

TRADE EDITION.

The Daily Equator-Democrat.

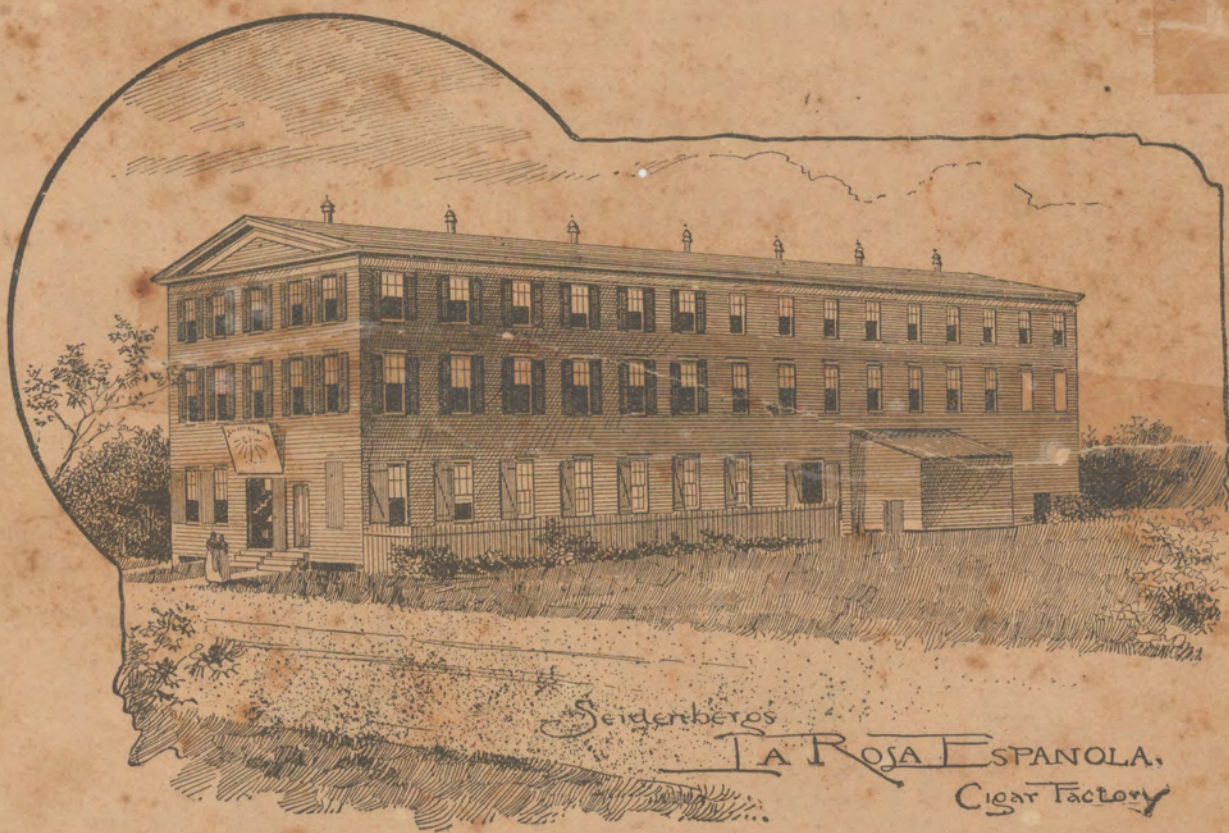
ILLUSTRATED BY MID-WINTER SCENES—FROM PHOTOGRAPHS BY ESTEVEZ AND MOFFAT.

VOL. 9.

KEY WEST, FLORIDA, MARCH, 1889.

{KEY WEST DEMOCRAT Founded 1880 |
{EQUATOR-EL ECUADOR 1886 | By C. B. PENDLETON

SEIDENBERG & CO.



La Rosa Española.

FACTORY:

KEY WEST, - - - FLORIDA.

OFFICE AND SALESROOM:

No. 327 East 63d Street, New York.

Key West, Florida.

"The City Without a Winter."

The most Southern Land under the Star Spangled Banner.

The place where first the water of the Mexican Gulf and the broad Atlantic meet and kiss each other.

A Brief Review of her manufacturing interest, with mid-winter scenes, and biographical sketches, with portraits of prominent manufacturers and other leading citizens.

The largest city in Florida, the first cigar manufacturing city, save Havana, in the world; the ninth port of entry in the United States, the third naval strategic point belonging to Uncle Sam, rightly termed the Key of the Gulf.

The city alone pays more import duty and Internal Revenue Tax than all the balance of the State of Florida, and also of the vast States of Georgia, Alabama, and Mississippi.

As an introductory to this edition we wish to say, that the *Equator-Democrat*, of which this is

factory work. We feel satisfied that we will give in every way more than originally promised, and from this cause we feel assured that every patron of the paper, and every man interested in Key West, will have cause for congratulation. The reports of the city's business are taken from the records of the U. S. Government offices. We leave the descriptive matter to speak for itself, the engravings having all been made from Photographs taken during January of this year. We shall hereafter issue an annual edition of this kind, on or about the 1st of November of each year. Should we have overlooked items that should be noticed, or escaped men or firms who would have liked to have been represented, we have only to say that we have done our best to see all, and therefore it is more than likely that the fault rests upon other shoulders than ours. (A fuller history of the papers of Key West will be found under the appropriate head.)

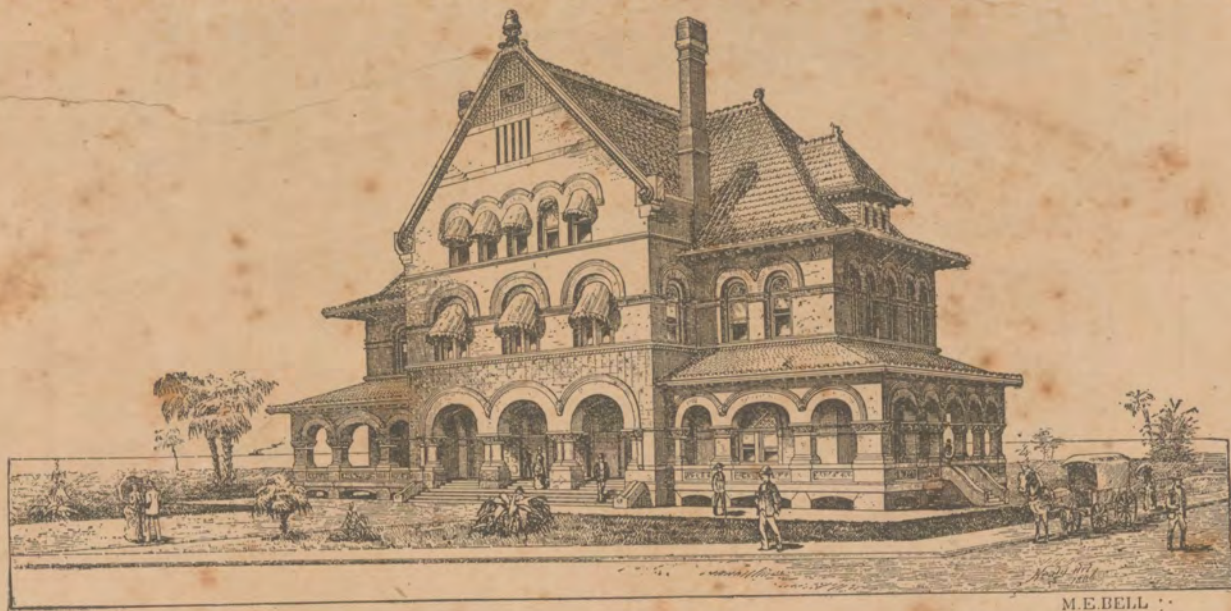
TO OUR READERS.

