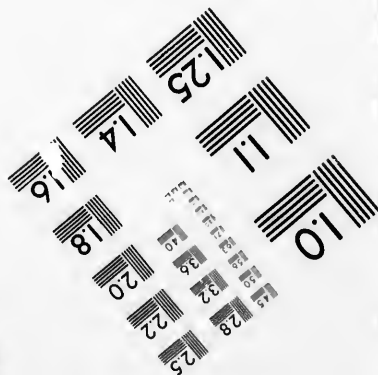
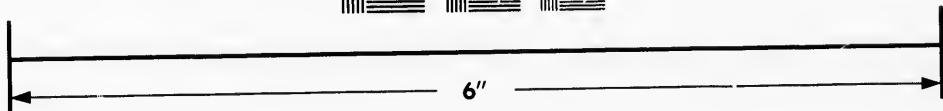
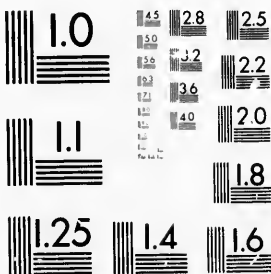


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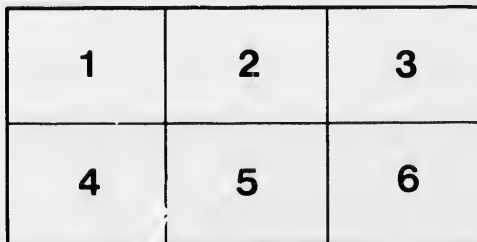
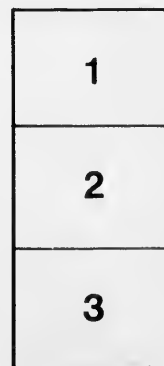
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A Sketch
of the
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and
the Science of Blending
particularly adapted
to the
Canadian Trade

Entered according to Act of the
Parliament of Canada in the year 1881

BY

FREDERICK DANE and R. S. McINDOE

At the Department of Agriculture

TORONTO:
MAIL JOB PRINTING Co., LTD.



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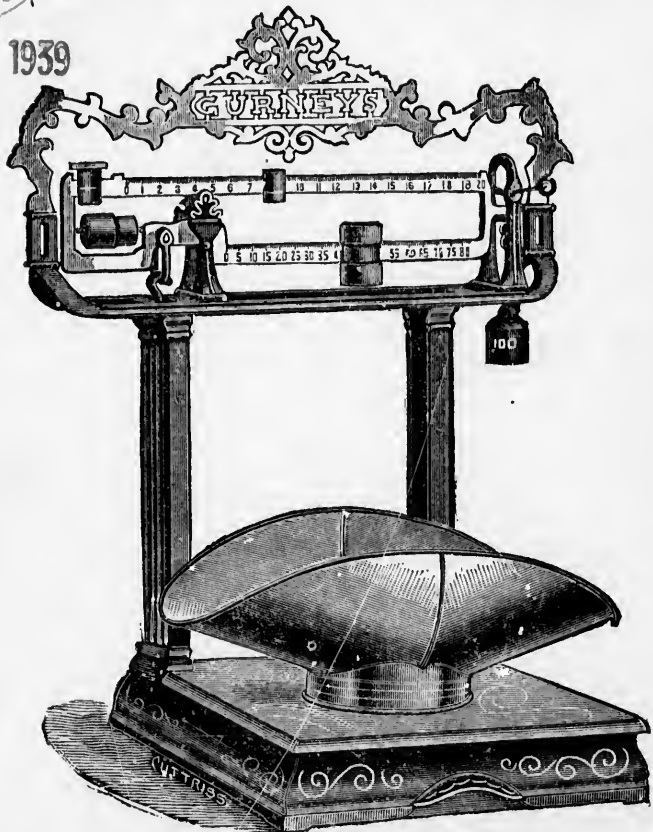
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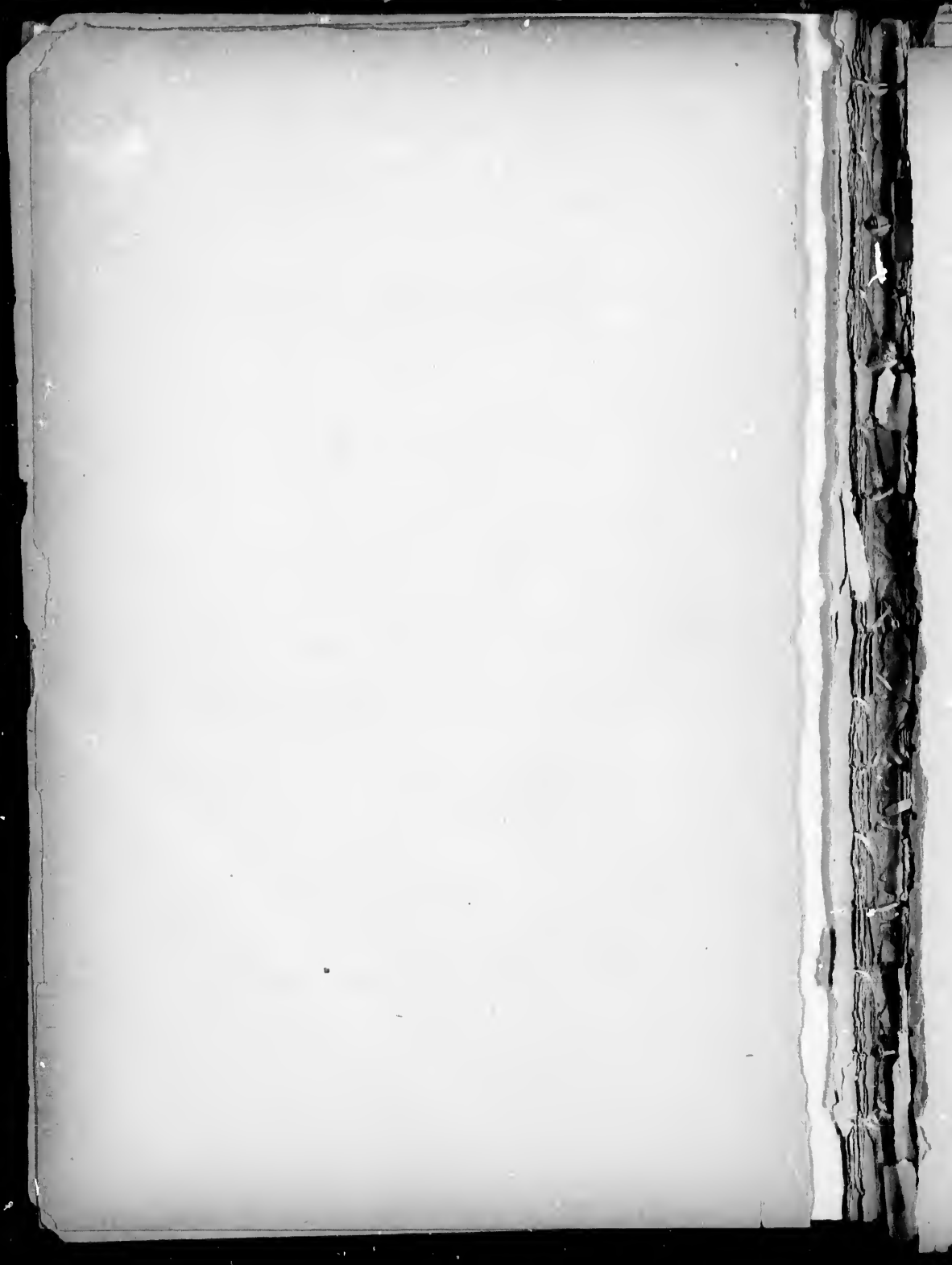
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Introduction



THIS Book is written with the intention of giving to those engaged in the Retail Tea Trade in Canada, and who desire to take an interest in blending, an idea of the classes of Tea most suitable to their trade, with hints on blending, which will enable any intelligent person to gain a proficiency in the art, which could otherwise be acquired only by long study and experience.

The writer has had practical experience in this work both in Canada and the Old Country, and feels perfectly confident that a test of the ideas and counsel herein, will result in great and lasting benefit to the Trade.

TORONTO, 1891.

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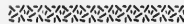
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Earliest Mention of Tea



THE earliest mention of Tea, outside of Chinese literature, is found in the writings of an Arabian trader, who, in a history of his travels in the East mentions it as being used by the Chinese; this was in the ninth century. In the sixteenth century some Jesuit missionaries having returned from the far East brought back information which was published in or about the year 1590, to the effect that in China an herb grew out of which was pressed a juice which was used instead of wine. Slight as this information was it had the effect of creating inquiry, and after this small quantities of tea found its way into European lands. It is generally supposed that the Dutch were the first to introduce tea into Europe.

At first little progress was made, but about the middle of the 17th century an improvement was

noted which continued from that time forward. About 1658 it was advertised in the *Gazette*. About 1667 was imported into England and became quite a popular drink; price about this time, sixty shillings per lb.

At this early stage in its history tea was supposed to cure headache, giddiness, good for the kidneys, lungs, etc.; in fact it was looked upon as a cure for almost any trouble.

In 1669 the East India Company obtained the exclusive privilege of importing tea into England, and at first the quantities imported were small, but in the year 1678 the market was glutted, the Company having imported 5,000 lbs., which at that time was considered a large importation.

In the London daily paper of June 19th, 1712, the writer states: "I know a person who possessed the sense of taste in so great perfection that after having tasted ten different kinds of tea he would distinguish without seeing the color of it, the particular sort which was offered him, and not only so, but any two sorts of them that were mixed together in an equal proportion." We assume that the gentleman in question was an amateur, as in those days tea-tasting had not taken rank as a profession.

Sketches of high life in the reign of Queen Anne show us the high-born dames of that period congregating in the fashionable tea-houses and sipping the beverage from Oriental china cups.

Favored by fashion and recommended by physicians the consumption of tea increased very rapidly

and the taste for it spread to all classes. Up to 1722 very little had been said against the beverage, but at this time, however, a pamphlet was circulated amongst the ladies of England denouncing tea as a slow but sure poison, comparing it with opium, and tracing to its use all the ills that flesh is heir to. John Wesley, also about this time, spoke against the use of tea and exhorted his followers to "abhor it as a deadly poison and to renounce it from this very hour." It was not, however, without its advocates, who replied to these and similar attacks, as follows: "The progress of this famous plant has been something like the progress of truth, suspected at first though very palatable to those who had courage to taste it, resisted as it encroached, abused as its popularity seemed to spread, and establishing its triumph at last in cheering the whole land, from palace to cottage, only by slow but resistless efforts of time and its own virtues." Dr. Johnson also entered the lists in its defence, and succeeded in refuting the arguments raised by its detractors. The virtues of tea have been eulogized by writers and poets in every tongue. Here is the latest effusion from the pen of a young Canadian engaged in the Tea Trade :

THE TEA LEAF.

