

COLUMBIA STREET, "Fairview."

slightly lower than it is now, this great industry would be ruined.

The total amount manufactured in Aroostook county, is from 5,000 to 8,000 tons annually, being fully two-thirds of the whole amount manufactured in the United States. The starch is the best in the world, being much stronger than that manufactured elsewhere. The potatoes used in making starch are usually the small and unmerchantable product, the price varying from 15 to 25 cts. per bushel, which is all clear profit to the farmers. The market for the starch is in the cotton centers, the starch being used principally for sizing cotton goods. The whole product of starch in Aroostook county averages in value yearly about \$560,000, which is

Aroostook county, and to the enterprising proprietor who has done as much as any other man to establish important industries, and thereby develop the great resources of Aroostook.

THE WOOD-WORKING PLANT OF HORTON BROTHERS.

Horton Brothers purchased the wood-working mill that J. R. Lowe formerly owned, in 1894, and proceeded at once to make repairs and improvements. The building is 40 feet by 60, two stories in height, with an addition 30 by 30 feet, also two stories in height. Horton Brothers put in a Kilm Dryer with a capacity of 25,000 feet, about a year ago. They

They have steam power, and are prepared to do work promptly. We present a cut of a wood mantel made by this firm which furnishes a good illustration of what they can do in this line.

They will make a specialty of wood mantels, and will keep on hand a fine line of tiles for sale. Everything in the way of carpenters' supplies will be kept on hand, and everything usually done in a first class wood-working plant will be furnished by this firm, made from reliable, well seasoned stock. The beautiful native woods of Aroostook county will be utilized as far as parties desire, for there are no handsomer woods than the birds' eye maple and the yellow birch of Aroostook. Some of the work done by Horton Brothers is as follows:

Horton Brothers made the new counters and the new and elegant office just put into the store of G. W. Richards & Co. They also did the interior work of John A. Millar's fine store. They are making the mantels for S. Friedman's splendid residence now building. They have just built some handsome circular counters for stores in the upper part of the county. They are having all they can do in their line of fine wood-working.

FAIRVIEW, HOULTON.

Fairview is the name given to a beautiful section of the village of Houlton, that is growing up on land owned by Ludwig & Cleveland.

These gentlemen purchased, about two years ago, a fine tract of land west of the village and near the station of the B. & A. R. R. The tract contains more than 50 acres of land lying in such a position that the drainage is perfect, and the elevation all that can be desired for building purposes. On part of the land there is a fine grove of maple trees, while a beautiful stream of water flows through the eastern part of the tract.

The land has been laid out into house lots, broad streets, bridges and sidewalks have been built, and shade trees set out as fast as a street is opened and the proprietors have erected a large water-tank and wind engine for the purpose of pumping, and supplying the houses in the vicinity with pure water from a large and never-failing spring near by. We present a cut of the wind mill and tank in another place.

There have been built within twelve months, fourteen handsome houses, and lumber and stone are being hauled for several more to be erected as soon

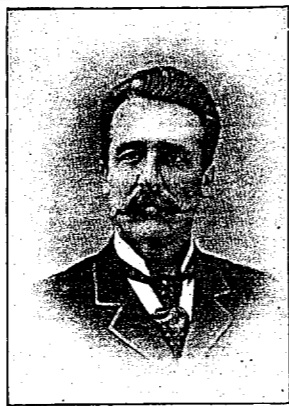
EDWARD L. CLEVELAND.

One of the hustling men of Houlton is Edward L. Cleveland, who is a good example of the class of men that make Aroostook county one of the most stirring and energetic sections of New England to-day. Mr. Cleveland is a native of the town of Camden. After attending the public schools, he fitted himself more fully for the active duties of life by taking a business course at the Dirigo Commercial College.

He then went to Boston and became identified with the produce business, serving in different capacities till 1878, when he came to Houlton and established a large trade in Aroostook potatoes. This business increased rapidly, and to-day Mr. Cleveland is one of the largest operators in the county and a well-known authority on Aroostook's great product. He has large store houses at Houlton, Presque Isle, New Limerick and Littleton with a combined storage capacity of 50,000 bushels. He does a very large seed business in the southern and western States, and his shipments for all purposes have amounted to 350 car loads this year. He is quite an extensive dealer in real estate, and in conjunction with Mr. L. O. Ludwig, owns Fairview, one of the most beautiful and growing suburbs of Houlton.