It is the intention of the writer of this sketch of Key West, or the "Island City," to give as full and complete a history of the island as far back as 1820, or 1822, as it is possible for him to do. From his limited personal knowledge, and from the short time in which he has had to gather facts from older residents and cull gleanings from the few works or articles that have been published, which contain facts and data

more or less low, but never overflow, and are extremely healthy, and are composed of a rich fertile soil, and abound in a growth of hard-wood timbers, such as *Lignum-vitæ*, Crab Wood, *Machria*, Rubber trees and Wild Fig. The scenery among these islands is beautiful in the extreme; and deer and other large game are in abundance, and birds, wild pigeon and other small game, "are as plentiful as the sands of the sea." Hardly a day passes that the settlers of Pine Key (which is only a short distance from Key West), and other islands near us, do not bring to this market from one to five large bucks and does, and any number of pigeons, ducks, and quails; and fish are hooked in any part of the Bay or Gulf without apparent effort. Access is easily had to any or all of these beautiful islands, which makes Key West and her surrounding Keys offer to the sportsman (and health-seeker, of which we shall speak later) the finest advantages in the world.

THE ISLAND OF KEY WEST is situated in latitude 24° 32', sixty miles from the border of the tropics, and the climate is the finest in the world, and no consumptive was ever known to come to Key West, from a colder climate, and die of lung trouble. In fact the climate is essentially TROPICAL, and FROSTS ARE UNKNOWN here.

The temperature was never recorded lower than 41° and only one time at that, which was thirty three or four years ago. The lowest since then was about 50° or 51°. The average temperature for January, which is about the coldest month we have, is from 68° to 72°, and for July and August the average temperature is from 80° to 85°. Of course we have occasional



"Mid-Winter Scenes," United States Custom House and Court House, now building.

the Trade Issue, is a seven column, 28 page paper, with a special double size quarto on Saturday; that it is the first daily paper ever published in the Island city, but we do not wish it thought that it is the only one ever started, having had, at several times, warm opposition, but controlling the field to-day, without opposition. It is the official organ of the Sixth Judicial Circuit, of the County of Monroe, and of the city of Key West, Florida, also the paper in which the legal advertisements of "Uncle Sam," in this section are printed. It has daily cable service, via the International Ocean Telegraphic Co., with the world. The subscription price is \$10.00 per year in advance. The *Democrat* was founded in 1880, and the *Equator*, the latter first started as an English and Spanish paper, both by Hon. C. B. Pendleton, in 1886. They were consolidated by him later on, and merged into a daily, under his exclusive control and proprietorship. This paper is given its present form, instead of the usual size of the *EQUATOR-DEMOCRAT*, on account of its bulk, being handier in this shape for reference, and on the whole allowing of better and more satis-

necessary to this sketch, it is to be hoped that he will be pardoned if a greater portion of the first part of this "Trade Issue" should contain extracts from other writers; and for the greater portion of the early history of Key West we are indebted to an address delivered by Hon. W. C. Maloney, Sr., deceased, in front of the City Hall, in this city, July 4th, 1876, and from a few other printed documents, among which is "The Italy of America."

Key West is the county seat of Monroe County, the most southern county in the State of Florida, and is composed of all the islands of Florida, from Cape Romano, on the Gulf of Mexico, to Miami, on the Atlantic Ocean, a distance of two hundred and fifty miles or more. It has, also, a small strip of territory on the extreme southern portion of the peninsula. The principal islands of the County of Monroe are Key Largo, the Ten Thousand Islands, Torch Key, Plantation Key, a hundred or more smaller islands, and last, but by no means least, the island of Key West, with which we have to deal in particular.

Monroe County is bounded on the north, by Lee (which was cut off from Monroe in the spring of 1887) and Dade counties; on the West and South by the Gulf of Mexico; and on the east by the Atlantic Ocean. The islands that compose the greater portion of the county are

exceptions from this average, but very rarely, and the extremes either way do not last over one or two days. The highest temperature seldom exceeds, in summer, 90°. A cool, pleasant salt breeze ever blowing. In winter the waters of the Gulf, seconded by the warm, refulgent rays of the sun, temper the chilly blasts of the frozen north, so when they reach the "Coral Island" they are as pleasant as could be wished for by the thinnest-blooded consumptive or dyspeptic.

Key West has the finest climate, at all seasons, together with the finest capabilities and natural advantages to make it the most attractive Winter resort of any other city or section of country in the world, and this fact is already becoming known to tourists, who for the past two years have begun to fill our hotels; and our capitalists have at last awakened to the fact that finer and larger accommodations are needed for them, and a movement is now on foot to build, on South, a large and

ELEGANT \$250,000 HOTEL,

and places of amusement, for the accommodation of the hundreds of invalids and pleasure seekers that have already commenced to flock to the Island City. It is their intention, also, to have a number of steam and sail yachts to convey the guests to any of the Keys they may wish

to visit for a day's shooting or fishing. A lot of small tents will also be made for the accommodation of those who would enjoy a camp hunt on the Keys. And it is confidently asserted that all these improvements will be finished before the advent of another winter; and why? Is not

SOUTH BEACH

one of the prettiest and the longest in the State? It certainly is, and promises, with but little improvement, to make the finest beach for bathing to be found in the South; and besides, the water is a perfect eddy, and bathers need have no fear of being washed off their feet by the "under-current," as is too often the case at many other favorite bathing resorts.

Key West is the home of the cocoa-nut, banana, pine-apple, date, sappadillo, and hundreds of other tropical and semi-tropical fruits, while the orange and lemon are grown in abundance on Horr's, and other neighboring Keys, and can be bought in any of our fruit stores for a song on almost any day in the year.

Key West is easily reached by tourists from the States, either by steamer direct, or via the overland route to Tampa or Punta Gorda, and from thence on the Plant Line or the Morgan Line, respectively, to Key West. Many

on the island. Everybody has what heart can wish, and work is plentiful. The wages earned by the cigar makers range from \$18 to \$50 per week, according to skill, while those earned by the pickers and packers average much higher. Young girls here earn from \$5 to \$20, and a number of them make much more, in some instances their envelopes will contain as high as \$35 per week.

The majority of our cigar manufacturers are self-made men, commencing life as a cigar maker in many instances not ten years ago. In fact there have been more fortunes made in Key West during that period than in any city in the south,—phenomenal mining cities of Alabama, Georgia or Tennessee not excepted.

Key West has many modern improvements, being lighted by gas, with ten miles of street railroad. The island also boasts of one of the finest Fire departments in the State, composed of four first-class latest improved fire engines, one large Hook and Ladder Company, and four first-class Hose carriages, with Mr. B. F. H. Bowers as Chief of the Department, who has held the office for several consecutive terms. We also have three handsome Methodist churches and a Cuban mission house, also Episcopal, Baptist, Presbyterian, and Catholic churches, at which the white population of the

ing, after whom our Fleming street takes its name, and who was one of the original proprietors of the island. The lot was situated on the corner of Duval and Eaton streets, where now stands a handsome frame edifice. In 1840 the congregation had a handsome native stone church erected, but which was totally destroyed by the memorable hurricane of 1846; and in 1847 the present frame edifice was erected. This church now has a membership of over seven hundred members, although it lost a portion of its membership a few years back when the colored members erected a church to themselves and withdrew from it. It also has a large and flourishing Sunday School, with over four hundred scholars and forty odd teachers. Rev. Dr. J. B. Lynn is the present pastor, and who is loved and admired by his entire congregation.