" The poets sing of beauteous flowers
 In sweet and touching rhymes,
 They sing of Love and lovers' bowers,
 Of wars and peaceful times.
 They sing of Nature's princely gifts,
 Of Sorrow, Grief and Pain,
 They sing of vales and mountain rifts,
 Of Power and Wealth and Gain.

They chant their songs and hymn the praise
 Of Ocean, Earth and Sky,
 Of Lethe's stream and Pluto's realm,
 And of Parnassus high.
 And yet their Muse, the partial jade !
 Withholds her smile from thee,
 And leaves to me of plebian trade
 To chant the praise of Tea.
 And though my lame and limping lines
 Be void of finished Art,
 They still, though rough-hewn, bear the signs
 Of all that's in my heart.
 ✓ Thou meek, mild herb, man's humble friend,
 Thou fragrant, soothing flower
 That cheer'st the world from end to end
 And comfort bring'st each hour.
 From China's fields and India's hills
 And Ceylon's humid shores
 Thou comest to ease our earthly ills
 And ope Contentment's doors.
 Of Heaven's many gifts to man,
 And myriads though they be,
 There's none so all divinely great
 As thou, oh wondrous Tea.
 Thy little, twisted curly leaves,
 Thy fragrant, balmy breath,
 Thy soothing, cheering, glad'ning touch
 Robs half the fear of Death.
 The prince, the pauper, rich and poor,
 The great, the strong, the weak,
 The learned men of mighty minds
 Thy cheering cup must seek. ✓
 The soldier worn with warring cares,
 The sailor on the deep,
 The humble delver, with thy aid,
 Obtain refreshing sleep.
 The patient watcher by the side
 Of fever's fitful bed
 Would surely find her task too great
 But for thy blessed aid.

The Cup That Cheers the Soldier

The weary seamstress, evening come,
 Her humble home regains,
 And in thy strengthening fluid finds
 Great solace for her pains.
 The ladies, Fashion's fluttering birds,
 Dear gossip-loving dames!
 How round thy post-meridian board
 They sip—and ruin names.
 Oh! wondrous leaf, oh beauteous flower!
 Thy virtues are untold—
 From immemorial time, each hour,
 New joys thou dost unfold.

Accept these humble lines from me—
 And know I love and worship thee
 Oh Tea!!

WILLIAM H. SHYLER.

Toronto, May 29th, 1890.

The date of the introduction of tea into America is uncertain, but is generally supposed to be 1711. On the 14th June, 1767, the British Parliament passed an Act imposing a heavy duty on all tea imported into America. This duty was stoutly resisted by the Colonists, who, in retaliation, ceased buying or using it. Matters soon assumed a threatening aspect, but King George III. determined that not only should the tea duty be maintained, but that tea should be forced upon the stubborn Colonials. Accordingly, in December, 1773, English ships bearing a shipment of tea arrived at Boston, but the Colonists determined that the tea should not be landed, and disguising themselves as Indians boarded the vessels and emptied the tea overboard.

In the meantime tea was growing in favor in England, and it is generally supposed that afternoon teas must have come into fashion about this time. Prices were now considerably lower; we find quoted:

BLACK TEAS.

	s.	d.
Bohea - - - - -	5	1
Congou, good - - - - -	8	0
" fine - - - - -	8	9
" best - - - - -	9	6
Souchong - - - - -	8	6

GREEN TEAS.

	s.	d.
Twankay - - - - -	7	6
Hyson, good - - - - -	9	6
" fine - - - - -	11	0
Gunpowder, good - - - - -	13	0
" fine - - - - -	15	6
" best - - - - -	18	6

The following description of the classes of tea imported into England at the beginning of the present century will be useful to show the great change that has taken place:

BLACK TEAS.

BOHEA is the poorest kind of black tea, mixed with dust and large flat brown and brownish-green leaves. The liquor was a dark brownish-red, and always left a black sediment in the cup.

CONGOU.—About five-sevenths of the importations were Congous; some sorts possessed a coarseness approaching Bohea, others were of a rich fragrance and flavor, the liquor being of a deep red color with a strong and pleasant bitter taste.

SOUCHONG.—A fine black tea, similar in style to Congous, with light red liquor and possessing a very pleasant flavor.

PEKOE.—The finest of all teas imported, the leaves being long, black and wiry, tipped at the ends with a greyish tint. The liquor a rich transparent red with a beautiful, fragrant odor. In the chests in which this tea came the Chinese generally put a piece of Orris root.

CAPER.—Short curly leaves, black in color. The liquor, on standing, deposited a sandy sediment containing particles of a metallic substance.

PADRAE, POUCHONG.—These were fine flavored teas, put up principally in fancy boxes and similar in character to the Souchongs.

There were other sorts of blacks, but so little known that they are not worth our attention.

GREEN TEAS.

TWANKAY.—A common green tea, mixed with large, flat yellow leaves. Liquor of a yellowish color, slightly bitter with a fishy taste.

HYSON.—Bright, curled green leaves. Liquor of a primrose color with a brisk and agreeable flavor.

GUNPOWDER differs from Hyson simply in appearance.

Value of Tea as a Beverage

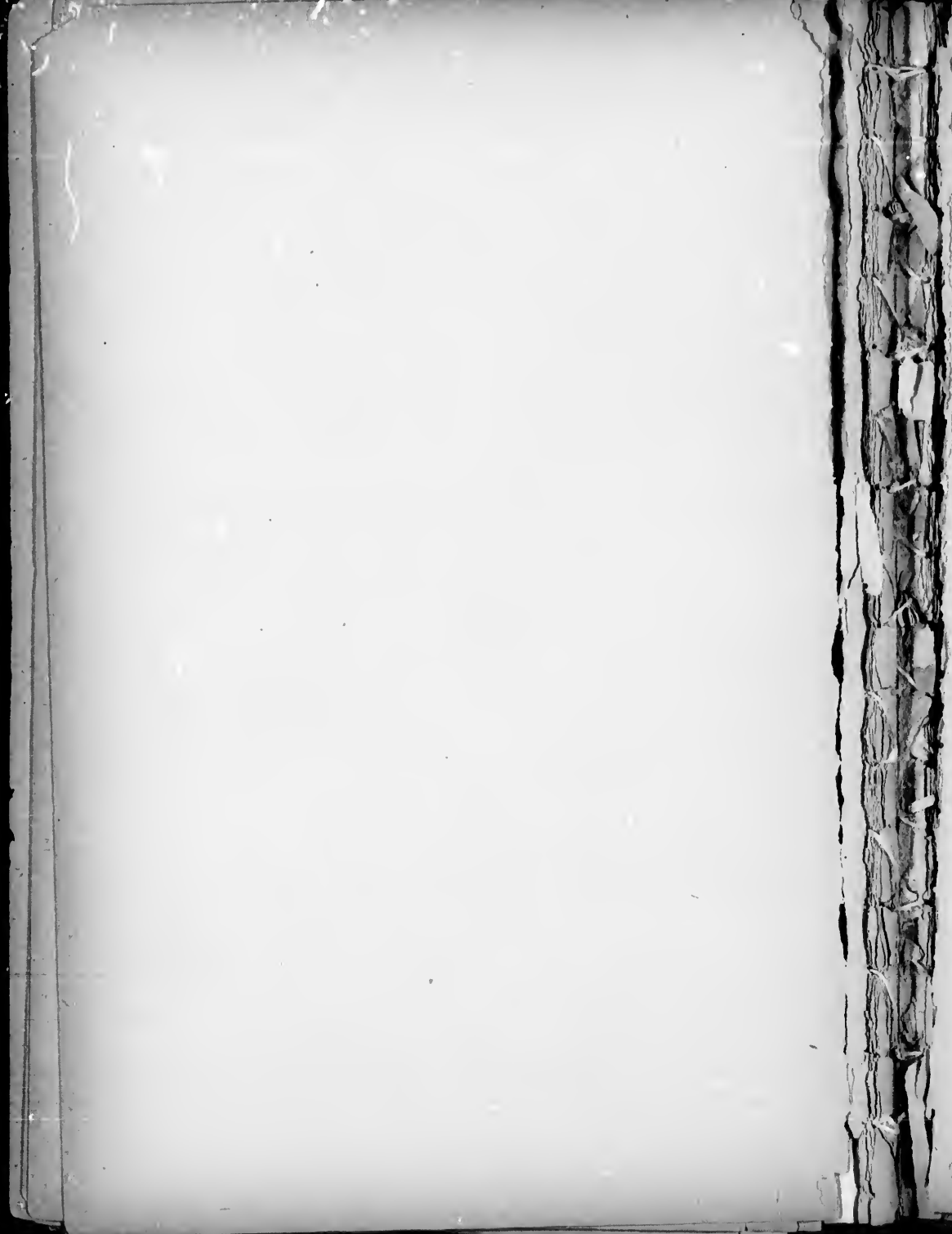


The value of tea as a beverage is now recognized, and its sustaining and invigorating properties are appreciated by the workers of the world.

