

CONTEMPORARY

TEA TIME

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TEA JOURNAL WITH THE LARGEST READERSHIP | 29th YEAR OF PUBLICATION

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TEAQUIZZY



By Errol O'Brien

QUESTIONS

1. When tea is harvested, an endeavour of the pluckers is to pick only the top two inches of growth. What are these called?
2. A century old temple made of wood and tin and shaped like a Pagoda in the Rajgang block of Jalpaiguri was reduced to ashes recently. The owners were characterized in the novel Devi Chaudrani by the Bengali author, Bankim Chandra Chatterjee. On which Tea estate was this temple erected
3. The Bancha, Sancha and Gyokuro are strains of Tea. Darker the green leaves, the higher the quality. Where were they first produced?
4. The Honey Bush Tea or Mountain Tea is native to which tea growing area?
5. The ever green Mate shrub is a type of tea giving drink in which country?
6. The process of brewing and drinking tea can take on the dimensions of a sacred ritual not only in Japan but in which other area? Blends have a strong Second Flush Assam clonal mixed with Teas from Sumatra, Java and Sri Lanka and are drunk with a lump of white rock sugar candy
7. White Dew Tea is the prize product of which Tea Estate?
8. What tea usage can help you get rid of smelly shoes and toes?
9. Dwarknath Tagore one of the first Bengali industrialists and Babu Motilal Seal were among the eminent founding Directors of the Tea Company which was incorporated by a deed of the UK Parliament in 1839 and the first Tea plantation to be awarded a royal charter by Queen Victoria. Name the Company
10. What terminology is used to describe this set of tea leaves: shaped by hand into bundles or rosette like flowers. When steeped in water it slowly blossoms into a bouquet of breathtaking shapes and exquisite flavours

Answers: 1) Flushes 2) Shikarpur Tea Estate 3) Japa
4) South Africa 5) Brazil 6) East Frisia, North- West
Germany 7) Milm T.E. 8) Insert dry used tea bags into the
shoe. The tea bags soak up bad odours effectively 9) The
Assam Company 10) Crafted Tea



The Producer struggles to cope with rising cost of production. The growth in supplies are out pacing the demand from consumers and where, two parallel industries with different business models co-exist, it is becoming an increasing challenge for the composite Estate to survive. Is there a formula which will allow them to transform, and follow the purchased leaf route?

Many producers are looking at the future for opportunities for growth. After tea bags, flavoured teas, infusions, instant tea ready to drink tea and related concoctions, dispensers, what next? New markets?

The late Dr N K Jain, once wrote in our columns that there was a growing market for tea extracts, for use in the automobile as well as in the pharmaceutical industries. And a recent report declares tea oil, obtained from the extract of tea seeds, has the potential of cooking oil, like olive oil, holds promise.

While alternate use of tea may be necessary to balance the demand and supply equation, what about a plan for peace like the USA wheat PL480, in the 1950's?

Borrowing from the American policy from the days of Eisenhower administration. Public Law 480 established a broad basis for U.S. distribution of foreign food aid, although reduction of agricultural surpluses remained the key objective for the duration of his administration.

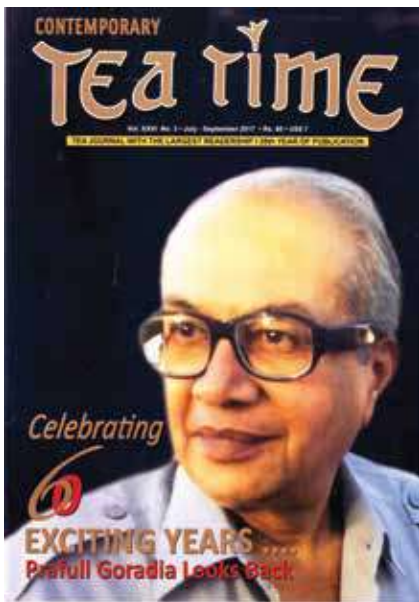
The administrations of John F. Kennedy and Lyndon B. Johnson marked a revitalization of the U.S. foreign assistance program, signified a growing awareness of the importance of **humanitarian aid as a form of diplomacy**, and reinforced the belief that American security was linked to the economic progress and stability of other nations.

Certainly our peace is linked to peace in our neighbourhood. So why not motivate our Government, to gift Indian teas, particularly those which they like, from South India and the Terai Factories to our neighbours in Pakistan for the establishment of peace. The Generals may want something stronger and we could oblige!

This former supply may well balance the demand and supply equation and impact tea prices positively and certainly the latter will help to reduce our defence expenditure!

A Nandkeolyar

While alternate use of tea may be necessary to balance the demand and supply equation, what about a plan for peace like the USA wheat PL480, in the 1950's?



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Contemporary Tea Time, a magazine of the tea industry published by Contemporary Brokers Pvt. Ltd. has completed 29 years of its existence. It has through the years evolved into a voice of the industry, reflecting the views, opinions, market trends and happenings of the tea scenario in India and abroad.

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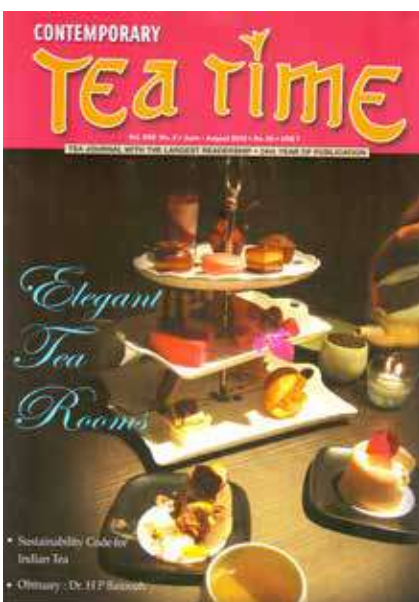
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History creators in South Indian tea industry

By P S Sundar



Two bought-leaf factories, based in a small hamlet called Aravenu in Kotagiri taluk of The Nilgiris district, have created history in The Golden Leaf India Award (TGLIA) contest of the Tea Board and the UPASI.

Vigneshwar Estate Tea Factory has retained its consistency in 'clean sweep' annexing all the five titles it competed for in the 2018 competition.

"The Hittakkal group to which our factory belongs has bagged the Golden leaf awards in all the 14 editions held so far. For the sixth year, we have won titles in Leaf, Fannings and Dust categories in The Nilgiris beating even corporate entries. In orthodox category among bought-leaf factories, for the second consecutive year, we have won in both Broken Orange Pekoe and Fannings segments", Vigneshwar Managing Partner Ramesh Bhojarajan told me.

Likewise, Darmona Tea Industry has bagged the Award for the fourth consecutive year. "In all, we have won Golden Leaf award for eight times", Darmona Managing Partner Dinesh Raju said.

"This year, we competed in all the three applicable categories among the bought-leaf sector – Leaf, Dust and Fannings – and have annexed the title in all the three segments", he said.

Both Darmona and Vigneshwar factories are market leaders and hold records of all-time high prices – the highest price for their grades of any tea from any bought-leaf factory in any auction anywhere in South India in any year.

Kodanad Estate's orthodox leaf, auctioned by Global Tea Brokers, topped the entire special auction held for the teas manufactured for TGLIA when Jayshree Tea and Industries bought it for Rs 436 per kg.

In the CTC Dust Tea auctions, Vigneshwar Speciality tea, auctioned by Paramount Tea Marketing, topped when Vimal Tea Company bought it for Rs 245.

In the CTC leaf auctions, Vigneshwar Speciality tea, auctioned by Paramount Tea Marketing, topped when Golden Tips Tea Co (P) Ltd bought it for Rs 237.

An interesting development has happened at Korakundah Tea Estate in The Nilgiris. Some tea connoisseurs around the world have held Korakundah organic teas as 'Champagne among the teas' to hail their distinctive taste and attractive flavour but from this summer, it will be possible for all to enjoy these speciality teas, thanks to the launching of gift packs.

These gift packs themselves are elegant adding value to the concept of gifting – dark black jewel box with golden print announcing the presence of chosen speciality tea collections from Korakundah estate.

Glendale Orange Twist tea which has won Silver Medal in US competition





Avataa green tea which has created all-time high price record in South India.

In the inside portion of the lid, description about the teas are printed in golden colour making the owner feel proud to possess one of the finest teas of India.

There are two tins matching in colour with the box and interestingly a golden colour string to pull out the tins without damaging the box.

The tins are in consumer packs of 50 gms each and Korakundah speciality teas like white tea and golden tips tea are packed in the tins taking care to retain their flavour until the last sip.

“Korakundah enjoys the distinction of being the highest tea garden in the world and its 95-year-old experience in tea industry has made its manufacturing an art”, D Hegde, Director, the United Nilgiri Tea Estates Co Ltd (UNITEA), which owns Korakundah tea estate, told me.

Korakundah has cultivated tea at 8,107 feet above sea level in The Nilgiris.

“Korakundah organic white and golden tips teas are handpicked from the garden where no chemical pesticides are used. Plant diseases are cured by natural methods and soil fertility is maintained without using chemical-based fertiliser”, he disclosed.

“For the golden tips teas, we pluck the freshest shoots with ‘hair’ gummed into a mat from very old China tea bushes. The brisk tea with a golden yellow colour is sparkling and sweetish with delicate flavour”, Hegde said.

“For white teas, we dry the leaves in sun and ensure that they contain fine silvery hairs. They are very lightly oxidised to retain greater concentration of Polyphenols, known to fight against cancer”, he noted.

Two new price records have been created at Coonoor Tea Trade Association auctions.

“Avataa Green tea fetched an all-time high price in South India when Golden Tips Tea Co., New Delhi, bought it for Rs 2,401 per kg”, Ravichandran Broos, General Manager, Paramount Tea Marketing, who auctioned the tea, told me.

“By virtue of this, Avataa has broken its own record of Rs 2,086 per kg which it created last year”, he noted.

The price record of Rs 2,401 per kg is close to a Guinness Book Record if any for southern tea auctions – the highest price fetched by any tea in any auction in any year in any centre anywhere in South India.

“We are happy over this new record because we manufactured it based on high demand from discerning consumers and tea connoisseurs for this grade. It had fetched Golden Leaf India award for three years”, Avataa Director G Udayakumar said.

Dinesh Raju with his Darmona Tea





Korakundah gift pack of White and Golden Tips teas.



Ramesh Bhojarajan With His Vigneshwar Tea

“This tea is known for its exotic winter characteristics leaving bright yellow liquor and soothing after-taste with favourable flavour. That is why it was able to create a price record”, he explained.

“It is a whole-leaf green tea retaining the inherent health-benefit characteristics manufactured from tender green leaves plucked from exclusive plants in Billimalai Estate, located at 6,400 feet above sea level”, Avataa Tea Production Specialist ENR Vejayashekara said.

“We have been sourcing speciality teas round the world and selling them also round world since 1933. We have found Avataa tea of superior quality and will be offering for sale online, exports as also in our speciality tea boutiques”, Madhav Sarada, Managing Director, Golden Tips Tea Co., told me.

“Based on the response, we intend to place orders for more volume of this tea”, he disclosed. The other price record was created by Vigneshwar Estate Tea Factory tea also auctioned by Paramount Tea Marketing.

“Vigneshwar Broken Pekoe grade was bought by Vora Sons at Rs 322 per kg. This is all-time high for any CTC grade ever sold in South India”, Ravichandran Bros. said.

“For the past few years, this tea has been winning Golden Leaf India award in the entire Nilgiris category beating even entries from corporates”, Ramesh Bhojarajan, Managing Partner of Vigneshwar Factory, said.

“This has been the highest ever price we have realised for any of our tea since manufacturing started in our factory 30 years ago”, he disclosed.

A silver lining occurred with the ‘Glendale Orange Twist’ tea, manufactured by Glenworth Estate Limited at Glendale Estate, near Coonoor, winning the coveted ‘Silver Medal’ in ‘The Global Tea Championship’ held at World Tea Media-Penton in the USA bringing credit to the Indian tea industry.