"ST. PETER'S PROTESTANT EPISCOPAL CHURCH."

During the latter part of 1875, the colored people of the island organized another Episcopal church as above named, and which now numbers several hundred, with a large and flourishing Sunday School. The Rev. Dr. McGill is the present pastor, he having arrived here from Washington, D. C., a few months ago.



New Russell House.

prefer the "overland route," inasmuch as they will have the pleasure of admiring the pretty scenery in all the different States through which they will pass, most especially in Florida, and then have the pleasure of enjoying from eighteen to twenty-two hours' sea voyage from Tampa or Punta Gorda.

If the truth in regard to the climate and healthfulness of Key West was known in all the different States of the Union, the island world not be large enough to accommodate the visitors that would pour in upon us every year. But on the contrary, there is less TRUTH known about it than any city, or section in the world—Africa not excepted. Many wealthy and intelligent persons believe Key West belongs to Cuba, or rather to Spain; others confound it with Dry Tortugas, and think it is a barren island only used by "Uncle Sam" as a prison for his refractory subjects; while others, still, believe it to be the home of pirates and cut-throats. Few there are who know it is the largest and most important city in the State and has a population of 22,000 (actual count last year) or more, and growing at a rate that is almost magical; and that it has over 200 cigar factories, some of them giving employment to as many as 800 hands, and the smallest of this number employ at least fifteen hands.

The citizens of Key West are all hospitable and generous to a fault, and there is no poverty

island worship; besides, we have one colored Baptist, two Methodist and one Episcopal church.

Our Public schools (two in number) and several private schools are all under excellent management, and have large attendances.

Besides the above schools we have the finest Catholic Convent to be found in the State, which now has pupils from nearly every State in the Union.

We also have several large hotels, besides quite a number of private boarding houses. The NEW RUSSELL HOUSE is the principal and leading hotel in the city, and is second to none in the State in accommodations, of which more anon.

CHURCHES.

"ST. PAUL'S PROTESTANT EPISCOPAL CHURCH."

The first church ever organized in Key West, was on the 25th day of December, 1832, with the Rev. S. K. Brunot, as its first pastor, and with a membership of thirty members. During the same winter an Act of Legislature was obtained, incorporating this congregation under the name of "St. Paul's Protestant Episcopal Church." The site for the erection of the church was donated by the widow of Mr. Flem-

ing, after whom our Fleming street takes its name, and who was one of the original proprietors of the island. The lot was situated on the corner of Duval and Eaton streets, where now stands a handsome frame edifice. In 1840 the congregation had a handsome native stone church erected, but which was totally destroyed by the memorable hurricane of 1846; and in 1847 the present frame edifice was erected. This church now has a membership of over seven hundred members, although it lost a portion of its membership a few years back when the colored members erected a church to themselves and withdrew from it. It also has a large and flourishing Sunday School, with over four hundred scholars and forty odd teachers. Rev. Dr. J. B. Lynn is the present pastor, and who is loved and admired by his entire congregation.

"THE WESLEYAN METHODIST CHURCH."

Mr. Maloney says, in reference to the organization of the Methodist church in this city, that "among the many very worthy persons who came among us in the year 1837, may be specially named one who, though dead, still lives in the sacred regards of his contemporaries. I allude to Mr. Samuel Kemp. This gentleman, good and pious, worshiped with those of us who resorted to the court house for that purpose, for some time, but soon after erected, at his own expense (assisted in the labor by some of his neighbors, who were mechanics), a small building for public worship, on land owned by himself, immediately opposite the present residence of Dr. J. V. Harris, on Caroline, near Grinnell street. This was the first place of public worship in which the denomination known as "Wesleyan Methodists," congregated in this city; and which gave rise to all the others, with Father Kemp as the first pastor.

A few years after this building became too

small, another house was erected on Caroline street, and a few years later, when it became necessary to have a still larger house of worship for this denomination, Mr. Wm. C. Greene presented the congregation with a lot on which now stands the large stone edifice of the

FIRST METHODIST EPISCOPAL CHURCH.

on the corner of Simonton and Eaton streets.

The hurricane of 1846 leveled the first stone building to the ground after the four walls had been completed. Mr. Simon Peter Richardson was the pastor of the church at the time of this heavy loss to the congregation, and through his active, untiring efforts another handsome edifice was soon erected. In 1872 the membership of this church was only seventy-two; but its present membership will now aggregate five hundred or more, being the largest denomination in the State. This church also has a large and growing Sabbath School, with some four or five hundred scholars enrolled. The Rev. Mr. Householder is the present pastor.

of Allen Dean (col.), with Rev. B. W. Roberts as the first pastor. It now has a membership of some three hundred, and a large and flourishing Sunday-School. Rev. R. Seabrook is the present pastor.

"TRINITY CHAPEL, M. E. CHURCH, SOUTH."

This church is of comparatively recent date, situated on the corner of Duval and Angelia streets; holds Spanish services, and has a large Cuban membership, as well as a flourishing Sunday-School. Rev. H. B. Someillan is the present pastor, assisted by Mr. M. J. Perez.

BAPTIST CHURCH, "BETHESDA."

The Missionary Baptist Church, situated on Rocky Road, was organized in 1848, with the first church on Eaton street. Later a larger house of worship was built on Rocky Road, where the members now worship. It now has a large membership, and a flourishing Sabbath-School. Rev. S. F. Gove is the present pastor. In 1870, the colored Baptists of this city, pre-