These two gentlemen, in addition to their other lines of business, are interested in the manufacture of starch. They are the proprietors of Academy Hall, Presque Isle, having bought the building when it was moved to make room for the new high school building in that town.

Mr. Cleveland is one of the County Directors of the Bangor and Aroostook Railroad, also a Director in the



E. L. CLEVELAND, JR.

Houlton Savings Bank, and a Vice-President of the Houlton Board of Trade. He takes much interest in the growth of the town and in its educational advantages.

He has decided musical talent and formerly taught vocal music with much success, being especially regarded as an excellent conductor of chorus work. He has done much to elevate the standard of music in the town of Houlton. He is a member of the Handel and Haydn Society of Boston. Mr. Cleveland is a hustling, energetic, wide-awake, self-made man, one of the kind that keeps business stirring.

LELAND O. LUDWIG.

Leland O. Ludwig was born in Waldoboro, Maine, in 1857. He received the advantages of the public schools in his native town, and afterwards attended Lincoln Academy. Leaving school he learned telegraphy and worked as telegraph operator for several years in the West. Returning to his native State in 1878, he went into

engaged for awhile in store keeping on Main street. At the solicitation of many people he fitted up his house for a hotel, and opened it to the public in 1872. In the great fire of 1880, this hotel was destroyed, Mr. Buzzell losing \$12,000 over and above his insurance. Mr. Buzzell undismayed by this reverse, exhibited both courage and foresight when he purchased the large lot where his house now stands



W. D. BUZZELL.

and proceeded to erect a building 60 by 90 feet in size, four stories high. People asked him why he was erecting so large a building, and if he ever expected to fill it with guests. Since that time he has added ten rooms, and hardly a week passes that his house is not taxed to its utmost capacity. Mr. Buzzell has had a most competent help-met in his estimable wife, who is not only an excellent landlady but a much esteemed member of society. Mr. Wellman H. Buzzell, the son of W. D. Buzzell, who is the manager of this favorite hotel is well liked by the patrons of the house, on account of his obliging and accommodating spirit. His wife has, also, had experience in hotel work and hotel management.

Robert D. Clark, the popular and efficient clerk of the Exchange, has served in some of the best hotels in the State, as the City Hotel, Portland, the Penobscot Exchange, Bangor, and the Snell House, Houlton. That W. D. Buzzell is popular was sufficiently attested at the time he fell from the balcony of the hotel, when it was thought he might be fatally injured. The expressions of solicitude and sympathy were universal in the town where he has resided for the larger part of his life.

F. W. COBURN.

F. W. Coburn, the proprietor of the Snell House, Houlton, was born in



careless and negligent, although nearly every one intends to be insured at some time.

The one who can get the attention of a man and persuade him to take out an insurance policy on his life, in some first class insurance company, is engaged in a good work and is really doing a service to the man himself and to his family. Mr. Gentle is not only a first class fire insurance agent, but he is eminently successful in placing life insurance. His success is owing to his straightforward methods of conducting business, his perfect honesty, and to his gentlemanly bearing towards all.

He is a native of New Brunswick, but came to Houlton in 1871, when he was twenty years of age. He supplemented the education he had received in his native town, by attending Houlton Academy for several terms. In 1872, he became a clerk in the office of the late John H. Bradford, who was then Treasurer of Houlton Savings Bank, and also carried on the insurance business. Here he gained a part of that experience that has been so valuable to him in later years. In 1888 the insurance firm of Bradford, Gentle & Ludwig was formed, and this continued till the death of Mr. Bradford in 1892, when the insurance firm of Gentle & Ludwig was formed, which has continued to the present time.

This firm has increased its business so much that to-day it leads all others in Aroostook county in the volume of business done. The firm represents fifteen companies with assets aggregating over one hundred million dol-



GEO. S. GENTLE.

ars. It will be seen by the above facts that Mr. Gentle has had an experience covering a quarter of a century in the insurance business. During this time he has travelled extensively over all settled portions of Aroostook county, and he is personally acquainted with nearly all the business men in every town.

The firm makes an assertion that but few companies would be able to make, which is that they never sold a policy that was not good for what it called, and they never had a loss that was not promptly settled and paid. Mr. Gentle is personally interested in the purchase, exchange and sale of real estate and mortgage loans. The office of the firm is over the Houlton Savings Bank at west end of Market Square.