“Our tea won this Medal in ‘Black orthodox general’ category after passing through rigorous evaluation including on technical aspects by international jury”, Glenworth Director K Gopal Krishnan told me.

“While this acknowledges the selection of our tea as ‘world class’, consumers around the world are assured of a unique variety of tea. Following our winning the Medal, our tea gets showcased in Annual 2018 Buyers’ Guide distributed worldwide digitally. We have also got the opportunity to showcase our Medal winning tea in the ‘Winners’ Tasting Circle’ of the ‘World Tea Expo’. All these bring credit to the Indian tea industry”, he said.

“The ‘Glendale Orange Twist’ tea is manufactured from single clone of very high quality sporting yellow leaves with the buds covered with fair amount of pubescence. The carefully plucked leaves are processed in the technologically advanced tea factory under strict hygienic conditions supervised by skilled experts who detect optimum oxidation”, he explained.

“The liquor is typically golden orange in colour and hence the name ‘Glendale Orange Twist’. Its soothing floral aroma and smooth liquor strength which lingers for long as an after-taste makes this tea unique to the consumers”, he disclosed.

“Besides tea connoisseurs in different parts of India, this tea is preferred in the UK and rest of Europe, the USA, Taiwan and Japan”, Gopal Krishnan added.

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Revamping of RD factory

R D Tea factory has applied for trust tea certificate. It has been revamped, with new kota stone vetrified tiles floor, new false ceiling & replacement of two fermenting machines. 75% of their produce sells through the auctions.

Sushil Dhandania



L - R : Mr. Tirthankar Paul, Mr. Harsh Kumar, Mrs. Dhandania, Mr. Sushil Dhandania, Mr. Arjun Mitra and Mr. Abhijit Sengupta



Former Goodricke boss to set up India's 1st think tank on tea

Tea Time Bureau



The Former Goodricke group MD and CEO Arun Narain Singh

Kolkata: Just into his retirement from Goodricke group as the MD and CEO. Arun Narain Singh (better known as A N Singh) is planning to set up the country's first think tank of the tea industry. If things go as planned, the top level industry advisory body will begin its operations in four to six months' time.

The think tank will initially have offices in Kolkata and Guwahati. "Later, if needed, an office will be set up in New Delhi," said Singh.

A former Tea Board chairman, on condition of anonymity, said "The think tank is the need of this hour: we must face current challenges like climate change, labour anomalies, lack of comprehensive tea policy, lack of coordination among producers and other sustainability issues." The think tank will also deal with the land reforms and housing policy for the tea workers and rejig in labour act and restricting of wages.



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WHAT IS A TEA SWAP?

By James W. Montlake



A Tea Swap is a way of setting a Fixed Price for Tea bought or sold at Auction. The Tea Swap has been successfully launched in Sri Lanka and will be coming to India soon.

Tea Swaps are used in parallel to Tea Auctions. Swap users continue to buy or sell Tea in the Auction and the Swap compensates them for changes in the Weekly Average Price. This method allows users to achieve long-term Fixed Prices for Tea bought or sold at Auction (and potentially privately). Most modern Companies use Swaps to set Fixed Prices. Toyota uses Swaps to fix their steel Price; Singapore Airlines uses Swaps to fix their fuel Price and Shell uses Swaps to Fix their revenue from extracting oil.

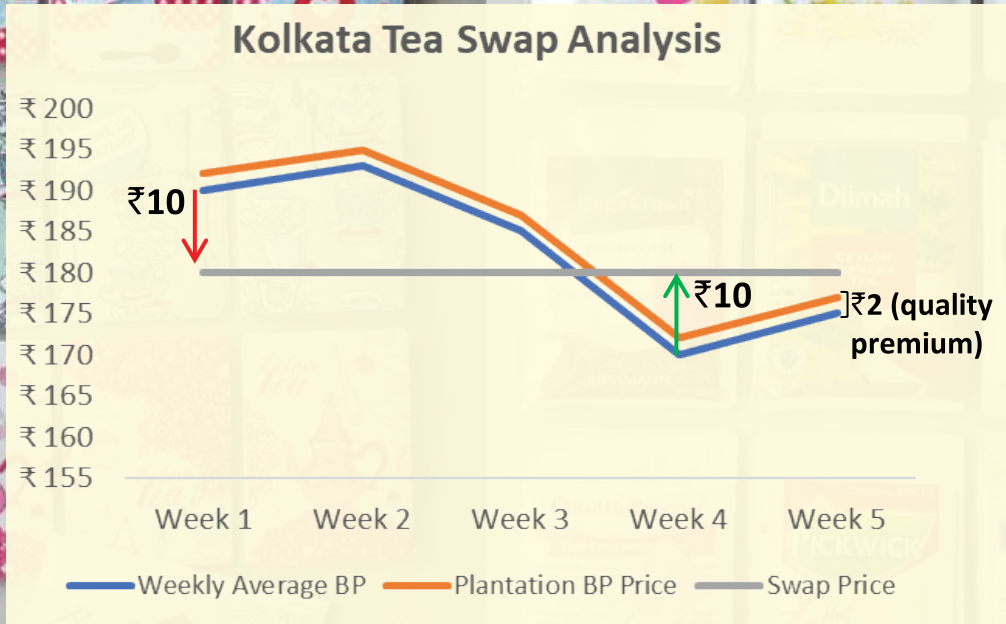
Why do these Companies use Swaps to fix Prices? It is not simply to try and beat the market. It is also to make the business more streamlined and to aid investment and growth.

For a Packer or Exporter, the Fixed Price from a Tea Swap means it is much easier to offer Fixed Prices to customers.

For a Grower a Tea Swap can be used to fix future Revenues, 'locking-in' a profit and supporting greater investment and growth.

A Tea Swap Price is also a useful market consensus of future Auction Prices.





Example

A Plantation wants to lock in a Fixed Price for BP Teas sold through the Kolkata Auction. They go to the Swap Broker and agree a Fixed Price of ₹180 (this is based on expectations of future Auction Prices).

The Swap duration is 5 weeks.

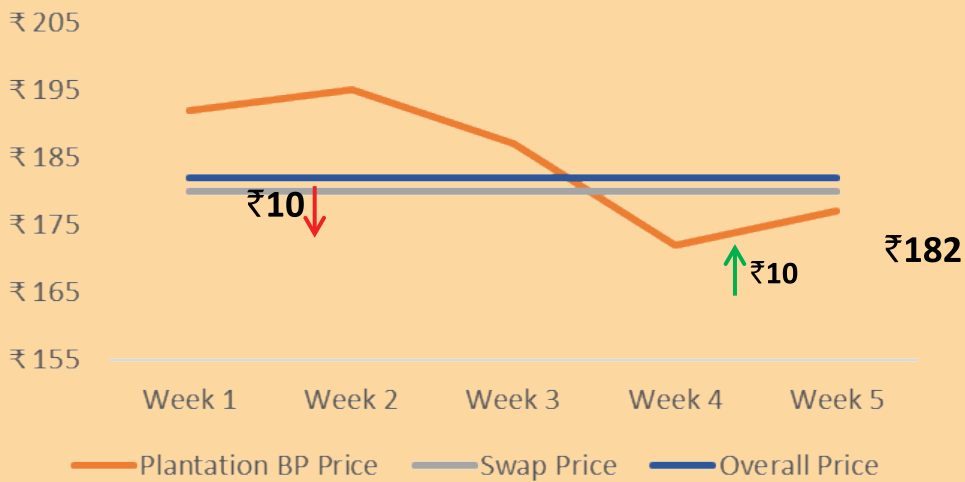
The Plantation continues to sell their Tea through the Auction.

If the market rises the Plantation will be expected to pay money to the Swap Broker. If the market falls the Plantation will receive money from the Swap Broker.

- In Week 1 the market rises, and the Weekly Average Price for BP in the Kolkata Auction is ₹190.
- The Plantation pays the difference between the Fixed Price (₹180) and the Weekly Average BP Price (₹190). The Plantation pays ₹10 to the Swap Broker.
- At the same time the Plantation has sold BP in the Auction and received an average Price of ₹192 (the extra ₹2 is because they sell slightly higher quality than average in the Auction). Their Overall Price for the week is ₹192 – ₹10 = ₹182
- In Week 4 the market has fallen, and the Weekly Average Price for BP is ₹170
- The Plantation receives the difference between the Fixed Price (₹180) and the Weekly Average BP Price (₹170). The Plantation receives ₹10 from the Swap Broker.
- At the same time the Plantation has sold BP in the Auction and received an average Price of ₹172 (the extra ₹2 is because of their slightly higher quality). Their Overall Price for the week is ₹172 + ₹10 = ₹182
- Every week the Swap payment compensates the Plantation for movements in the market and leaves them with an Overall Price of ₹182.

If the market rises the Plantation will be expected to pay money to the Swap Broker. If the market falls the Plantation will receive money from the Swap Broker.

Kolkata Tea Swap Analysis



The ₹180 is the Fixed Price set through the Swap and the ₹2 is the premium that the Plantation receives for selling slightly higher quality Teas. In this way the Tea Swap allows the Plantation to accurately predict their Tea Price in advance based on the Fixed Price and the quality they are intending to sell.

This is a simplified example designed to illustrate the theory of Tea Swaps.

For a Tea Buyer purchasing Tea in the Auction the Swap is identical except the payments are reversed.

The Swap Broker is counterparty to every trade. The Swap Broker always deals in both directions, i.e. the Swap Broker will trade equal and opposite Swaps with a Buyer and a Seller. This way the Broker takes no market risk itself. When one side is paying the other side is receiving and vice versa. The Swap Broker does not charge a commission but makes its money from a spread between the two Fixed Prices.

Sri Lanka Example

Tea Swaps have started trading in Sri Lanka. The first Swaps were linked to the Weekly Average Price of High Grown Orthodox BOPF with more grades and elevations ready to be introduced.

Many high-profile Sri Lankan Companies have begun trading Swaps including Akbar Brothers, Sunshine Holdings, Bogawantalawa Plantations and Ranfer Teas.

From a small beginning of just 3 Companies in March 2018 the Colombo Tea Swap market has grown quickly and attracts regular bids and offers from around 20 Companies with new joiners coming on board regularly.

Building on the success in Sri Lanka Tea Swaps are planned to be launched in India starting with the Kolkata Auction.

For a Tea Buyer purchasing Tea in the Auction the Swap is identical except the payments are reversed.



BEVERAGE BONANZA

So many ways to savour tea



Masala Tea: an Indian way

Ingredients:

3 tea bags black tea, 4 cups water, A 3-inch cinnamon stick, 1 inch piece of ginger, ½ tspn green cardamom seeds, ½ tspn black peppercorns, ½ tspn whole cloves, 1 tspn whole coriander seeds, 1 cup milk, honey or other sweetener to taste.

Method:

Boil water and add the spices, cover and simmer for 20 minutes. Add tea bags and steep 10 minutes. Add milk and heat to drinking temperature. Do not strain and serve drinking temperature. Do not boil. Strain and serve with sweetener.



Tea Vodka with Slush:

How about Vodka with Tea?

Try this out for the flavour

Ingredients:

5 cups water, 2 tea bags, 1 cup sugar, 1 can lemonade, 1 cup vodka, 1 bottle chilled water, Lemon slices, if desired.

Method:

Boil one cup of water. Pour water over tea bags, let steep 5 minutes. Remove tea bags and cool the tea. Boil the remaining water and stir sugar till it dissolves. Remove from heat and cool completely. Mix tea, sugar water, lemonade and vodka and chill for at least 24 hours. When serving, fill 2/3rds glass with slush and rest with chilled water. Decorate the lemon slices.



Black Tea Cream:

Enjoy this easy recipe!
(Makes for 4)

Ingredients:

½ litre milk, 5 egg yolk, 1 ½ cups sugar, 1 tblspn black orthodox tea

Method:

Bring half the milk to a boil, add the sugar to the egg yolks. Beat until the mixture turns which. Add this slowly to the cold milk and set aside. Steep the tea in the hot milk for 4-5 minutes. Strain and beat the hot milk into the egg yolk mixture. Pour into a pan and cook over very low heat for five minutes, stirring continuously with a wooden spoon. Cool completely and freeze.



