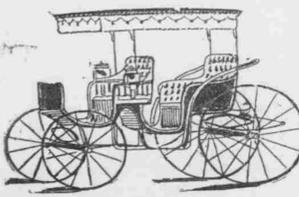


**The A. J. FULLER**

Has arrived from New York, and on her we have a very general assortment of merchandise, such as Nails (Cut, Wire, Plain and Galvanized), Ship and Cut Spikes, Oakum, Pitch, Cotton Waste, Galvanized and Black Iron Water Pipe, Cylinder, Engine and Car-box Oils, Lane's Hoes and Handles, Long Card Matches, Spokes, Hubbs, Rims, Blacksmiths' Coal, and a large lot of Bar Iron.

These are but a few of the many items that we have on this vessel. What you wish and do not see above mentioned just ask for. We have about everything that a Hardware store should have.

**E. O. HALL & SON, Ltd.**  
Corner Fort & King Sts.



**Are You Looking for a Handsome Carriage?**

**My Goods and Prices** Are right because they are bought right, of well known and old established factories, which are just as anxious as you that they give satisfaction. All Goods bought direct of factory. No Middle-man's profit.

**Turn Under Delivery Wagons.**  
Just the thing for Honolulu's narrow streets.

**Handsome Double and Single Surrey Harness.**

**SCHUMAN'S CARRIAGE AND HARNESS HOUSE,**  
FORT ST., above Club Stables. TEL. 205.

HAMAKUA PLANTATION,  
PAAUULO, HAWAII, H. I.

**MR. J. G. SPENCER,**  
PACIFIC HARDWARE CO.,  
Honolulu.

DEAR SIR:—The Secretary Disc Plow I purchased from you is giving us satisfaction. We are using it to plow under a crop of lupins. They are three feet high and very thick. Your plow turns them completely under, at the same time plowing the land fourteen inches deep.

I feel satisfied that with this plow the draft for the same quantity and depth of work is as 6 to 8. That is, with the old plow, to do the same work, it takes 8 good mules; with your plow it takes only 6, and they are less tired at night.

Please send me another plow by first schooner leaving for this.

You are at liberty to use this in any way you may see fit.

Yours truly,  
**A. LIDGATE.**

**ROBERT CATTON.**  
212 Queen Street, Honolulu.

**AGENT FOR**  
**THE MIRRLEES, WATSON & YARYAN CO., Ltd.**  
Sugar Machinery

**WATSON, LAIDLAW & CO.** Centrifugals and Cream Separators.  
**JOHN FOWLER & CO. (LEEDS), Ltd.** Steam Ploughs and Portable Railway.  
**THE RISDON IRON WORKS** General Engineering.  
**MARCUS MASON & CO.,** Coffee and Rice Machinery.  
**J. HARRISON CARTER** Disintegrators.

**CATTON, NEILL & CO.**  
**Founders and Machinists.**  
243 Queen St., bet. Alakea and Richards Sts., Honolulu.

Invite Enquiries for General Ironwork; Iron and Brass Castings. Ships' Blacksmiths. Cemetery Railings and Crestings Made to Order: Samples on Hand.

**REPAIRS PROMPTLY ATTENDED TO.** TEL. 410.

**Read the Hawaiian Gazette**

**COFFEE MAN TALKS**

(Continued from First Page.)

from another, due to conditions as I have already explained. Moreover this test would be decided on the judgment of professional coffee tasters, and not habitual drinkers, as you would infer by your criticisms. It is this and the experts, especially in the latter, were to consume all the samples placed before them in the course of a day, their judgment as to values would be on a par with the 40 year coffee drinker.

In your issue of the 25th March, you say, "Out of 1,000 pounds of berries picked from the trees only a limited percentage is rated prime and sold at the highest price. There are several grades, each grade with less value. The lowest grade may bring only 6 cents per pound. What the tenderfoot ought to know, and what we, who wish to put the industry on a firm basis, must tell him, is what the average price of all the grades will bring. This has not yet been done. We understand that in this town there are a number of very discouraging accounts of coffee sales in San Francisco. These represent the value of the average grades and not the highest."

Now, Mr. Editor, I do not know who your authority may be for the above statement but he decidedly does not belong to the class whom you would like to see exterminated. He evidently does not know much about coffee berries, or he would not talk such nonsense; or perhaps he may refer to a variety of coffee with which I am not familiar; if so, thank heaven, it has not as yet found its way into this district.

In the first place what you say has not been done, I can prove to the contrary by the quotations I append herewith. For your information, and that of your learned friend, it may be as well to state that there are really only two defined species of the coffee tree, viz.: the "Arabian" and "Siberian;" all the other coffees are merely varieties of the former, and so far as I am aware of, produce cherries in a similar manner.

