



**Our outstanding tea selection
for food service and hospitality**

Who *we* are

We are BC's signature purveyor
of the finest teas available.

We firmly believe tea lovers should have access to the freshest and cleanest teas possible. In honoring this commitment, we've spent over 2 decades sourcing teas and tisanes from all corners of the globe. Our dedicated **Chief Tea Sommelier** combines his wealth of knowledge of the leaf with his expertise in the hospitality industry. Our blending/shipping/receiving warehouse is located in the beautiful **Comox Valley**, where custom blending is just a phone call away.

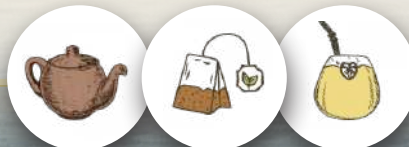
We still marvel at the reaction when we introduce customers to the joys of freshly blended tea. Be forewarned though...
you'll never again settle for anything less.



RESTAURANTS
CAFÉS
CHOCOLATIERS
GOURMET GROCERY

WAFFLE HOUSES
TEA SHOPS
SPAS
BAKERIES

DONUTERIES
GIFT SHOPS
WINERIES
ICE CREAM MAKERS



How to up *your* Tea Game

Capture new customers and
improve your bottom line.



Pick up the
phone and give us
a call, we would love
to help you out.

(250) 334-1043



As small business owners, we make a myriad of decisions throughout the day. Some are executed after considerable thought, others are made in haste.

Your tea offering should not fall into the latter. When a new beverage program or product is launched, its intention is to capture new customers and significantly improve your bottom line.

Many successful multi-store cafés and restaurants that we serve, have been consistently reaping the rewards of a gourmet tea program. The bulk of these relationships are now into their second decade.

Specialty Tea *in* food service

Loose Tea
commands one
of the highest
margins in food
service.

Contact us
for a consultation
today.

info@denmantea.ca



Offer your customers fresh, locally blended, premium organic loose-leaf tea, served in a beautiful tea pot with a side of cream and honey and a spattering of knowledge and know-how and your customers will be raving.

Loose tea is one of those rare products that commands the highest profit margin in food service - when executed successfully. We'd love to lead you down this path - ensuring your success for years to come.



Grocery Store Tea Bags *vs* Organic Loose Leaf

The Choice is Obvious.



GROCERY STORE TEA BAGS:

- 16 oz cup of tea requires 5g loose leaf
- standard tea bag = 2.5g
- harvest and blend dates are unknown
- typically in the supply chain for 2+ years
- Profit margin = 83% per cup

Ultimately, the customer suffers because they get a weak and insipid cup of tea, and your tea offering produces nothing of value to you, your bottom line, or the customers you serve.

ORGANIC LOOSE LEAF:

- 16 oz cup of tea requires 5g loose leaf
- 1 heaping tsp = 5g
- blended fresh weekly, harvest known
- direct to consumer
- Profit margin = 93% per cup

The beauty with tea is, once you dial it in, little tweaking is required. Consistency and quality reign here.

Let us
take your tea
to the next
level.

Iced Teas and Infusions

The World's most refreshing beverage.



Let's talk
about customized
Iced Tea options.

(250) 334-1043



Tea has been with us for centuries and tea that is iced has already carved out its own place in our modern world. Chances are that a hundred years from now, people will still be ordering tea with ice and lemon at their favorite cafés and restaurants.

We have more than 15 options (and counting) for your establishment and also a “pitcher ready” tea sachet format that is designed for larger applications.



Maccha

Discover what Buddhist Monks have known for more than a 1000 years.



Shizuoka
Prefecture

ORGANIC SHIZUOKA SUPERIOR

We have paired with a Maccha Garden in Japan. The Kawane Garden in **Shizuoka Prefecture** has been growing organic green tea for 13 generations and the quality of their maccha blew us away in taste tests. Its green vibrancy, distinct 'umami' and superior freshness will be immediately noticeable as you sip a bowl traditionally prepared or carve that perfect rosette in the bright green foam. We are confident that this is the best maccha for the price available outside of Japan.

