

HOULTON'S NEW STEEL BRIDGE—Built in 1894.

ALMON H. FOGG.

Almon H. Fogg was born in Bangor in 1836, and received his education in the public schools of that city. In 1859, when he was twenty-three years of age, Mr. Fogg came to Houlton and opened a hardware store. He has been continuously in that business from 1859 to the present time, thirty-five years. Mr. C. H. Pierce has been



ALMON H. FOGG.

his partner for 28 years. The firm carries on a very heavy business, their house being one of the half dozen large hardware houses in Aroostook county that so surprise outsiders on account of their extent and the volume of business transacted. The house has been successful from the outset and no firm in the county is better or more favorably known than the firm of A. H. Fogg & Co.

Mr. Fogg married a Houlton lady. He has one son, Charles H. Fogg, who is a clerk in the store. Mr. Fogg has been Town Treasurer several times; he is President of the Savings Bank, and one of the Directors of the First National Bank since its organization. He is much interested in the Board of Trade, and is a very liberal minded and public spirited citizen, possessing the respect and confidence of his fellow citizens in town and county.

JOHN WATSON.

John Watson was born in Andover, N. B., in 1845. While yet a boy he

site now occupied by the Exchange Hotel. In 1875 the firm moved into a store on the south side of Market Square, built for them by H. T. Frisbie. This partnership was dissolved in 1886.

In 1892 Mr. Watson bought the store in the brick block, and the entire stock of goods of Waldo G. Brown. To-day he is doing more business and employing more men probably than any other hardware merchant in Maine. The evolution of this immense concern from the humble beginnings of 1867 shows a business capacity, a push and energy seldom equalled.

In 1893 Mr. Watson built a handsome brick residence on Charles St., one of the finest in Houlton. Last season he purchased a large lot of land on the east side of Water street opposite the government building and will build a four story brick block, probably, during the present season.

Mr. Watson is one of the largest starch manufacturers in the country.

In 1880 he built the Divigo starch factory in Houlton. In 1884, he built the Smyrna factory, and last year he rebuilt the Monticello factory, making it, probably, the finest and most complete starch factory in existence. Mr. Watson's various interests give employment to a large number of men. In a business way he has contributed a great deal toward the welfare of Aroostook county.

HEMAN N. WHITEHEAD.

Heman Whitehead, the Manager of John Watson's hardware store and



mostly in the town of Hodgdon where he attended the public schools. He afterwards attended Houlton Academy several terms, and followed teaching for several years. He came to Houlton in 1881 and was a clerk in H. J. Hatheway's drug store for three years. In 1883, he went into business for himself, opening a dry goods store on Main street. He has been quite



W. A. NICKERSON.

successful in a business way. He keeps a large and carefully selected stock of dry goods, gents' furnishings, fur coats, etc.

He was elected to the responsible position of County Treasurer in 1890, and held that office during the four years that the agitation of the subject and the building of the Bangor and Aroostook railroad occupied public attention. The county had voted favorably on the proposition to subscribe \$500,000 towards the building of the road, expecting to pay 5 per cent. interest on this amount. Mr. Nickerson had the county bonds drawn at 4 1/2 per cent. and sold them at a premium of 3 per cent., thus saving to the county of over \$80,000, in interest.

Mr. Nickerson is a very pleasant man socially, and has the respect of the community of which he is a worthy member.

JOSEPH A. BROWNE.

J. A. Browne was born in Gagetown, N. B., but came to Houlton when on

city, and remained there about a year. He then went to Boston into the dry goods store of C. F. Hovey & Co., where he remained four years. In the meantime Mr. Rollins had returned to Houlton and had again opened a store there and Mr. Browne also returned, and in the spring of 1876 formed a partnership with Mr. Rollins under the title of J. A. Browne & Co. Three years later, Mr. Browne bought out his partner, Mr. Rollins.

In 1880, Mr. Browne's store and stock of goods were destroyed by fire, and again in 1893 he lost store and goods by fire, covered by but little insurance. His loss by this fire was very heavy, but with indomitable courage he faced the situation, and in 1894 erected the magnificent block of which we present a cut and a description elsewhere. He has now one of the handsomest and most tasty stores in the State. Mr. Browne is now 42 years of age and from the age of 14 has been connected with the dry goods business. His present corps of assistants are: Mr. J. A. Riley, Miss Alice McCluskey, Miss Jennie V. McIntyre and Miss Edith Donnelly.