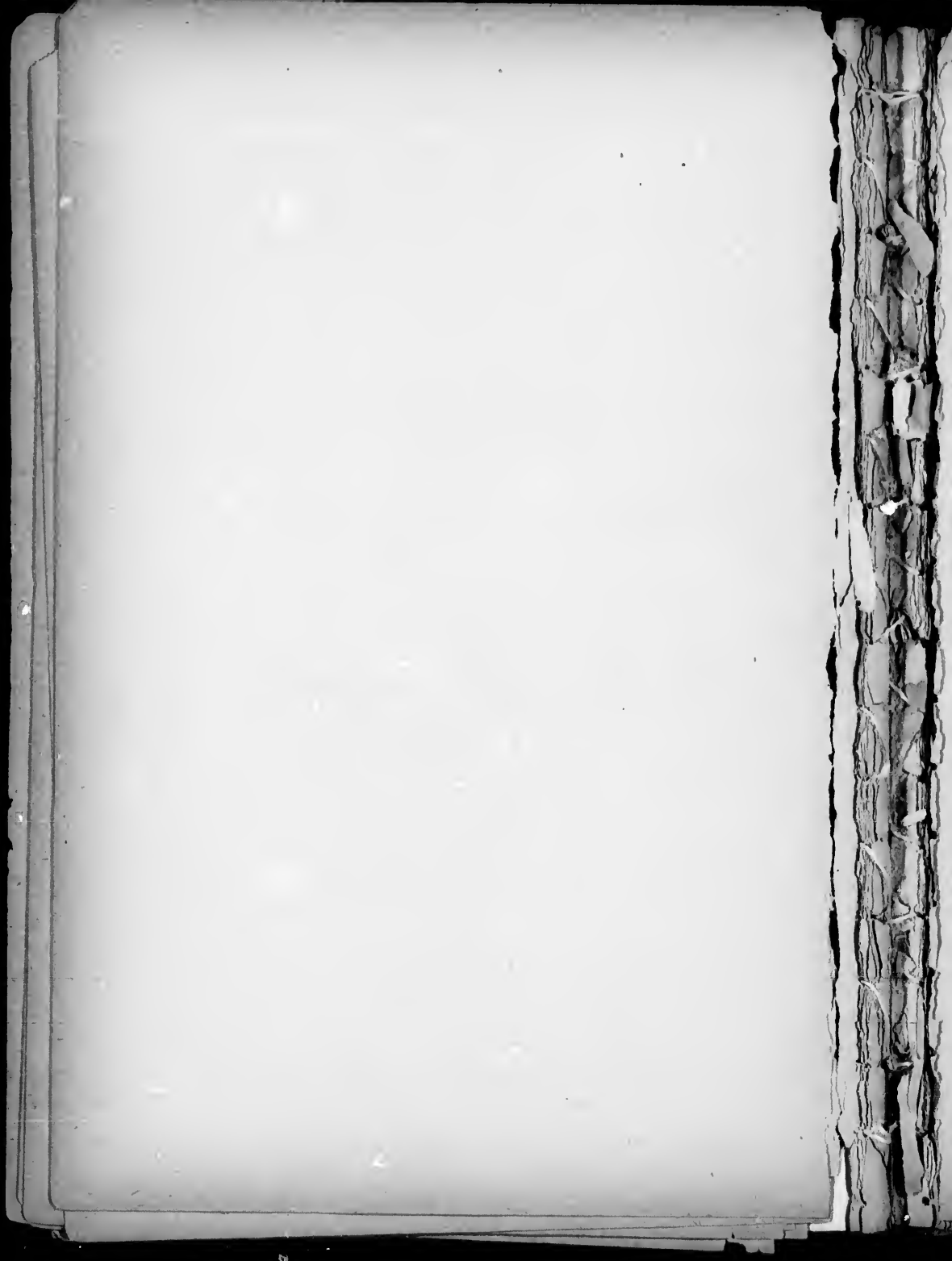
In the army and navy the use of tea has to a great extent supplanted the use of grog. Lord Wolseley says: "Once during my military career it fell to my lot to lead a brigade through a desert country for a distance of over six hundred miles. I fed the men as well as I could, but no one, officer or private, had anything stronger than tea to drink during the expedition. The men had particularly hard work to do and they did it well without a murmur." In his recent Egyptian campaign he carried out the same plan, and the troops who captured Tel-el-Kebir drank nothing but tea, which was served out to them three times a day.

There has been a great and increasing demand for black tea, but the supply has always kept pace with it. The resources of China seem to be inexhaustible, and our Indian gardens are increasing rapidly. Ceylon is also coming to the front, and is proving a dangerous competitor both to China and India.

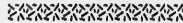




Tea Statistics



Tea Statistics



The consumption of tea in various countries, extending over a period of nine years, is shown in the following table, the average of the first five years being taken together and the consumption shown per head of population in each country. The consumption during each of the subsequent four years is specified separately. The duty at present levied upon tea is also shown.

TEA STATISTICS.
Annual Average Consumption of Tea in English Pounds.

	During 5 pre- ceding years.	Per head of Pop.	During 1885.	During 1886.	During 1887.	During 1888.	Approximate duty in pence per English lb.
Australian Colonies	18,200,000	7.66	21,474,395	18,128,846	22,202,370	About 24,000,000	3d. in some parts, 4d. to 6d.
New Zealand.....	3,902,000	..23	4,442,867	4,349,260	4,815,286	4,086,729	6d.
Tasmania...(about)	699,500	5.35	871,205	779,901	835,805	No returns	3d.
Great Britain	179,733,600	4.70	182,410,000	178,891,000	183,635,885	185,556,214	4d.
Newfoundland.....	824,000	4.38	795,917	773,080	954,724	No returns	3d. + 20% ad val.
Canada	16,600,000	3.69	18,255,368	22,582,155	18,533,439	17,220,541	10% from U.S., others free.
Bermuda .....(1884)	51,558	3.46	43,563	56,471	.....	75,189	5% ad. val.
United States ('83-4)	65,000,000	1.20	66,374,365	78,873,151	87,481,186	83,944,547	Free.
Holland.....	4,800,373	1.16	4,785,355	5,110,510	5,404,391	5,350,002	2½d.
Cape Colony.....	1,128,500	0.90	1,140,260	423,726	1,500,593	1,574,508	8d.
Natal.....	327,300	0.76	426,983	143,880	600,014	656,366	6d.
Russia	62,408,500	0.61	59,184,000	74,930,001	74,313,360	76,179,968	2d. to 11½d.; 1s. 10½d. fr. European frontier.

Denmark	733,800	0.37	719,086	728,141	814,953	3,349 3d.
Uruguay (1884)	176,930	0.34	Noreturns	176,484	236,138	..... 5½d.
Argentine Republic (83-4)	900,000	0.30	647,275	1,075,365	1,378,845	Noreturns 6½d.
B. Honduras	7,250	0.26	12,313	13,269	14,016	14,224 6½d.
Barbadoes	35,970	0.21	35,961	29,022	38,472	44 116 3d.
Trinidad	27,215	0.16	30,629	39,309	47,009	32,226 6d.
Antigua.....	5,649	0.16	6,785	5,381	6,453	Noreturns 4d. + 12½%.
British Guiana.....	40,333	0.15	31,170	52,487	59,635	43,451 6d.
Persia..(1884, about)	1,045,000	0.13	1,120,000	Not stated.	.....	Not stated.
Portugal	561,000	0.12	565,485	578,633	620,108	579,866 1s. 7½d.
Bahamas.....	4,852	0.11	4,493	6,735	.....	5,069 1s.
Switzerland (1880-2)	292,000	0.10	253,814	148,083	323,634	372,082 1½d.
Norway	170,400	0.09	169,160	164,076	167,358	211,935 9¾d.
Germany	3,113,500	0.07	3,950,221	3,923,894	3,884,113	3,924,744 5½d.
Grenada.....	3,189	0.07	2,700	3,912	3,381	3,080 6d.
Morocco	354,000	0.06	693,750	515,000	795,831	902,735 10% ad. val.
St. Vincent.....	2,498	0.05	3,168	2,618	2,313	3,394 6d.

TEA STATISTICS.—Continued.

	During 5 pre- ceding years	Per head of Pop.	During 1885.	During 1886.	During 1887.	During 1888.	Approximate duty in pence per English lb.
Jamaica.....	22,002	0.03	23,077	22,551	25,471	29,816	1s.
Belgium.....(1883-4)	155,896	0.03	127,781	130,626	140,651	140,680	3½d.
Sweden.....(1880-3)	139,250	0.03	(84)155,232	169,307	193,079	204,100	3d.
France.....(1882)	1,029,561	0.03	84)1,172,355	1,219,698	1,229,598	1,140,599	9d. to 11½d.
Roumania.....(1881-4)	133,839	0.02	No returns	Ab't 84,000	.....	239,200	2½d.
Austria Hungary....	(83-4)739,500	0.02	958,414	980,084	1,158,399	1,134,344	8½d. to 9d.
Bulgaria.....(1884)	33,669	0.02	42,184	81,008	60,513	55,980	8% ad. val.
Spain.....(1884)	136,000	0.01	287,509	973,929	158,490	209,222	10d. to 1s. 1½d.
Turkey.....	No returns.....	.....	No returns	No returns	No returns	No returns	8% ad. val.
Italy.....	.....	.....	.....	62,000	75,696	78,565	8½d.
Greece.....	Nominal.....	.....	Nominal.....	Nominal.....	.....	.....	about 1s. 6d.
Mauritius.....	.....	.....	68,362	86,390	50,923	106,589	1 1-10d. + 5%.
Sierra Leone.....	.....	.....	347	4,516	4,768	6,008	5%.

CANADIAN IMPORTS FROM 1881 TO 1889
IN LBS.

Y.E.A.R	From UNITED STATES		OTHER COUNTRIES	
	Blacks	Green and Japan	Blacks	Green and Japan
1881	560,097	4,778,025	3,964,952	7,129,362
1882	433,234	3,465,289	3,340,235	3,917,730
1883	405,225	2,610,745	7,083,851	7,386,944
1884	181,527	938,565	6,619,590	7,978,760
1885	174,537	1,642,494	7,388,176	9,050,161
1886	190,503	1,851,611	7,750,886	12,789,155
1887	109,385	426,851	8,153,755	9,838,448
1888	133,630	525,889	7,323,121	9,412,179
1889	110,847	332,945	8,736,974	8,295,701

It is impossible to give a detailed statement as to the quantities of each particular sort, as the tea is simply entered as Black, Green or Japan.



China Tea

J. F. EBY

HUGH BLAIN

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WHOLESALE GROCERS

Toronto, Ont.

Direct Importers of Teas



Teas have been our special study for years.

We carry the largest and most comprehensive assortment of Teas in Canada.

INDIAN TEAS IN GREAT VARIETY FOR
BLENDING PURPOSES.

China Tea



There is but one tea-plant, and all the varieties are derived from different methods of preparing the leaf. Its original place of growth appears to have been in the hill countries between India and China, but while it remained unnoticed in the former country, its value was discovered in China before the dawn of reliable history.

To begin with, let us first examine the characteristics of Green Teas, of which there are some three different classes, as follows :

PING SUEY

FYCHOW

MOYUNE

PING SUEY teas are generally shipped in boxes weighing from 20 to 40 lbs., and are very often marked "Moyune." They are sold principally on their style, as the liquor is poor and they are inferior to Moyune teas in every respect but style, and should not be blended with Black Teas.

FYCHOW teas are similar in make and style to Moyunes, but the liquor is generally of a smoky, harsh and pungent nature, and they are not recommended for blending with Black Teas.

MOYUNES can be distinguished from the Ping Suey or Fychow teas by their pale, sweet liquor ; free from all objectionable coarseness, these are the best for mixing with blended teas.