Out of 1,000 tons of berries picked from the trees anywhere, they will be found to contain only four kinds, or grades as you term it, of bean, viz.: Pea berry, sound parchment, malformed and light coffee. What the percentage of malformed beans might be in a sample of Kona coffee, I do not know, as I have never had occasion to separate them. What the percentage of pea berry and light coffee are however, I do not know. The former, as a rule is considerably greater than anything I remember in Ceylon, and the latter is small, but this will vary with the conditions of the season during time of harvest. In any case as this last is of no value, it reduces the kind of beans in a coffee cherry to three; of which I should say, under favorable conditions, the malformed beans would form a very small percentage.

You will perceive therefore, in place of half a dozen, or more grades of coffee, ranging in price from 17 cts. to 6 cts. per pound. A coffee tree under cultivation, will produce only two qualities, not grades, of coffee, viz.: pea berry and flat bean.

Of course, through ignorance or carelessness, it is quite possible, in the process of pulping, washing and fermenting, etc., to so smash up and discolor the bean, that the percentage left which would realize 17 cts. per pound, would be very small, and the balance, would range all the way down to 6 cts. per pound. Please remember however, Mr. Editor, that this could never happen in the hands of the "ever present experienced man."

The word grade is a wrong term to use in connection with plantation coffee, as it designates one quality inferior to another. After the parchment has been subjected to the hulling and polishing process, it is passed through what is known as a separating machine, which classifies the coffee according to size; a very different thing from grading it.

One of the most improved and modern machines for this purpose makes the following classifications, viz.: Dust, small and broken beans, small pea berries, large flat beans, large pea berries and malformed beans.

Leaving out the dust, broken and malformed beans we would have two sizes of pea berry and two sizes of flat bean; but one classification for pea berry is all that would be necessary. Now all the above samples would represent coffee of a superior quality, and there could be no such thing as a drop from 17 cts. to 6 cts. per pound for any one of them. They would all command top prices provided they be sent to the proper markets, as I shall shortly illustrate.

The word "grade" therefore, signifying an inferior and superior quality of coffee cannot be applied to "Plantation."

If you were to pick up 50 bags of Kona coffee from various ports along this coast, then your argument would hold good for you would probably find as many grades in the true sense of the word; from the fact of the numerous and varied methods employed in their preparation.

A coffee tree therefore, produces sound and unsound beans; and not as you would infer, like a child's Christmas tree, loaded with an assortment of articles a few at a high figure, but the majority of small value. The sound beans represent the crop, and as I have already said, in the hands of the experienced man, will turn out coffee of a superior quality. It is assumed into two or three sizes in order that the best juices may be realized for each lot, in the different markets where such are in demand. For instance pea berry fetches a high price in Mincing Lane or the London market; while in San Francisco it is on a par with ordinary coffee. Again the London market calls for a large bold bean of a uniform size and color;

**CARTER MEMORIAL FOUNTAIN SITE.**



The above diagram will make clear the Charles L. Carter Memorial Fountain site spoken of in this paper yesterday morning. The cross indicates the place favored by a number of the relatives and immediate friends of the late Mr. Carter and by many other citizens who deem it a privilege to honor the memory of such a man as was Charles L. Carter. The corner proposed is one of the most prominent points in the whole park reservation and can be greatly beautified.

**Just to Hand:**

**GENTS' WHITE AND COLORED**

**Alpaca Coats,**  
The nattiest and coolest for the warm weather.

**Ladies' and Gents' Ties,**  
In all the Latest fetching colors.

**Children's Sun Bonnets,**  
In White and Colors.

**B. F. EHLERS & CO.**  
Fort Street:

[Associate Press Dispatch—S. F. Chronicle.]

**A LARGE INCREASE OF BUSINESS.**

NEW YORK, April 5.—The sales of the Remington Standard Typewriter, the world over, for March this year, largely exceeded any previous month in its history. Typewriter sales are a good barometer of general industrial conditions.

**H. HACKFELD & CO., Ltd.,** Sole Agents.

**Quaker Bread.**  
Made by Particular People For Particular People.

**The GERMAN BAKERY**  
833 FORT ST.  
TELEPHONE 677.

The Only Progressive Bakery in Honolulu.

**We Repair Broken**

**Cameras** No matter whether the trouble's due to a "won't work" shutter or a broken lens—or, in fact, if there's anything wrong with it—we'll fix it up in a way to suit and at a price that'll satisfy you.

**BIART** 400 1/2 FORT ST. JEWELER.

Has removed to King St., near Punchbowl St.

whereas in the American market the smaller bean is just as highly appreciated.