THE PERKS BLOCK & STORE.

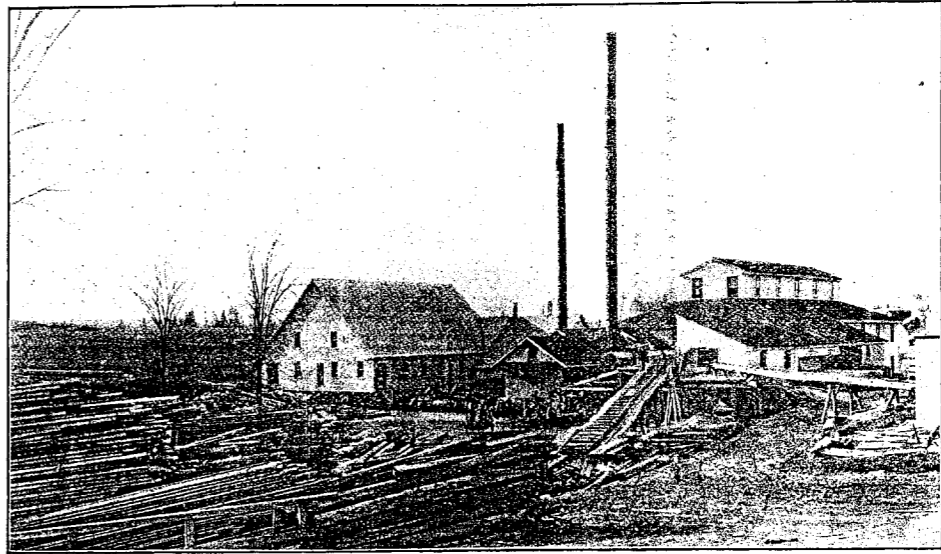
Among the fine brick blocks erected in Houlton during the year 1894, the one erected by Perks Brothers although smaller than some of the others is by no means inferior to any of them in the quality of the materials used and the workmanship in construction.

port, Me. Mr. Moses' reputation as a florist needs no word of eulogy from us.

Spend your money in your own town, is a good rule to observe when the goods you wish for can be obtained there. The town of Houlton has as fine stores, and as large and varied stocks of goods as any town of its size in Maine. If the merchants who have built these stores, or who have rented and stocked them, receive your patronage they will be encouraged to put in larger stocks and will be better able to supply your wants. If you patronize home merchants your money is retained in the town and adds to the volume in circulation, thus making money easier and times better. It is doubtful if the difference in cost of goods in Houlton will pay the express on packages between Boston or Bangor and Houlton. The merchant buys in large quantities and his goods are sent by freight.

G. A. HALL.

G. A. Hall came to Aroostook county from the town of Lincoln, about fourteen years ago. He first located in Littleton and engaged in the meat and grocery business. He afterwards removed to Houlton and commenced to buy and sell carriages, wagons, pungs, sleighs, horses and harnesses. This business has increased so much that he is now one of the most extensive dealers in the eastern part of the State. He has a large repository on



TITCOMB'S STEAM LUMBER MILL.

the latter year he bought out V. & F. W. Pearce, and again went into business for himself. The next year his dwelling house was destroyed by fire, and in 1884, his store was also destroyed.

Since 1884 Mr. Tenney has been in the dry goods business, and a year or two ago he admitted his son as a partner. His store is in the great brick block, and is as fine, tasty and con-



CHARLES P. TENNEY.

venient a dry goods store as there is in the county, and few city stores carry a larger and more varied stock. Mr. Tenney has occupied positions of honor and trust all his life. For 30 years he has been one of the trustees, first of Houlton Academy, and later of the Ricker Classical Institute. He was Town Treasurer several years and County Treasurer one term. He was the first President of the Board of Trade, which position he held for five years. He was one of the promoters of the First National Bank, and is one of the directors, and also Vice-President of that bank.

Mr. Tenney is one of the directors of the B. & A. R. R. for Aroostook county.

He has the respect and confidence of his business associates and the community in general. Every movement that has been in the interest of his native town or in the interest of the county has always found in Mr. Tenney a most earnest friend and supporter.

copies. He was burned out in the great fire, that destroyed so large a portion of the business section of Houlton in 1884. The great brick block was erected to replace the stores destroyed, and Mr. Friedman occupies one of the best of the many stores in the block. He carries everything in the way of clothing and gents' furnishings, and has constantly on hand a large stock of the latest styles and patterns.