ORGANIC JAPAN MACCHA

This is a great ingredient grade Maccha for use in Cafés, Ice Cream and baking, where you still seek that vibrant green colour without paying top dollar. When used in baking and ice cream, it provides an intense Maccha flavour.

Order
your Maccha
samples
today.

Tea Lattes

A barista's
delicious
canvas.

LONDON FOG LATTE BLEND

CTC Loose Leaf
and Tea Sachets

ISLAND CHAI LATTE

Powder

PUMPKIN TURMERIC SPICE LATTE

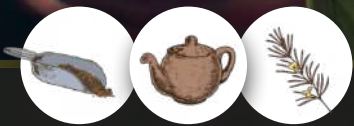
Powder

VELVET BEET LATTE

Powder

TIPUS CHAI LATTE

Powder



Tea Lattes have become an incredibly popular item on café menus. Here at **The Denman Island Tea Company**, we blend teas specifically made for a milky tea Latte. In doing this we increase the strength of the tea and the flavor profile which makes a Latte unlike any you've had before. All of our Latte powders are Vegan and Gluten Free and come unsweetened.

Elevate
your café
menu
today.

Tea Sachets

Compostable, plastic-free convenience.



New to the
tea sachet lineup

FRESH MINT BERGAMOT
CHINA MAO JIAN
CANADIAN MAPLE



No
mess, no fuss,
portion perfect
every time.

A few years back, along come a tea sachet that was not made of **ANY** petro-chemical products and was compostable in city waste systems. Due to the demand for convenience and 'taking our tea anywhere' we now offer some of our most popular teas and tisanes in bio-mesh tea sachets. These are perfect for your 16 oz to-go cups!

CANADIAN BREAKFAST
IRISH BREAKFAST
CITRUS CHAMOMILE
AYURVEDIC GINGER FRESH
CREAM EARL GREY

LONDON FOG LATTE
CRIMSON BERRY
BOURBON VANILLA ROOIBOS
MIDNIGHT JASMINE

EARL GREY SELECT
TEAGUY MASALA CHAI
CUT LEAF PEPPERMINT
ROOIBOS CHAI
SUNSET SENCHA

Services We Provide

What we can do for you.



☞ Café and Restaurant start-up programs

- We'll come to you, provide the tea, the tins, and our ridiculously informative tea sommelier service. Think about it...your staff will truly know what they are talking about when a customer asks. How uplifting!

☞ Dry powder latte blends, no more tetra packs

☞ Iced Tea 101 - how to make it fast and mind-blowingly good

☞ Fresh, organic Maccha direct from Japan

☞ Bio-Mesh Tea Sachets for premium tea service

☞ Branded products for resale



Talk to a
team member
today.

(250) 334-1043



Customer Love

CARTEMS DONUTS • *Vancouver, BC* 2 locations

Our product at Cartems is dependent on the highest quality ingredients and we are constantly searching for local companies that can provide us that level of excellence. **Denman Island Tea** has been such an integral part of our success. Our two most sought-after donuts, The Earl Grey and London Fog, are the direct result of the quality of the tea we receive from them. From our beverage program to our tea infused donuts we look nowhere else other than Denman Island. Beyond the product, the service is exceptional. Behind the emails and phone calls there are real, genuine, and honest humans. They care for your success as much as theirs, and we are a better company because of that relationship.

JUSTIN TAYLOR - DIRECTOR OF OPERATIONS

STIR COFFEE • *Ladner, BC*

I have had the pleasure of doing business with Brendan for nearly 10 years. Meeting him for the first time when he was known as The Teaguy, right when I stepped foot in his office, calmness and tranquility set in. Little tea plants sat in the windowsill, and various versions of his infamous London fog mix sat in the fridge. Brendan is not only deeply passionate and knowledgeable about tea, he is also an innovator. His background in the cafe industry provided him a footprint of what he has built today - a high-end boutique tea supplier. He is always creating and improving on his tea blends as well as making direct personal relationships from origin to vendor.

