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**Where Profits Go
In Fruit Business**

**Pineapple Production Falling Off Be-
cause of Uncertain Prices.—Can-
ners Trying To Stimulate Planting.**

During the past two years the
growers of pineapples in the territory
have sold their fruit at a loss. What
price they will be offered by the can-
ners for the present year is not yet
known, although there is evidence
that it may be better than it has
been. There is evidence that the
pack will not show the increase this
year that it has in the past. Many
small growers on Oahu have been
put out of business by practical in-
ability to sell their fruit at all, and
a considerable acreage has been al-
lowed for this reason to grow to
weeds. On Maui the crop will be
short both for the reason that the in-
dependent growers have not been
planting heavily, owing to uncertainty
as to prices, and for the reason that
the plantings have already suffered so
severely in the incessant rains of 1914
that both the quality and quantity of
most of this season's pack will be
much below the normal.

Canners Want Fruit.
In order to stimulate planting, the
canning companies are now advanc-
ing money to homesteaders and
others, a thing that has not been done
for several years. This is true on
Oahu, and on Maui the Haku Fruit
& Packing Company is also helping
to finance small growers willing to
plant. A hut composed of a part of
the homesteaders in the Kulaha tract
has undertaken to plant 50 acres, and
has been allowed advances to the
amount of \$100 per acre for the pur-
pose. Even with what planting is
being done, however, the outlook for
the Maui pack for the next two or
three years is that it will be smaller
than in the past. Much of the old
lands have deteriorated so much that
no attempt is being made to grow
pineapples on them.

The price paid the growers last sea-
son in the Haku section was \$11.25
per ton for first class fruit. This is
probably several dollars below the
average cost of production, and ac-
counts for the indifference of growers
to extend their acreage. The new
prices will be announced in May, but
at present the packers are unwilling
to indicate what these may be. The
price of canned fruit has advanced
somewhat during the year, and con-
sequently many believe that prices for
fruit will be better.

The low prices of various Califor-
nia fruits at the canneries, during the
past year, has been the subject of
much discussion among coast grow-
ers, and the following taken from the
Rural Press, has enough in common
with local conditions to make it of
interest to pineapple planters. The
article follows:

Ten Dollars Less Per Ton.
Ten dollars less per ton to the
grower for fruit does not make an
iota of difference in price to the con-
sumer, so does not increase consump-
tion. This was emphasized at the
Fruit Growers' Convention by both
Vernon Campbell and Jas. Madison.
Mr. Campbell shows that the "regu-
lar channels of trade" through which
canned fruit passes to the consumer,
consist of several classes of middle-
men, each thoroughly organized to
prevent any other class infringing on
its particular part of the business and
profits.

The "housewife," who buys 99 per
cent of our canned goods for con-
sumption, pays an average price of
30 cents per can for peaches in
syrup. This equals \$900 per ton for
the original fruit. The growers this
year did not get over \$10 average
per ton. The cost of canning is \$65
or \$70 per ton. Therefore, it is
costing the grower between \$200 and
\$225 per ton to distribute the fruit
to the consumer. "This cost is usu-
ally distributed throughout the sys-
tem about as follows: Canner \$20,
broker \$5, railroad \$20, jobber \$50,
retailer \$100," with considerable vari-
ation according to conditions.

Federation of Organizations.
"There is one solution to this mar-
keting problem which would be easy
of accomplishment. We now have in
this state many powerful growers'
co-operative associations. Our grow-
ers are producing citrus fruits,
canned fruits, dried fruits, nuts, rice,
beans, and many other products in
sufficient quantities to enable us to
establish California products dis-
tributing depots in almost every town
throughout the United States. Our
associations are so well organized
that they could undertake this move-
ment with every assurance of suc-
cess. These depots could be estab-
lished throughout a certain selected
district which could be extended as
rapidly as desired. The California
producer would ship direct to these
depots, eliminating extra freight haul
and middlemen's profits; reduce the
price to the consumer; control the
retail selling price and enable the
California producer to obtain the
greatest possible distribution at the
least possible cost. A union of all
the various associations would re-
duce the cost of this distributing sys-
tem to a minimum; and in my opin-
ion will be the ultimate and final so-
lution to the problem of marketing
which now confronts us."