He opened a branch store in Presque Isle in 1887, of which Mr. David A. Stevens is manager.

Mr. Friedman is one of the directors of the Farmers National Bank, Houlton. He has great business capacity, and in his career as a merchant has evidently not met with many losses. This country has plenty of room for men of Mr. Friedman's push, enterprise and business ability.

G. W. RICHARDS.

G. W. Richards is a native of Aroostook county, and is now about thirty-three years of age. He came to Houlton some twelve years ago, and worked at first in the grocery store of E. Merritt & Sons. Afterwards he was a clerk in the dry goods store of H. T. Frisbie. About eight years ago he went into business for himself, opening a dry goods store. He developed a remarkable talent for business, and his success has been phenomenal.

His store on the south side of Market Square has lately undergone extensive repairs and improvements. New floors have been laid, new counters have been put in, a new office has



among the active, wide awake business for whom Aroostook county is so noted.

WM. S. PERKS.

William S. Perks was born in Fredrickton, N. B. He attended the collegiate school of that city till he was thirteen years of age, when he was apprenticed to R. D. McArthur of St. John, N. B., to learn the art, trade



WM. S. PERKS.

and mystery of pharmacy. From St. John he went to Philadelphia to complete his education as a druggist. He came to Houlton in 1870 as a clerk for Page & Cary in the new store then just opened by them. He afterwards was with O. F. French & Co., for four years as clerk. In January, 1876, he went into business for himself at 31 Market Square, where he remained until the building was pulled down last year.

Associating with himself his younger brother, Charles E., whose cut appears below, and who has been his assistant in the drug business for a number of years—ever since he returned from the West—the new firm took the title of Perks Bros. and built the fine brick block, the lower story of which they occupy. We present views and give descriptions of the block and the store in another place, and will only say here that there is not a more beautiful drug store in Maine. Mr. Perks has been successful in business, and in evidence of that fact we can cite the block erect-

Advertisement for Bangor and Aroostook Railroad. The text reads: 'Bangor and Aroostook Railroad. Through the New Hunting and Fishing Regions of Maine. General Offices; Bangor, Maine.' The illustration shows a man in a hat and coat rowing a boat on a river with mountains in the background.

Engraving for B. & A. New Time Table Folder.

The building is 28 feet by 65, three stories high, with a basement. The contractor was M. G. Foster & Son, North street, 30 by 70 feet, with three floors besides the basement. This gives 8,400 square feet of surface for

ume of business transacted. The house has been successful from the outset and no firm in the county is better or more favorably known than the firm of A. H. Fogg & Co.

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**JOHN WATSON.**

John Watson was born in Andover, N. B., in 1845. While yet a boy he went to Frederickton, N. B., and learned the edge tool business. About the year 1867, he came to Houlton and went into the blacksmith and edge tool business, with Moses Kinney as a partner. In 1871 this partnership



**JOHN WATSON.**

was dissolved. Mr. Watson then purchased the hardware stock of Smith and Kinney, and took into partnership Mr. B. W. Kinney, forming the firm of Kinney & Watson. The place of business was on Court street on the



**HEMAN N. WHITEHEAD.**

other branches of business, was born in Houlton, in 1865. He was educated in the public schools and at Houlton Academy. He commenced work in the hardware store of Kinney and Watson in 1879, when he was only fourteen years of age, and he has remained with Mr. Watson continuously since. He has had experience in every department and has been in turn, book keeper, salesman and buyer. He has taken great interest in the manufacture of starch and thoroughly understands the process in all its different steps.

He makes several trips a year to Boston and New York for the purpose of buying goods. He is a young man of energy, judgment and business capacity, and his management of Mr. Watson's large business interests is eminently successful. Mr. Whitehead is socially a very agreeable and courteous gentleman to meet. He is a good example of the class of young business men who have made Aroostook county the stirring, enterprising and successful section that it is. He takes great interest in the growth and prosperity of his native town.

