL* ---- as says the user **Mr. T. Jayaraman**, meaning it will result in value addition of made tea, which if considered even at a minimum of only Rs.5 per kg, will result to additional revenue of **Rs. 50 Lacs** in a year----- while the System installation cost remains a

fraction of the CPW cost with its running cost being virtually zero.

### 4) VFBD: Cold Air Fan:

Inside a VFBD, a Cold Air Mixing chamber ensures better mixing of hot & cold air to maintain improved quality of tea drying. Here the cold air fan of the VFBD sucks-in atmospheric air whose moisture content cannot be controlled as the same is weather dependent.

Now if a precisely designed quantity of desiccated air is made available at the suction end of the existing cold air fan of the VFBD, the dry air that would be going inside the tea dryer will carry much less moisture which will further improve the performance of the VFBD.

Further this will also cause reduction of fuel used to heat the air because of the dry air assisted moisture removal process. This is supported by the fact that generally the conditions at the point of final exhaust air from the VFBD (commonly known as 'T4') hovers around 90 deg C and 12% RH only.

**Submission:** The fact remain that since none knows the process of tea manufacturing better than the Planters and that is why if such areas of technical needs (as cited in my 1<sup>st</sup> example of axial flow fan) can be shared with the capable Engineers having required skill and expertise, the latter can come out with innovative energy saving solutions which will definitely augur more technical benefits to the tea industry

**Acknowledgements:** Mr. Anil Ku Jha, Jaya Shree Tea; Mr. Jayaraman T., Havukal Tea, Mr. Rajiv Gupta, Jungpana T.E.; Mr. Shantanu Bhattacharjee, Kilburn Engg.



**The author** Tapan Das, B.E. (Mech) from erstwhile B.E. College, Shibpore is a practising Consultant for premium tea estates for **Heat-less withering** and **Energy Optimisation**. Any technical query/clarification may be addressed through Email:

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## Dinu my dear friend

**D**inabandhu Mandal as a very dear friend of mine. We first met in August 1956 at the University College of Law in Kolkata. He had graduated in Kolkata whereas I had qualified in Mumbai. That made no difference; we vibed from day one. He belonged to a distinguished family of lawyers, rather solicitors. His grandfather had set up a firm of solicitors in 1870 in partnership with in Mr. Fox. They named the firm Fox & Mandal whose flag is flying aloft even today, exactly 150 years from the beginning.

Dinu, as I called him, had begun to train for pursuing the family profession whereas I was filling time before getting admission to the Lincoln's Inn in order to become a barrister-at-law; an admission which I never got for my family could not afford the expenditure for a two year stay and study in London. When I was told this disappointing news, I gave up studies altogether. But Dinu was serious and I was a distraction to his class attendance. In those few we attended class together; we nearly perfected the art and craft of running away from class while the professor was using the chalk on the blackboard. Only once, we were noticed.

The only thing I missed by leaving studies was the daily company of Dinu as well as eating tel (oil) poach (fried eggs), toast and tea in the canteen which cost only 8 annas or half a rupee. For the two of us, they cost Rs. 1/-. In those days, there were only desi eggs because broiler and poultry farms had not got going. The taste of the

real desi fried eggs of 1956 is difficult to imagine. Dinu and I relished it almost every working day. It was just as well that I pulled out of college and went to Mumbai for a month. For if I had lasted, Dinu's studies would have been disturbed and his vocational education definitely ended in imperfection.

Nevertheless, we remained in regular touch. I attended his wedding to Kavita. It was delightful and I had the pleasure to meet a number of her family members. Her father was a High Court judge of Calcutta Justice Law. Soon thereafter through Dinu's good offices, Justice Law recommended me to become a member of Calcutta club at what was an unusually young age of 24. Before that Dinu had joined the firm of Fox & Mandal as a full fledged solicitor and was already doing well. As is well known, he eventually rose to be the Senior Partner after his revered father's passing away. As a solicitor Dinu's career stretched to 60 years, a rare phenomenon.

It was in the mid-1970's when I was a committee member of the Calcutta Tea Traders Association, Dinu helped me a great deal. There occurred a tea sample dispute between the Association and a member buyer firm. The firm's chief advocate was Barrister Somnath Chatterjee who eventually rose to be the speaker of the Lok Sabha. For the Association, Dinu chose Barrister Gouri Mitter who was then the Advocate General of West Bengal. The tussle was a hot battle between two giants which fortunately the Association won. Justice prevailed after one hearing was studded on its side eight barristers. Yet the total bill was only less than Rs. 1.5 lakh. But for Dinu's special attention, I do not know what the outcome would have been.