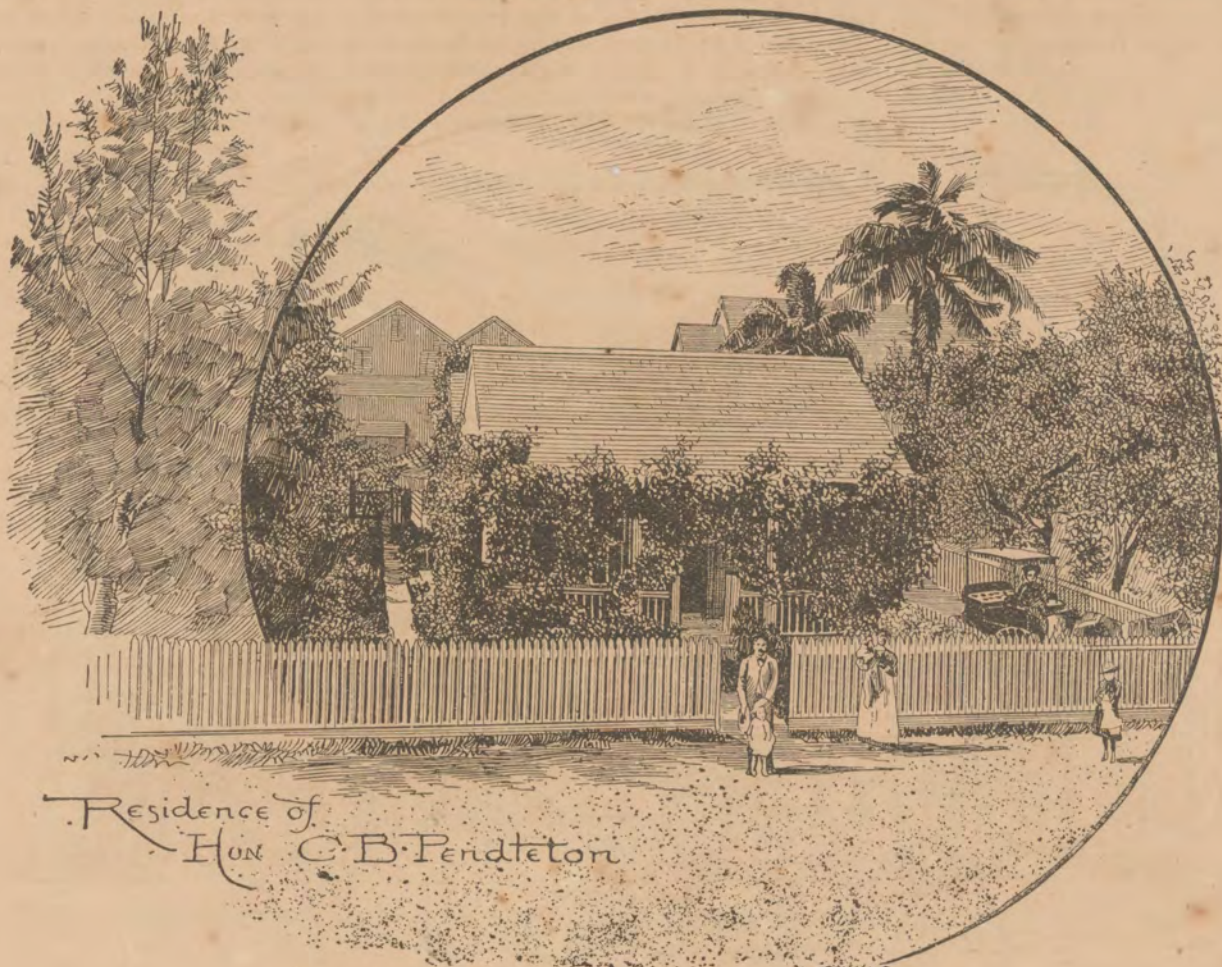
The church is now known by the name of "St. Mary's Star of the Sea." In 1870 the church was enlarged to its present size, for the better accommodation of the large increase in membership. The membership is the largest of any church on the island, and the most rapidly increasing. Rev. Father Ghione is the priest at present in charge.

EDUCATIONAL.

The educational interests of the city of Key West first took form, prior to the Civil War, in a private school, in which the tuition of indigent pupils, however, was paid by the county; thus rendering it, to that extent, available as a free school.

Subsequent to the war, however, the growth of the city rendered imperatively necessary an extension of facilities for the public education.

Accordingly, the School Board, with Judge Locke ex-officio Co. Supt., organized, in 1870,



"Mid-Winter Scenery." From a Photograph taken by Estevez, January 26, 1889.

THE AFRICAN METHODIST EPISCOPAL CHURCH.

The first African Methodist Episcopal Church was erected in 1865, and was organized by Sandy Cornish and Cataline Simmons, both colored men, who, while they were not regularly ordained ministers, held regular services between them until one could be procured; and the church now has a large congregation and a flourishing Sunday school.

SPARKS' CHAPEL.

In 1860 a portion of the congregation of the "First Methodist Church" (white) withdrew from that church and organized themselves into a society under the name of "Sparks' Chapel," with Rev. J. O. A. Sparks as the first regular pastor. This church is now in a flourishing condition, and has a thriving Sunday-School, with Rev. Geo. W. Mitchell as the present pastor. At the time of its organization it numbered eighty-seven members, with a Sabbath-School attendance of about forty scholars. It now numbers nearly three hundred members with a Sabbath-School attendance of over two hundred.

"BETHEL AFRICAN METHODIST EPISCOPAL CHURCH."

In 1870, the above church, situated on Duval street, was erected mainly through the efforts

ferring to worship to themselves, caused to be erected their present edifice on Thomas street, with a membership of about fifty-five. It now boasts of between two and three hundred members, with a Sabbath School of over three hundred attendants.

"MEMORIAL CHAPEL, M. E. CHURCH SOUTH."

Situated on Rocky Road. Services: Sunday Preaching at 10:30 A. M.; Sunday School (Spanish and English), at 4 P. M.; Preaching (Spanish and English), at 8 P. M. Holiness Meeting every Wednesday at 5 P. M. Prayer Meeting service, every Thursday at 8 P. M. Holy Communion first Sabbath in each month. Bros. Jno. A. Giddens and H. B. Someillan are the present pastors.

"ROMAN CATHOLIC CHURCH."

"Previous to 1845, visits from a Roman Catholic priest seldom occurred. About that time, however," says Mr. Maloney, "Rev. Father Corcoran came to the city, and occasionally celebrated mass in the City Hall." About 1851 a Catholic church was erected, on Duval, between Eaton and Fleming streets, where the present Cathedral now stands, and in 1852, was consecrated by Right Rev. Father Gartland, then Bishop of Savannah; the dedication ceremony being delivered by the Rev. Dr. Cumming.

Public School No. 1. This school was appropriated to the education of the colored children of the city, and temporary quarters were provided pending the erection of a commodious and well-appointed building, which was completed and first occupied in the autumn of 1872. This institution now took the name of "The Douglas School," commemorative of the great Illinois senator, of national repute. The career of this school, from its organization to the present time, has been one of uninterrupted prosperity.

Immediately following, and during the same year (1870), the foundation was laid for the munificent public educational system now enjoyed by the white children of this city, and which, for liberality and munificence of appropriation, is not excelled by any community of equal population, even in the wealthy and populous northern sections of the republic. (It is proper to remark, at this point, that the experience of the writer, as a practical educator, extends over a field comprising the wealthiest and most progressive States from the Atlantic to the Missouri River).

The white free school occupied quarters in the Masonic Hall until the completion, in 1874, of an elegantly appointed building for its use, when it entered upon its present career under the name of

"THE SEARS SCHOOL."

The plan of the Sears building is such as to combine the essentials of convenience and comfort in the highest degree; is an imposing structure of three stories, contains nine Lesson rooms with capacity for 500 pupils. The rapidly growing wants of the city have, however, rendered this building inadequate to the demands, and now a third commodious and beautiful building has been added to the system. The same characteristic liberality marks all the appointments of the latter structure, no pains or expense having been spared in securing furniture and equipments of the most approved design and best calculated to subserve the ends of convenience and comfort. This school has received the title of

"RUSSELL HALL."

Complimentary to the present popular Supt. of Pub. Instruction for the State.

The Board of Pub. Instruction for the county of Monroe at the present time, consists of the following named gentlemen: R. J. Perry, M. D., Supt. Pub. Inst.; C. F. Kemp, D. D. S., Chairman; Allen E. Curry, J. B. Brown, C. R. Pierce, P. T. Knight.

tering care, fidelity and unflinching firmness of purpose may be attributed much the greater part of the success thus far attained by the entire public school system of the city

The curricula of the public schools embraces none of the purely ornamental branches (see section descriptive of school at Convent) but comprises, in addition to the elementary branches, a liberal course in Literature, Language and Physical Science. Also the West Point course in mathematics, pure and mixed, together with their applications in all branches of field and topographical surveying, including the principles, adjustments and uses of the most approved class of instruments known to modern Civil Engineering.