These are again sub-divided into four classes, known to us as YOUNG HYSON, GUNPOWDER, HYSON and IMPERIAL.

The finer grades are Young Hyson and Gunpowder, the lower Hyson and Imperial.

YOUNG HYSON.—This variety is made from the young leaf, and similar in style to Black Tea. Those of the tighter roll are generally the best.

GUNPOWDER is made from the young leaf and rolled in small balls.

HYSON.—This description is made after the Black Tea style from the older leaves, and sometimes a fine liquoring tea can be got in this class, although not with as good style as Young Hyson, yet for mixing with blended teas it will fill the bill.

IMPERIALS are made from the same class of leaf as Hyson, but in the Gunpowder style.

The consumption of Green Teas in this country is decreasing, and it is generally supposed that the constant use of this class of tea is injurious to the nerves and stomach.

Black Teas



These may be numbered under four different classes: Monings, Kaisows, New Makes and Scented Teas, which are again divided into about thirty different sorts.

Monings

Under this head come Ning Chows, Kintucks, Keemuns, Oonfaas, Kinkiangs, Kutoans, Oopacks and Shantams.

NING CHOWS.—These are looked upon as the most serviceable of the Moning class for the Canadian trade. The leaf is generally of a greyish appearance, well rolled, and with a little tip, drawing a reddish

liquor of good strength and quality. They are desirable for blending purposes.

KINTUCKS.—The style of this class is similar to that of Ning Chow teas, though the product of the second crop is not so good, being rather coarser in appearance, yet for blending will suit our market.

KEEMUNS.—The teas of this district are very similar to the foregoing classes, resembling them in appearance, but having a thicker liquor and possessing a rich flavor, are valuable for blending.

OONFAAS.—This is not a very desirable tea for our market, unless in districts where the water is very hard, being of a smoky, tarry nature. Amongst some blenders in the Old Country this tea is liked.

KINKIANGS.—These teas are grown in the Hoei Ho district, and derive their name from the town in which they are packed. They possess some of the good qualities common to Kintucks, but have a thin liquor which of course makes them less useful for blending.

KUTOANS—Sometimes called "China Assam Pe-koes" possess great strength of liquor, but have a "minty" bitter taste, and are altogether unsuitable for blending.

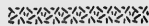
OOPACKS at one time were favorites and in demand, but of late years are not so well thought of, and any of them now on the market are generally marked under some other name.

SHANTAMS are the lowest grade of Moning. They have a rough, loose appearance, and a harsh twang, which destroys them for blending.

Of MONINGS, with which you are now somewhat familiar, the following are the principal kinds imported into Canada: Ning Chows, Kintucks, Keemuns, Oonfaas and Kinkiangs.



Kaisows



In this class are comprised Soo Moos, Ching Wos, Pecco Congous, Panyongs, Paklums, Saryunes, Padraes, Paklins and Souchongs.

SOO MOOS.—This is a good honest class of tea so far as liquor is concerned, having good body, but owing to their appearance, are not a very desirable tea for using in fine blends.

CHING WOS.—This variety has a nice black appearance, well rolled leaf with a little tip, and is fast becoming a favorite. The liquor is of a bright reddish tint and fine flavor, with good strength; a very desirable tea for blending.

PECCO CONGOUS.—For appearance none of the China Teas can surpass these; the leaf is beautifully and evenly rolled, having plenty of tip, and the liquor of a pale reddish color. They are first-class teas for fine blends.

PANYONGS.—These teas are greatly sought after, and are invaluable for blending, the leaf being well rolled and black in appearance, the finer parcels having a little tip. The liquor is thick and rich, with fine aroma and flavor. Panyongs are, in our opinion, the most desirable of the Kaisow class for blending, always making a good foundation to work upon.

PAKLUMS.—These are well-made teas, being closely twisted, black in appearance, with tip. The liquor is thick, though it has very little snap; but where a good thick tea with style is wanted these can be used to advantage.

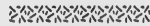
SARYUNES.—These teas are very little looked after in this country, owing, no doubt, to the poor style of the leaves, which are open, red, and usually of a broken, dusty appearance. The liquor is thick, with plenty of snap, and when style is a secondary consideration these teas will give satisfaction.

PADRAES.—Owing to their peculiar flavor these are difficult teas to work with. Their appearance is black and dull and the liquor strong, having a burnt taste. It is necessary to be cautious about their use in blends.

PAKLINS.—These are about the earliest picked teas, have good style, being well rolled and twisted; are generally put up in boxes and resemble the Paklums very much.

SOUCHONGS are not suitable for our market, being of a very poor make, rough and uneven; the liquor, however, is good and of a rich thick nature.

New Makes



There are very few parcels of this class of tea bought for the Canadian market, as they have nothing to recommend them, being either too soft or of a tarry nature. Some parcels are made to imitate Kaisows, and some to imitate Monings. The best variety of New Make, called "Hoyune," possesses great strength, the leaf being of a brownish-grey color and bold make. The early pickings of Hoyune tea are grey in appearance, having a peculiarly strong, smoky flavor which it would be well-nigh impossible to hide, consequently blenders generally avoid this line.

The low grades, or as they are called, Common New Makes, are dull and harsh, and cannot be used in blending.

Scented and Oolong Teas



These are simply prepared for the purpose of giving scent or flavor, and differ from Congous in the method of manufacture, being dried and rolled without previously undergoing a process of fermentation, which accounts for their sharp, pungent flavor.

They may be divided and sub-divided as follows :

SCENTED ORANGE PEKOES

Foo Chow, Canton, Short Leaf Canton and Macao

CAPERS

Canton and Foo Chow.

OOLONGS

Formosa, Kokew and Amoy.

SCENTED ORANGE PEKOES

FOO CHOW.—This is one of the very finest of scented teas. The leaf is of an olive-green color, with a tint of yellow, and closely rolled. The liquor has an elegant perfume and a fine flavor, and all classes of this tea are useful.

CANTON, sometimes called "Spider Leg," is prepared from the older leaves, which have a long wiry appearance. The liquor is strong and pungent and is not recommended for blending, as the leaf is too long and consequently shows up in a blend, unless cut before using.

SHORT LEAF CANTON.—These teas are made to resemble the Foo Chow class, and the leaf being short it mixes well. The liquor is usually strong and well scented, with plenty of grip.

MACAO has a fairly well-made leaf, with an olive or somewhat yellowish complexion, and draws a pungent, rasping liquor.

CAPERS

CANTON SCENTED CAPERS.—There are two classes of this tea, the glazy and the olive leaf kind; these are made from the same leaf but finished differently, the glazy kind being "faced" with soapstone, while the other is left its natural color. The finer classes of this tea are useful, but care should be taken to avoid those of a common rough twang.

FOO CHOW SCENTED CAPERS.—These teas are pure and free from any “facing,” and though not so strong as the Cantons, yet they have a fine rich flavor, as they are scented with the choicest flowers.

OOLONGS

FORMOSA OOLONGS.—These are really the finest flavoring teas. The leaf is a dark olive-green color and the liquor very pungent, having a most delicious flavor. A small dash of this tea adds materially to a fine blend. X

KOKEW OOLONGS.—These teas, although not equal to the Formosa class, are used considerably; the better grades have a fairly good flavor, but the lower are rank and nasty.

AMOY OOLONGS seldom or never come to our market. They are similar to Kokews, with the exception of a slight difference in appearance, the leaf being a little more yellow.





Indian Tea

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ASSAM BROKEN PEKOE

ASSAM PEKOE SOUCHONG

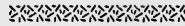
Packed in cases of 60 1-lb. caddies, or 12 5-lb. tins.

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Indian Teas



EARLY HISTORY AND MANUFACTURE.

Major R. Bruce is said to have been the first to discover the tea-plant in India, but very little attention was paid the report. Some years later Captain Charlton received a medal from the Agricultural Society of Calcutta for rediscovering the plant; this was about 1830, and from that time the great tea trade of India commenced. Three or four years after Capt. Charlton's discovery the Government held an enquiry into the feasibility of growing tea, and an experimental garden was started at Lakimpore, afterwards transferred to Jaipore, and in 1840 was handed over to the Assam Tea Co. A few years later gardens were started in Kumaon, Durrung, Cachar, Darjeeling, Neilgherries and Chittagong. The product of these gardens gave satisfaction, good prices were obtained, and, as usual under such circumstances, a lot of new companies were formed to operate gardens;

but, unfortunately, men who knew little or nothing about the cultivation of tea were put in charge, and, as a natural consequence, the quality of the teas shipped was poor, which nearly ruined the whole business, and for two or three years there was widespread ruin amongst the Indian tea concerns. After some investigation the companies took heart again, put men who knew their business and who had experience in the methods of cultivation in charge, thus the Indian tea trade was saved from what, at one time, seemed a total loss.

The manufacture of tea in India differs very much from the Chinese method. In China the leaves are handled a good deal, while in India and Ceylon machinery of the most improved pattern is used. The following is a description of the most modern process : After the leaf is picked it is conveyed to the lofts in the withering houses, where it is spread out on light bamboo trays—about two pounds of the green leaf on each tray—and allowed to remain until the following day, when, if the weather has been warm and fine, it will be ready to roll about 10 o'clock in the morning ; if the weather is damp and cold the withering takes longer. It generally takes from 19 to 20 hours to wither the leaves, and the process is assisted by utilizing the heat from the drying machines, which is carried into the lofts by the use of artificial drafts.

After the withering when the leaf is flaccid and soft to the touch, cracking when pinched between the fingers, it is collected in baskets and conveyed to

the rolling house, where it is put into the rolling machine in quantities of from 80 to 100 pounds at a time; the machine is then put in motion, and the rolling is completed in from 18 to 20 minutes, according to the age of the leaf.

The next process is the most important of all, *i. e.*, the so-called fermentation or coloring process, which is as follows: After the rolled leaf is emptied out of the rolling machines it is spread—about $2\frac{1}{2}$ to 3 inches thick—on tables in a cooling house and covered with thin, damp cloths. In from $1\frac{1}{2}$ to 4 hours, according to the atmospheric conditions, the leaf will have assumed a bright coppery color, same as we see in the leaf after infusion, it is then ready for the second roll. This process of partial fermentation is closely watched, for if it is overdone the finished tea will have a dark liquor, soft to the palate, and if not sufficiently done, the turn out will be greenish and the liquor harsh and raw. Experience only can decide when the proper color and aroma has arrived. The leaf is now quickly carried a second time to the roller and given a brisk roll of about 5 minutes to give it the final twist, it is then immediately conveyed to the drying machine; any delay would cause over-fermentation and spoil the tea. The process of drying takes from 15 to 20 minutes at a high temperature, which is always used for the first firing, so as to fix the color and prevent further fermentation.