Tea Punch:

An exotic cocktail of fruits tea(makes 12 servings)

Ingredients:

1 cup strong tea, 180 gms sugar, 1 cup orange squash, 4 tblspn lemon juice, 2 small bottles ginger ale, 1 large bottle lemonade, 1 orange sliced.

Method:

Put the hot tea in a bowl. Add the sugar. Stir until the sugar dissolves well. Add the orange squash and lemon juice. Strain the mixture. Chill well and when ready to serve, mix in the ginger ale, lemonade and orange.



Royal Bengal Tiger:

Tea in the royal style....

Ingredients:

1 tblspn lemon juice, 2 dashes aromatics bitters, ½ tspn sugar (or 1 tspn sugar syrup), 1 ½ ounces cognac, 4 ounces cold strong tea.

Method:

Mix lemon juice, sugar cognac and aromatic bitters in the bottom of a tall (12 ounce) glass. Fill glass with ice cubes and pour in tea. Stir and garnish with a slice of lemon and a spring of mint.

Collected and Compiled by
CA Jyoti P Kanoi





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Mr. J.E.M. Harington

India's Cooperative Campaigns

The earliest cooperative effort to advertise India tea came when Mr. John E. Musgrave Harington was appointed Indian Tea Commissioner at the Brussels Exhibition of 1888. Mr. Harington, born at Plymouth, in 1860, had been a coffee planter in Java. He opened a stall at the exhibition, wrote and distributed many booklets on India tea, and translated them from English into four other languages. At the conclusion of the exhibition, he returned to England and settled down to tea trading on his own account.

The first organized campaign to advertise India tea in America was in connection with the Chicago World's Fair of 1893. A group of public-spirited men raised a fund of Rs. 150,000. This was the beginning of the Voluntary collected and administered by the Indian Tea Association.

The management of the first fund of Rs. 150,000 was assigned to a committee of the Indian Tea Association, Calcutta, which invited the cooperation of the Indian Tea Association [London].

The tea wholesalers in the United States knew little about India tea, but there were retail grocers who came here from Great Britain who knew its merits, recognizing it under the name of "Assam tea". By going directly to such men and through them to consumers, by demonstrations, by illustrated lectures, by establishing tea rooms, and by similar methods, foothold was finally obtained. In the meantime, India tea shippers and established American agencies. They, too, first went direct to the retail trade.



NEWSPAPER ADVERTISEMENT OF TEA FROM FIVE COUNTRIES

Top row includes specimen of American, German and British publicity and second row, British and French. American, Chinese, and British. Bottom row, American, British, and Japanese copy.



SOME EFFECTIVE TEA BOOKLETS BY BRITISH, CONTINENTAL AND AMERICAN TEA PACKERS



How India Tea was Advertised in 1897



Stills from the India Tea Bureau's animated film "Suited to a T"

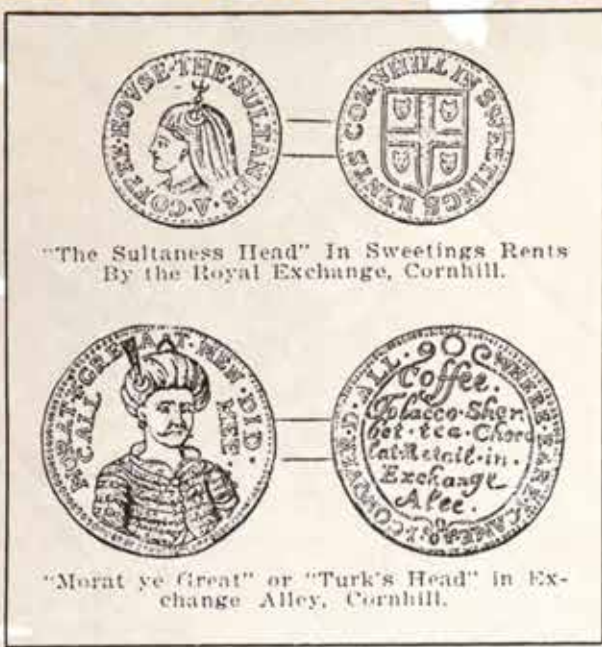
Tea & coffee Tokens

On account of the scarcity of small change, coffee house keepers and other tradesmen of the seventeenth century put out large number of tokens, or trade coins. They were of copper, brass, pewter, and even of leather, gilded. They bore the name, address, and calling of the issuer, the nominal value of the piece, and some reference to his trade. They were readily redeemed at their face value; were passable in the immediate neighborhood, and seldom circulated farther than the next street. Tokens now preserved on which the world tea occurs. Its inscription runs:

MORAT Y GREAT MEN DID MEE CALLWHERE EARE I CAME I CONQUERD ALL.

Coffee, Tobacco, Sherbet, Tea, Chocolate, Retail in Exchange Alee.

A number of the most interesting coffee house tokens have been preserved in the Beaufooy collection at the Guildhall Museum in London.



TEA AND COFFEE TOKENS, LONDON 1658

These were used in lieu of small change. The "Turks Head" alone mentioned tea, although the beverage was sold at all coffee houses.

English Ladies Begin to Drink Tea

Tea became a fashionable drink for the ladies of England with the coming of princess Catherine of Braganza, the Portuguese princess and tea devotee whom Charles II wedded in 1662. She was England's first tea drinking queen and it is to her credit that she was able to substitute her favorite temperance drink as the fashionable beverage of the court in place of the ales, wines, and spirits with which the English ladies, as well as gentlemen, "habitually heated or stupefied their brains morning, noon, and night."

Evolution of the Club

Every profession, trade, class, and party had its favorite coffee house. Coffee and tea brought together all sorts and conditions of men; and out of their mixed association there developed groups of patrons favoring particular houses and giving them character. It is easy to trace the transition of the group into a clique that later became a club, continuing for a time to meet at the coffee house, but eventually demanding a house of its own.

The first tea shop

An event significant of the progress tea was making in London occurred in the year 1717, when Thomas Twining transformed "Tom's Coffee House" into the "Golden Lyon", the first Tea shop in England. Unlike the coffee houses, which had been patronized only by men, the Golden Lyon was frequented alike both sexes. Edward Walford writes: Great ladies flocked to Twining's house in Devereaux Court in order to sip the enlivening beverage in small cups for which they paid their shillings."



Catherine of Braganza, 1638-1705

She was England's first tea drinking Queen and Waller eulogized both in a famous poem.

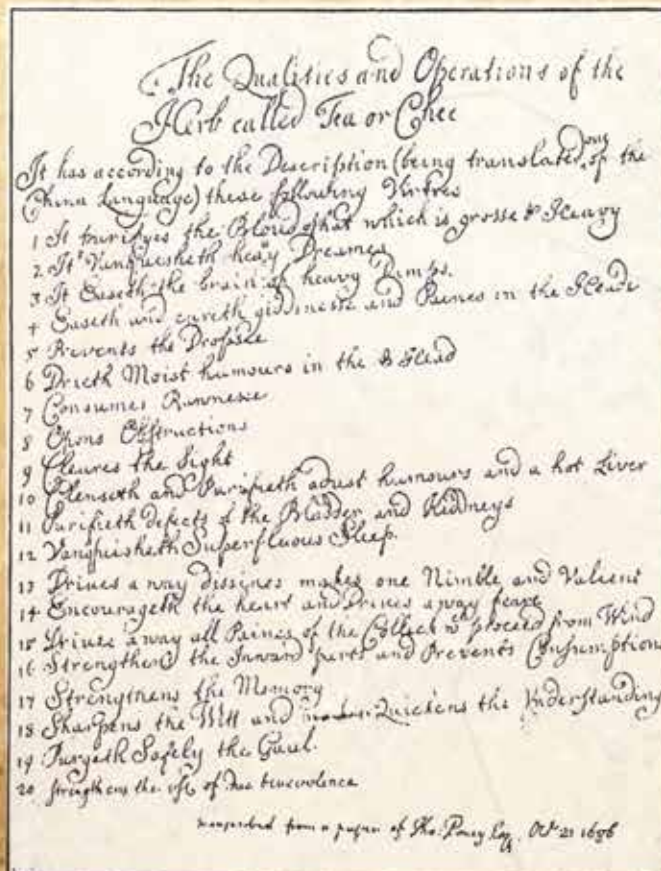


The Povey Manuscript, 1686

Just what claims for tea were coming to England from the East is made clear by a manuscript now in the British Museum, which was elegantly transcribed in 1686 from a paper of T. Povey, M. P. and Civil Servant being a translation of a Chinese encomium. It reads:

It has, according to the description (being translated out of the China Language), these following Virtues:

1. It purifyes the Blood of that which is grosse and heavy
 2. It Vanquisheth heavy Dreamers
 3. It easeth the brain of heavy Damps
 4. Easeth and cureth giddiness and Paines in the Heade
 5. Prevents the Dropsie
 6. Drieth Moist humours in the head
 7. Consumes Rumesse
 8. Opens Obstructions
 9. Clears the Sight
 10. Cleanseth and Purifieth adult humours and a hot Liver
 11. Purifieth defects of the Bladder and kidneys
 12. Vanquisheth Superfluous Sleep
 13. Drivers away dissines, make one Nimble and Valient
 14. Encourageth the heart and Drivers away feare
 15. Drivers away all paines of the Collick which proceed from wind
 16. Strengthens the inward parts and prevents Consumptions
 17. Strengthens the memory
 18. Sharpens the will and quickness the understanding
 19. Purgeth safely the gaul
 20. Strengthens the use of due benevolence
- Transcribed from a paper of Tho. Povey, Esq., Oct 20, 1686.



British Museum

A Famous Tea Manuscript Of 1686

In which Thomas Povey, a nice contriver of elegancie, produced a
flowery Testimonial from the chinese

Snippets History, Courtesy - Ukers



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the time.



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We also would like to inform you that we are jointly doing R&D for O3 application in Tea as well as for DCP with world renowned Tea Research Organization TRA, INDIA.

Contact us:-

Surendra Bhavan, 254 Netaji Subhas Road
2nd Floor, Howrah - 711101, West Bengal, India
E.mail: office.kol@a2zteamach.com
Ph: 033 26405124, M: 9830537626 / 9830075358

Siliguri

Golaghat, Assam

Kotagiri, Tamil Nadu

Tidings from Bangladesh

by Monjur Hossain



The 2017 cropping season closed behind than that of previous year which was a all time record.

Bangladesh Tea Scene 2017

Bangladesh tea is small player in the world tea scenario, but has a leading role in the national economy and employment sector. History of Bangladesh Tea Industry dates back to 1840 when a pioneer tea garden was established on the slopes of the hills in Chittagong where the Chittagong Club now stands. First commercial tea garden was established in 1857 at Mulnichera in Sylhet.

There are different categories of management prevailing in the industry. These are Sterling companies, Public Limited Company, Private Limited Companies, Tea Board owned and Proprietary estates. There is a remarkable new existence of tea areas now in northern Bangladesh, where smallholders are gradually joining the tea race along with some large and small tea estates owners.

General Overview

The 2017 cropping season closed behind than that of previous year which was a all time record. Weather in 2016 was extremely favourable for tea. In 2017 March and April were very dry and crop lost at the beginning could be recovered throughout the year. Weather was more favourable in the last quarter helping to narrow the shortfall. The price front was also lower than the last season and there was significant increase in internal consumption of local tea as being some imported tea was in the market. There were also a substantial increase in Blenders share of the market.

Production

The total production of 2017 is 78.95 Million Kg as against 85.05 Million Kg in 2016, which is about 6.10 Million Kg behind from 2016 which was a record year. The production of last five years shown below:



1st commercial tea estate (1)

Production trend of Bangladesh Tea

Year	Cultivated land (In Acres)	Production (in Million Kg)
1947	70,000	18.00
1970	100,000	30.00
2015	145,000	67.38
2016	147,000	85.05
2017	150,000	78.95

It will be revealed that, in some years production was less than consumption, which were fulfilled through import of tea. And 2017 import was 6.98 Million Kgs.