Our educational facilities, however, are not limited to the public school system. There are now in operation upwards of 12 private schools in our midst, preëminent among which is that conducted in the

CONVENT OF MARY IMMACULATE.

This institution occupies a beautiful site comprising eight acres in one of the finest sections of the city. The location is on Division St., easily accessible to the entire city; and at the

Also St. Francis Xavier's school, which provides educational facilities for colored children of both sexes; attendance 75.

The aggregate membership of all the schools, both public and private, will approximate 1500.

And, in conclusion, it will be seen that the facilities, offered by this city, to all classes, rich or poor, sectarian or unsectarian, liberal or atheistic, for acquiring a thorough education either of a liberal, business or ornamental character, are certainly second to none in the State

BENEVOLENT SOCIETIES.

Key West can, perhaps, boast of having the greatest number of secret and benevolent orders and societies of any city of its population on the continent, to wit:

First we have the "Free and Accepted Masons," organized and chartered under the name of "Dade Lodge, No. 14," in January, 1844, with only eight members, now has a membership of 153.

In 1868, the "Island Royal Arch Chapter," F. and A. M., was organized, and now has between fifty and sixty members. In 1870, the "Monroe



The Douglas school, at this time, embraces four grades, has a registration of 300 pupils, a well selected practical curriculum and employs a corps of five competent teachers, at the head of which is Prof. L. W. Livingstone, an alumnus of Howard University, Washington, D. C.

This school is fully sustaining its past record for efficiency.

The Sears school now registers an aggregate membership of 432. The Principalship of this institution is in the hands of Prof. G. M. Yancey, an alumnus of the university of North Carolina and a gentleman of large experience as a practical educator. The work in the remaining grades of this school is in the hands of eight competent assistants, whose labors are characterized by a degree of fidelity and singleness of purpose which commands the appreciation and confidence of the entire patronage.

Russell Hall was opened to the public Oct. 1st, 1888, and is one of the fruits of the enterprise, public spirit and far-seeing judgment of the present County Board. The rapidly extending limits of the city render this school a great convenience to the newer portions of the town, and, from a very modest beginning, its enrollment has extended to nearly 160. A corresponding addition has been made to the corps of teachers since the opening. This institution, being in its infancy, has received every attention and support which an enterprising and judicious Board could extend, and, to their fos-

same time sufficiently retired to give it all the charms of seclusion. The grounds have been beautified by artificial adornment. The edifice, constructed of light stone work, consists of a main octagonal, with two wings, three stories and a cupola. The design is convenient and the style of architecture tasty in the extreme; in short, this institution constitutes one of the material elements of beauty and attractiveness of the city. It was founded in 1868, for the education of females exclusively, and has, during its career of 20 years, done some excellent educational work, as evidenced by the many refined and intelligent ladies, of all religious denominations in this city, who have received their education at the hands of the cultured and accomplished sisters.

The curriculum comprises the elementary branches, a liberal course in literature and science. The entire course of pure mathematics, both elementary and analytical, and, in addition to these, an extended course in the fine arts, embracing ornamental needle-work, vocal and instrumental music, painting etc.: 225 pupils are now registered and the educational work is conducted by 8 teachers.

Of similar character, and under the same auspices, is St. Joseph's College, opened September, 1888, exclusively for males: it is under the instruction of two teachers, is parochial or preparatory in character and scope, and is attended by 60 students.

Council, No. 4," was also organized, and now has nearly forty members. And in 1872, the "Baron Commandery" was organized, which now numbers about thirty-five.

In 1872 the Cubans of this city also organized the "Dr. Felix Varela Lodge, No. 64," which now numbers nearly seventy-five members.

The "Key West Lodge, No. 13," I. O. O. F., was organized in 1872, and now has a membership of about seventy. The "Key West Encampment, No. 5," I. O. O. F., was organized July 4th, 1875, and now has about thirty-five members. The "Cuban Lodge, No. 15," I. O. O. F., was organized in 1875, and now has about forty members.

Of the GRAND UNITED ORDER OF ODD FELLOWS, we have, first, "St. Michael's, No. 1530," organized in 1873, and now has about eighty-five members; the "St. Agnes, No. 1696," comes next, which was organized in 1875, and now has over forty members; and last, we have the "St. Raphael, No. 1706," (Cuban Lodge), which was organized in 1876, and now has nearly forty members.

The "Mt. Moriah Lodge, No. 12," (colored), was organized in 1875, and now has nearly seventy members.

Of the INDEPENDENT ORDER OF GRAND TEMPLARS: We first have the "Island City Lodge, No. 9," organized in 1874, and in 1876 it numbered eight hundred members; "Sons of the Future, No. 10," organized in 1874, had one

hundred and eighty members in 1876; the "Unity, No. 11," organized in 1874, had three hundred and eighty members in 1876; the "Rising Star, No. 13," organized in 1875, had eighty members in 1876.

Of the UNITED ORDER OF TRUE REFORMERS: "The Crystal Fountain, No. 1," was organized in 1875, numbered two hundred members one year after its organization.

THE KNIGHTS OF JERICHO.—"Australia Lodge No. 18," organized in 1875, and now has about one hundred members.

THE TEMPLARS OF HONOR AND TEMPERANCE.—"Coral Temple," organized in 1875, had nearly one hundred members in one year from its organization; the "Southern Star Council," organized in 1876, with thirty members; the "Clinton Benevolent Society," organized in 1865, and in 1876 had a membership of two hundred.

FIRE COMPANIES.

As far back as 1836, Key West could boast of a Fire Department, but, of course, it was very inferior to our organization of the present day. Mr. Joseph A. Thouron was the first Chief, or

No. 1. Mr. Fulford is a prominent merchant of the city, of fine executive ability, doing well all that he undertakes. This engine is a six thousand pound Button. The foreman of Monroe, No. 2, is Capt. P. T. Knight, ex-county clerk and at present U. S. marshal for the southern district of Florida; this engine is a four thousand pound Button. Foreman of Sunny South Engine, No. 3, is Mr. B. B. Whalton, senior member of Whalton Bros., a leading up-town firm, and a leading citizen of the city; this engine is a six thousand pound Silsby. Foreman of Waddell Engine, No. 4, is Allen E. Curry, manager of the Standard Oil Co's business at Key West, and a young native-born Key Wester. The foreman of Hook and Ladder Co. is Henry Lee Bethel, ex-city-marshal and a popular young man in every respect.

KEY WEST THE COMMERCIAL EMPORIUM OF THE STATE.

That Key West was predestined by Nature to become the leading Port of Entry in the South, and that she is at present such, the following will show:

than a semi-centennial, the figures given from the report of the "Bureau of Statistics of Commerce and Navigation," for the year 1874, will tend to show the gratifying progress of our city in commerce and navigation.