The drying is usually done by one of Davidson's "Siroccos," which is the most perfect machine yet invented for this purpose, and of which there are two

varieties, the up draft and down draft, both equally good. These machines are made to consume any kind of fuel, and convey pure hot air to an apparatus containing four rows of trays, one above the other. The leaf is spread thinly on the top tray, which is gradually moved down until it becomes the bottom tray, when the process is complete. The contents of the trays as they mature are thrown in a heap and then boxed, when they are ready for the market.

The following are the principal grades of Indian teas:—Flowery Pekoe, Orange Pekoe, Pekoe, Pekoe Souchong, Souchong and Congou.

The broken kinds are:—Broken Pekoe, Broken Mixed, Broken Souchong, Pekoe Dust, Fannings and Dust.

FLOWERY PEKOE is made from the buds and young leaves, great care is taken in manufacturing not to overheat the leaf. The leaf is silver grey in color, the liquor is powerful and pungent, with an exquisite flavor.

ORANGE PEKOE is blackish grey in appearance, with plenty of golden tips. The leaf is small and even, liquors with great strength, and has a fine flavor.

PEKOE is similar in make to Orange Pekoe, but has not so much tip. This tea is usually of a fine flavor, and has plenty of strength.

PEKOE SOUCHONGS are something like Pekoes, but the leaf is coarser, and has not nearly as much tip. In liquor they are usually very strong, but somewhat coarser than Pekoes.

SOUCHONGS are bold made teas, in appearance generally straight or slightly bent, very long, sometimes being over an inch in length. The liquor of this tea is strong, but lacks flavor.

CONGOUS may be in appearance something like Souchongs, or else of a very uneven make, and sometimes very much curled. In liquor they are like Souchongs, but have not quite so much strength.

The Broken Kinds, unfortunately, are not used to any great extent in this country, probably because of their appearance; however, in the course of the next few years, no doubt the value of these teas will be recognized. The name at once indicates what the tea is.

BROKEN PEKOE.—This class is the part of Pekoe which has been broken in the manufacture. It is quite as strong as the Pekoe in liquor, and very often of a finer flavor.

BROKEN MIXED is a mixture of the various broken sorts.

BROKEN SOUCHONG, though broken, is something like Souchong in make, and liquors quite as well.

PEKOE DUST is very much broken, and actually resembles dust ; is very powerful in liquor.

FANNINGS are very hard to describe, some being of a brownish appearance, while others are blackish. The liquor is not very strong, but sometimes has good flavor.

DUST is coarse in liquor, with an earthy flavor, which no doubt may be accounted for by being mixed with dust and sweepings.

NAMUNA.—A very important class of tea, but very little known in our market, is the Namuna kind. The leaf is of an olive-green color, the liquor pale, but very pungent and full of flavor, something after the Japan style of tea, but having a much better flavor. These teas are sometimes called "Indian Greens," "Indian Oolongs" or "Indian Mandarins."





Indian Tea Districts

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CEYLON

JAPAN

CHINA

INDIAN

TEAS

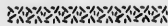
We

Give

Special

Attention

Indian Tea Districts



The undermentioned are the principal districts in India ;

ASSAM,	THE DEHRA DHOON,
KUMAON,	DARJEELING,
CACHAR & SYLHET,	KANGRA,
HAZAREEBAUGH,	CHITTAGONG,
TERAI,	NEILGHERRIES.
WESTERN DOOARS,	

The estates in these districts vary in size from one hundred acres to six and seven thousand acres, and are sub-divided into gardens.

ASSAM.—This district is where the indigenous Indian plant is most cultivated, the soil and climate

is good, and the Burhampootra river, which runs right through this district, affords an easy mode of shipping. Teas from this district have a good appearance, plenty of strength, and good body in the cups.

KUMAON.—In this district the China plant is largely grown; the district is hilly, and teas from here are known as Himalayan. The soil is good, but the climate is against the growing of fine teas, which, no doubt, accounts for the China plant being so largely cultivated in this district, as it is more hardy than the indigenous or hybrid plants.

CACHAR.—These teas come between Assam and Darjeeling in quality, but the leaf is blacker and the liquor is strong and fruity with body. The climate and soil of this district are suitable for tea cultivation.

SYLHET.—This is really the same district as Cachar, the teas are similar in make, and, if anything, more pungent in liquor.

HAZAREEBAUGH.—There are only a few estates in this district; the climate is not very suitable for tea growing, the soil being poor. The liquor of the teas grown here is weak and thin.

TERAI.—This district is rather unhealthy, but the soil and climate are both suitable for the cultivation of tea. The liquor of Terai tea is similar to that of Darjeeling, and has a fine flavor.

WESTERN DOOARS.—This is a comparatively new district, the soil and climate are very suitable for tea growing. The liquor from Western Dooars is remarkable for its strength.

DEHRA DHOON.—The climate of this district is unfavorable for the cultivation of tea, its great distance from the coast is a disadvantage which means difficulty and expense in transport. Teas from this district are usually thin, and have not much flavor.

DARJEELING is hill district, its elevation being some 6,900 feet. The climate and soil are good. The teas in this district are grown principally from China plants, are great favorites, having plenty of aroma and flavor. They are known also as Himalayan teas.

KANGRA—This district is situated in a valley and the climate is too cold and dry to grow teas in perfection, though the soil is fairly good. Teas grown here have a peculiarly delicate flavor, and are valuable on this account. Kangras are also known to us as Himalayan teas.

CHITTAGONG is a good tea growing district, the soil in some parts being very rich. Chittagong teas possess considerable body and plenty of strength.

NEILGHERRIES (MADRAS PRESIDENCY).—The climate here is very temperate, and not altogether suitable for tea growing. Teas from this district are classed with hill district teas, but have no such flavor or strength as Assams and Darjeelings.





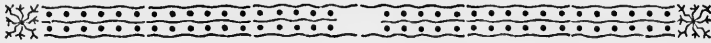
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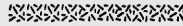
CEYLON

and

INDIAN

TEAS

Ceylon Teas



These teas are now about fifteen years on the market, and their superb qualities have firmly established them in the general favor.

The development of Ceylon as a tea producing country has been something sensational. It was not until a leaf disease broke out amongst the coffee plants that any attention was given to the cultivation of tea, when it was found that the plants grew larger and produced more even than those in Indian gardens. As a natural consequence tea growing was taken up on every hand, and to-day there are over 200,000 acres under cultivation.

The following table shows the export of tea from Ceylon to England from 1880 to 1891 :—

1880.....	114,845 lbs.
1881	311,145 "
1882.....	621,068 "
1883.....	1,599,687 "
1884.....	2,285,294 "
1885.....	4,352,895 "
1886.....	7,790,497 "
1887.....	14,082,337 "
1888.....	24,106,343 "
1889.....	32,000,000 "
1890.....	44,000,030 "

The first shock of any consequence to the industry occurred in 1889, when, owing to the large quantity on the market, there was a serious fall in prices ; so

serious, in fact, that it was generally supposed Ceylon tea cultivation was at an end. Such, however, was not the case, and about the month of July, 1889, the China teas coming to hand were disappointing while, on the other hand, Ceylons seemed, if anything, to be improved. So buyers immediately turned their attention to them, bought eagerly, and for a time it looked as if Ceylons were about to push China teas out of the English market altogether.

It is now plainly demonstrated that Ceylon is capable of producing tea of unexceptionable quality.

The following statement of the consumption of teas in England will serve to show how Indian and Ceylon teas are valued, and how steadily and rapidly they have grown in favor.

Consumption of INDIAN, CEYLON and CHINA teas used in England, showing the percentage of INDIAN and CEYLON used :

Year.	Indian & Ceylon.	China & others.	Total.	Perct.
1877	28,013,000	123,012,000	151,025,000	18 $\frac{2}{3}$
1878	36,776,000	120,192,000	156,968,000	23 $\frac{1}{2}$
1879	35,243,000	125,576,000	160,819,000	22
1880	43,807,000	111,307,000	155,114,000	28 $\frac{1}{4}$
1881	48,836,000	112,156,000	160,992,000	30 $\frac{1}{3}$
1882	50,497,000	115,569,000	166,066,000	30 $\frac{1}{2}$
1883	59,077,000	114,953,000	174,050,000	34
1884	63,038,000	106,918,000	169,956,000	37
1885	68,894,000	106,309,000	175,203,000	39 $\frac{1}{3}$
1886	74,665,000	100,000,000	174,665,000	42 $\frac{3}{4}$
1887	93,054,000	87,553,000	180,607,000	51 $\frac{1}{2}$
1888	105,763,000	78,574,000	184,337,000	57 $\frac{1}{3}$
1889	129,121,000	64,014,000	193,135,000	66 $\frac{3}{4}$
1890	136,500,000	57,500,000	195,000,000	70 $\frac{1}{2}$

Ceylon teas are divided in a similar manner to Indians, as follows:—

ORANGE PEKOE, BROKEN, ORANGE PEKOE,
 PEKOE, BROKEN PEKOE,
 PEKOE SOUCHONG, “ SOUCHONG.
 SOUCHONG,

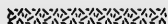
ORANGE PEKOE and PEKOE are made from the youngest and smallest leaves, are rather smaller in make than Indians of this class, with a more dead black appearance and more orange or golden color in the tips. These teas have a bright, rich color in the cup, thick, full and rather fruity flavor, delicate and pleasant to drink, and good for using in fine blends.

BROKEN ORANGE and BROKEN PEKOE are the siftings and broken parts of the two former kinds. They are dark in color, and very thick in liquor, full, fruity flavor, but without the life of the unbroken teas.

PEKOE SOUCHONG and SOUCHONG have a curly appearance, dead, black color, and not much tip. The liquor is fairly clear, but without the body of Pekoe or Broken Pekoe, and they are more pungent and sharper in flavor.

BROKEN PEKOE SOUCHONG is simply the broken leaf of the Pekoe Souchong and Souchong. This tea is generally very pungent, and has fairly good body.

Java Tea



About the year 1826 the Dutch established gardens in Java, and it would seem, from the character of the teas grown there, that the only idea of the planters was to have a good-looking tea and plenty of it. The produce of a garden of fifty acres in Java would be almost as much as that of an Indian garden of twice that size.

It must be admitted that for appearance the fine Javas surpass all others, but unfortunately their liquor is far behind that of either Indian or Ceylon teas; they also soon lose their flavor, and our advice to blenders is to have nothing to do with them.