Tea tasting

Export

Tea is no more an important export earner for the country. Due to rapid increase of internal consumption and on other hand production can not keep pace with this there is little prospect in export now. The trend of export is gradually decreasing annually which will be revealed from the following table.

Year wise Export of Tea (In Million Kg)					
Year	2013	2014	2015	2016	2017
Export	0.54	2.66	0.55	0.47	0.59

Internal Consumption

Tea is supplied in the internal market in three ways (i) buying tea from the auction paying VAT on the auction value known as internal account buying, (ii) buying tea from the auction for export at nil VAT known as external account buying and subsequently transferring to the internal account and (iii) tea supplied directly from the tea estates with prior permission of the Tea Board. The internal consumption is increasing at a faster rate, which will be revealed from the following table:

Consumption Trend of Bangladesh Tea		
Year	Production (In Kgs)	Consumption (In Kgs)
2013	66.26	64.00
2014	63.38	67.17
2015	67.38	77.57
2016	85.05	81.64
2017	78.95	85.93

Source: BTB

In course of time, lifestyles have been changed and people getting engaged in multi-tasking. To retain the busy consumers, tea growers shifted to the tea bag culture from loose tea.

According to Bangladesh Tea Board data, in 2017, Bangladesh produced 79 million kg tea against a consumption of nearly 86 million kg.

Future Prospects

Value addition: the need of the day

In course of time, lifestyles have been changed and people getting engaged in multi-tasking. To retain the busy consumers, tea growers shifted to the tea bag culture from loose tea. But customers took further steps forward, driven by health-consciousness and economic development. In the past, people used to drink normal black tea. But now, they are not satisfied with the normal tea and moved looking for organic and value added products,

concerned about their health benefits and taste. The demand for premium brands have inspired the producers to develop higher valued and niche products. Every year, 3-5% of people tend to consume from the premium segment in



Isphahani tea packets

general. Keeping that in mind, consumer products manufacturers have to produce premium products. Tea is not outside this trend Tea consumption is an indicator of national economic growth. More consumption of tea means people have enough money in their pockets. In selecting a tea brand, consumers mostly consider health benefits, as they are now more interested in green and organic tea instead of caffeinated drink.

In Bangladesh the main ISPAHANI has a long history of providing the highest quality tea while serving the community at large. Their Mirzapore Best Leaf is produced by blending the BEST tea leaves of the finest tea gardens in Bangladesh. Isphahani's Blender's Choice brings the exquisite taste of green tea.

Kazi and Kazi is the only organic tea company in Bangladesh in producing value added tea for internal as well as international buyers. Kazi and Kazi also diversified their tea with various health beneficial herbs. Kazi & Kazi Tea. Ginger Tea, Tulsi Tea, Medley Tea, Orthodox Black Tea, First Flush Tea, Green Tea, Orthodox Green Tea, Jasmine Green Tea and White Tea are among their many value added tea products.

Halda Valley Tea Estate has become a model tea garden in Bangladesh with around 500 Hecters of Land since it's inception in 2003. The key success factors are adapting modern technology, permanent irrigation system and 99% clone tea in the garden. They producing about a



BD Tea Packets

million kgs. of made tea now. A part from CTC black tea from 2016, the garden started producing finest quality Green Tea at a small scale. They are producing some tea to match the taste of Chinese consumers in the value added segment.

European Union, US, Middle East and China are the potential markets for Bangladesh. In selecting a tea brand from export markets, retailers are choosing a country where they get organic and premium quality tea. We are producing customized organic and premium tea considering that demand. Currently, Kazi and Kazi is exporting to the US and other countries and have been receiving a good response from buyers as their products are 100% organic.



Kazi & Kazi tea brand

According to Bangladesh Tea Board data, in 2017, Bangladesh produced 79 million kg tea against a consumption of nearly 86 million kg. Those involved with the industry called for finding new areas for cultivation and clearing more land in Chittagong and Sylhet. There is a common perception that tea cultivation is not possible without hilly areas, which is not always true. Tea garden in Panchagarh is the proof. Exploring new markets is a big challenge since it is occupied by other countries. Maintaining the premium quality is the key to success in capturing foreign markets. New investment in technology and research and innovation is a must to capture market share.*

*The writer is Managing Director, PMTC (Bangladesh) Limited

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China: The Growing Black Tea Market (Part 1)

By **Sachen Verma**



Many Chinese people take it for granted that China, with a tea drinking culture that goes back thousands of years, is home to the top tea lovers in the world. But actually that's not the case. Despite being the largest tea consumer in the world, China is far from being the top tea-loving country. In fact, it is not even among the top 20, based on the amount of tea consumed per capita every year. However There are 496 million regular tea drinkers in China, or 36% of the total Chinese population. Per capita, tea consumption has risen steadily in the recent two decades along with improvements in living standards. China's tea market is estimated at US \$ 9.5 billion. The country produced 13 percent more tea than either consumed or exported. There are 60,000 (largely independent) tea rooms and many more retail locations selling tea. It is a market 10 times larger than coffee & according to Euromonitor, 70 million liters of hot tea and 15 million liters of cold tea were sold in China in 2016, making China the largest tea market in the world. And it has the potential to grow even bigger. Morocco, Uzbekistan, Senegal, the United States and Algeria were the top five importers of Chinese tea last year according to China Customs. European countries account for less than 10 per cent of the total volume China's black teas including pekoe, lapsangsouchong and congou have long been

shipped overseas but China is now also aggressively producing traditional CTC for export. Brands including Baoshan Changninghong in Yunnan and Sunriver Keemun in Anhui are exporting to several countries. China earned \$1.45 billion by exporting those 340,000 tonnes last year, amounting to about \$4.2 per kg, almost 40 per cent higher than the price five years ago. But it is more of a result of rising labour costs than the increasing brand value. Rising labor costs and unprofitable prices in overseas markets are other factors keeping Chinese tea merchants from heading abroad. The number of tea exporters has been rising since the government abandoned its system of quotas and licensing restrictions on tea exports in 2006, before the reforms only a few state-owned companies were allowed to export tea, but they had little idea of brand awareness. However, the newcomers have been engaged in a price war and lack the money to undertake promotions overseas. Of all 526 companies in China that exported the beverage last year, only 69 sold more than 1,000 tons overseas. China produces around 2,600 mkg of tea annually & exports 340 mkg. 80% of China's annual output is green tea and 18% Oolong variety. During the past few years young Chinese have fallen for black tea. This has greatly increased trade with India Sri Lanka, Kenya, even Nepal.

Black Tea Import by China	2017 (mkg)
INDIA	8.5
SRI LANKA	10
KENYA	5
UGANDA	4

Drinking black tea of different flavours is gaining popularity among a fashion the young Chinese. India export target of 15 mkg in next 3 years to China is quite achievable, five years back this was inconceivable. More than 90% of Indian export to China is black (CTC) tea and hardly 10 percent is Darjeeling orthodox tea. Tea Board has been canvassing for inking a preferential trade agreement in tea between China and India. Chinese people, especially youths, are sipping more black tea imported from India, Sri Lanka & Africa. Import of black tea by China was over 30 mkg in 2017. There is one lacunae in the Chinese tea industry and that is the absence of a regulator like the Tea Board of other major tea producer countries. However, stricter non-tariff barriers, quarantine parameters and difference in lab testing methods for pesticide and fertilizer residue in tea leaves have posed as a big hurdle for growth in exports for Indian tea producers. If Chinese quarantine regulation can be well-negotiated, the India's tea exports to the country could potentially be greater than 20 mkg per annum within next five years. There is a qualitative difference between the ways the two countries approach tea, while it's a part of Chinese culture, in India it's just another business. The Chinese have blended their culture, history and understanding with scientific research to produce more than 10,000

different tea varieties. India has only few varieties.

Sri Lanka Tea Board statistics show Ceylon tea exports to China have been rising strongly since 2012 when three million kilos were shipped. Tea exports from Sri Lanka to China are still mostly in the Bulk form (80%). Packet tea is 12% & teabags 8%. The Sri Lankan Government has requested China to consider reducing 7.5% levy charged from tea exports to 5%, while insisting to help Sri Lanka expand its market share with minimal trade barriers to increase tea exports by another 30 to 40 million kg and reach an additional export revenue of \$100 million within the next five years.

Kenya and China signed a Memorandum of Understanding (MOU) on tea trade in July 2017; under the agreement Kenya tea's industry will receive training on how to process tea that will appeal to Chinese consumers. Chinese standards are a bit too high for Kenya in terms of the rare earth metals that are present on Kenyan soils where there is tea cultivation. By all conservative accounts it is estimated that in next three years China would be importing over 50 mkg of black tea & is a major potential market for all black tea producing countries.

(To be continued...)

Chinese standards are a bit too high for Kenya in terms of the rare earth metals that are present on Kenyan soils where there is tea cultivation.



Contemporary Tea Time

White tea fetches world record price at GTAC



A Tea Time Bureau report

GUWAHATI, June 13: Setting a new benchmark, white tea produced in the region has fetched a world record price under the hammer at Guwahati Tea Auction Centre.

Making history, Donyi Polo garden located in the Siang region of Arunachal Pradesh sold its silver needle white tea at Rs. 17,001 per kg. Sold by Contemporary Brokers to auction buyer Bharat Tea Agency, the tea has been bought for Chandak Chai Pvt Ltd, Tripolia Bazar for their retail outlet located in Jaipur, Rajasthan.



Dhruba Tea Centre

Souvari Modak says ,

"It is a privilege to receive this certificate from Contemporary Brokers.

Thank you very much to team Contemporary Kolkata.

You are doing an excellent job. You are very supportive towards Sellers as well as Buyers. Both the lots and other lots purchased during first flush were the best offered and fetched a worthy price.

We will definitely look forward to purchase more teas of such cup quality in coming auctions to encourage Producers."

Souvari Modak
Dhruba Tea Centre
Kolkata

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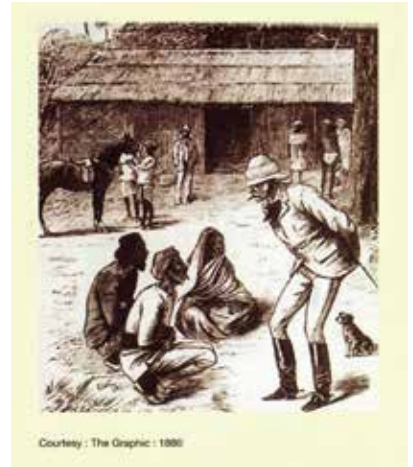
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A Planter Remembers

By **Alope Mookerjee**



Mr. Alope Mookerjee moved to Ghatia from Nagrakata Tea Estate and remained there for five years, as an Assistant Manager (from 1965 to 1970) under three different Managers! He was transferred to Assam in January 1971. Meanwhile Ghatia was sold off and never ever got back there. These are his memories from Ghatia.

Bill Hudson

Before his transfer on promotion as the Visiting Agent of the King William House Group of companies, Bill Hudson took care of Ghatia Tea Estate. He was an efficient and dedicated Manager much loved, admired and remembered by the workers and staff. I was told that on the day of his departure as the company's Visiting Agent, the entire Ghatia work force assembled alongside the main estate road to bid farewell to their own 'Huttison Saab'.

While at Ghatia, Bill Hudson was ably assisted by Tetra Toppo in the 'Lower Division' of the estate. Recognising Tetra's efficiency, loyalty and integrity, Bill found it fit to elevate him to the position of a 'Munshi'. Tetra Munshi worked in this capacity with diligence and earned for himself Hudson's high regard and affection.

Now as the 'companysaab', he was responsible for reporting, to the head office and the London board, his observations of all the estates' performance through bi-annual inspections. His inspections of Ghatia remained special, for this property had been his home for several happy years.