He helped me with agreeing to be chairman of Contemporary from 1975 till he felt he should shed the responsibility of presiding over quite a few meetings a few years ago. He was indeed a lucky leader and, all of us including his charming family, have a right to celebrate his long and successful life.

– By Prafull Goradia ■



## Kalyan Kumar Sircar



**K**alyan Kumar Sircar passed away peacefully at home in the UK on August 18, 2020, at the age of 89. His academic training was in Economics, with degrees from

Calcutta University and the London School of Economics. Among his many interests, he wrote extensively about the tea industry in India. He co-authored the book *The Saga of Indian Tea*, published in 2010, and he was a regular contributor to *Tea Time*. Another passion was the work of Rabindranath Tagore. Readers of *Tea Time* may be interested to know Mr. Sircar was a past-President of the UK's Tagore Society, and co-authored the book of Tagore poem translations, *Under the Cascade of Light*, published in 2017. His wisdom, humour and warmth are missed by his wife and son, and many friends all over the world. ■



## S K Bhasin

1932 to 2020



## Noshir Tankariwala

1938 - 2020

An Angel whispered,  
"Take my hand and come with me;  
Your work here is done"

A life lived fully. He will be remembered by all  
Whose lives he touched.

Not a minute, not an hour,  
Not a day will go by  
We won't think of you,  
And smile or sigh.

You enriched our lives  
While you were here.  
Now we must learn to live  
Without you so near.

Time may soften the blow,  
But your memory won't fade.

Or a day will go by  
We won't wish you could have stayed.



## Nilmoney Roy

1933-2020



## Abir Goyal

1955- 2020

**A**bir Goyal spent most of his life in the laps of lovely tea gardens of East and South India. He worked with Contemporary Broker Pvt. Ltd., Carritt Moran, Assam Tea Brokers & Paramount Tea Company in Guwahati. Abir will always be remembered for his integrity, compassion, wry sense of humor and an infectious smile. ■





Compiled by  
Soumen Bagchi

**TABLE : 1**

ESTIMATED TEA IN THE PIPELINE					
	Production & B/F from 2019	Consumption	Export	Estimated Tea in the pipeline at the end of month	Remarks
01/01/2020 b/f	46				
Jan	16	94	18	-50	Exports & Production: Actual
Feb	15	94	15	-145	
Mar	44	88	18	-208	
Apr	39	76	23	-267	
May	96	75		-246	
Jun	139	94	20	-221	
Jul	161	94	21	-176	
Aug	160	94	17	-128	
Sep	188	94	19	-53	
Oct	176	94	18	10	
Nov	139	94	18	37	Prod 2019 & Exp (-) 15%
Dec	66	94	19	-11	
<b>Total</b>	<b>1284</b>	<b>1088</b>	<b>206</b>	<b>-11</b>	

	Estimated production & B/F from 2020	Consumption	Export	Estimated Tea in the pipeline at the end of month	Remarks
01/01/2021 b/f	-11				
Jan	14	94	23	-114	Est.prod & export as per 2019
Feb	15	94	19	-213	
Mar	75	94	21	-254	
<b>Total</b>	<b>93</b>	<b>283</b>	<b>64</b>	<b>-254</b>	

**TABLE : 2**

Estimated Consumption ( M.Kgs)	
Estimated consumption in 2018	<b>1084</b>
Add : Yearly increase 2.2%	<b>24</b>
<b>Estimated consumption in 2019</b>	<b>1108</b>

**TABLE : 3**

Estimated Tea in Pipeline as on 01.01.2020 (M.Kgs.)	
Total Production in 2019	<b>1390</b>
Add : Import in 2019	<b>16</b>
	<b>1406</b>
Less : Exports in 2019	<b>252</b>
Available for Consumption	<b>1154</b>
Less: Estimated Consumption in 2019	<b>1108</b>
<b>Carry forward stock as on 01/01/2020</b>	<b>46</b>

**TABLE : 4**

Estimated out of home consumption loss due to lockdown				
(Figures in M.Kgs.)				
2020	Days	Average Consumption	Out of home loss	Estimated consumption
Mar	10	94.4	6.3	88.1
Apr	30	94.4	18.9	75.5
May	31	94.4	19.5	74.9
<b>Total</b>	<b>71</b>	<b>283.2</b>	<b>44.7</b>	<b>238.5</b>