Another Job.—"If you can increase
the consumption of your fruits, you
have practically solved the biggest
part of that question of making the
farmers prosperous," says Jas. Mad-
ison, "because if the consumptive de-
mand is greater than the supply, prices
will automatically be raised. The
question is this—If prices do in-
crease, does the farmer get that in-
crease? Most of the time he does not,
because he is not adequately posted
on conditions. Has any individual
power to do the least thing toward
increasing consumption? The U. S.
and Canada, where we sell most of
our products, is a large territory, and
an individual cannot afford to go him-

OUR ISLAND CONTEMPORARIES

Too Many Firearms.
The report of the county clerk to
the governor shows that in the
period between July 20 and Decem-
ber 31 firearms to the extraordinary
number of 600 were sold on the is-
land of Kauai. A very large num-
ber of the weapons were revolvers.

This is an alarming state of affairs,
and calls for rigid investigation by
the authorities.
For what purpose, or purposes,
were so many pistols purchased by
private parties of this small com-
munity in so short a time?
We want to know. The public
wants to know. The public has a right
to know.

A curse of the islands is the num-
ber of pistols in the hands of ir-
responsible parties. They have made
and are making numerous murders
possible. And from the above show-
ing it would appear that in the past
six months they have been acquired
by wholesale here.

We hope that the police depart-
ment will call for the list of purchasers
of all these firearms, go over it care-
fully and make such investigation as
is possible as to the whys and where-
fores of turning this island into a
pseudo arsenal.—Garden Island.

From today, nineteen States will be
classed in the Prohibition column, the
last eight named in the list having
closed up their saloons and breweries
at twelve o'clock last night. These
are: Maine, Kansas, Oklahoma, North
Dakota, North Carolina, Georgia, Mis-
sissippi, Tennessee, Alabama, West
Virginia, Washington, Oregon, Colo-
rado, Arizona, Iowa, Arkansas, Idaho
and South Carolina.

Seven other States and one Terri-
tory will vote on the Prohibition is-
sue this year. These are: Vermont
in March, and South Dakota, Califor-
nia, Nebraska, Montana, Michigan,
Idaho and Alaska at the regular elec-
tion in November.
To which list, perhaps, Hawaii will
be added.—Advertiser.

Perhaps when the presidential
honeymoon is over the administration
will adopt a sharper and more final
tone in its protest against the British
blockade of neutral commerce. Up to
date not even the most sensitive
British feeling could be hurt.—Star-
Bulletin.

The Boy's Industrial School insur-
gents were found "not guilty" but
what is the verdict on the manage-
ment?—Kohala Midget.

On the Other Islands

Dr. Doremus Scudder to Wed.
Announcement was made last Fri-
day of the engagement of Dr. Dore-
mus Scudder, pastor of the Central
Union Church, of Honolulu, and Miss
Mabel Ethelyn Bosher, principal of
Kawalaha Seminary. The marriage
will take place January 25th.

The Christmas Paradise.
The holiday number of the Paradise
of the Pacific is a gem of the printer's
art. It is probable that the Paradise
company has excelled its own best
efforts in this number, which is
another way of saying that it is the
finest thing in the way of a magazine
that has ever been produced in the
islands. The cover design in colors,
is a magnificent red hibiscus on a
black background, with border of gold.
It is rich and elegant. The many
color cuts in the book are also all
works of real art.

Nurses' Training School.
The Queen's hospital is to have a
nurses' training department and the
new branch will begin its work about
the middle of this month. There will
probably be a class of about 50 pro-
bationers within a short time. The
school will be in charge of Miss A. H.
Collins, as superintendent.

Timekeeper Short \$20,000
Hans Reichelt, assistant bookkeeper
and time clerk for the Lihue planta-
tion, on Kauai, who was arrested last
week on a charge of embezzlement,
is said to be short in the neighbor-
hood of \$20,000. The amount had
been obtained by padding the pay-
rolls during the last six years. It is
claimed that nearly \$7,000 of the
amount was taken during the past
twelve months.

Danger Ahead.—The young lady's
was exceedingly well developed. She
sat in blissful contentment on the
beach at Brighton, watching the rest-
less sea and something of its grand-
eur shed its light upon her soul.
"Oh, Bill," she said to the young
man by her side, "how grand it all is,
ain't it? I fell as tho—as tho I could
open my mouth and take it all in."
A small boy, who was on the sand
close by, looking up, a startled gleam
in his eye.