The comparative number of entries into these several collection districts from foreign countries was as follows for 1874:

	Amer. Vessels.	Amer. Steamers.	Ocean Steamers.
Charleston, S. C.,	52	1	9
Savannah, Ga.,	71	0	10
Mobile, Ala.,	44	0	2
St. John's, Fla.,	46	0	0
Key West, Fla.,	301	63	10

The amount of dutiable goods imported into this collector's district in 1874,

Free of duty,

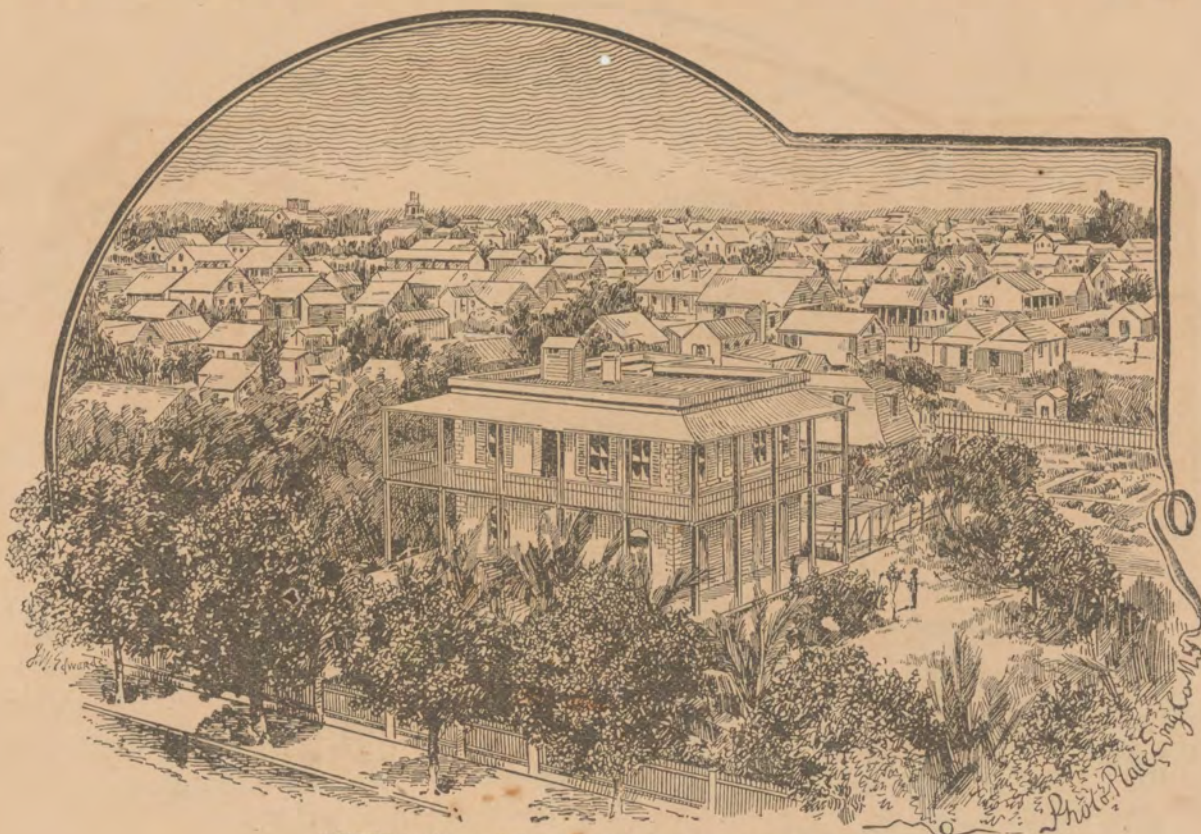
Making the total importation,

Pensacola imported (same period),

Fernandina " " "

Jacksonville " " "

We simply give the above figures to show the difference between the import revenue collected



"Mid-Winter Scenes," January, 1890. Key West, looking North.

Foreman, with about twenty-five members. The engine was purchased by subscription, but was never of much service, owing to its inferior make, and after the foreman resigned and left the island, the engine (?) was almost entirely neglected, but in 1843, a large warehouse caught fire and the engine was again brought out for use, but proving utterly unfit for service it was contemptuously hurled into the sea.

In November, 1875, after Key West had suffered untold loss for the want of a well organized and equipped Fire Department, the nucleus of our present efficient Fire Department was organized; and on the 17th of February, 1876, within a few months after its organization, with one hundred and three members, and Mr. A. H. Dorsett, Chief, the Department had an opportunity to prove its value to the citizens, which they did in a manner that will be handed down to posterity. (It has already been made a matter of history by Hon. W. C. Maloney, sr.) Since that time the brave fire boys have not been neglected by our liberal-hearted citizens, and to-day Key West can boast of as fine a fire department and apparatus as any city in the State. Mr. B. F. H. Bowers is the efficient chief, and is respected and obeyed by every member of his nine different companies which form the Key West fire department.

The respective chiefs of the fire department are H. G. Fulford, foreman of Rescue Engine,

First. Its geographical position, it being the extreme southern portion of the States.

Second. For its capacious harbor, the great depth of water over its bar, and the ease of ingress and egress to and from its outer and inner roadsteads.

Third. For its affording such ready protection to her shipping, naval and otherwise, in time of war and stress of weather.

From these considerations, and a few other facts and figures which we shall give, we claim that Key West is the *Commercial Emporium* of the State of Florida, if not of the entire South.

A custom house was established, by special legislation, at Key West in 1822, and the following year a revenue cutter was attached to the port, but not until 1828 was a collection district regularly established for South Florida; Key West was then constituted a port of entry, which it continues to be at the present time.

The revenues of the custom house at this port show an average of about \$45,000 per annum as far back as 1828 to 1832.

For want of compiled data, we are compelled to pass over the intervening years from 1832 down to 1874. And notwithstanding the fact that the cities of Charleston, S. C., and Savannah, Ga., both celebrated their centennial as cities in 1886, and Key West was barely more

by the several different ports in the State even as far back as 1874 and 1876. Since that time Key West has yearly increased in importance as a port of entry, and to-day it is the *ninth port in the United States*, and collects more import duty than all the other ports in the State of Florida, Georgia and one half of Alabama combined.

With these facts before us, who can say that Key West is only a wrecking station and naval depot, with only pirates for its inhabitants? Yet such silly assertions occasionally reach us; and why? Simply because our citizens have heretofore been content to reap and enjoy all these blessings among themselves, and did not put themselves at all out of the way to let the outside world know what great blessings a beneficent Providence had bestowed upon them.

Until now Key West has never been advertised to the outside world; and it seems from the little mite of a spot that geographers use to represent Key West on their maps, that even they have conspired against the "Coral Island," and determined to keep it hid as long as possible.

There are thousands of people to-day wrapped in their shrouds and fast decaying, who died of lung, throat or nasal trouble, that would have been engaged in active trade, or following their trades or professions in Key West, if they had known of the even, salubrious climate of our

island. And we will here take occasion to call the attention of our readers to the short biographical sketches of Mr. John White and others among our citizens, to be found on another page later on in this paper. These people came to Key West ten, fifteen, twenty, thirty, and forty years ago to die, but have instead accumulated vast fortunes, and, though old enough to die, are still hale and hearty, and good for another half score or a score of years yet. Letters addressed to either of them, with stamp for reply enclosed, we take the liberty to say, will be answered with great pleasure.

EARLY HISTORY OF KEY WEST.