Java teas are classed in a similar manner to Indians and Ceylons, and the packages made to look as much like them as possible.



Japan Teas



DEALERS IN

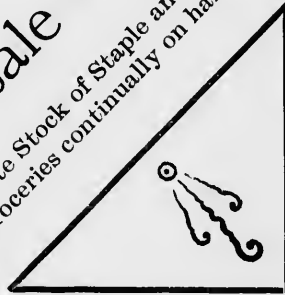
TEAS

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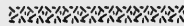
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- WE** Guarantee all goods as represented.
- WE** Give prompt attention to all orders.
- WE** Give mail and wire orders special care.
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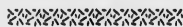
Japan Teas



Historical writers disagree as to the exact date of the introduction of tea into Japan, but we are fairly correct in referring it to the first half of the 8th century, from the fact that all record a religious festival in 729, at which the 45th Mikado, Shommee Tenrio, entertained the Buddhist priests with tea, a hitherto unknown beverage from Corea.

A very ancient history of the country states that the Abbot Yei Shû, of the temple and monastery Shû-fuku-ji, was the first to bring tea and the art of preparing it from China. The Emperor was so delighted with the fragrant beverage that he ordered tea plantations to be laid out in the Go-Kinai province, but it was not until about 1199-1210 that the cultivation of tea was permanently established in Japan.

Manufacture



The leaves immediately after gathering are taken to the factory and there exposed to the action of steam for about twenty seconds, by placing them in bamboo trays over boiling water, after which they are dried by means of fans, and before they have had time to dry are put in the "cooler," where they are constantly turned and fanned. The fanning if not properly attended to would allow some of the leaves to turn yellow, and the tea would also lose its flavor. When the leaves are perfectly cool they are taken to the Hôiro for firing.

The Hôiro is a wooden frame, measuring six feet by four, lined with cement, and covered with an iron grating, over which a copper wire net is stretched, and on this the leaves are placed. The fire consists of charcoal, and, during the firing, the leaves are rolled between the hands until dry; they are then put into

sieves of copper wire, winnowed and assorted, spread on shelves near the fire, and left for some time without being touched.

As regards blending, Japan teas cannot be recommended, as they are too "fishy," and as long as good black teas are to be got we do not see any necessity for the use of Japans.

The Japan teas best known and principally used in Canada are those of the Yokohama, Hiogo, and Nagasaki districts.

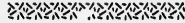
YOKOHAMAS are flat leafed, have the best style, and are considered the most valuable, their flavor being of a delicate nature.

HIOGO teas are similar in style to Yokohamas, but are more pungent in the cup.

NAGASAKIS are of a darker appearance and more round in make, have the same character as the other classes, but are not so good in cup quality.

BASKET FIRED TEAS are of a dark, olive-green color, not artificially colored, and resemble the other styles in liquor.

Care of Tea



Tea is one of the most sensitive of vegetable products, and possesses to an extraordinary degree a wonderful facility for giving off its delicate aroma and taking on the flavor of anything and everything that comes near it. Such articles as coffee, fruit, fish, cheese, soap and tobacco, will affect tea within an hour if left near any open packages. Tea also absorbs moisture from the atmosphere, and the practice of exposing tea outside the store cannot be too strongly condemned. Keep your teas as air-tight as possible, and in a warm, dry place, especially blends.



Blending

PEERLESS

WASHING COMPOUND

WILL GIVE
YOU A HANDSOME PROFIT

AND

PLEASE YOUR CUSTOMERS



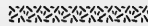
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PURE GOLD MFG. CO.

31 FRONT STREET EAST

TORONTO.

Blending



The importance of tea blending is shown by the amount of attention it is at present receiving. A few years ago one would have heard little or nothing about the blending of tea in this country, but since Indian and Ceylon teas have come so fully on the market we may say that blending commenced and is gaining ground wherever it has been tried. The great strength and harshness of Indian and Ceylon teas has, to a great extent, prevented them from being largely used, but once properly mixed with China teas all bitterness and harshness is taken away.

It must be borne in mind that the bulk of tea in the market is of medium or common quality. The finer classes form a small proportion of the supply, are bought up quickly and bring good prices, therefore, if the fine classes are wanted full price must be paid for them. Unfortunately, in certain localities,

the commoner teas are largely sold, but the trade are now getting their eyes opened and see the necessity of buying a better quality, and, in that way, creating a taste for it.

The great aim of blending is to combine quality, pungency, strength and flavor, so as to please the greatest number of your customers, and at the smallest possible outlay. In order to do this it is necessary to understand the characteristics both of teas which are improved and teas which are deteriorated by combination; for instance, to put a fine flavored tea with a coarse, rasping tea would spoil both, while to add it to a full rich liquoring tea will improve both.

Don't trust anything but your scales for the quantity of each particular variety of which your blend is to be composed.

The appearance of the blend has also to be attended to, as very often people are prejudiced against a tea simply on account of the appearance of it.

It is also desirable to keep your blends regular, as it secures the return again and again of the same customers and thus keeps a business steady and progressive.

After blending, tea should be allowed to stand a week or a fortnight before using, so that the different teas in the composition may have time to impart their flavor to each other, otherwise the trouble taken in arranging the blend will have been, to a large extent, wasted, as first one and then another of its parts will find its way into the tea pot in too great proportion, which would destroy the success of the blend.

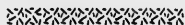
Don't change more than one of the teas that compose your blend at the same time. When a number of teas are used the alteration of one (provided that one is fairly matched) will make so slight a difference that it will be hard to detect.

Another very important point is to know the nature of the water in your locality. Water which contains lime or any mineral solution is termed "hard;" for water of this description the strong pungent sorts of tea are the best. "Soft," on the other hand, is suitable for the finer flavoring sorts.

If you value your trade don't use any tea that is not sweet and clean, you can always obtain clean sweet tea for a fraction over the price of rubbish, and all the scented tea you can put in a blend will not kill the "Putty" "Mousey" flavor so prevalent among low grade Congous.



Green Teas



In recommending the class of green tea most suitable for mixing with blended black teas, we simply do so in order to put before the blender the most suitable class of greens to use, but we would strongly advise the use of black teas only.

We do not wonder at the American doctors denouncing the use of tea, owing to the large quantities of greens used by Americans. The following article on the adulteration of tea, which appeared in the "Canadian Grocer" some time ago, will explain our views: "For consummate skill in the 'tricks of trade' the Chinese have long been noted." "They are the self-endued people," says an old writer, "having the same reputation in Asia that the Jews have in Europe." A century later we find that Duhalde warned his readers that "the Chinese call a great

many herbs by the name of tea which have no claim to that distinction." An analysis made some years ago in England of sample varieties of "Selected Pekoe," "Selected Caper" and Black Gunpowder, proved that they were all largely adulterated either with an imitation of tea, formed of fragments of rice or paddy-husks, or with some glazing substances, such as black lead, indigo, turmeric, and an irridiscent powder like mica. Of thirty samples of green tea every one was found to be adulterated. The substances detected were Prussian blue, China clay, turmeric and a white powder variously composed, but usually consisting of Kaolin, soapstone or sulphate of lime. Five of these samples, called by the vendors Gunpowder, consisted entirely of what the Chinese themselves call "lie-tea;" they had the candor in this instance to call things by their right names. This "lie-tea" is composed of tea dust and sand, made up with rice water; another sample was largely composed of paddy-husks and other fraudulent substances; still another contained a large admixture of foreign leaves. Every sample of thirty examined was artificially colored or glazed; not a single leaf of natural green was found; all, when deprived of their cosmetics, were either yellow, olive, brown or black.

The coloring of green tea is an operation performed exclusively for the advantage of Europeans, and the Chinese are usually quite free to exhibit the process. Tea, they sometimes said on such occasions, is better without Prussian blue and gypsum, but foreigners seem to prefer a mixture of these ingredients to give

it a uniform color. The adulterating substances are cut up into small pieces mixed with a paste of gum and catechu or Terra Japonica; they are then reduced to powder, colored with rose pink and then mixed with tea dust and black teas of inferior quality. Exhausted tea leaves mixed with a solution of gum or Terra Japonica re-dried and faced or glazed with a mixture of rose pink or black lead, are used to an enormous extent. Here the fraud can best be detected by chemical analysis. Logwood is used to give a high color to the infusion of inferior black teas, and if such an infusion be tested with sulphuric acid a reddish tinge will indicate its presence.

Powdered talc or soapstone is used to give a deceptive bloom.

We would advise our readers to blend at first in very small quantities and have them thoroughly tested before supplying their customers, and above all things, do not forget that it is necessary to allow them to remain untouched for at least a week before using.

Individual tastes differ so much that it is impossible to lay down any hard and fast rules for blending, but by careful attention you can put together teas that will please your customers and at the same time secure a better profit.

Avoid unsound teas as you would a bad dollar bill.

Be careful not to use too much scented tea, as it would have a tendency to make the liquor thin.

Try to have your blends of some distinctive flavor. Keep them always the same in style and up to the

standard in quality and your customers will learn to rely on you, and your tea trade is bound to increase.

There seems to be a good deal of dissatisfaction amongst the grocers and the legitimate retail tea dealers at the unhealthy state of things at present existing in the tea trade. The "gift" and "peddling" systems are to a certain extent accountable for this, but if the grocers and retail dealers will pay more attention to their teas and see that every pound sent out is properly blended, in a comparatively short time these systems would be done away with and trade once again find its way into the proper channel.

In the following blends about a quarter of Assam and Ceylon is used, but desirable Indian and Ceylon teas can be used freely to give strength, point and flavor.







Blends



The Choicest English Breakfast Tea the World Produces

Ram Lal's Pure Indian Teas are sold in $\frac{1}{2}$ lb. and 1 lb., lead foil, air tight packets, consequently the Tea reaches the consumer perfectly fresh with all the aromatic qualities retained. The Tea is blended and packed in India, and the same strength and flavor is always guaranteed. Try one package and you will use no other. There are three grades, described as follows :

Buff (or Gold) label, a clean pure sweet Tea.
Lavender " a thick fine drawing quality, very mellow.
Green " a rich-flavored Tea, very choice.

The Trade Mark is on every package. None genuine without it.

JAMES TURNER & CO.,
WHOLESALE AGENTS,
HAMILTON

Blends



SPECIMEN BLEND No. 1.

Low priced tea.

6 lbs. MONING.

6 lbs. SARYUNE KAISOW.

4 lbs. ASSAM OR CEYLON FANNINGS.

Have the China teas as free from dust as possible. This should give a good thick liquor, the Fannings will give sufficient flavor. Suitable for medium water.

SPECIMEN BLEND No. 2.