**W. A. NICKERSON.**

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and held that office during the four years that the agitation of the subject and the building of the Bangor and Aroostook railroad occupied public attention. The county had voted favorably on the proposition to subscribe \$500,000 towards the building of the road, expecting to pay 5 per cent. interest on this amount. Mr. Nickerson had the county bonds drawn at 4 1/2 per cent. and sold them at a premium of 3 per cent., thus saving to the county of over \$80,000, in interest. Mr. Nickerson is a very pleasant man socially, and has the respect of the community of which he is a worthy member.

**JOSEPH A. BROWNE.**

J. A. Browne was born in Gagetown, N. B., but came to Houlton when only two years of age, and has resided here almost continuously since. He has had a life-long experience in the dry goods business, having entered the dry goods store of B. G. Rollins when he was fourteen years old. At



**JOSEPH A. BROWNE.**

this period he attended the public schools and later Houlton Academy, working in the store when not in school. When he was seventeen years old he went to Bangor with Mr. Rollins, who had opened a store in that

an arch steel ceiling 13 feet high. There is a plate glass window in front 10 1/2 feet by 10, with a plate glass door on either side. Entering the door one is struck by the exquisite coloring of the whole interior. Everything seems in perfect harmony and the eye would never grow tired with gazing on the beautiful natural tints of the five woods used in the interior finish. The fixtures are made of quartered sycamore and are polished in the highest style of the mechanical art. The prescription counter extends across the rear of the store and duplicates by its plate glass front, the entire front view, making a picture of grace and beauty, combined with usefulness rarely seen in any store, and not equalled in any drug house in Maine. The carving of the three panels on the front of the prescription counter is a work of art. The center panel, representing the seal of the State of Maine, is a perfect gem of the carvers' art, and the whole interior reflects the highest credit on Messrs. Morse & Co., of Bangor, under whose direction the entire work was done.

The display of palms and ferns, as well as cut flowers in the window, is not the least of the attractions in this artistic and beautiful drug store, the firm being the eastern agents of the F. H. Moses conservatories of Bucks-



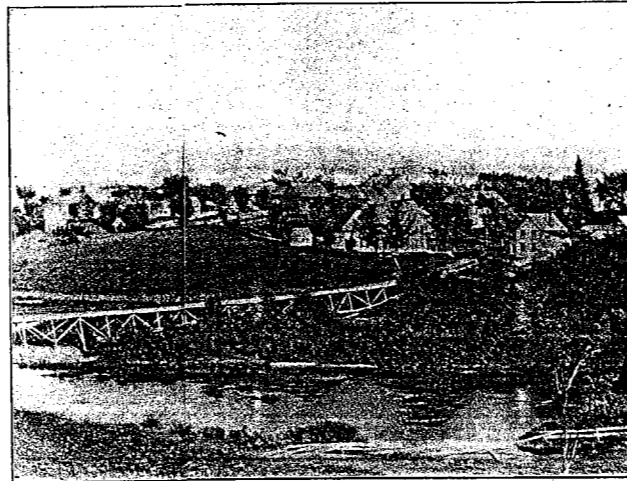
**Engraving for B. & A. New Time Table Folder.**

The building is 28 feet by 65, three stories high, with a basement. The contractors were M. C. Foster & Son, Waterville. On the first floor is the drug store of the owners. On the second floor are the offices of C. E. Williams, M. D., and H. Garrison, dentist. On the third floor is a fine hall with ante-rooms occupied by the Ancient Order of Hibernians.

The drug store is 22 feet by 65, with

North street, 30 by 70 feet, with three floors besides the basement. This gives 8,400 square feet of surface for storage purposes. Last year he sold 134 wagons and carriages, 45 pungs and sleighs, and six dozen robes.

He handles some lines of agricultural implements, and last year he sold 37 mowing machines. He handles the original bukeye mower manufactured by Aultman, Miller & Co.,



**VIEW FROM "HIGHLANDS"—LOOKING EAST.**

Akron, Ohio. He also handles the Little Giant threshing machine, and the New York Champion horse rake. He buys everything for spot cash and thus purchases at the very lowest prices. Then he does not pay any rent, and for these reasons his goods can be sold at low prices. His repository is only five minutes' walk from Market Square, and he invites all desiring anything in his line to call and see his goods. He sells a great many horses on orders.

**CHARLES P. TENNEY.**

Charles P. Tenney was born in Houlton, Aug. 14, 1835. He is a descendant of the original New Salem settlers, and from the age of seven to fourteen was in that town, and there his early education was acquired. He then attended Houlton Academy several terms, ending his school days in 1850.