# Out of Home Estimated Consumption: 20%

Category wise percentage of Tea sold in Auction under different Price range April to October : <b>CTC</b>											
Assam : Estate	Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
2020	0	0	1	2	4	21	38	11	9	13	100
2019	1	12	16	17	20	27	5	1	0	1	100
2018	1	10	21	25	21	18	3	1	0	0	100
2017	2	11	23	20	18	21	3	0	0	0	100
2016	1	14	32	22	16	12	2	0	0	0	100

Doors & Terai Estate	Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
2020	0	0	1	2	4	36	51	5	1	0	100
2019	4	13	16	23	27	15	2	0	0	0	100
2018	1	16	20	28	23	12	1	0	0	0	100
2017	7	15	21	26	23	8	0	0	0	0	100
2016	2	20	24	27	20	6	0	0	0	0	100

Category wise percentage of Tea sold in Auction under different Price range April to October : <b>ALL DUST</b>											
Assam : Estate	Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
2020	0	1	1	3	5	22	30	9	9	20	100
2019	2	12	19	15	14	36	2	0	0	0	100
2018	1	9	15	16	23	35	1	0	0	0	100
2017	1	13	20	16	17	31	1	0	0	0	100
2016	2	18	22	25	22	11	0	0	0	0	100

Doors & Terai Estate	Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
2020	0	0	2	3	7	52	36	1	0	0	100
2019	4	21	30	27	16	3	0	0	0	0	100
2018	1	14	33	29	18	5	0	0	0	0	100
2017	5	21	31	27	13	3	0	0	0	0	100
2016	3	35	33	23	6	1	0	0	0	0	100

Category wise percentage of Tea sold in Auction under different Price range April to October : <b>CTC</b>											
North India BLF	Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
2020	0	1	2	8	15	55	17	1	0	0	100
2019	22	51	19	6	1	1	0	0	0	0	100
2018	7	54	28	9	2	0	0	0	0	0	100
2017	33	39	19	6	1	0	0	0	0	0	100
2016	14	61	21	3	1	0	0	0	0	0	100

Category wise percentage of Tea sold in Auction under different Price range April to October : <b>ALL DUST</b>											
North India BLF	Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
2020	0	1	3	6	13	44	25	2	2	4	100
2019	14	48	26	7	2	2	0	0	0	0	100
2018	3	27	38	17	10	5	0	0	0	0	100
2017	12	35	28	11	8	4	0	0	0	0	100
2016	12	56	27	4	1	0	0	0	0	0	100



TEA TIME

Category wise percentage of Tea sold in Auction under different Price range												
April to October : <b>CTC</b>												
Assam : Estate		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	11	5	2	0	17	27	22	10	6	100
	2019	0	7	14	22	21	28	7	0	0	0	100
MAY	2020	0	4	8	11	12	29	30	4	1	0	100
	2019	1	19	30	24	13	11	1	0	0	0	100
JUN	2020	0	1	3	5	6	23	31	11	10	10	100
	2019	1	13	16	17	17	24	9	1	1	1	100
JUL	2020	0	0	0	0	1	17	30	11	13	28	100
	2019	1	9	13	12	15	32	12	2	1	2	100
AUG	2020	0	0	0	0	0	5	39	11	16	28	100
	2019	1	9	13	13	21	37	5	1	0	0	100
SEP	2020	0	0	0	0	0	11	50	19	13	8	100
	2019	2	13	14	15	23	32	2	0	0	0	100
OCT	2020	0	0	0	2	10	42	38	6	2	1	100
	2019	2	12	17	21	23	23	2	0	0	0	100
Dooars & Terai : Estate		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	2	3	12	6	14	38	21	3	0	100
	2019	0	12	11	13	21	35	7	0	0	0	100
MAY	2020	0	4	12	14	9	35	22	4	1	0	100
	2019	0	17	18	19	25	18	3	0	0	0	100
JUN	2020	0	0	3	7	9	34	40	7	1	0	100
	2019	1	13	12	19	27	25	3	0	0	0	100
JUL	2020	0	0	0	1	4	40	49	5	1	0	100
	2019	2	12	12	22	35	17	1	0	0	0	100
AUG	2020	0	0	0	0	0	26	68	5	1	0	100
	2019	5	12	17	28	30	9	0	0	0	0	100
SEP	2020	0	0	0	0	0	24	70	5	1	0	100
	2019	7	13	19	27	24	9	1	0	0	0	100
OCT	2020	0	0	0	1	8	63	27	1	0	0	100
	2019	6	12	18	27	23	11	2	0	0	0	100