Bill was a gentleman to the core with a good deal of presence and flair. He spoke with a distinctive lisp, which we, as young Assistants, delighted in 'aping' behind his back (of-course)! The image of a quintessential Englishman came alive when for the first time I saw this distinguished gentleman, of middle age, step out of a motor car at the Ghatia office front. In that 'cold weather' month, he was clad in a 'herringbone' designed tweed coat, corduroy trousers and 'Hush Puppy's swede

ankle boots (at a time when 'Hush Puppy' was held in awe, by us all, as an out of reach esoteric brand!). A monocle with a dangling ribbon, firmly attached to his left eye completed the picture!

During his Ghatia inspections, Bill looked forward to meeting up with his old favourite Tetra Munshi. Considerably aged by then, Tetra would, nonetheless, walk the long distance from his quarters in a clean white dhoti and along white collared shirt, to meet his erstwhile master. A droopy 'walrus' moustache, bleached white with time, hid his upper lip giving him a perpetually doomy expression. And with this downcast appearance, he would quietly wait in the office veranda for the arrival of 'Huttison Saab'.

On spotting the gloomy old Munshi, Bill Hudson would invariably walk happily up to him first and embrace him warmly with the words "Merabhai kaisahai?" It was only after this expression of affection and respect would he turn to meet the Manager followed by the Head Clerk and finally us (the lowly Assistant Managers), in that order!

I recall Bill Hudson confiding that had it not been for Tetra Munshi's loyal and able support, he would not have achieved much in Ghatia – such was his admiration for an old and illiterate Adivasi.

In comparison, Bigloo Munshi of the Upper Division was quite nondescript. The driving force there was not Bigloo but another great man called Sethey – more of him later.





The Hydrams

During his stewardship, Bill Hudson set up an unique water supply system, at the 'Upper Division' of Ghatia, that provided continuous piped water to the Assistant Manager's bungalow and the labour lines of this far flung 'Out Division'. Deviating from the usual pumps driven by diesel engines, Bill Hudson chose to install a series of 'hydrams' to meet the water requirements. After some research and interactions with various manufacturers, he initiated the import (from England) of what was known as 'Blake's Hydrams'. It would be the first time anywhere in the Dooars for such water pumps to be put in action.

Hydrams pump water on the principle of hydraulic pressure and require no fuel to operate. For a successful outcome, however, a continuous flow of water needed to be provided to these pumps in sufficient volume and velocity.

A small perennial mountain stream from Bhutan that entered the estate premises from its forested hilly northern periphery appeared to meet the requirements. Having discovered this, Bill Hudson conducted a survey of the surrounding hills. Aided by a mere 'road-tracer' and a sole Adivasi attendant, he outlined the contours of the entire hill slope alongside the stream. Based on this survey, he had a concrete aqua-duct constructed on the surveyed contour of the slope. The three newly imported

hydrams were then installed at different locations alongside the stream with each connected to small concrete reservoirs, constructed to act as water catchments for the pumps. With all this done, the required volume of water was diverted from the stream to the aqua-duct and thence onto the reservoirs for collection and release to the hydrams. The pumps sprang to life on receiving its flow of water from the reservoirs and most marvellously began their intended job of filling the storage tanks of the division. With no need for fuel, the water supply to Ghatia's Upper Division cost virtually nothing.

Distant echoes of the distinctive rhythmic 'thunks' drifting across the undulating terrain of the Upper Division as the hydrams pumped on untiringly, was a comforting reminder to us of Bill Hudson's innovative and thoughtful contribution. The workers were never short of water in their homes and remained ever grateful to 'Huttison Saab' for the marvel he had created for them.

To ensure an uninterrupted flow of water into the hydrams, it was one of my duties as the Assistant Manager of the Upper Division to periodically walk along the hill side with a small squad of workers and clear up the blockages in the stream and the aqua duct which may have been caused by vegetation, stones, mud and other debris. I loved the stimulating walk up this mountain stream under the dappled shade of sheesham, sal, bokaine and other forest trees that covered the hill slopes densely. The sound of the gurgling waters winding its way down the stony path, the cool breeze and the bird calls amongst the rustling leaves overhead was as rare and invigorating an experience as much as it was relaxing by its tranquillity. The quality of my life could not have been any better.

While at Ghatia, Bill Hudson was ably assisted by Tetra Toppo in the 'Lower Division' of the estate.





Mohani Tea set up their New Corporate office at Noida



Ramesh Agarwal
Managing Director

Mohani Tea has inaugurated their new Corporate office at Noida on 19.05.2018. The occasion was graced by, Shri Santosh Kumar Sarangi, Joint Secretary Ministry of Commerce, Govt. of India, in the presence of Directors and many eminent persons from the industry. The Managing Director, Mr. Ramesh Chand Agarwal, while addressing said that Mohani Tea has adopted new techniques for sustainable growth in the market through Improved raw material purchase and product distribution channel which has resulted in improved productivity at reduced cost. Mohani Tea is serving their customers happily for more than 25 years and committed to deliver quality product.



Mohani Variety Products

Mohani Tea is serving their customers happily for more than 25 years and committed to deliver quality product.

The tea Industry follows processes, which are traditional and old but while choosing new technology we ensured compliances to the changing market trends and food safety norms. Mohani Tea is growing fast in Northern India and has achieved many milestones. Mohani Tea has improved its coordination among all business centers which includes, procurement centers in Assam and blending / testing labs, marketing / distribution offices at Noida and Kanpur.

Mohani as a brand has achieved many milestones in the Industry and has received awards like, Best Supply chain from Walmart, Best Logistic Chain from ASSOCHAM India and many more.

In addition to our family business, our new generation has ventured into new business for e.g. Sache Wellness, which is headed by Ms. Chetna Agarwal. "SACHE WELLNESS" is adding flavors of Organic Infusions in Tea for the growing Health Conscious Indian Society.



Other Directors of Mohani Tea, Shri Dinesh Chandra Agrawal, Shri Manoj Kumar Agrawal, Shri Suresh Chand Agrawal have shared their experiences and were really focused with their Marketing and Production Strategies for the current financial year.

The Inaugural ceremony was a great success which was attended by many prominent faces of Tea Industry and Other Sectors which in return would pay off in the near future and many more milestones to be achieved.



Our New Endeavor Towards Organic & Herbal Products...Under Brand Name "SACHE WELLNESS"

The Cultural Renaissance of Tea Tribe Community

Sirish, a brain-child of APPL Foundation was an initiative started in 2015 which aimed to celebrate this rainbow community and unearth their own heritage. This festival has now completed four editions, with the latest one held at Misa High School Field on 18th February 2018. Sirish tree, which grows abundantly in the estates, is also the site where people congregate after their day's work for music, dance and games. The name thus draws instant appeal.

Apart from dance forms, Sirish awards stalwarts from the Tea Community in the field of literature and culture with a cheque of Rs. 1 Lakh and a citation. Already, literature icon awards have been presented to Padumi Gajloo (2015), Sanatan Tanti (2016), Sameer Tanti (2017) and Sushil Kurmi (2018) while culture icon awards have been presented to Sajan Nayak (2015), Subil Barg (2016), Ram Sasoni (2017) and Dulal Manki (2018).

The spillovers of Sirish are almost all intangible : celebration of diversity, mainstreaming the marginalized, documenting culture and building sustainable communities : these are the broad objectives, which although look good on paper, are difficult to persuade.



Ranjit Barthakur, Chairman of APPL Foundation beautifully sums up his reason behind creating Sirish. "Since the 1830's and over 8 generations, the Tea Tribes have been fundamental to the scaffoldings of rural Assam and has been a step towards creating bright futures in these remote but breathtakingly beautiful landscapes. It is in our best interest to promote the creation of sustainable futures in these rural locales."



Clockwise from top left: Bengali Jhumoor, Santhali Nriitya, Satnami Nriitya, Sawra Nriitya, Tusu Nriitya, Odia Nriitya and Kurug Nriitya

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Automation division of Stesalit Systems, a pioneer in designing and manufacturing of state of the art of Process Automation Systems/Equipment, for over two decades, has developed a large number of Microcontroller-based Process Automation Systems for tea processing Industry. These systems are being used from Withering to Sorting processes in tea factories, resulting in better quality and higher price realization of 'Made Tea' with substantial saving in energy and manpower for the tea factories.

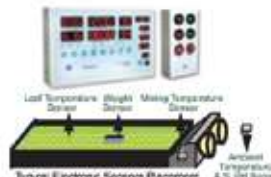
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A beautiful kettle made from cast iron



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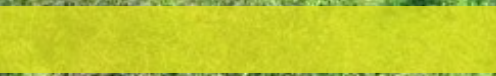


A tea room in Abu Dhabi

The Egoist

Officially certified by the Guinness Book of Records, “The Egoist” is the most valuable teapot in the world at \$3 million dollars. Designed by British billionaire Nirmal Sethia and crafted by Milanese jeweller Scavia the teapot is embellished with 1,658 D and E colour grade diamonds and 386 rubies, with a central 6.67 carat Thai ruby.

This is not just one tea pot. Nirmal Sethia has the largest collection of antique tea pots and tea accessories in the world. He is now building a museum in Switzerland that will be the first of its kind by a private collector!



A Green Revolution of a Different Kind

By Koen den Braber



Tea Gardens in Assam are Embracing Sustainable Practices to Bring a Healthier, More Responsible Cup of the Refreshing Brew to your Table

A quiet revolution is taking place in a quiet way among the smaller independent tea estates in the Doom Dooma area of southern Assam. One that aims to reduce the land degradation usually associated with tea production by supporting growers and encouraging the tea industry to bring in sustainable land management and integrated natural resource management practices in their farms.

A visit to the tea farms in Doom Dooma is an eye opener. One is greeted by 30-odd tea growers owning small farms in this beautiful lush green area of the country, sitting in the veranda of a colorful house, chatting over cups of home-grown tea, a unique mix of young and old, cheerful faces animatedly discussing the latest sightings on their farms. One of them says “the frogs are back”, another remarks that the bird population has increased, a third proudly says that fireflies, which had all but disappeared some years ago, are lighting up his tea gardens once more!

This is a group of small tea garden owners who have been receiving training under the UN funded Global Environment Facility (GEF) Tea

Programme, over the past 15 months on sustainable tea cultivation.

The GEF Tea Program, aims to mainstream sustainable tea production landscapes in India, China, Vietnam and Sri Lanka. The project was launched in October 2014 and will run through April 2018. The project is also funded by the United Nations Environment Program with an overall budget of \$2,189,563 for locations in India (Assam, Darjeeling), Sri Lanka, Vietnam and China.

In India, among other countries, the GEF Programme is being conducted on the ground by Rainforest Alliance, an international nonprofit organization that has worked for nearly 30 years around the world to conserve forests and natural resources while advancing sustainable livelihoods. The Rainforest Alliance collaborates with foresters, farmers, businesses and workers to build healthy communities, protect habitat, and rebalance the Earth, working towards the vision of a world where planet and people prosper together.

It’s been only a little over a year, since the GEF training started, that they decided to adopt natural and sustainable methods on their estates, as to put in the words of Majit Moran, owner of the Juguni Tea Estate in the district and Secretary of the Tinsukia District Committee of the All Assam Small Tea Growers Association “we did not want to continue to poison our land and our children anymore”.

The GEF Tea Program, aims to mainstream sustainable tea production landscapes in India, China, Vietnam and Sri Lanka.

The most encouraging sign was the presence of a small delegation from neighbouring area Makum requesting for a training session in their region to also help the small tea estate owners make the switch to sustainable cultivation.

Harkirat S. Sidhu is the Technical Consultant assigned by Rainforest Alliance to conduct the training with his team. A veteran planter who has operated in many tea producing countries with several large plantations as well as small growers, he is almost revered for having shown them the way of producing better tea, with no or little use of pesticides and herbicides. He is sought out and apprised of developments – how the tea plants are responding to the new methods, which weeds have made reappearance since stoppage of herbicides, which pests and predators have been sighted, and “even the cow milk is better”, since the fodder is now from their own fields and is not contaminated anymore.