ROBERT LOWE - OWNER, STIR COFFEE



PLATFORM 7 • *Vancouver, BC*

The quintessence journey of excellence that Brendan and the **Denman Island Tea Company** pursues and the perseverance of maintaining quality, preservation of ethos and culture and tender loving care for the smallest of details, is why I selected Brendan, from the inception of Platform 7, to be our exclusive tea supplier.

The goal was providing our customers with the finest, premium-quality organic teas possible. Spending time with Brendan during our build-out phase, I was very impressed with his extensive knowledge of teas, learning about his history and personal tea certification, and his methodology of sourcing teas and tisanes from around the globe.

From their London Fog to their amazing Cream of Earl Grey and Bourbon Vanilla Rooibos - the quality and attention to detail is unmatched. The freshness and exquisite ingredients render delicious flavours and subtle nuances of each blend. Sipping a cup of their tea is pure joy.

MARKE MCNICHOL - OWNER, PLATFORM 7

Customer Love

PALLET COFFEE • Vancouver, BC

3 locations

If you've known Brendan as long as I have, you knew him as the "Tea Guy". When we started our business 8 years ago it was a no brainer to have him supply us.

We couldn't be happier with the product. The London Fog blend is a customer favourite. Great quality and service!!

SHANE DEHKHODAEI

OWNER - PALLET COFFEE ROASTERS

NERO BELGIAN WAFFLE BARS

• Vancouver, BC • 2 locations

We wouldn't want to work with anyone else for the tea program at our waffle shops! Not only do Brendan and his team deliver great quality teas, but the service they provide is equally amazing! Our customers rave about how well the teas pair with the desserts we serve.

JAN DIERCKX

OWNER - NERO BELGIAN WAFFLE BARS

CREDO COFFEE • Edmonton, AB

3 locations

We were fortunate to be introduced to Brendan and his team when we started credo coffee 12 years ago. The sourcing, blending and service of their teas has been exceptional! Our tea program is so much better for the relationship we enjoy with **Denman Island Tea**.

GEOFF LINDEN

OWNER - CREDO COFFEE

ELYSIAN COFFEE • Vancouver, BC

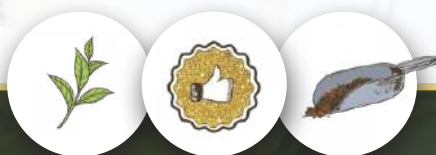
3 locations

When I started Elysian 21 years ago, I served a customer a shitty cup of tea. That customer was Brendan Waye. He fixed our tea program and we've never looked back.

I appreciate that Denman Tea is so obsessed about tea, so we don't have to be.