Category wise percentage of Tea sold in Auction under different Price range												
April to October : <b>DUST</b>												
Assam : Estate		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	17	0	11	9	10	32	21	0	0	100
	2019	0	8	17	25	27	22	1	0	0	0	100
MAY	2020	3	5	7	11	13	40	21	0	0	0	100
	2019	1	18	33	30	13	5	0	0	0	0	100
JUN	2020	1	2	4	5	9	28	31	10	7	3	100
	2019	1	13	20	18	18	26	4	0	0	0	100
JUL	2020	0	1	1	2	3	17	22	7	16	31	100
	2019	1	10	14	13	15	42	4	0	0	0	100
AUG	2020	0	0	1	1	1	9	24	5	8	50	100
	2019	1	8	17	11	14	47	3	0	0	0	100
SEP	2020	0	0	1	1	2	13	36	17	18	12	100
	2019	2	12	16	12	12	45	1	0	0	0	100
OCT	2020	0	0	1	3	9	39	37	9	2	0	100
	2019	3	12	18	13	15	39	2	0	0	0	100
Dooars & Terai : Estate		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	2	0	6	2	7	40	42	0	0	0	100
	2019	1	19	15	20	33	11	0	0	0	0	100
MAY	2020	1	3	14	12	16	43	11	0	0	0	100
	2019	0	24	28	26	18	4	0	0	0	0	100
JUN	2020	0	1	4	9	15	50	19	1	0	0	100
	2019	2	20	26	28	17	8	0	0	0	0	100
JUL	2020	0	0	0	1	5	60	33	1	0	0	100
	2019	2	20	27	29	18	4	0	0	0	0	100
AUG	2020	0	0	0	0	1	42	55	1	0	0	100
	2019	4	19	32	30	13	2	0	0	0	0	100
SEP	2020	0	0	0	0	0	42	57	0	0	0	100
	2019	6	22	36	23	12	1	0	0	0	0	100
OCT	2020	0	0	0	2	16	73	9	0	0	0	100
	2019	7	19	33	27	13	1	0	0	0	0	100

Category wise percentage of Tea sold in Auction under different Price range

April to October : **CTC**

Assam : BLF		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	0	0	13	39	25	8	14	0	0	100
	2019	0	25	49	22	4	1	0	0	0	0	100
MAY	2020	2	11	16	16	17	30	8	0	0	0	100
	2019	5	61	28	5	1	0	0	0	0	0	100
JUN	2020	0	3	6	6	9	48	22	2	2	0	100
	2019	5	48	28	13	4	1	0	0	0	0	100
JUL	2020	0	0	0	1	3	53	36	3	2	2	100
	2019	4	44	33	13	4	2	0	0	0	0	100
AUG	2020	0	0	0	0	0	18	71	5	3	3	100
	2019	6	45	32	12	4	2	0	0	0	0	100
SEP	2020	0	0	0	0	0	33	62	3	1	0	100
	2019	9	49	28	10	3	1	0	0	0	0	100
OCT	2020	0	0	0	8	28	58	6	0	0	0	100
	2019	11	49	27	9	2	1	0	0	0	0	100
<b>Dooars &amp; Terai : BLF</b>												
		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	12	13	36	25	12	2	0	0	1	100
	2019	2	69	24	4	1	1	0	0	0	0	100
MAY	2020	1	12	21	44	15	6	1	0	0	0	100
	2019	1	77	18	2	0	0	0	0	0	0	100
JUN	2020	0	1	4	52	33	9	1	0	0	0	100
	2019	5	80	11	3	1	0	0	0	0	0	100
JUL	2020	0	0	0	5	29	64	2	0	0	0	100
	2019	18	71	8	3	0	0	0	0	0	0	100
AUG	2020	0	0	0	0	1	95	3	0	0	0	100
	2019	49	41	6	2	0	0	0	0	0	0	100
SEP	2020	0	0	0	0	1	91	8	0	0	0	100
	2019	61	30	7	1	0	0	0	0	0	0	100
OCT	2020	0	0	0	8	46	45	1	0	0	0	100
	2019	59	32	8	1	0	0	0	0	0	0	100