The foregoing are some of the facts connected with the value of coffee, which the tenderfoot ought to know; but which apparently, neither you Mr. Editor, nor a good many more in these Islands are aware of.

In submitting the following quotations from correspondence, I have held with parties aboard on the value of coffee, I withhold all names, as I have not requested permission to publish the same. I can vouch for the authorities as being genuine, and can show the original letters to any responsible gentleman in Honolulu if desired.

"San Francisco, July 25, 1894.

"The samples you mailed us of this date, are certainly very fine, the best we have ever seen of 'Kona' coffee; in fact believe the only cultivated 'Kona' that has ever come under our notice. We would be pleased to handle, in any way that would be mutually agreeable, all the coffee that you may have this, or any coming year. It must take its place in competition with Central American coffee of equal appearance, until such time as consumers shall become convinced of its merits. Ourselves we know it to be worth more money than any Central American coffee by considerable. A few consumers are also aware of the same fact, but not sufficient to warrant any trade except in a small way."

(The above is from a large well known house who handle tons of coffee.)

"San Francisco, July 3, 1894.

"Judging from the small quantity of shelled coffee submitted among others; the quality at least ranks with the very best Central Americans; and if on the spot would today fetch about 22 cts. for the first separation, about the same figure for the pea berry, and proportionally lower for the seconds and thirds. If your friends would send a sufficient quantity of clean coffee to enable our dealers to thoroughly test the roasting and drinking quality, I have no doubt but that it would soon be in high favor here."

(The above is from a leading broker who handles large quantities of Central American and other coffees.)

"London, August 3, 1894.

"We have examined very carefully the samples sent us, and it is undoubtedly a fine color, bold and worth at the present dates quotation when cleaned fully £104 per ton. In reply to your further enquiry we could sell any quantity, very readily of coffee of the quality of the specimen now before us. Referring to the coffee you have sent us along, since writing the above mentioned portion of this letter, we have shown the samples to other buyers and they are all very pleased with it, and we have been strongly advised by buyers of large quantities to impress upon you the wisdom of making shipments to this country. From what they say it would soon make for itself a good name, and ought to lead to a very large business to mutual advantage."

(The above from a large importing house established for over three-quarters of a century.)

"Honolulu, March 25, 1895.

"My opinion is that if these only represent a No. 2 grade there is an assured market for—, either in San Francisco or London at top rates. The bean is a bold colony one, and to the best of my memory compares favorably with the samples of Ceylon, I saw sold in Mincing Lane last year, which were eagerly sought for at 10s. per cwt. advance over the Central American grades."

(From a well known and highly respected citizen in Honolulu.)

Some prices quoted in London for samples H. C. & S. Co.'s crop, 1894:

Pea berry, 103s. at 105s. per cwt.; large flat, 98s. at 100s. per cwt.; small flat, 95s. at 96s. per cwt.

"San Francisco, January 19, 1895.

"No. 1 sample of pulped and washed parchment. No. 2 sample of pulped and washed hull parchment. No. 3 sample of pulped and washed pea berry. These are among the best coffees we have seen from the Islands, and if the coffee were here today we could get 17c. to 17 1/2c. for it. The drink is very good, this is largely due to the complete absence of sour beans. The presence of these in Island coffees hurts the flavor more than you have an idea, and likewise decreases the value 1c. to 2c. per pound. If you have picked the sour beans out of these samples and should subsequently send the coffee up with sour beans, you will find that the coffee will sell for much less price than we quote above."

"We have shown your samples to several and they seem to give the same opinion as above, and if you can prepare the coffee equal to these samples it will not pay to separate and pick them out; that is to say, you grade down there; that is to say, you could send the flat bean and pea berry mixed, as pea berry sells for very little more than flat bean in this market."

Now, Mr. Editor, as I do not expect you to place the whole of your paper at my disposal, I will conclude; but before doing so will only say that as you desired to get at bottom facts, and instruct the tenderfoot, and others on coffee values, I thought I would furnish some particulars and statistics, which I leave to the judgment of your numerous readers. Thanking you before hand, and apologizing for the space I have taken up.

Faithfully yours,  
**CHAS. D. MILLER.**  
Kalahiki, Hookena, April 9, 1895.

P. S.—I forgot to mention that all the samples referred to were pulped and washed and hulled by machinery, and the only beans picked out were broken ones. The absence of sour beans referred to in one of the quotations is due to the process adopted in the fermenting and washing and not to any hand picking.

I may say that with the proper machinery, and a sufficient and under cultivation, I will guarantee to prepare any quantity of coffee equal to the samples quoted in this letter.

C. D. M.

[Mr. Miller has failed to read be-