Md. Amin, owner of Asomiya Balijan Tea Garden, is another prominent farmer in the region, the first to convene the neighbouring planters and move them to adopt sustainable methods. He says, “I used to spend about rupees eighty thousand on pesticides and herbicides every year. Now that we are doing only spot treatment (of specific bushes that are attacked by pests), I am spending only about sixteen thousand – that is a huge saving. The shopkeeper, who I used to buy from, was angry thinking I had shifted my custom to another shop, till I told him that I am no longer using chemicals. He would not believe me till he visited my garden and saw for himself.”

So far only about 600 farmers have received training – the first Training of Trainers was conducted by Mr. Sidhu, and subsequently these farmers are passing down the expertise to other farmers who are interested. A refresher training of the primary trainers was conducted in April 2017. However, according to Rajen they aim to train 80% of the small tea farmers by the year 2020. He further informs that they meet informally every fortnight to compare notes and learn from each other. They are also planning buffer zones between neighbouring farms to provide an area for natural predators and local fauna to flourish, so that everyone benefits.

The most encouraging sign was the presence of a small delegation from neighbouring area Makum requesting for a training session in their region to also help the small tea estate owners make the switch to sustainable cultivation. They said that they have seen the changes taking place in the Doom Dooma area and are very keen to learn and adopt these new methods as not only were these ‘pocket’ friendly, but also resulted in better quality.

Meanwhile the small tea farmers of Doom Dooma are going ahead with plans for having

their own tea processing unit with help from the Tea Board of India. They have already approached for funding and are hopeful of getting support soon. “We feel that in about a year, once the residue effect of the chemicals has worn off, we should be able to command better prices for our tea leaves, and don’t want to mix our produce with the other tea produced by non-sustainable means in the region”.

Talking about the challenges of making the switch, Meghnadh Bharadwaj of Bimi Tea Estate said that the workers were initially apprehensive due to the rise in snakes and leeches, but are slowly coming around as they are happy that they are not required to work with harmful chemicals anymore.



Training session in progress



Tea Trove Eyes Expansion

This ali revamped tea brand has now lined up plans to open 30 outlets in multiple formats across Delhi, Chennai, Hyderabad, Mumbai and Bangalore over next two years

By **Ritwik Mukherjee**

Kolkata

It's cuppa that cheers for The Tea Trove. Buoyant over the increasing acceptability and popularity of its existing nine-ten outlets, the fledgling Kolkata-born tea brand, offering spot blending of teas, herbs, spices, flowers and fruits to customers, has now lined up plants to open nearly 30 outlets in multiple formats across Delhi, Chennai, Hyderabad, Mumbai and Bangalore over the next two years or so. And for this, the company is also exploring the option of securing venture funding.

Cheers to Camellia



Scientists at Assam Agricultural University, Jorhat, have reported that oil extracted from the seeds of some of the tea varieties grown in Assam may be beneficial to health. They say it is good for the heart because of the high levels of unsaturated fatty acids that have been found in it.

“Tea plants produce large seeds. The kernels, which make up about 70% of the tea seed weight, are rich in oil and can be stored easily. They can also be a source of antioxidants and emollients for skin care.”

There is also a demand for oil with a high nutritive value. As India is one of the largest producers of tea in the world, the use of tea seed to produce edible oil could turn out to be a win-win situation.

Digestion, Detox and weight loss: Why herbal tea is important for your well-being

by Razi Khan



Razi Khan,
Director, Sales and
Marketing, Apeejay Tea



Tea is proven to be one of the healthiest drinks in the world. With the right ingredients and methods, one can actually gain a lot of health benefits from drinking tea. Given the lifestyle of the urban people these days, herbal tea is a boon to mankind, for the specific benefits it provides.

Launched in 1903 by Birmingham grocer John Sumner, and originally sold as a cure for indigestion, Typhoo is still one of Britain's favourite teas. Typhoo Tea was acquired in 2006 by Apeejay Tea launched the brand in 2010 in India, with the launch of new design and herbal range the idea is share similar experience and success which Typhoo is doing globally.

Mr. Razi Khan Director, Sales and Marketing, also the forager and blender of the teas at Typhoo Tea, breaks the myth of herbal tea having actual tea leaves, by saying, "anything which can be brewed is tea, herbal tea is basically an infusion of leaves, seeds, roots or bark, extracted in hot water. It contains carefully blended ingredients that provide functional benefits to the body and mind of the consumer. Rich in antioxidants, minerals and vitamins, it not only makes your body healthy, but also helps in relaxing, recovery and refreshing your mind. If you're looking at gaining health benefits, then you should absolutely stay away from products that contain essential oils or flavors. It is very important to drink herbal tea that is 100% natural."

Tea, being an addiction for a lot of people, is enjoyed in various forms at different times in the day. In today's rushed urban lifestyle, it becomes very difficult for a person to take care of their body. With a little change in lifestyle and a cup of herbal tea every day, one can actually observe difference in their body. So, let's look at some of the benefits that this miraculous drink provides us:

Detoxification: Herbal tea is THE drink if you wish to detoxify your body. Given the number of festivals we celebrate in India and the fact that weddings, too, are no less than a festival, we do need to detoxify our body on a regular basis to enjoy and keep healthy, all at the same time!

Digestion: A cup of herbal tea after meals helps in digesting your food easily. A herbal tea rich in spearmint smoothens the digestive system and acts as an appetite suppressant, reducing the urge to overeat.

Weight Loss: No matter how slim a person is, they would always want to lose more weight. Herbal tea rich in functional ingredients like Physillium husk, Fennel and Lemongrass helps you to burn fats and also helps in boosting metabolism.

Apart from these major benefits, herbal tea also helps in purifying your skin, fight diabetes and cleansing your respiratory system. All you need to do is pick the tea with the right ingredients that would provide you with specific benefits.



Journey to Assam

By Kalyan Sircar

In my article Attractions of Assam (July-September, 2017) I tried to find out the pull and push factors that brought hundreds of young British men to Assam choosing a career of tea plantation. Now I describe how they traveled to reach their remote destination : the mode of transport, time taken, the pleasure and pain experienced, and how these changed over time.

In the 1840s, it took five months to reach Calcutta from London; then another two and a half months or more to plantations in North East India. They had to traverse the mighty Brahmaputra and many large and small treacherous rivers, innumerable creeks and sand banks. The long journey was hazardous, tedious and sometimes downright dangerous. Yet the young romantics, with few exception, enjoyed the experience immensely, and their description of these is suffused with colorful language sometimes verging to poetic.

Soon improved steamers made journeys faster and easier.

The Commission of Enquiry set up by Lord William Bentick in 1834 to ascertain the possibility of growing tea in Assam set out in 1835, and it took them four and a half months to reach Sadiya from Calcutta. They voyaged out by country boat and went via Murshidabad, Malda, Dinajpur, Rangpur to Dhubri; they then navigated the often turbulent Brahmaputra to reach their destination. The return journey, downstream from Goalpara to Calcutta, occupied 30 days. When the wind was unfavorable the boat had to be tracked or towed by coolies from the banks

and those on the boat assisting with poling.

The first tea company, Assam Company, had its headquarter in Nizira, Upper Assam, In 1840s Government's paddle-steamer used to operate only during the winter months, when the waters of Brahmaputra were at its lowest, and terminated at Gauhati. The Company's country boats would then take their men and materials to Dibrugarh which took twenty to thirty days for a distance of two hundred miles. The rest of the journey-to various tea estates-would be made by elephants or pony. The whole journey took two and a half months to three and a half months. The Company petitioned the Government for a regular monthly service to Guwahati. From 1856 in alternative months a steamer would go the whole way to Dibrugarh. The local journeys to various gardens was made by country boats.

Soon improved steamers made journeys faster and easier. Now a good steamer could pass in perfect freedom at all times of the year, whether via the Sundarbunds, or the minor rivers descending from the Ganges. In the rainy season the good steamer named Lord William Bentick experienced no difficulty in ascending by river Jenai to Jamalpur, and then by the Brahmaputra to Bishnath. However, a somewhat inferior steamer, in the months of February-March, would experience great difficulty, first in creeping through the shallow channels to Jamalpur, and then in drugging over the sands as far abreast as Dewangung.

Some country boats sailed from Calcutta north up the Hooghly river, and thence by Bagarati or some such stream to Patna on the Ganges, and here going south east to Goalpara; then on the Jumna to Sirajgunge, Jamalpur, Chilimari to Dhubri, Goalpara and thence to Guwahati. In A Sketch of Assam, 1847 by an anonymous author, there is a Table showing the number of days required for a boat to proceed from Calcutta to Sadiya, or Saikwah in Upper Assam from October to June:



INTERNATIONAL



Washabarie Tea Shop



Washabarie has been retailing teas in 100 gm to 1 kg packets and are receiving good response. This shop is located just outside the Tea Estate.



L - R Anshuman De, Nimesh Bhujail, Harsh Kumar, Rajkumar Mondal (Manager Washabarie), Arjun Mitra, S. Palchoudhuri, Miss Snigdha Palchoudhuri, K P Charak

Doors Inter Company Golf Tournament



Inter company Golf Team Brokers and Siliguri Planters combined Team Golf
L - R Neeraj Sirohi, K P Charak, Navin Mokhtan, Harsh Kumar



Iris and Juergen Thomas Schrod



Bharat Bajoria and CK Dhanuka



Michael Feiner



Azam Monem



Salman Ispahani



Atul Asthana



Prabhat Bezboruah



Angshuman Kanoria

Industry captains come together for Tea Trade Day

Tea planters and other stakeholders of the Tea Industry celebrated India Tea Trade Day at a city five-star hotel recently. The morning session witnessed an interaction between the stakeholders who addressed subjects ranging from price volatility to tea auction to tea promotion.



Alexey M Idamkin



Ma Zhanwu



Masayuki Taga



Riho Kruuv



Vivek Goenka



Nayantara Palchoudhuri and Madhavi Goradia Divan

TEA AND OPIUM

By Errol O'Brien



The opium that the British East India Company sold to China was extracted from the sap of poppy plants which was grown and processed in Bengal.



Dominique Lapierre bestowed a traditional eponym to Calcutta "The City of Joy". In the 19th century however it was accredited as the money laundering "Opium Capital of the World". British consumers developed a strong, avid liking for Chinese Tea much before it was surreptitiously transplanted to Assam. Chinese trade circles however did not have any similar preferences for goods produced in Britain.

Because of this, there was a trade imbalance. China demanded Silver for goods purchased from its shores and the Brits had to pay in this glittering Bullion for its ever expanding imports of Chinese goods.

Watchful British business acumen pinpointed a weakness of an insatiable desire: first of the fops of Chinese society which smoked opium as a recreational pastime but soon sank into an affliction into lower society. The Brits were soon exporting 1400 tonnes of opium per year to China and this now altered the balance of trade.

The opium that the British East India Company sold to China was extracted from the sap of poppy plants which was grown and processed in Bengal. The Opium Board in Calcutta controlled the way opium was packed and shipped out of India. They hired private British traders to transport the drugs to islands off the Chinese coast.

Chinese smugglers bought the opium against the payment of Silver and distributed the drug lucratively into the Mainland.

Smoking Opium became a punishing addiction and once the desire was established people would do almost anything to obtain the drug.

The Chinese Government realized that opium was becoming a social problem, a moral issue. It was an evil that had to be eliminated and banned both the production and import of the poppy seed produce.

British ships off the coast of China were floating warehouses of the drug.

Lin, a Chinese Governmental official led the movement. Troops seized and destroyed 20,000 Chests of opium and destroyed its contents by mixing it with lime.

The ditched opium was worth millions of Pounds Sterling and when merchants in India and London discovered their profits were destroyed, it gave politicians in Great Britain the excuse to expand British imperial interest in China.