For the following facts in regard to the early history of Key West, we are also indebted to Mr. Maloney's address. He says:

"It is probable, says Mr. Whitehead, that from the time of the first visit of Ponce de Leon until the cession of the Floridas to the United States, the island (or keys as they are termed, a corruption of the Spanish word 'Cayo'), which extended in a southwesterly direction from Cape Florida, were only resorted to by the aborigines of the country, the piratical crews with which the neighboring seas were infested, and

it is said, were known to have been met with in the Island of Cuba."

"This sanguinary battle strewed this island with bones, as it is probable that the conquerors tarried not to commit the bodies of the dead to the ground; hence the name of the 'Island City,' 'Cayo Hueso' (in Spanish 'Bone Island'), which the English—with the same facility which enabled them to transform the name of the wine *Xeres seco* into 'Sherry sack,'—corrupted into 'Key West.'"

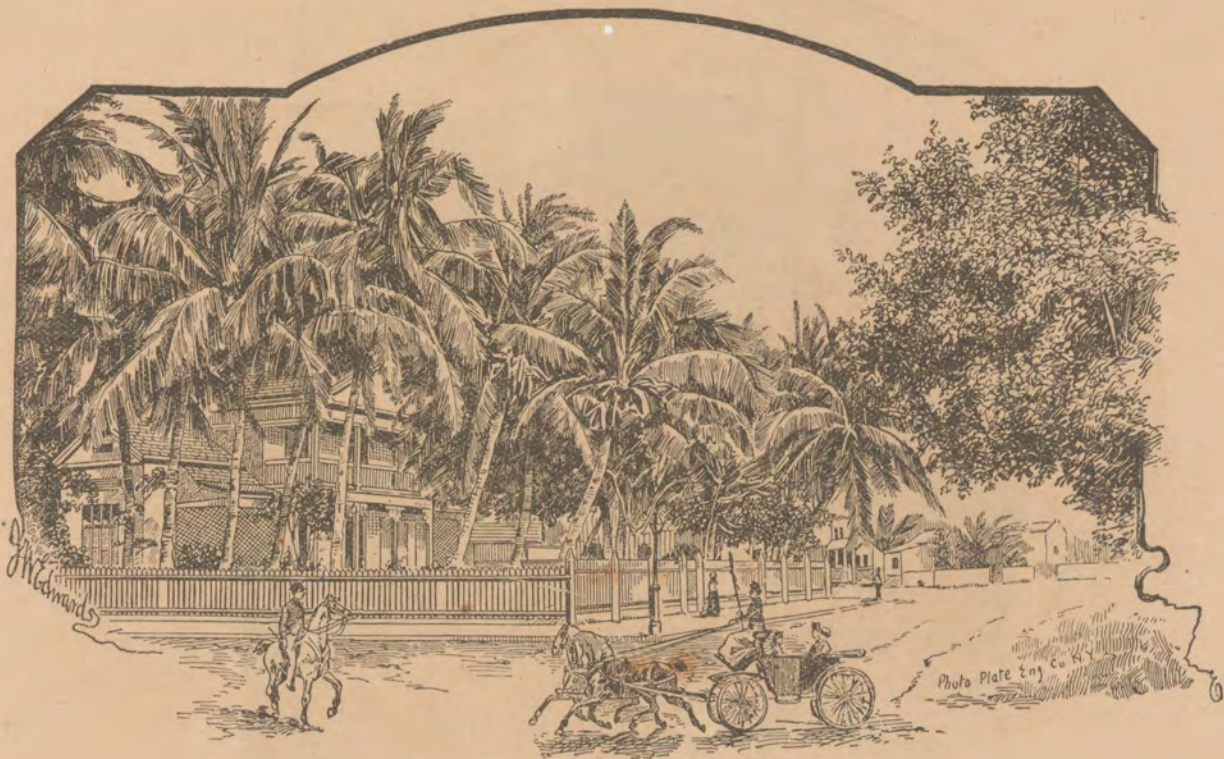
"That the harbor of Key West was the occasional resort of pirates, has been proven by the evidence of many who were connected with them in their lawless depredations, and by the discovery of hidden articles, that could only have been secreted by them."

"On the 26th of August, for some military services rendered to the government by Juan P. Salas, Don Juan de Estrada, then Governor of Florida, granted to him the Island of Key West, but nothing was done by Salas in the way of settlement or improvement, and the island bore the same wild aspect it had borne for ages, when, on the 20th of December, 1821, Salas sold his right, title and interest to John W. Simonton, then of Mobile, Ala., who met with Salas in Havana. Having heard of the

claim, such as it was, to John Giddens, who, having the countenance of the commander of a United States vessel in harbor, effected a landing and took possession in April, 1822. A suit of law was thereupon commenced, and John W. Simonton engaged as his counsel John Rodman and John Gadsden. This suit," says Mr. Maloney, "was finally determined by a compromise."

"The commissioners appointed under the Treaty of Cession with Spain," continues Mr. Maloney, "having reported favorably upon the validity of the grant to Salas, the same was confirmed by Congress, thus settling perfectly and forever all title to lands on the Island of Key West derived legally through John P. Salas and John W. Simonton."

Up to the beginning of the late war, 1861, Key West had not made rapid strides towards becoming a populous city, for we find, from the United States census of 1860, that the entire county (which then embraced large territory on the mainland that has since been cut off and nine counties formed) only contained 2,088 inhabitants, 611 of whom were colored; but in 1869, after the rebellion had broken out in Cuba, the population of the island began to increase rapidly, and within a very few years Key West had become a populous, busy city;



"Mid-Winter Scenes." Residence of A. M. Ferguson.

the fishermen (many of them from St. Augustine), who were engaged in supplying the market of Havana from the 'finny tribes' that abounded in their vicinity. Of the occasional presence of the first, we have evidence in the marks of ancient fortifications, or mounds of stone, found in various localities (in one of which, opened some years since, human bones of a large size were discovered), and tradition has, in addition, brought down to us notices of them which deserve all the credit conferred upon the same authority in other parts of the country. The oldest settler in this section of the country, one who resided in the neighborhood of Charlotte Harbor, dated back to about 1785, used to say that in his early years he had heard it stated that some eighty or ninety years previous (probably about the commencement of the eighteenth century), the Indians inhabiting the islands along the coast, and those on the mainland, were of different tribes; and as the islanders frequently visited the main for the purpose of hunting, a feud arose between the two tribes, and those from the main having made an irruption into the islands, their inhabitants were driven from island to island until they reached Key West. Here, as they could flee no further, they were compelled to risk a final battle, which resulted in the almost entire extermination of the islanders. Only a few escaped (and that by a miracle, as they embarked canoes upon the ocean) whose descendants,

advantageous situation and capacity of the harbor, etc., Mr. Simonton was induced, from the certain prospect of improvement throughout the country, by the cession to the United States, which his mercantile experience led him to foresee must advance the interests of a settlement at this point, he consummated the purchase of the island for the sum of two thousand dollars, and on the 19th of January, 1822, he took possession."

"Soon after making the purchase of the island, Mr. Simonton sold one individual quarter of his interest to John Warner and John Mountain, and two other quarters to John Whitehead and John W. C. Fleming, also of Mobile at that time. The interest of Messrs. Warner and Mountain was soon after transferred to Pardon C. Greene, who became a permanent resident of the island from that time."