Write to or call on Gentle & Ludwig for lowest rates for fire, life, accident, or plate glass insurance, and so George S. Gentle in regard to real estate, or money to hire or let. Mr. Gentle is not an aspirant for office of any kind, but he is interested in all movements that tend to develop his town or county. He is and ever has



"Fairview" Water Works.

every department. In the front store on the right of the entrance, we find a very complete line of blank books of every description, blank books for towns, banks, business houses and for every purpose. We find here, also, note books, pads and small account books in ample quantities, also school supplies, such as pens, pencils, ink, etc. On the left of the entrance are lines of well selected bound books, fine stationery, seaside library, pocket books, etc. Mr. Cook makes a specialty of bibles and keeps a large and complete line of them in varied and attractive styles and bindings. We find on this side, also, ready framed pictures, etchings, drawings, etc.; also, easels and artists' materials.

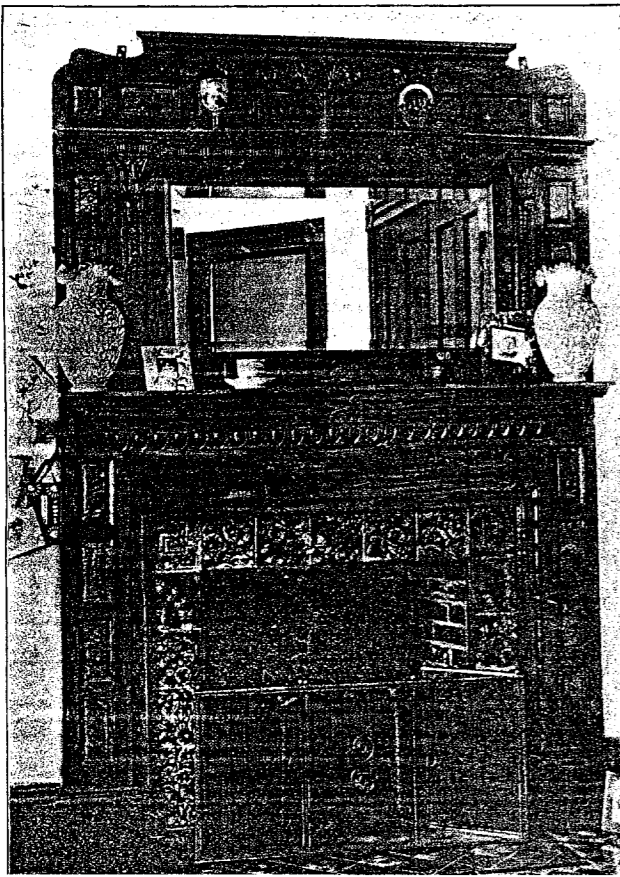
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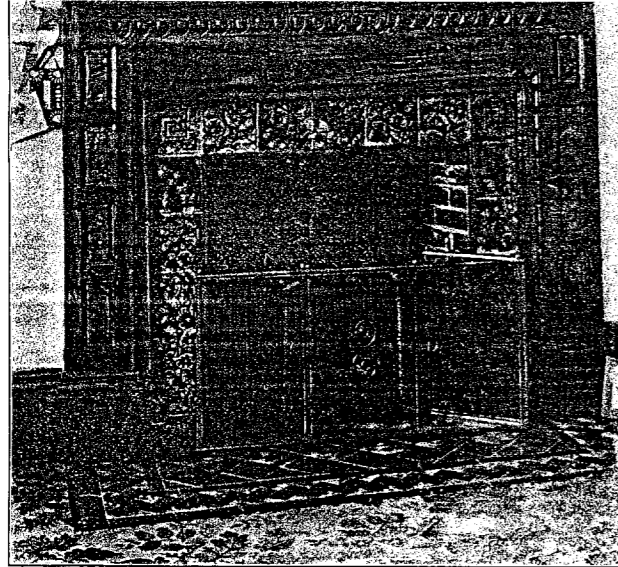
the same side we find a department for the Essey organ and pianos, for which Mr. Cook is agent. In this department, also, we find the new Houlton sewing machine for which Mr. Cook is sole agent in this vicinity. This sewing machine is guaranteed to do the same work that any first class machine will do, and it is sold at the low price of twenty-five dollars.

There will be

ranged that a shade of any size desired can be cut in less than one minute of time. Underneath the table, is a rack for finer grades of cloths used in custom work.