Low priced tea.

12 lbs. MONING.

4 lbs. BROKEN ASSAM.

This is also a good mixture for a low priced tea and suitable for soft water. In localities where scented teas are used a slight dash of Scented Foo Chow Pekoe may be used.

**YOUR
DOLLARS
DO
DOUBLE
DUTY**

When you buy
Delhi Canning Co's. Goods

YOU satisfy your customers
YOU increase your trade

EVERY WHOLESALE HOUSE OF
ESTABLISHED REPUTATION CARRIES OUR GOODS

**DELHI CANNING CO.
DELHI, ONT.**

SPECIMEN BLEND No. 3.

Low to medium priced tea.

6 lbs. NING CHOW MONING.

6 lbs. SOO MOO KAISOW.

4 lbs. BROKEN ASSAM.

This is a blend that will come out well in any class of water, having plenty of body and strength. A dash of scented tea may be used if desired.

SPECIMEN BLEND No. 4.

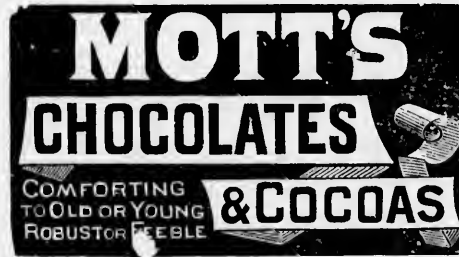
Low to medium priced tea.

6 lbs. NING CHOW OR KEEMUN MONING.

6 lbs. PANYONG KAISOW.

4 lbs. BROKEN ASSAM.

This blend will suit in localities where soft water is used. Scented teas may be added to this blend if desirable.



MANUFACTURED
BY

John P. Mott & Co.

HALIFAX,
N.S.

CHOCOLATES

French Canadian,	$\frac{1}{4}$ lb. pkgs.,	10 lb. Boxes,	†.20c.
Diamond,	- - - $\frac{1}{4}$ s. and 6s.,	12 lb. "	†.22c.
Navy,	- - - $\frac{1}{2}$ lb. pkgs.,	11 lb. "	†.26c.
Navy,	- - - 15 lb. Blocks,		*.26c.
Breakfast,	- - $\frac{1}{2}$ lb. pkgs.,	12 lb. Boxes,	†.28c.
Mott's No. 1,	- $\frac{1}{2}$ lb. "	12 lb. "	†.30c.
Caracas,	- - - $\frac{1}{4}$ lb. "	10 lb. "	†.40c.

BROMA

Broma;	- $\frac{1}{4}$ and $\frac{1}{2}$ lb. pkgs.,	10 lb. Boxes,	†.30c.
--------	--	---------------	--------

COCOAS

Soluble, Bulk,	12 $\frac{1}{2}$ lb. Tins,	- - - - -	†.20c.
Prepared,	$\frac{1}{4}$ lb. pkgs.,	10 lb. Boxes,	- - - †.28c.
Homœopathic,	$\frac{1}{4}$ lb. pkgs.,	12 lb. Boxes,	- †.32c.
Breakfast, full wgt.,	$\frac{1}{2}$ lb. Tins,	10 lb. Boxes,	†.45c.

SUNDRIES

Vanilla Sticks, <i>name</i> ,	40 to lb.,	4 lb. Boxes,	†.24c.
Vanilla Sticks, <i>no name</i> ,	" " "		†.22c.
Cocoa Nibs,	12 $\frac{1}{2}$ lb. Tins,	- - - - -	‡.30c.
Cocoa Shells,	1 lb. pkgs.,	12 lb. Boxes,	- 05c.
Cocoa Butter,	$\frac{1}{2}$ lb. Cakes,	- - - - -	

†120 lb. Cases. *160 lb. Cases. †192 lb. Cases. ‡100 lb. Cases.

The above goods are now to be found on sale in all parts of Canada, and owing to their **EXCELLENT QUALITY** are giving every satisfaction to the consumer at a much less price than foreign goods can be had.

R. S. McINDOE, AGENT

24 FRONT STREET EAST, TORONTO, ONT.

SPECIMEN BLEND No. 5.

Medium priced tea.

8 lbs. CHING WO KAISOW.

4 lbs. NING CHOW MONING.

4 lbs. CEYLON PEKOE SOUCHONG. ✓

For soft water it will be difficult to beat this blend, the Ceylon should not be too large in leaf and you will have a tea that for style and quality will give satisfaction. A dash of fine Oolong could be used.

SPECIMEN BLEND No. 6.

Medium priced tea.

4 lbs. PANYONG KAISOW.

4 lbs. SOO MOO KAISOW.

4 lbs. KINTUCK MONING.

4 lbs. ASSAM, STRONG AND THICK.

This is suitable for medium or hard water, and will have plenty of body and strength. Flavor with Scented Orange Pekoe.

MANUFACTURED

BY

John P. Mott & Co.

HALIFAX,

N.S.

boxes, †.20c.

" †.22c.

" †.26c.

*.26c.

boxes, †.28c.

" †.30c.

" †.40c.

boxes, †.30c.

- - †.20c.

- - †.28c.

s, - †.32c.

boxes, †.45c.

boxes, †.24c.

" †.22c.

- - \$.30c.

- 05c.

\$100 lb. Cases.

sale in all parts of

QUALITY are giving

at less price than

AGENT

TORONTO, ONT.

CANADA MEAT PACKING CO.

MONTREAL

OUR

Compressed Corned Beef
Paragon Ox Tongue
Ox and Lunch Tongue

.....are.....

HIGH CLASS GOODS

....and....

Cannot be Beaten

Pure Lard a Specialty

SPECIMEN BLEND No. 7.

Good medium tea.

6 lbs. PANYONG KAISOW.

4 lbs. KEEMUN MONING.

3 lbs. CEYLON.

3 lbs. ASSAM.

This tea will give satisfaction, and is suitable for either hard or soft water.

SPECIMEN BLEND No. 8.

Good medium tea.

8 lbs. PADRAE KAISOW.

4 lbs. KEEMUN MONING.

4 lbs. ASSAM HALF BROKEN.

This will be found a good blend for hard water. Scented Caper may be used for flavoring.

SPECIMEN BLEND No. 9.

Fine tea.

8 lbs. CHING WO OR PANYONG KAISOW.

4 lbs. KINTUCK MONING.

2 lbs. ASSAM.

2 lbs. CEYLON.

This is a good blend for soft water. For flavoring a fine Oolong is best.

SPECIMEN BLEND No. 10.

Fine tea.

8 lbs. PANYONG KAISOW.

4 lbs. NING CHOW MONING.

2 lbs. DARJEELING ASSAM.

2 lbs. BROKEN PEKOE ASSAM.

This will make a beautiful thick liquoring tea suitable for medium water.

SPECIMEN BLEND No. 11.

Fine tea.

6 lbs. CHING WO KAISOW.

6 lbs. KINTUCK MONING.

4 lbs. ASSAM PEKOE.

This is also a good blend for almost any class of water, and, if the water is very hard, let the Assam used be very strong and pungent.

When a good appearance is wanted the following blends will be found satisfactory :

SPECIMEN BLEND No. 12.

Fine tea.

4 lbs. PANYONG KAISOW.

4 lbs. PECCO CONGOU KAISOW.

2 lbs. NING CHOW MONING.

6 lbs. FINE ASSAM PEKOE.

This should be a fine thick tea and have a nice even appearance in the leaf.

The Canada Sugar Refining Co

Redpath

(Limited),

MONTREAL



We are now putting up, expressly for family use, the finest quality of PURE SUGAR SYRUP, not adulterated with Corn Syrup, in **2-lb.** cans, with movable tops.

FOR SALE BY ALL CROCCERS.

SPECIMEN BLEND No. 13.

Fine tea.

10 lbs. PANYONG KAISOW.

3 lbs. FINE CEYLON.

3 lbs. FINE ASSAM.

This should be a good drinking tea with plenty of body, and if a nice flowery Ceylon is used, will have plenty of flavor.

SPECIMEN BLEND No. 14.

Fine tea.

6 lbs. PAKLIN KAISOW.

6 lbs. PAKLUM KAISOW.

2 lbs. ASSAM.

2 lbs. CEYLON.

This will be a nice thick tea, with good appearance, the Assam and Ceylon will give plenty of body and strength. Use fine Oolong for flavoring.

ning Co

(Limited),

MONTREAL

family use, th
not adulterate
ovable tops.

The Joliette Tobacco Co.

JOLIETTE, P. Q.

*Manufacture all sizes of the
Finest Brands of*

Smoking and Chewing

Tobaccos

From Canadian Leaf

Try them

*ASK your wholesaler for them
Or write us for samples*

F.W. HUDSON & CO.

TORONTO

SOLE AGENTS FOR ONTARIO

The following are recommended by an old country
blender.

SPECIMEN BLEND No. 15.

Low medium tea.

SARYUNE KAISOW.

OONFA MONING.

BROKEN ASSAM.

Memo.

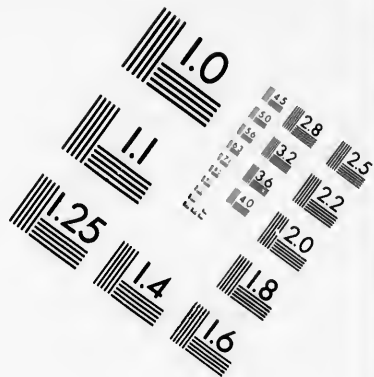
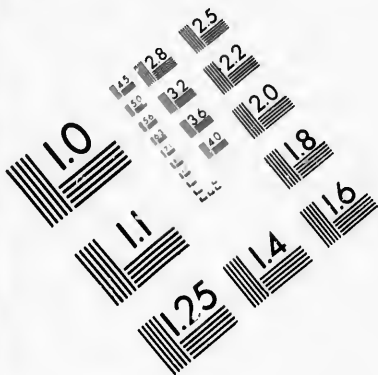
SPECIMEN BLEND No. 16.

Low medium tea.