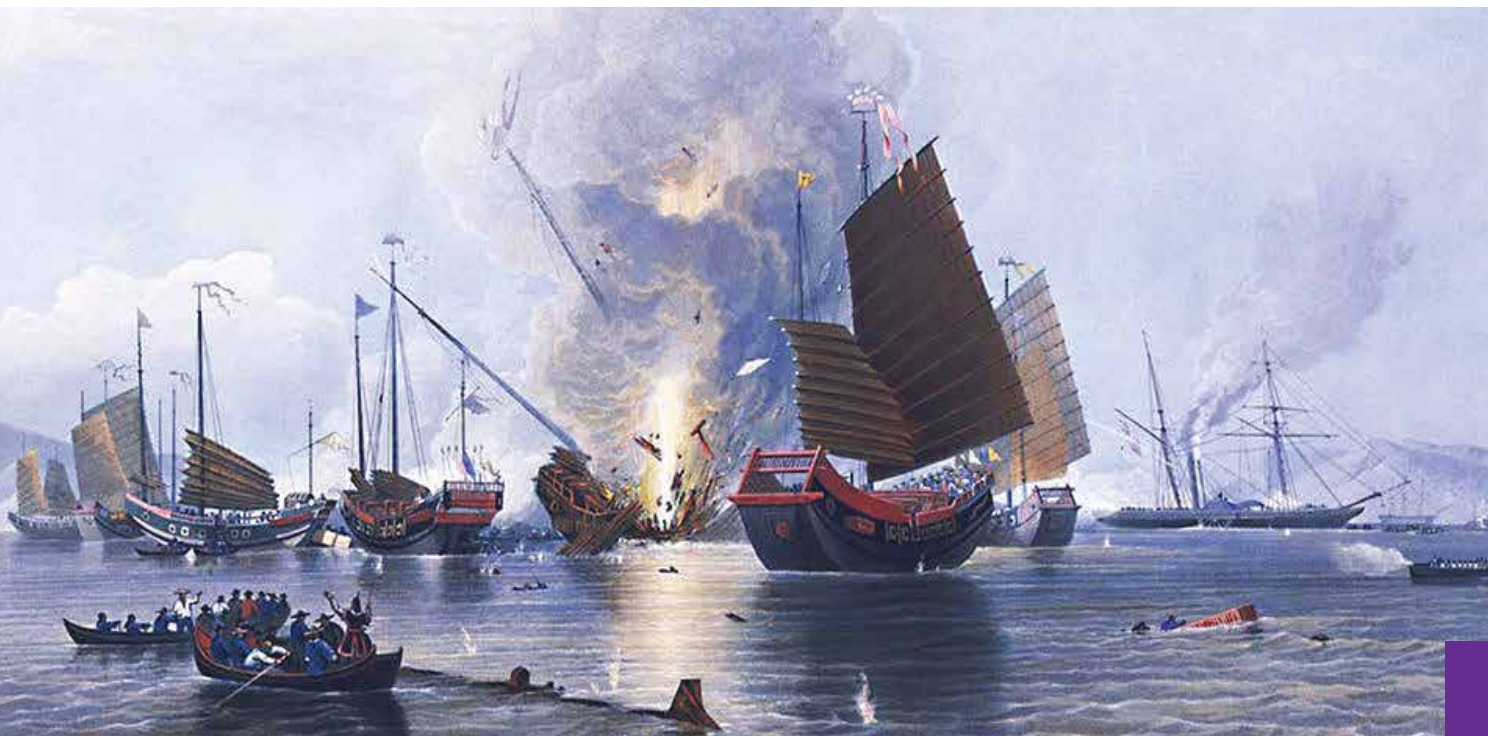
In 1839, the Brits imposed on China their version of free trade. Critics pointed out that while Britain made lofty arguments about the principle of Free Trade, they were in fact pushing a product (opium) that was illegal in their own country.



War broke when Chinese Junks, fire rafts and warships clashed with British Merchantmen but were largely ineffective against the steamships and longer firing range rifles. During the next two years, the British warships bombarded forts, fought battles, seized cities but also attempted negotiations.

Under the treaty of Nanking, the Chinese ceded the island of Hong Kong, had to agree to open up Mainland ports to European traders and consented to recompense the Brits by 6 million in Silver for the opium destroyed.

The Chinese felt that they were forced into an unequal treaty which they covertly evaded.



Consequently the British warships attacked the city of Canton, a trading centre. Expeditions sailed up the Yangtze River. The Forbidden City, Beijing came under attack and the Emperor's Summer Palace was destroyed. The Emperor fled to Manchuria and this was the beginning of the end of Imperialism in China.

In 1839, the Brits imposed on China their version of free trade. Critics pointed out that while Britain made lofty arguments about the principle of Free Trade, they were in fact pushing a product (opium) that was illegal in their own country.

The Opium Wars were fought partly to keep the Chinese balance of trade in a deficit and that opium was an effective way to do that even if it had a very negative impact on Chinese society. The opium trade was legalized and China had to Pay out in Silver.

British sea influence increased in the Far East but victory in the Opium Wars secured the trade of Tea into British tea cups.

What knowing the Tea Tree Genome Means to the Flavors in our cup

by **Dr. Virginia Utermohlen Lovelace**

One of the most remarkable aspects of *C. Sinensis* is how it has managed to find a niche and thrive on every continent except Antarctica. The publication of tea trees genetic code by scientist at the Institute of Botany in China gives us Critical clues to its hardiness and tastiness.

The tea tree question was a *Camellia sinensis* var, *Assamica*, grown in Yunnan province, China, After they figured out this DNA code, they were able to look into the codes of a number of other *Camellia* cultivars, and compare these codes to those of other plants.

As well all know, plants can't run away from danger, so they develop chemical strategies to deal with both disease and environmental changes. These chemical strategies yield the compounds that not only help the plant survive and reproduce, but also provide the flavor we enjoy in the cup. Chemical strategies are dictated by the plant's genes. The



large the number of defense genes, the large the repertoire of strategies, and the better the plant can endure attacks and thrive. It turns out that tea trees have a huge genome (as the collection of genes in an organism's DNA is known). It has about 36% more genes than coffee plants, and 19% more genes than cacao!

The tea tree's huge genome comes from duplication of portions of the plant's DNA coupled with two rounds of duplication of the entire genome over the course of the past 60 million or so years, Normally plants (and animals, too) have the ability to weed out mutations and errors in the DNA copying process, so that when duplications occur, then may be removed in whole or in part. It seems that the tea trees in inefficient at pruning its DNA. The result: its enormous genome, particularly enriched in duplicates of genes that gives us caffeine and catechins, the bitter compounds in tea; L-theanine, which imparts a savory/sweet quality to tea; and terpenes, which gives teas their aromatic qualities.

While we enjoy the result of this gene duplication process in our cup, the tea tree enjoys it through survival in a wide range of environments, wider than that of either coffee or cacao trees. The catechins, for example, serve as a sunblock, while caffeine, L-theanine, and terpenes can deter insects. Importantly the more copies of the genes for

making these compounds a *Camellia* plants has, the greater the amount of these compounds produced, and the healthier tree remains.

which brings me to yet another aspect of the discovery that is so

important for understand tea. If you have ever wondered why the tender leaf shoots most often provide the most flavorful teas, the authors provide the biology behind the answer.

But first, you should know that each cell in a tea leaf (and in our bodies, too, and in every multi cellular organism) has a complete complement of genes. What distinguishes individual cells is the activity of the different genes. For example, in over selves, the ability to make odor receptors is turned on in our olfactory tissue, while the stomach you get cells making digestive enzymes.

The authors of the study explored where in the plant genes were turned to produce catechins, caffeine, and L-theanine. Gen activity for the production of L-theanine was he production of caffeine was highest in "tender shoots" and seeds. If you think about it, the result are not really surprising: the tender shoots are the most vulnerable part of the plant to sunburn (resisted by catechins) and insects (resisted by caffeine and a host of other compounds). This observation supports our preference for first flush tippy teas.

Researchers armed with this genetic information can now now begin a systematic exploration at the molecular level of wild relatives of cultivated tea. They can search for variants with specific properties. With luck, such an exploration will lead to development of desirable characteristics in cultivated trees, and slow down the over plucking that is leading to the decline of precious wild trees.

About the Author:

Virginia Utermohlen Lovelace, MD is the author of Three Basic Teas & how to enjoy them. Virginia retired as a faculty members in the Division of Nutritional Sciences at Cornell University, Ithaca, New York. Learn more: www.pairteas.com

** Citation Xia et al. The Tea Tree Genome Provides Insights into Tea Flavor and independent Evolution of Caffeine Biosynthesis, Molecular Plant (2017)*





Highlights : Auction Average

India : April to May (in INR per Kg)

CTC + All Dust	ALL Sector			Estate			BLF		
	2018-19	2017-18	+/-	2018-19	2017-18	+/-	2018-19	2017-18	+/-
Assam	161.61	146.02	15.59	172.97	155.63	17.33	129.99	119.60	10.38
Cachar	138.03	125.73	12.30						
Dooars	157.07	151.83	5.24	175.74	173.08	2.66	121.70	114.79	6.91
Terai	128.64	119.63	9.01	150.17	137.31	12.86	112.69	107.50	5.20
N.India	153.34	141.50	11.84						
S.India	93.63	102.41	-8.78						
Orthodox									
N.India	219.88	214.88	5.00						
S.India	138.21	144.05	-5.84						

World Average Tea Auction Prices

January to May (per Kg)

CENTRE	Currency	In Countrywise Currency			In INR (Approx)			In US \$ (Approx)		
		2018	2017	+/-	2018	2017	+/-	2018	2017	+/-
Chittagong	BDT	208.95	151.18	57.77	163.25	124.07	39.18	2.51	1.88	0.63
Mombasa (Kenya)	US Cents	281.00	297.00	-16.00	183.10	195.90	-12.80	2.81	2.97	-0.16
Limbe	US Cents	184.70	176.28	8.42	120.35	116.27	4.08	1.85	1.76	0.09
Colombo (Mainly Orthodox)	SL Rs	617.16	619.58	-2.42	258.43	270.02	-11.59	3.97	4.09	-0.12
Exchange Rate: January to May (Approximate)	US\$ 1=		India	Bangladesh	Sri Lanka					
		2018	65.16	83.40	155.61					
		2017	65.96	80.37	151.35					

Source: ITA

Crop Figures of Some Major Tea Producing Countries *in Million Kgs.*

	January to April					January to December			
	2018	2017	2016	2015	2014	2017	2016	2015	2014
N. India	117.1	115.4	111.1	87.4	85.0	1087.1	1054.5	981.1	965.2
S. India	60.8	65.9	61.6	72.7	65.1	234.7	212.9	227.6	242.1
All India	177.9	181.3	172.7	160.1	150.0	1321.8	1267.4	1208.7	1207.3
Sri Lanka	101.7	98.9	97.5	111.7	102.5	305.1	291.9	327.3	337.9
Kenya	144.3	121.6	177.1	105.4	151.9	440.0	473.5	399.1	445.0

Indian Tea Exports

in Million Kgs.