During the winter Mr. Cook has made shades for the new custom house and post office, Knights of Pythias Hall, Odd Fellows Hall, at Bridgewater, the stores of John A. Millar and Charles P. Tenney, and several private residences. The custom made shades furnished by Mr. Cook, are very substantial and durable, and are sold at an extremely low price. Nothing but the best of stock is put into them, and the workmanship is first class. The shades will not tear off from the rollers, and they are guaranteed to run all right.





Mantel, man. fact. red by Houlton Brothers.

mostlly distributed among farmers and operatives.

The Monticello Factory is the largest, finest and most complete mill in the world. Its construction was personally superintended by Mr. Watson, with the assistance of his foreman, Mr. J. C. Batchelder, and was built from ideas of their own gathered from experience in the starch industry. Mr. Batchelder is one of the finest millwrights and mechanics in this part of the country. The perfection of this mill reflects the highest credit on his skill. The boilers, heating and ventilating apparatus, piping, pumps, &c., were furnished by the Walworth Manufacturing Co. of Boston. The whole plant is a credit to

have also put in an irregular moulder, and think of putting in a twist machine for getting out rope moulding balusters, etc. They will add other machines as they are needed. They are now well equipped for planing, getting out all kinds of interior or exterior house finishing, and performing any kind of wood work required in Houlton or vicinity. They have had ten years' experience in the city of Boston in fine wood-working and are familiar with all the finest kinds of wood-working. They are adepts in the art of hand carving and intend to make a specialty of this class of work. Their other specialties will be moulding and cabinet work, bank, store and office fixtures and hard wood flooring.

contains more than 50 acres of land lying in such a position that the drainage is perfect, and the elevation all that can be desired for building purposes. On part of the land there is a fine grove of maple trees, while a beautiful stream of water flows through the eastern part of the tract.

The land has been laid out into house lots, broad streets, bridges and sidewalks have been built, and shade trees set out as fast as a street is opened and the proprietors have erected a large water-tank and wind engine for the purpose of pumping, and supplying the houses in the vicinity with pure water from a large and never-failing spring near by. We present a cut of the wind mill and tank in another place.

There have been built within twelve months, fourteen handsome houses, and lumber and stone are being hauled for several more to be erected as soon as spring opens. The streets are laid out with much care, and the houses are kept on a perfect line and equally distant from the street lines.

It can safely be predicted that within a few years Fairview, with its wide, clean streets, handsome shade trees and pretty houses, will be one of the most beautiful sections of Houlton. Building lots are being sold at Fairview on most favorable terms to the right parties, and the proprietors will extend every reasonable accommodation to those who contemplate putting up the class of buildings which they (the proprietors) require, viz.: A good and substantial set of buildings, well painted, and with stone cellars, erected according to lines established by those already built.

It will thus be seen that no undesirable buildings can be erected in this part of the village, and this in itself regulates largely the class of people to be accommodated, and makes possible handsome streets with a most desirable class of residents.

He has decided musical talent and formerly taught vocal music with much success, being especially regarded as an excellent conductor of chorus work. He has done much to elevate the standard of music in the town of Houlton. He is a member of the Handel and Haydn Society of Boston. Mr. Cleveland is a hustling, energetic, wide-awake, self-made man, one of the kind that keeps business stirring.

LELAND O. LUDWIG.

Leland O. Ludwig was born in Waldoboro, Maine, in 1857. He received the advantages of the public schools in his native town, and afterwards attended Lincoln Academy. Leaving school he learned telegraphy and worked as telegraph operator for several years in the West. Returning to his native State in 1878, he went into the insurance business in Waldoboro.

In 1880 he came to Houlton and entered into the employment of the late J. H. Bradford, who was at that time Treasurer of the Savings Bank. In



LELAND O. LUDWIG.

1888 Mr. Ludwig succeeded Mr. Bradford as Treasurer of the Savings Bank, and has retained that position to the present time.

Several years ago he became a member of the insurance firm of Bradford, Gentle & Ludwig, which continued until the death of Mr. Bradford, in 1892, when the insurance firm of Gentle & Ludwig was formed, representing some fifteen of the most reliable fire and life companies doing business in this country, for which they are doing a large and constantly increasing business in all parts of Aroostook county. Mr. Ludwig is also largely interested in real estate, he and Mr. Edward L. Cleveland being the proprietors of Fairview, one of the handsomest and most rapidly growing parts of Houlton, where, within a few months, a dozen or more fine residences have been erected, water works put in, and sidewalks built.

