

Should any of your readers desire to hear further from me, I, being an enthusiast, shall be delighted to render them any assistance in my power. With kind wishes, and thanks to you, sir.—I am faithfully yours,
R. PATTEN.

N.B.—I shall, indeed, be thankful if any of your readers will forward me a specimen alive, of your indigenous bees, *Apis dorsata*, and *A. indica*.

FROM THE COCONUT REGION, NEGOMBO DISTRICT.

Sept. 29th.—The drought still continues all the way from Colombo to Puttalam and in a North-westerly direction to within about 12 miles round Kurunegala. The palms are suffering much, and every additional day of drought now is felt with increasing severity. I fear that large numbers of trees must in some localities be killed outright. Such an intense and long-protracted drought has not been experienced for many years back. Tanks and wells are dried up and animals suffer from want of water; and human beings are obliged to drink the most vile looking stuff loaded with sediment. The effects upon crops for the coming year will be most disastrous. As for cinnamon the bushes have not had a decent flush of young wood for goodness knows how long; and the sticks are in consequence stunted in growth, thick in the bark and most difficult to peel. Those who are relying upon the Punchy Mosama for any appreciable portion of their crop will I fear have much difficulty in securing it.

PERAK.

Mr. F. O. Jackson, the Taiping Agent of the Chartered Bank, will shortly be relieved by Mr. Greig of Penang.

Mr. C. L. Gibson has applied for 1,000 acres of land at Matang for coffee planting, and Mr. Ogilvie is taking up 640 acres for a similar purpose in the same district.

A project is on foot to organise a Planters' Association for the whole of the Native States, and a meeting of Perak residents concerned in planting, numbering about twenty-six will shortly be held in Taiping to ascertain the views of those interested in the question.

Mr. G. L. Baily of Kinta has been up-country on a visit to the Oherakoh gold fields, which are situated near the Ulu Perak boundary, and intends to try his luck in that district (Kwala Kangsar). Gold has in times gone by been worked by the natives in a rough and ready fashion and judging by the amount obtained in this manner, the venture if properly worked by Europeans should prove extremely lucrative.—*Penang Gazette*.

INTRODUCING INDIAN TEA.

It gives us (*American Grocer*) pleasure to make prominent the following communication from Mr. R. Blechynden, resident representative of the Indian Tea Association, a branch of the Calcutta Chamber of Commerce, whose sole mission is to create a demand for India tea, and not to trade in the article. We learn that the demonstrations in Brooklyn have resulted in making a very satisfactory demand for India tea. The intelligent and equitable policy pursued by Mr. Blechynden is calculated to open many avenues of introduction. Grocers desiring demonstrations would do well to open correspondence with him.

INDIAN TEA ASSOCIATION,
Brooklyn, N. Y., Aug. 28, 1894

Editor *American Grocer*:

My attention has been called to the article in your issue of the 8th inst. on "Ceylon Tea in America."

have read it with great interest, and have risen from its perusal with a feeling of considerable satisfaction, for reasons I will set forth.

On examining the plans you advocate for introducing Ceylon tea into America, I find they coincide very closely with those adopted by the Indian Tea Association for introducing India tea into this country, and as I am entrusted with the carrying out of the scheme it is very encouraging to me to have for it the approval of such an authority as the *AMERICAN GROCER*.

After the experience gained at the World's Fair of the attraction and interest aroused by the natives who served India tea in our building there, it was determined to continue our advertising on the lines we followed there, and I had the honour to be commissioned to return to this country with a staff of natives.

It was proposed to attend the food shows and fairs held in different parts of the country, and as these take place only at a certain season, to take place the men in grocery stores in the interim.

I arrived in New York on the 20th of June, and have since then given demonstrations in twenty different stores, giving a clear week to each. The great majority of these demonstrations have been given in Brooklyn.

The results have been satisfactory both to myself and to the grocers, for they have not only sold a good deal of India tea, but have found that the presence of the natives in their stores has given a good increase to their general sales. Numbers of people drawn into the store by curiosity to see the natives, have, while taking the tea provided, made other purchases.

Now that the residents will be returning to their town homes, I propose making a few demonstrations in New York City, and the length of my stay will be guided to some extent by the demand I find for them among the New York grocers. I do not suppose they are a whit behind their transatlantic brethren in their appreciation of the good solid ad. they get from such a show as we gave.

As regards your suggestion that a general agent should be appointed to New York to sell our product to the trade, wholesale and even retail, the scheme you advocate, and that adopted by the Indian Tea Association, diverge. The association is affiliated to the Bengal Chamber of Commerce, and represents the entire tea industry of India, but is not formed as a trading corporation. It can open the way for trade, but cannot itself trade. The association, therefore, must confine itself to bringing India tea to the notice of consumer and grocer in various ways, having the latter to obtain his supply through the regular channels. In this way the enterprising merchant who finds a demand for the article has no need to fear any but the ordinary trade rivalry, as no firm or individual will be subsidized by the association and given an undue advantage. The association is here to create a demand for an article which, as its history shows, has only to be known to be appreciated, and it leaves the supply to that spirited body of merchants which has made New York one of the greatest commercial centres of the world.—I am, sir,

Your obedient servant,
R. BLECHYNDEN,
Commissioner for the Indian Tea Association, Calcutta and London.

THE COFFEE TRADE.

In a recent number of the *Statist* there is a second article on Coffee, signed "Anton Hvistendahl," in which the writer deals with consumption and production.

Now, with regard to the consumption for the season 1894-95, it may possibly reach 10½ million bags, if we have a decline of from 25 per cent. to 30 per cent. in present spot values, and the distribution of such estimated consumption would probably be as follows:—

United States	4,200,000 bags.
Europe	5,900,000 bags.
Elsewhere	400,000 bags.

Total ... 10,500,000 bags.

Out of the 400,000 bags allotted elsewhere, I serve 100,000 bags for coffee in Europe, on a side