



Tony Tellin

I wasn't looking for a career in tea when it found me. In 1998 I moved to Portland Oregon and met Steven Smith who offered me a job at Tazo Tea. I started in the warehouse and then worked in production, quality assurance and then as a buyer. I was trained and certified in sensory evaluation, procurement and negotiation as well as quality platforms such as HACCP and acidified foods. I worked in trading offices in Colombo, Jakarta and Kolkata and spent much of my time in producing countries worldwide learning more about how tea is grown, how tea is made and the supply chains in and around tea.

A decade later I joined Steve again and helped his family and friends launch Smith Teamaker. Together we created a new range of hot teas, packed on site by our very own hands, as well as product lines for several companies in the tea and beverage space. In 2015 Steve passed away from cancer and I stepped into the head teamaker role and tried to make him proud. I developed new cafe beverages and platforms, launched tea-on-tap, created the Makers Series and introduced countless tea blends and single origin varietals.

After a decade at Smith Teamaker I stepped away to create something of my own design. Together with my family and some friends in the industry we launched A. Tellin Company and today we assist tea brands with procurement, development and marketing efforts as well as produce our own products that reflect our creativity and commitment to our craft. We believe in supporting and promoting the industry we love, that rising waters lift all boats, and that despite tea being an ancient product that there is still room for innovation.