

at the subsequent stages spoils the product when the leaf is good. The little hill-side cultivators of China sell their leaf to the collectors, and the collectors again dispose of them to the manufacturers, who supply the traders. Hence production is so much more costly in China than India, where every process, from plucking to despatching, is carried on in one place and under one management. China teas are also handicapped by an export duty of 2d. a pound.

The Chinese dread of innovation is proverbial, and so whilst they continue to prepare their crops in the same clumsy way as their remote ancestors did, their Indian rivals took advantage of horticulture, insisting on high cultivation. Machinery for roffing, sifting, and firing was invented, and the greatest possible care was taken at every stage of the elaborate process of manufacture in preparing their produce for the market. Very soon Indian teas attained a certain prestige on the market. They were not adulterated as the Chinese were, they were manipulated by machinery, and could not be suspected of being contaminated, as the hand-manufactured kinds of China, and their character both in leaf and flavor indicated that the greatest care was paid to their cultivation.

The consumption gradually overtook and finally surpassed that of the China kinds, and the number of acres under cultivation last year was 307,500, and the total yield 98,000,000 lbs. In 1868 the consumption of China tea was twenty times that of Indian; five years later the proportion of the latter was 1 to 10. In 1879 the Chinese article reached its highest point—126,000,000 lbs.—and the proportion of Indian was then 4 to 15. Last year 57 per cent. of the consumption was British tea, and the tendency is still to increase the proportion. The estimated crop of Indian tea for this year is 106,060,000 lbs.

A few words about the different tea districts of India and the character of the teas they produce may not be uninteresting.

Assam proper has a dark, rich, loamy soil, and a hot moist climate. The tea from this district is remarkable for its strength and pungency, is invaluable for blending purposes, and has a handsome appearance, full of bright orange-colored tip in the higher grades.

The finest flavored teas come from the hill district of Darjeeling. The leaf of these teas is small and regular, but slightly more open in make than an Assam, the infusion is lighter, and it has more flavor. Altitude affects the character of plants, and the probable reason for the peculiar fragrance and flavor of a Darjeeling tea is the fact that it grows at an elevation of 6,000 feet.

Large quantities of very desirable kinds also come from the districts of Sythet and Cachar, south of the great range of the Khowssia and Jyntia Hills, that divides Assam into two parts. These teas are beautifully made, the liquor draws a bright dark color, and possesses strength without acerbity. The absence of too pointed characteristics makes this tea valuable for general use. It may aptly be described as being a medium quality, between the strong productions of Assam and the flavory crops of Darjeeling and other hill districts on the spurs of the Himalaya Mountains.

Kangra Valley and Kumaon, also hill districts, though small are well known. The tea from the former has a very distinctive character, which causes the parcels to be keenly sought after by those who have learned to appreciate the exquisitely flavored product of that beautiful valley.

Chota, Nagpore, and Chittagong hardly require separate notice: their teas are much the same as those from Sythet and Cachar.

The remarkable development of the tea industry in India has been a surprise even to those who had been the most sanguine as to the results of Indian tea-growing.

—The lumber cut on Lake Winnipeg for the present season is estimated as follows by a lumberman doing business on Lake Winnipeg:

	Feet.
Brown & Rutherford.....	1,250,000
Selkirk Lumber Company.....	2,000,000
Jonassen & Co.....	1,000,000
Brouse & Co.....	500,000
Capt. Robinson.....	1,000,000
Total.....	5,750,000

This is about 2,000,000 feet under last year.

A BAD PRECEDENT.

"Your reference to the bantering style of doing business calls up many reminiscences," said an old merchant. "I must tell of one occurrence that took place in a neighboring country store. The proprietor was noted for being particularly affable and obliging to his customers, and had a clear-headed and affable young man for clerk. One day one of the best customers of the concern called to buy a dress pattern. The price was 75 cents, and after a long talk the clerk closed the bargain at 70 cents. While the clerk was selecting the trimmings, etc., in another part of the store, the genial proprietor came along rubbing his hands, inquired after the family of the customer, praised her taste in selecting that particular piece of goods, and as a special favor to customer, let her have it at 68 cents a yard.

"The clerk returned and the lady told of the reduction the proprietor had made. The clerk was furious, but not in the least disconcerted. He saw that if the customers thought he was selling higher than others in the store they would avoid him and his discharge would follow. So he says:

"I just looked at the bill and can sell you that piece of goods for 65 cents a yard."

"When the deal was completed the proprietor was as angry as the clerk.

"Do you know that I made the price 68 cents?" said the proprietor.

"Yes," replied the clerk, "but I want you to understand that nobody can undersell me in this store."

"He kept his job."—*Utica Merchant.*

PORTRAITS ON BANKNOTES.—The following list tells what portraits are on the different American currency notes: On United States \$1, Washington; \$2, Jefferson; \$5, Jackson; \$10, Webster; \$20, Hamilton; \$50, Franklin; \$100, Lincoln; \$500, Gen. Mansfield; \$1,000, DeWitt Clinton; \$5,000, Madison; \$10,000, Jackson. On silver certificates—\$10, Robert Morris; \$20, Commodore Decatur; \$50, Edward Everett; \$100, James Monroe; \$500, Charles Sumner; \$1,000, W. L. Marcy. On gold notes—\$20, Garfield; \$50, Silas Wright; \$100, Thomas H. Benton; \$500, A. Lincoln; \$1,000, Alexander Hamilton; \$5,000, James Madison; \$10,000, Andrew Jackson.

—A grocer of Elizabeth, N. J., was recently surprised at receiving a ten-dollar bill through the mail. The anonymous writer said that in the autumn of 1888 he had paid over a ten-dollar bill, from which nine dollars and seventy cents were due him in change. The grocer had evidently mistaken the bill for a twenty-dollar one and given him change accordingly. The writer adds: "I now take great pleasure and relief in refunding to you the ten dollars which I dishonestly gained by the transaction." Surely, the pleasures of sin are but for a season. Nobody knows, but the man himself, how many twinges of conscience he has had through the ill-gotten ten dollars.—*N. Y. Observer.*

—Tourist (to keeper of general merchandise store—an old-timer)—"Howdy do, sah? Do you keep stationery heah?" "Wa'al, I generally keep stationery 'cept when I'm movin'" —*Harper's Bazar.*

The Progress of a Successful Company.

(The Agricultural, of Watertown, N.Y.)

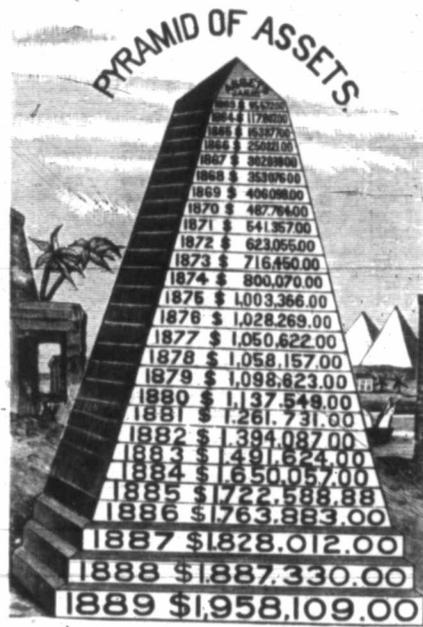
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Deposit at Ottawa,

\$140,000.

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