Category wise percentage of Tea sold in Auction under different Price range

April to October : **DUST**

Assam : BLF		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	0	0	0	0	67	0	33	0	0	100
	2019	1	33	55	10	1	0	0	0	0	0	100
MAY	2020	6	18	13	23	20	18	3	0	0	0	100
	2019	6	61	28	4	0	0	0	0	0	0	100
JUN	2020	0	5	4	7	28	45	8	1	1	1	100
	2019	9	52	24	11	3	2	0	0	0	0	100
JUL	2020	0	1	1	1	6	56	22	3	4	5	100
	2019	6	46	33	8	4	4	0	0	0	0	100
AUG	2020	0	0	0	1	2	30	46	4	4	14	100
	2019	7	42	33	9	4	5	0	0	0	0	100
SEP	2020	0	0	0	0	1	30	57	5	4	3	100
	2019	11	40	32	10	4	4	0	0	0	0	100
OCT	2020	0	0	1	6	20	57	15	1	0	0	100
	2019	9	39	32	11	5	5	0	0	0	0	100
<b>Dooars &amp; Terai : BLF</b>												
		Below Rs.100	Rs.100-125	Rs. 126-150	Rs. 151-175	Rs.176-200	Rs. 201-250	Rs. 251-300	Rs. 301-325	Rs. 326-350	Above Rs.350	Total %
APR	2020	0	15	0	53	10	15	7	0	0	0	100
	2019	7	75	16	1	1	0	0	0	0	0	100
MAY	2020	2	12	46	29	8	3	0	0	0	0	100
	2019	4	81	12	1	0	0	0	0	0	0	100
JUN	2020	0	2	17	53	23	5	0	0	0	0	100
	2019	15	73	10	2	0	0	0	0	0	0	100
JUL	2020	0	0	0	9	36	53	2	0	0	0	100
	2019	26	63	8	2	0	0	0	0	0	0	100
AUG	2020	0	0	0	0	5	87	8	0	0	0	100
	2019	48	45	7	1	0	0	0	0	0	0	100
SEP	2020	0	0	0	0	3	92	5	0	0	0	100
	2019	53	38	8	1	0	0	0	0	0	0	100
OCT	2020	0	0	1	13	49	37	0	0	0	0	100
	2019	53	36	10	1	0	0	0	0	0	0	100



## N.I. (CTC+DUST) APRIL TO OCTOBER BUYING

Month	Buyer Type	2020			2019		
		L. Kgs.	Avg. Rs.	%	L. Kgs.	Avg. Rs.	%
APR	HUL	0		0	2	134.10	2
	TCPL	0		0	1	114.68	1
	3RD FORCE	1	269.98	24	21	177.51	20
	OTHER	3	210.52	76	84	151.94	77
	<b>TOTAL</b>	<b>5</b>	<b>224.78</b>	<b>100</b>	<b>108</b>	<b>156.12</b>	<b>100</b>
MAY	HUL	22	214.60	20	32	138.28	11
	TCPL	7	170.40	7	24	122.71	8
	3RD FORCE	17	213.95	16	53	158.42	17
	OTHER	61	193.62	57	195	143.73	64
	<b>TOTAL</b>	<b>107</b>	<b>199.56</b>	<b>100</b>	<b>303</b>	<b>144.06</b>	<b>100</b>
JUN	HUL	51	265.25	25	39	151.74	13
	TCPL	11	191.01	6	16	114.39	5
	3RD FORCE	32	230.53	16	52	166.37	17
	OTHER	112	223.27	54	195	156.10	64
	<b>TOTAL</b>	<b>207</b>	<b>233.00</b>	<b>100</b>	<b>302</b>	<b>155.06</b>	<b>100</b>
JUL	HUL	57	295.65	16	65	159.29	14
	TCPL	45	265.56	13	44	145.61	10
	3RD FORCE	66	258.21	18	79	164.69	17
	OTHER	193	250.33	54	276	159.86	59
	<b>TOTAL</b>	<b>360</b>	<b>260.80</b>	<b>100</b>	<b>464</b>	<b>159.24</b>	<b>100</b>
AUG	HUL	94	305.28	23	62	165.11	15
	TCPL	84	276.36	20	73	149.01	17
	3RD FORCE	60	277.84	15	56	159.00	14
	OTHER	175	275.16	42	225	154.07	54
	<b>TOTAL</b>	<b>413</b>	<b>282.65</b>	<b>100</b>	<b>415</b>	<b>155.49</b>	<b>100</b>
SEP	HUL	56	283.68	15	52	169.84	11
	TCPL	55	261.92	14	81	144.29	17
	3RD FORCE	78	266.98	21	62	156.44	13
	OTHER	189	268.87	50	272	146.58	58
	<b>TOTAL</b>	<b>378</b>	<b>269.68</b>	<b>100</b>	<b>467</b>	<b>150.09</b>	<b>100</b>
OCT	HUL	58	247.75	14	49	165.58	11
	TCPL	71	227.94	17	54	130.03	12
	3RD FORCE	51	235.54	12	63	158.54	14
	OTHER	234	230.61	56	287	146.36	63
	<b>TOTAL</b>	<b>414</b>	<b>233.15</b>	<b>100</b>	<b>452</b>	<b>148.19</b>	<b>100</b>

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