Mr. Ludwig is the present County Treasurer, having been chosen to that office at the last State election. He is one of Houlton's public spirited citizens, and always stands ready to do his part in promoting Houlton's best interests.

W. D. BUZZELL.

W. D. Buzzell, proprietor of Hotel Exchange, Houlton, is a native of New Brunswick, although his parents were New Hampshire people. He came to Aroostook county more than forty years ago, and for several years carried on farming in Ludlow. Afterwards he came to Houlton and was



FRED W. COBURN.

settled portions of Aroostook county, and he is personally acquainted with nearly all the business men in every town. The firm makes an assertion that but few companies would be able to make, which is that they never sold a policy that was not good for what it called, and they never had a loss that was not promptly settled and paid. Mr. Gentle is personally interested in the purchase, exchange and sale of real estate and mortgage loans. The office of the firm is over the Houlton Savings Bank at west end of Market Square. Write to or call on Gentle & Ludwig for lowest rates for fire, life, accident, or plate glass insurance, and so George S. Gentle in regard to real estate, or money to hire or let. Mr. Gentle is not an aspirant for office of any kind, but he is interested in all movements that tend to develop his town or county. He is and ever has been a persistent worker, but is always affable, and hence is always welcome.

THE ONLY COMPLETE WINDOW SHADE MANUFACTORY IN MAINE.

Frank L. Cook of Houlton, dealer in stationery, artists' supplies, wall paper, draperies and window shades, is the only dealer in Maine who manufactures all of his shades. This fact is becoming known and appreciated, and the demand for these reliable, home made goods is so great that the capacity for manufacturing will have to be increased. His store and manufactory is on the north side of Market Square, near the Snell House. The store is 50 feet in length, and the room in the rear, set apart for the manufacture of shades, also for wall paper and other goods, is 30 feet in length, making 80 feet in all. There is besides a room for drapery poles, brass sash rods with their fixtures, &c. This room is fitted with a work bench, and such machines and implements as are essential in Mr. Cook's business. The whole establishment is admirably arranged and fitted up, and although Mr. Cook carries a full and complete stock of all the various goods he represents, yet his rooms are so large that he finds ample space to systematically arrange

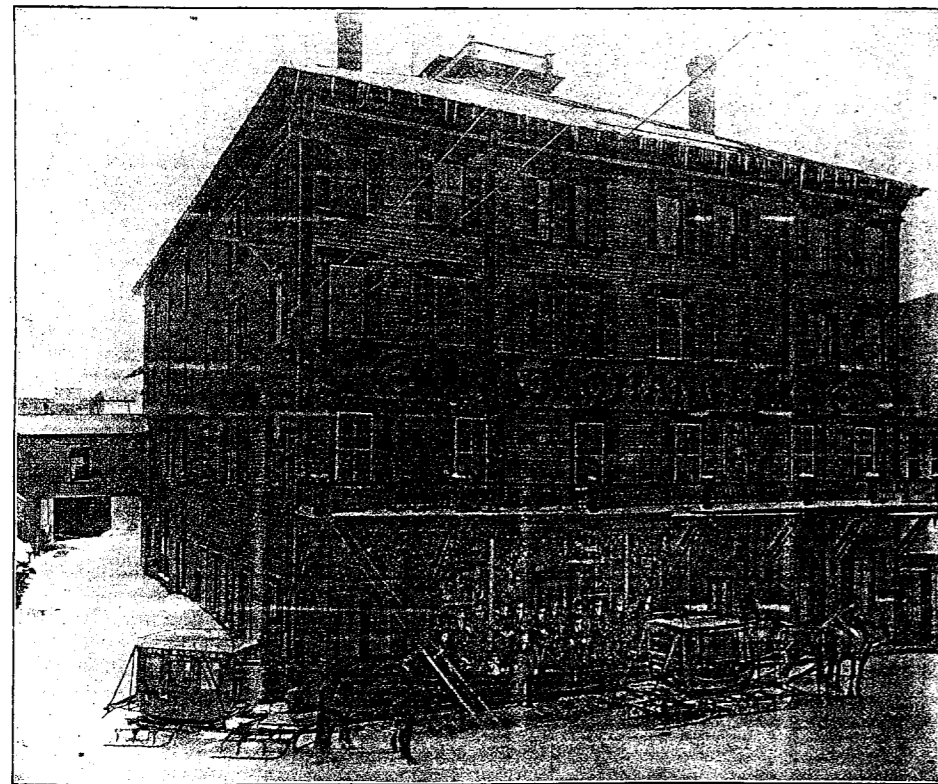
ings, drawings, etc.; also, easels and will not tear on from the rollers, and they are guaranteed to run all right.