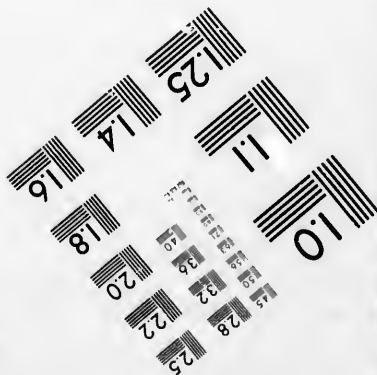
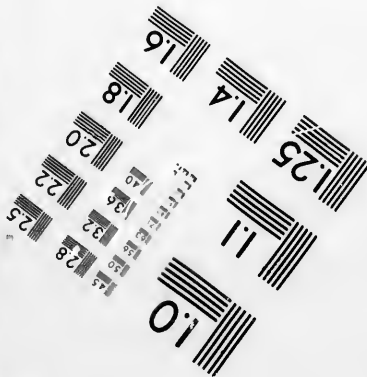
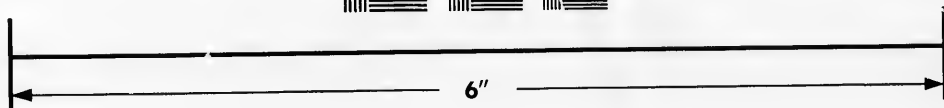
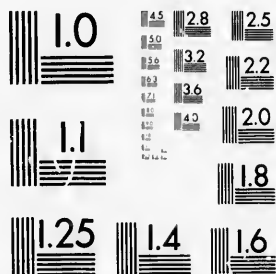
PADRAE KAISOW.

BROKEN ASSAM.

Memo.



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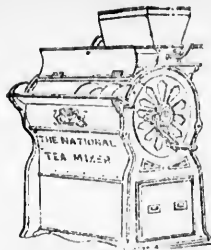


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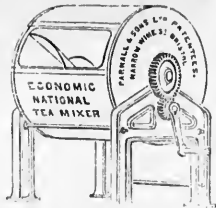
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PATENT NATIONAL
Tea-Mixer

The most perfect Tea
Blender in existence.

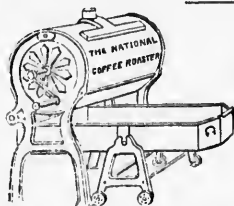
Adopted and largely used by
the leading Tea Merchants in
the United Kingdom.



ALL SIZES FROM 45lbs. UP TO 5,000lbs.
PRICES AND PARTICULARS FREE

Testimonial from Mr. W. E. Wilson, Tea Merchant, Croydon.

LONDON, January 30th, 1890.
GENTLEMEN,—I have given your 600 lb. Tea Mixer several severe tests, with both large and small quantities of Tea, both whole leaf and siftings, and it does its work in a very satisfactory manner. I shall be pleased to show it in work to any of your customers who intend purchasing.



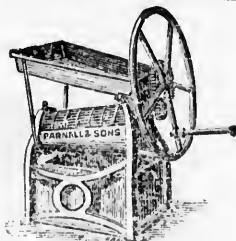
PATENT NATIONAL
Gas Coffee Roaster

Combines Efficiency and Economy and enables
the most inexperienced person to Roast Coffee
to the highest perfection.

ALL SIZES FROM 7 LBS. TO 1 CWT.
PRICES AND PARTICULARS FREE

Testimonial from Messrs. Backhouse & Co., Tea and Wine Merchants.

DUNDALK, IRELAND, March 18th, 1889.
GENTLEMEN,—We have pleasure in stating that the National Coffee Roaster you supplied to us some seven months ago has given us the greatest satisfaction. Previously we used a coke roaster, but never had the coffee so evenly roasted and so fresh as with the National, and what is of a great deal more importance we never sold so much coffee as at present—this we attribute to the roasting fresh each day and of the Roaster.



IMPROVED
Currant and Raisin Cleaners

Unrivalled for Durability, Efficiency
and Ease in Working

Warranted to give Satisfaction
Prices on Application

Testimonial from Mr. J. S. Winn.

"MARKET PLACE," NORTHALLERTON, ENG.,
September 25th, 1888.

GENTLEMEN,—In reply to your enquiry re the Currant Machine I had from you in 1879, I may say it still continues to give us very satisfactory results, and is now to all appearance, after 9 years' continuous hard work, in as good working order as when new. The cost of repairs is nil (except "Brushes.") It bears out the statement I made in 1879, that best are cheapest.

PARNALL & SONS, LTD. PATENTEES & MFRS.

Narrow Wine Street, BRISTOL, ENGLAND

Agent, FREDERICK DANE, Pacific Buildings,
23 Scott Street, Toronto

SPECIMEN BLEND No. 17.

Good medium tea.

SOO MOO KAISOW.

KEEMUN MONING.

BROKEN ASSAM.

Memo.

SPECIMEN BLEND No. 18.

Fine to finest tea.

SOO MOO KAISOW.

KEEMUN MONING.

ASSAM BROKEN PEKOE.

We give these blends merely to show what a difference in taste exists, as not one of them is suitable for our market, except perhaps in localities where the water is very hard.



UP TO 5,000 lbs.
 PARTICULARS FREE
 on.
 January 30th, 1890.
 al severe tests, with
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ONAL
ROASTER
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TO 1 CWT.
 CULARS FREE
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 March 18th, 1889.
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PATENTEES
 & MFRS.
 ildings.

Edward Adams & Co.

95 AND 97 DUNDAS STREET
LONDON, ONT.

IMPORTERS AND WHOLESALE DEALERS
IN

“Fan” Brand

HIOGO, YOKOHAMA AND NAGASAKI
JAPANS

“Two Flags” Brand

FINE MONING
PANYONG AND PACKLING
CONGOUS

Brand

FINEST MOYUNE Y. HYSONS

ALSO

INDIANS, CEYLONS, JAVAS, SCENTED PEKOEES, Etc.

These Teas are selected and carefully
prepared for us. We solicit a test
of their qualities.

Through the kindness of one of our largest and most successful buyers, who has had many years experience in the Canadian market, we are able to give our readers the following blends:

SPECIMEN BLEND No. 19.

Fine to finest tea.

4 lbs. FINE PEKOE CONGOU. /

4 lbs. FINE MONING. /

4 lbs. FINE FORMOSA OOLONG. /

2 lbs. FINE CEYLON PEKOE. /

1 lb. FINE ASSAM PEKOE. / $\frac{1}{2}$ 1 lb. FINE HIMALAYAN. / $\frac{1}{2}$

Memo.

SPECIMEN BLEND No. 20.

Fine tea.

5 lbs. MONING. 2

5 lbs. PANYONG.

2 lbs. FORMOSA OOLONG. 2

2 lbs. CEYLON. 2

2 lbs. ASSAM. 2 $\frac{1}{2}$

Memo.

GEO. W. BOOTH

HENRY C. FORTIER

CHARLES J. PETER

Toronto Biscuit & Confectionery Co.

7 Front Street East

Toronto

**Biscuits, Confectionery, Jams
and Jellies**

Our Specialties are

Staple lines of Biscuits of very fine quality, "Superb" brand Chocolate and Cream Bon Bons, pure Jams and Jellies, and the B. F. P. Cough Drops, a sure, safe and pleasant remedy for colds. Our newly equipped factory is now in thorough running order, every department being supplied with the latest improved machinery, skilled workmen only are employed, and the best and purest materials used in the manufacturing of our stock.

We solicit a share of your orders, feeling confident that our stock, prices and manner of doing business will meet with your approval.

Send for our price list before buying elsewhere.

SPECIMEN BLEND No. 21.

Medium tea.

8 lbs. PANYONG.

2 lbs. PECCO CONGOU. 2

2 lbs. MONING. 3

3 lbs. ASSAM OR CEYLON.

1 lb. SCENTED PEKOE. x 2

Memo.

SPECIMEN BLEND No. 22.

Low tea.

8 lbs. MONING.

2 lbs. KAISOW. 2

5 lbs. ASSAM.

1 lb. SCENTED PEKOE.

Memo.

LES J. PETER

ery Co.

ms

quality,
m Bon
B. F. P.
pleasant
ed fac-
, every
latest
n only
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sewhere.

SPECIMEN BLEND No. 23.

Fine to finest tea.

10 lbs. FINE MONING.

3 lbs. FINE FORMOSA OOLONG.

2 lbs. FINE CEYLON.

1 lb. FINE ASSAM.

Memo.

SPECIMEN BLEND No. 24.

Fine tea.

10 lbs. PANYONG.

2 lbs. FORMOSA OOLONG.

2 lbs. CEYLON PEKOE.

2 lbs. ASSAM.

Memo.

SPECIMEN BLEND No. 25.

Medium tea.

6 lbs. MONING.

6 lbs. PANYONG OR CHING Wo.

2 lbs. CEYLON.

2 lbs. ASSAM.

Memo.

SPECIMEN BLEND No. 26.

Low tea.

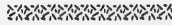
8 lbs. KAISOW.

4 lbs. MONING.

4 lbs. ASSAM.

Memo.

How to Make Tea



Your blends are now ready for sale, and, of course, once they have left your hands you have lost all control over their fate, and the result of all your labor may be in vain and lost, simply through careless brewing.

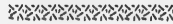
It would be worth your while to print on every wrapper or bag the following instructions:

“See that fresh water is put into the kettle and brought to a boiling point before pouring on the tea, for if the water is not boiling it will not bring out the full strength and flavor. Water that has been boiling for some time will spoil any tea.

“Allow your tea to stand ten minutes; after that the longer it stands the worse it gets.

“Use a brown earthenware pot for making tea and warm it with boiling water before putting in the tea for infusion.”

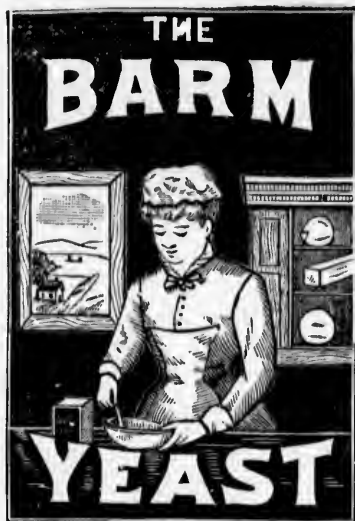
Conclusion



In conclusion we may say that blending cannot be too thoroughly studied by every dealer who is ambitious to make a name for himself in the trade.

The successful blender can defy all competitors, and by making the water in his locality a study he can please his customers far better than any outsider, no matter how large his operations may be, and at the same time secure a good margin of profit for himself.

It must be remembered that the practical application of the instructions and principles given herein must be a matter for the personal consideration of each blender, guided by the circumstances of the case in his locality, and with energy and perseverance in their prosecution, there is not a single doubt but that his efforts will be crowned with success.



Early Rising
Quick
Strong
Fast Working

Are the characteristics
of

Barm Yeast

BARM YEAST MFG. CO.
TORONTO, ONT.

Telephone 1920



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JOHNSTON'S FLUID BEEF

Convenient in Domestic Cooking. Indispensable in Times of Sickness.

Easily Prepared Readily Digested Very Strength-giving

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