"But, I say," he remarked, "you
won't do it, will you? We only came
down here yesterday."—Tit-Bits.

Faultless Logic.—"Ma," remonstrated
Bobby, "when I was at grandma's
she let me have fruit tart twice."
"Well, she ought not to have done
so, Bobby," said his mother. "I think
once is quite enough for little boys.
The older you grow, Bobby, the more
wisdom you will gain."
Bobby was silent, but only for a
moment.

"Well, ma," he said, "grandma is a
good deal older than you are."—Tit-
Bits.

self, nor can he afford to send drum-
mers to sell the small quantity he
may have, and it is only by large or-
ganizations that such work can be
done successfully.

He then cites the national adver-
tising campaign of the Associated
Raisin Co. who are spending \$150,-
000 per year or \$1.50 per ton. Dur-
ing the 10 months ending Nov. 1,
1914, they sold 52,000 25-pound
boxes of bulk seeded raisins. Dur-
ing the corresponding ten months of
1915 they sold 350,806 boxes. If
by spending \$150,000 we can in-
crease the value of our raisins 1/2
cent per pound, we will have our
money back with an extra dollar per
ton for interest on it, besides having
started bakeries to using raisins and
people to eating them, who had never
used them before.

Now if you increase consumption
so you can increase the price per
pound one cent, you bring to the
growers 2 1/2 million dollars but you
don't change the retail price one
cent.
"The very first man you want to
eliminate is the speculator. We
have absolutely eliminated him out
of the raisin business. He is the
biggest enemy of both producer and
consumer, as he serves no purpose
but his own."

Those Who Travel

Arrived.
By str. Claudine, Dec. 31.—M E
Lewis, Frank Howes, Frank New,
Judge Edings, Thomas Dunne, Mr
and Mrs. Lo Yet Foo, Miss Malen, Mr
and Mrs. W O Grier, A P Gardner,
H Chambers, Mr and Mrs H Judd,
Raymond Judd, Mrs E Austin, Miss
A Ahu, C H Hutton, C C James, Miss
H Smith, Mrs. Hose, Sister Renita,
Sister Bernadette, Mr and Mrs H G
Field, B Keahi, Miss R Mahi, Miss
J E Kau, E B Keef, Dr Wong Leaug,
E J Rascoe.

By str. Claudine, Jan. 4.—HA Bald-
win, Henry S Heio, Morris Alaua, An-
drew Partika, Max Basker, T Ouchi,
Charles Sany, W G Scott, L B Kerr,
C H Laufman, J F Silva, An Kee,
Mrs Bailey, L E Bailey, Mrs B Wil-
liams, Mrs H Hiapo, Mrs R Millikan,
Miss G Kul, Miss H Davidson, Mrs
F Davidson, Miss L Kaimuloo, C E
Baiser, J C Plaukinton, Miss Lucy
Peter.

By str. Mauna Kea, Jan. 5.—J M
Dowsett, Miss von Tempsky, T J Er-
ben, Geo E Smythies, Theo Martin,
Mrs H M Gesner, Mrs M C Rogers,
Miss Caroline Couch, T J Riley, A B
Medeiros, J D Medeiros.

His Last Moments.—The dangers of
travel by sea at this time have played
havoc with the nerves of timid pas-
sengers.

Early one morning recently there
was considerable commotion on the
decks of a coastwise vessel plying be-
tween Savannah and Baltimore, when
a scantily clad man hurried from his
stateroom and dashed toward the up-
per deck. On the way he ran into the
captain of the vessel.

"What's the matter, captain?" he
managed to gasp. "Have we been
torpedoed?"

"Calm yourself, my dear sir, and
be prepared for the worst," answered
the official.

"Oh, don't tell me we're going
down!" moaned the other. "Quick,
where are the life-preservers?"

"They wouldn't be of any service at
this stage," explained the captain.
"To late?" quavered the despairing
passenger.

"Yes," said the captain, very
solemnly. "We've done all we can for
you. You'll have to look out for your-
self from now on. You see, we've
just tied up to the dock."—New
York Times.

**ALOHA LODGE NO. 3 KNIGHTS
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Knights of Pythias Hall, Waikuku, on the
second and fourth Saturdays of each
month.

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vited to attend.
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H. A. HANSEN, K. R. & S.

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February 26. March 2.
March 16. March 21.
April 3. April 8.

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of "ordinary".

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