Farther along on the same side we find a department for the Estey organ and pianos, for which Mr. Cook is agent. In this department, also, we find the new Houlton sewing machine for which Mr. Cook is sole agent in this vicinity. This sewing machine is guaranteed to do the same work that any first class machine will do, and it is sold at the low price of twenty-five dollars. There will be a great call for these sewing machines, as soon as their merits become known. In front of the above department there is a large counter for lace curtains and draperies. In the fitting room, a full line of drapery poles and brass sash rods may be found. The poles are stained to imitate any kind of wood, as black walnut, cherry, etc. We find on the right side of the main store, just beyond the blank book and stationery department a set of racks for wall paper, extending from floor to ceiling. These racks, also, extend the whole length of the rear room, making 80 feet in all. There are 377 compartments for wall paper and 177 for borders. There are over 300 different patterns of wall paper. In the fitting room, we find racks full of curtain rollers, poles and cloths. In one rack there are 2,326 yards of hollands for shades, and there is here also a surplus stock of wall paper. In the rear room of the store is a large Cody cutting table for manufacturing curtains, and everything is so conveniently ar-

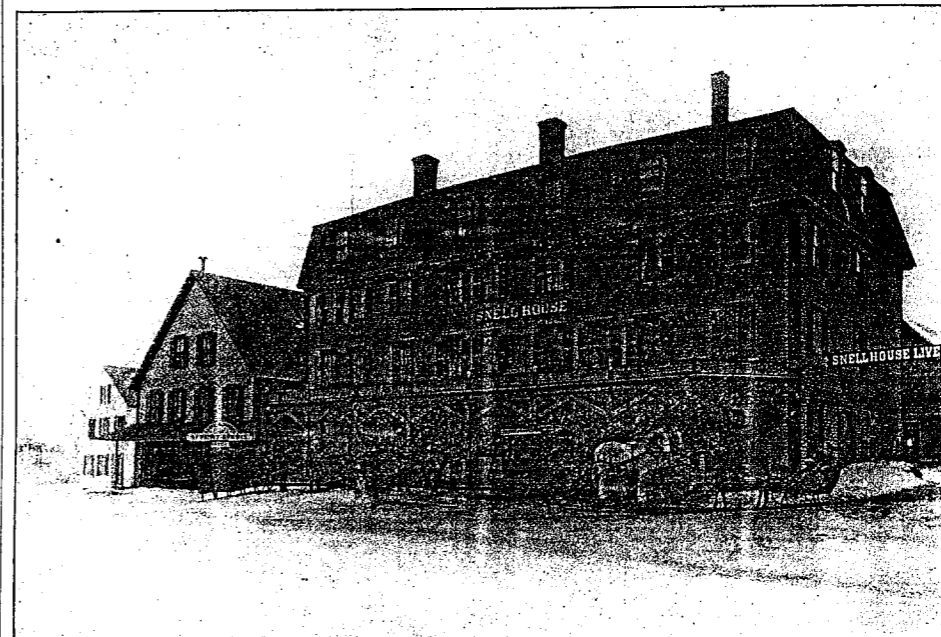
FRANK L. COOK.

Frank L. Cook came from Boston to Houlton and took charge of Ingalls' book store in 1888. On Sept. 1, 1889, he started in business for himself under the title of the Houlton Book and Art Store. He has always had a large custom trade in shades, but recently sells only those of his own manufacture, and guarantees every shade sold. Mrs. Cook assists her husband in the store and is deservedly popular among the patrons of this fine establishment, on account of her pleasant manner towards all, and her accurate knowledge of the details of the business.

Send for a sample copy of the AROOSTOOK PIONEER, or what is better, send 50 cents for a four months' subscription.



HOTEL EXCHANGE, Court Street, W. D. Buzzell, Prop.



SNELL HOUSE, Market Square, F. W. Coburn, Prop.

GEORGE S. GENTLE.

It requires a combination of peculiar qualities for one to become a successful insurance agent. As a rule, business men will insure their property against destruction by fire, but when it comes to human life, not only business men, but others are grossly