ALISTAIR DURIE

OWNER - ELYSIAN COFFEE



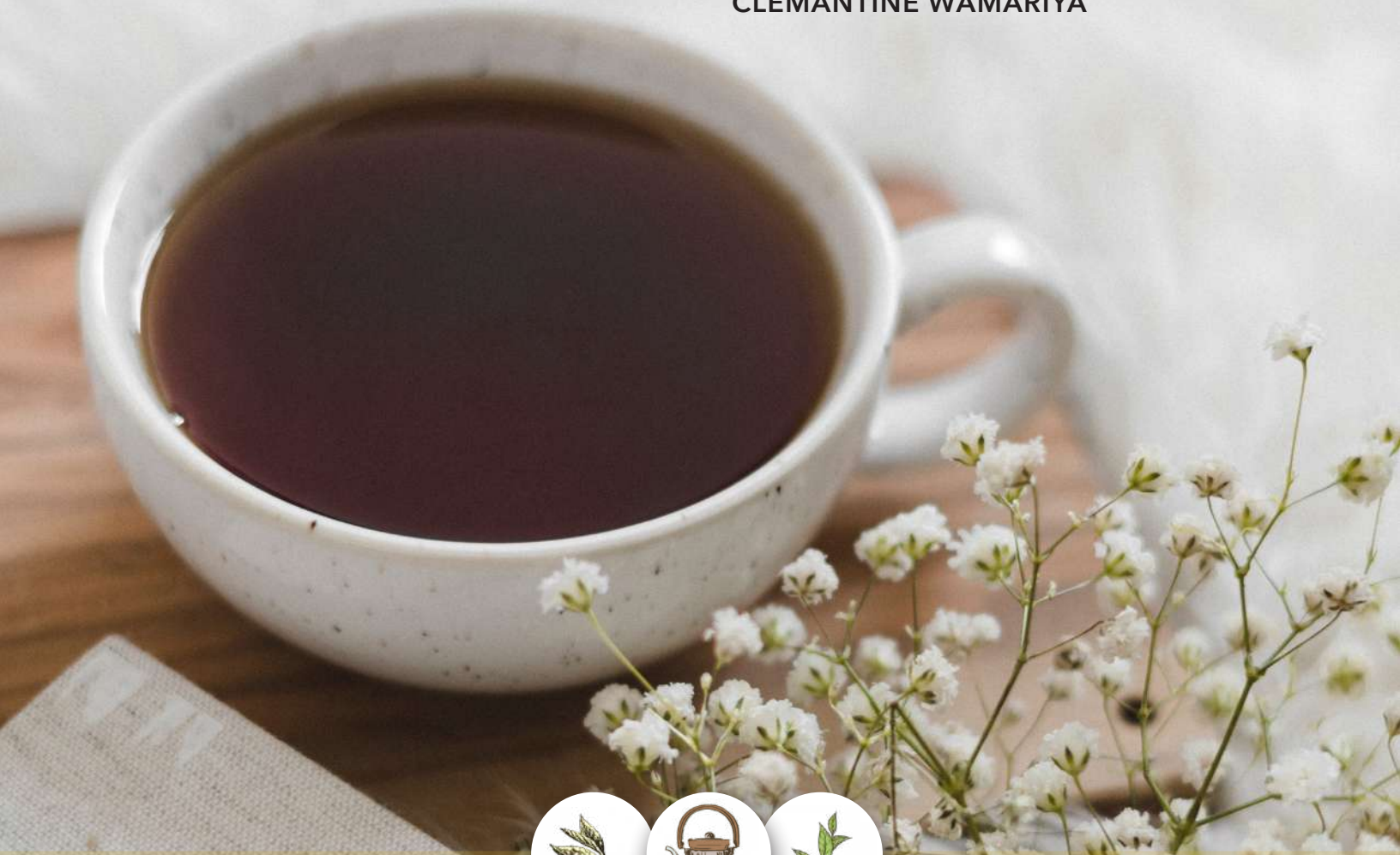
BLUE MOUNTAIN TEA CO. • Collingwood, ON

I discovered the Tea Guy, now **Denman Island Tea**, on a tea buying trip to BC in 2015, and I can honestly say that meeting Brendan was the best thing that could have happened for my new business. He was a mentor in the early days, guiding me on setting up my tea shop and, due to his discriminating pallet, the teas he sources, and blends have been the backbone of my program and have been critical to the success of my business.

KATHERINE MAXWELL, OWNER - BLUE MOUNTAIN TEA CO

*“No matter what is happening in
your life, you always offer tea.”*

CLEMANTINE WAMARIYA



WE'D LOVE TO HEAR FROM YOU, PLEASE LEAVE US A MESSAGE



THE DENMAN ISLAND TEA COMPANY

COURTENAY TEA BOUTEAQUE

Mon Tues Thurs Fri 10-4 • Wed 10-5 • Sat 11-3
#13-2998 Kilpatrick Ave, Courtenay BC V9N 8P1
Email: info@denmantea.ca • Tel: 250.334.1043

DENMANTEA.CA