He then commenced clerking and was five years in the store of the late Ephraim N. Osborne. From 1855 to 1865 he was clerk in the store of George B. Page. In the latter year he bought out his employer, and in turn sold out to V. & F. W. Pearce, in 1869.

He was Deputy Collector of Customs under Llewellyn Powers from 1869 to 1873. From 1874 to 1877 he was clerk for A. H. Fogg & Co. In

first of Houlton Academy, and later of the Ricker Classical Institute. He was Town Treasurer several years and County Treasurer one term. He was the first President of the Board of Trade, which position he held for five years. He was one of the promoters of the First National Bank, and is one of the directors, and also Vice-President of that bank.

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**S. FRIEDMAN.**

S. Friedman is one of Houlton's successful merchants. He was born in Germany, that country from which the United States has drawn so large



**S. FRIEDMAN.**

ly, in the way of an intelligent industrious and every way desirable immigration. Mr. Friedman came to this country in 1870 and first settled in Waterville, Me. He is a self made man, and has worked his way up from humble beginnings to the substantial position he now holds. In 1880 he came to Houlton and went into business on the same site that he now oc-



**G. W. RICHARDS.**

been added and the ceiling has been renewed. New shelving throughout has also been added, so that no store in town has a handsomer interior than this.

The store is 85 feet in length by 22 in width. There is a large room on the second floor, connected with the store. There is a cash railway system, and nickel fixtures for the display of goods. The store has every convenience for the transaction of business and the accommodation of customers.

After the repairs were made, a full and complete stock of goods was put in, and his trade has been large and satisfactory thus far this season. Everything in the dry goods line can be found in this well-stocked store. Specialties are made of ladies' suits, silk waists and ladies' garments. Over 900 ladies' garments have been sold during the past winter. From 1,200 to 1,500 garments are sold in the course of the year. In the room on the second floor, are carpets, shades, draperies, rugs, blankets and ladies' cloaks. Mr. Frank H. Rogers is head clerk in this store. He has been with Mr. Richards nearly from the start, and he thoroughly understands the business.

Mr. Richards has a fine residence on Pleasant street. We present in another place a view of the interior of his store. Mr. Richards can be classed

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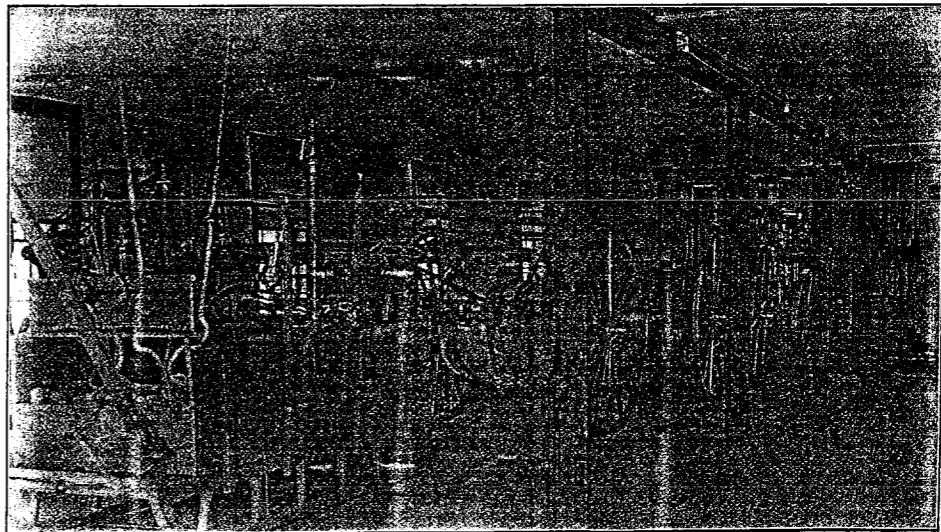


**CHAS. E. PERKS.**

The PIONEER office is fitted up with fine modern job presses, and more than 700 pounds of new type has just been added to its outfit. It is prepared to execute any kind of job printing in the highest style of the printer's art. Promptness, accuracy, and neatness and taste in display of type, characterize this department of the PIONEER.



**ONE OF HOULTON'S WATER POWERS.**



**INTERIOR ENGINE HOUSE, Water Street.**