Period	Year	North India	South India	All India
January to April	2018	49.00	30.70	79.70
	2017	46.90	28.00	74.90
January to December	2017	157.69	94.22	251.91
	2012	130.19	78.04	208.23
	2007	102.72	76.03	178.75

Source: Tea Board



North India CTC Auction Averages

Month	2018-19		2017-18		2016-17		2015-16		2014-15	
	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)
Apr	81.5	157.68	68.0	147.99	110.8	148.68	60.9	150.80	90.9	156.46
May	196.1	148.38	196.7	138.90	158.5	138.40	123.0	143.00	112.7	153.84
Jun			205.4	149.46	169.3	149.33	181.1	143.82	131.0	164.86
July			264.4	143.42	296.6	149.92	273.7	144.42	295.6	159.18
Aug			370.6	141.54	344.5	141.00	262.6	143.51	285.1	141.96
Sep			298.2	140.00	306.8	137.96	347.3	140.61	327.0	135.79
Oct			335.0	141.92	212.1	137.29	296.6	133.02	287.4	135.37
Nov			461.6	140.71	390.1	138.30	325.8	140.29	329.0	139.29
Dec			386.5	137.72	329.5	132.64	463.7	135.69	409.0	135.28
Jan			321.3	124.49	318.2	122.16	279.8	124.39	287.2	123.56
Feb			280.8	100.11	282.3	110.49	135.7	111.03	224.5	101.01
Mar			38.1	94.77	116.3	106.87	32.9	115.34	89.2	89.67
April to May	277.7	151.11	264.7	141.24	269.3	142.63	183.9	145.58	203.6	155.01
April to March			3226.6	135.64	3035.2	134.54	2783.0	136.76	2868.4	136.41



North India All Dust Auction Averages

Month	2018-19		2017-18		2016-17		2015-16		2014-15	
	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)
Apr	16.5	161.77	14.5	148.82	28.8	149.97	13.3	155.65	18.7	162.24
May	69.5	160.22	67.2	140.95	57.1	140.39	35.1	144.22	32.2	160.76
Jun			73.7	156.54	65.4	155.06	60.9	152.87	47.1	171.05
July			94.3	160.67	114.7	157.41	104.4	158.62	129.3	170.99
Aug			122.5	161.54	130.2	146.13	95.7	157.50	105.5	152.68
Sep			96.2	162.61	116.3	144.20	127.8	152.44	112.8	143.76
Oct			111.9	165.44	79.4	145.46	96.5	144.98	105.4	141.90
Nov			138.3	159.66	124.2	145.51	110.7	148.49	109.3	146.06
Dec			110.6	152.65	94.2	138.03	147.3	142.72	128.3	140.29
Jan			100.6	132.71	93.5	128.46	91.8	127.78	90.8	125.23
Feb			68.5	108.93	85.1	113.81	38.0	113.63	73.6	107.04
Mar			5.8	108.74	32.8	108.50	5.9	116.65	32.2	87.88
April to May	86.0	160.52	81.7	142.34	85.9	143.60	48.3	147.35	51.0	161.30
April to March			1004.2	152.05	1021.6	141.15	927.5	146.37	985.4	143.82



South India CTC Auction Averages

Month	2018-19		2017-18		2016-17		2015-16		2014-15	
	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)
Apr	25.2	89.49	26.2	96.26	32.5	91.01	40.0	74.00	30.5	67.09
May	47.4	77.60	45.5	83.43	21.0	93.06	30.6	67.93	35.8	79.56
Jun			52.5	73.37	26.7	96.11	45.3	63.16	36.5	75.62
July			29.6	69.43	34.4	88.47	50.3	63.87	55.3	68.32
Aug			55.2	64.45	37.0	86.58	35.1	61.93	42.7	62.33
Sep			40.6	69.56	41.4	95.18	34.1	63.43	34.8	69.98
Oct			29.3	76.49	27.0	95.49	46.3	67.16	43.2	68.34
Nov			54.9	73.93	35.7	97.05	34.2	69.78	38.0	61.83
Dec			27.8	79.37	27.5	102.55	33.2	77.99	29.3	64.86
Jan			33.5	87.23	27.4	105.55	28.3	92.85	42.9	73.34
Feb			23.9	92.56	28.2	103.92	24.7	105.20	32.2	77.10
Mar			29.5	91.31	29.2	104.77	27.7	91.43	26.6	76.35
April to May	72.6	81.73	71.7	88.12	53.5	91.82	70.6	71.37	66.3	73.82
April to March			448.5	77.91	368.0	96.23	429.7	72.81	447.8	70.10



South India All Dust Auction Averages

Month	2018-19		2017-18		2016-17		2015-16		2014-15	
	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)
Apr	52.3	115.33	37.9	121.31	56.4	109.75	71.5	91.79	58.5	101.31
May	79.8	103.15	68.7	106.91	49.9	110.88	61.7	85.37	65.8	100.01
Jun			78.0	98.14	49.5	108.76	71.3	81.49	78.7	87.05
July			46.3	96.54	44.5	101.94	76.5	82.01	94.3	87.11
Aug			77.6	95.51	55.7	105.14	45.9	81.74	67.1	83.70
Sep			47.1	93.22	60.7	108.79	59.6	87.08	60.8	90.23
Oct			53.1	102.96	42.0	108.36	74.4	95.38	66.5	87.71
Nov			76.4	100.28	55.8	108.26	56.9	92.98	69.6	80.77
Dec			46.3	97.66	59.8	108.86	58.9	100.11	61.4	89.67
Jan			60.1	107.72	60.0	114.16	56.7	111.04	71.6	90.48
Feb			45.1	114.82	44.9	124.25	50.0	117.11	64.1	93.17
Mar			54.3	115.74	52.2	127.59	55.2	106.96	55.8	92.35
April to May	132.0	107.97	106.5	112.03	106.3	110.28	133.2	88.82	124.3	100.62
April to March			690.8	103.42	631.4	111.33	738.5	93.69	814.3	89.95





North India Orthodox Auction Averages

Month	2018-19		2017-18		2016-17		2015-16		2014-15	
	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)
Apr	4.1	228.19	3.0	218.30	7.7	228.04	2.6	217.59	3.4	203.68
May	29.6	218.71	24.5	214.52	14.1	214.02	10.7	188.87	9.8	183.62
Jun			24.4	222.21	14.8	244.37	16.1	222.05	11.7	193.04
July			25.3	232.13	23.8	242.71	20.7	246.26	27.7	241.90
Aug			38.9	228.59	33.2	227.47	20.2	238.89	21.3	217.72
Sep			23.1	212.25	24.8	214.00	21.2	215.42	22.6	196.79
Oct			32.7	213.89	21.0	209.62	16.2	218.46	21.8	184.41
Nov			39.6	213.96	33.5	209.66	24.7	208.64	22.1	184.16
Dec			25.5	197.75	21.3	207.95	21.6	204.01	22.5	172.56
Jan			22.7	168.69	24.5	181.05	5.6	181.89	9.2	158.35
Feb			13.4	151.29	16.2	158.71	2.4	164.82	3.2	147.08
Mar			3.1	169.93	3.6	165.10	0.6	164.47	0.6	156.42
April to May	33.8	219.87	27.5	214.93	21.8	218.95	13.3	194.52	13.2	188.83
April to March			276.1	209.60	238.5	211.65	162.6	216.87	176.0	196.29



South India Orthodox Auction Averages

Month	2018-19		2017-18		2016-17		2015-16		2014-15	
	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)	Qty. (L. Kgs)	Avg. (Rs.)
Apr	6.2	138.24	4.2	149.91	6.1	132.67	6.9	118.18	4.1	120.53
May	11.4	138.19	8.9	141.32	5.6	136.00	6.7	120.68	5.8	111.84
Jun			11.2	127.50	6.5	141.53	8.2	118.26	8.9	105.70
July			6.8	125.74	5.1	131.16	10.4	115.01	12.1	99.53
Aug			11.4	127.96	8.3	138.48	7.0	110.87	7.5	96.47
Sep			7.0	120.57	9.8	142.84	9.1	120.67	6.0	110.88
Oct			10.0	129.32	6.4	138.25	8.9	115.28	8.0	119.20
Nov			11.6	121.64	8.7	134.53	9.3	120.26	7.3	109.17
Dec			6.8	121.33	8.6	134.57	7.6	125.37	6.5	109.63
Jan			8.7	133.10	7.5	134.68	8.5	129.68	7.6	117.08
Feb			5.5	130.05	5.5	137.66	7.1	127.95	6.7	115.28
Mar			6.6	133.02	6.6	143.52	6.5	121.41	5.0	117.35
April to May	17.6	138.21	13.1	144.05	11.8	134.26	13.6	119.41	9.9	115.43
April to March			98.8	129.22	84.8	137.38	96.2	120.18	85.5	109.80



Compiled by Soumen Bagchi



North India (Estate) Auction Average

April to May

CTC & DUST	2018	2017	2016	2015	2014
	Avg. (Rs.)	Avg. (Rs.)	Avg. (Rs.)	Avg. (Rs.)	Avg. (Rs.)
Large Brokens	165.46	150.11	151.16	156.21	163.48
Medium Brokens	165.15	153.16	149.08	160.27	164.34
Small Brokens	177.48	168.68	160.43	170.79	175.82
Fannings	173.08	161.06	157.37	164.68	173.93
Dust	180.92	160.52	162.06	168.60	180.20
PD	173.83	152.13	151.60	158.75	172.59
All Secondaries	134.94	127.66	123.37	122.94	138.09



Price Slab analysis

April 2018 to May 2018

NI - Assam Estate: CTC + Dust : Auction Sales

in Lac Kgs

Grade	Below Rs.140	Rs. 140-150	Rs.151-160	Rs. 161-170	Rs. 171-180	Rs. 181-190	Rs. 191-200	Above Rs. 200	Total
Larger Brokens	2	2	2	2	2	2	1	3	17
Medium Brokens	2	1	1	1	1	1	1	3	11
Smaller Brokens	3	4	3	3	3	2	2	7	28
Fannings	2	4	3	2	2	2	1	3	20
Dust	2	3	3	5	6	6	7	10	42
Primary Total	12	15	12	14	14	12	13	26	118
%	10	13	10	12	12	10	11	22	100
Secondaries	8	2	1	1	1	0	0	0	14
G.Total	20	17	13	15	14	12	13	26	131
% (2018)	15	13	10	11	11	9	10	20	100
% (2017)	33	18	11	10	8	6	3	11	100

NI - Doors & Terai Estate: CTC+ Dust:Auction Sales

in Lac Kgs

Grade	Below Rs.140	Rs. 140-150	Rs.151-160	Rs. 161-170	Rs. 171-180	Rs. 181-190	Rs. 191-200	Above Rs. 200	Total
Larger Brokens	2	1	1	1	0	0	0	0	4
Medium Brokens	4	1	1	1	1	1	2	2	13
Smaller Brokens	6	2	2	3	3	3	3	12	35
Fannings	3	1	1	2	2	2	2	5	17
Dust	2	1	1	1	1	1	1	1	9
Primary Total	17	6	5	7	8	8	8	20	78
%	22	7	7	9	10	10	10	26	100
Secondaries	8	2	1	1	1	0	0	0	13
G.Total	25	7	6	8	9	8	8	21	91
% (2018)	27	8	7	8	10	9	8	23	100
% (2017)	33	7	7	8	9	9	8	19	100



Tata Global Beverages to exit loss-making subsidiaries

Kolkata

Tata Global Beverages Ltd on Thursday said it would exit loss-making subsidiaries and focus on profitable ones that can be scaled up.

The company, however, would have to maintain subsidiaries in certain locations, owing to legal issues, Chairman N. Chandrasekaran told shareholders at the annual general meeting here.

"The whole idea is to have subsidiaries which can be scaled up and are profitable," he said.

"It is important to pick up growth rate and grow profitably. Growth in the domestic market is required. Mix of product portfolio is critical and is going to be a big focus for us," Chandrasekaran said.

The growth, he said, could be either organic or inorganic.

Tata Global Beverages' market share in the domestic tea market was 20 percent, while it was three to four per cent for coffee.

The company would make an investment of Rs. 150 crore in addition to the ongoing capex of Rs. 300 crore, he said.

Regarding the Tata Starbucks outlets, he said that each store takes two to three years to achieve break even, but the coffee chain as a corporation had already achieved the same.

In his speech to the shareholders, Chandrasekaran said the company posted a flat revenue growth of one per cent in the last fiscal.

Referring to international markets, he said growth continued to suffer because of marginal presence in many overseas countries.



Memory



After a brief, but deadly illness, endured stoically, Mrittika slipped away suddenly, on 29th May, 2018. A week before she had told me that she was feeling better and was sending me an article on travels she had undertaken a short time ago.

Little did we realize then that, this was the last burst of light which was to extinguish itself for ever.

She will be missed by all for her exuberance and jest for life. May her soul rest in peace.

Publisher

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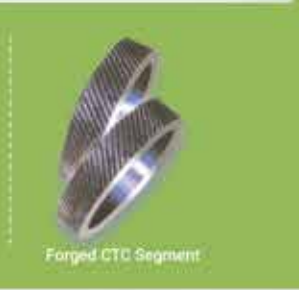
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