"Mr. Whitehead notes the remarkable connection of the name 'John,'" says Mr. Maloney, "with all those who figured prominently at that time in the acquisition and settlement of the island, thus: John de Estrada, the Spanish Governor of Florida, granted the island to John P. Salas, who made a conditional sale to John B. Strong, who conveyed his title, such as it was, to John W. Simonton. John W. Simonton, having secured the title of John P. Salas, disposed of a portion of it to John Whitehead and John W. C. Fleming, John Warner and John Mountain; and John B. Strong transferred his

but on the 30th and 31st days of March, 1886, Key West lost, during the memorable fire of that year, and in the terrific storm which followed a few hours afterwards, over two and a half millions of dollars' worth of property, and the terror of that grand but awful sight is indelibly pictured in the minds and written on the hearts of all who witnessed it. The two elements destroyed in a few short hours the work of several generations. But to-day, less than three years from those memorable events, there is hardly a sign of their ravages visible.

MANUFACTURING INDUSTRIES.

SALT.

Col. Maloney says that "the original proprietors and first settlers of Key West considered the manufacture of salt the most probable means of making it known in the commercial world. Small quantities had been gathered from the natural salt pond in the interior, without any special facilities, and that portion of the island was regarded as destined to be the source of future wealth to any enterprising individual who might undertake to turn its advantages to account."

But it might be well here to state that after several different efforts, by as many different companies, to make this business profitable had

been made, the enterprise was given up, and the "Salt Ponds" now lie idle; but the lands belonging to them, known as the "Salt Ponds," over 800 acres, are among the most valuable real estate, and the largest landed property on the island. [See another page.]

CIGARS.

The history of the manufacture of cigars dates back to 1831, but on a small scale, and for which we are again indebted to Mr. Maloney, to wit:

In 1831, an advertisement appeared in the Key West *Gazette*, which notified its readers that Mr. W. H. Wall had established a cigar factory. This factory was no inconsiderable one, as it employed about fifty operators, and manufactured cigars for *export*, and was located in the

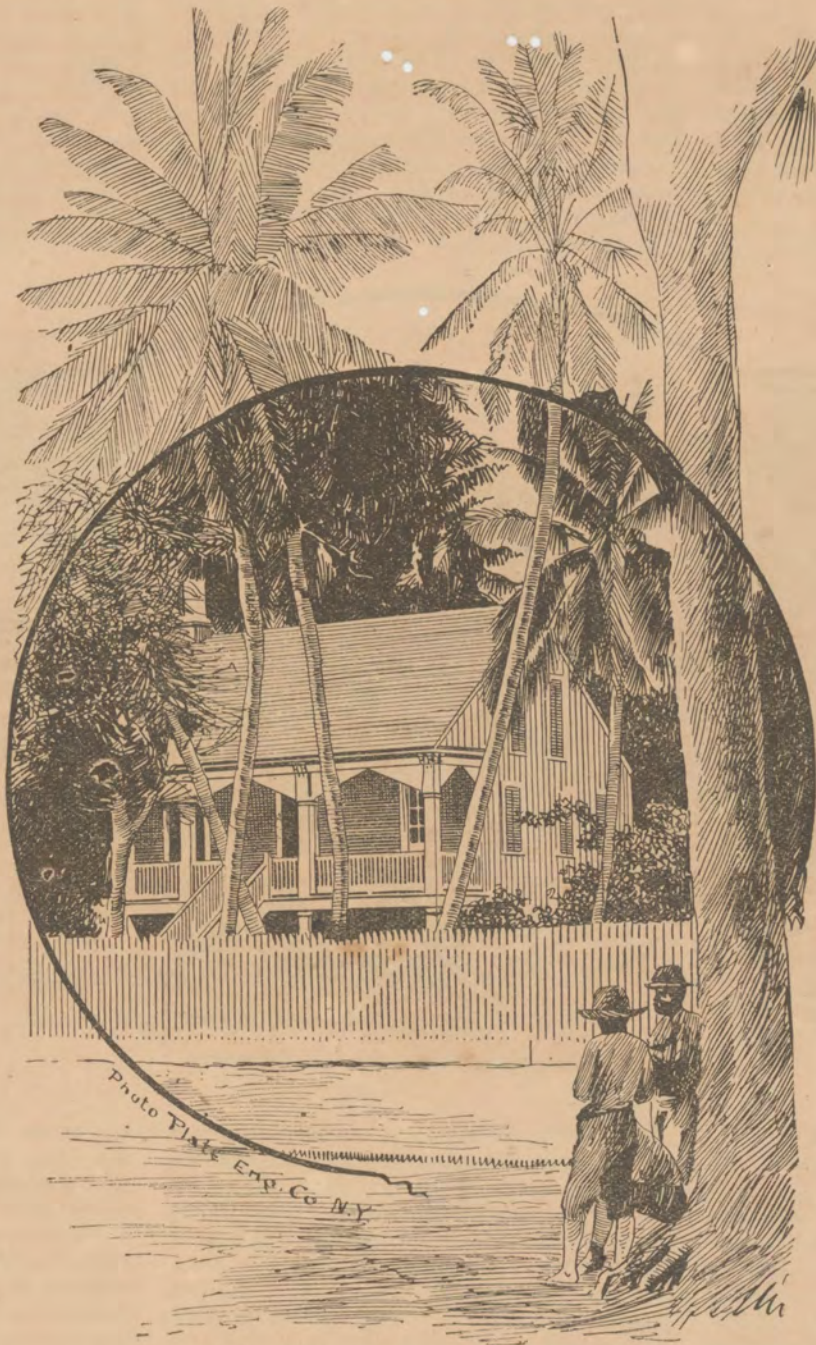
short periods, were engaged in the business. So it will be seen that the cigar industry in Key West dates as far back as 1834, and it is very probable that had the pioneers of this industry in Key West had the same mail and shipping facilities as we have at the present day, instead of having two or three hundred factories, as we have to-day, giving employment to nearly 6000 operators, every available space on the island would now be dotted with cigar factories, giving employment to 25,000 or 30,000 operatives, as will eventually be the case, and at no distant day. In reality the present growth and magnitude of the cigar industry in Key West does not date back beyond 1872; although up to that date there were a few factories doing a prosperous business on the island.

To quote further from Hon. W. C. Maloney's

fore stated, to the immigration from Cuba, which commenced in the latter part of 1869, growing out of the political disturbances on that island.

The cigar business in Key West has already grown to immense proportions. The amount disbursed by the factories, for labor alone, during the year 1888, amounted to *three million dollars*, and the business is rapidly increasing. Nearly six thousand souls (men, women and children) find remunerative employment in these factories; experts making as high as fifty and sixty dollars per week, while the dullest child does not make less than from three to five, and the more intelligent, ten and twelve dollars per week.

Key West paid an internal revenue of about \$350,000 for 1888, which is not only larger than



"Mid-Winter Scenes." Residence of Mrs. Packer.

rear of the old St. James Hotel, between Duval and Fitzpatrick Streets, and was finally destroyed by fire. We have no evidence that it was ever recommenced.

In 1837 Messrs. Estava and Williams began the manufacture of cigars, and employed sixteen men, and shipped to New York; but owing to the irregular communication between this port and New York at that date, the business was abandoned in 1838.

About the same time Messrs. Odet Phillippe and Shuboe Brown also engaged in the business with a force of six men.

As far back as 1834, we hear of Messrs. Francisco and James Arnan beginning in the manufacture of cigars, and continued till their death. They were also joined by their brother, Albert, in 1838. However, this firm did not aspire beyond domestic trade.

Messrs. Francisco Sintas, Manuel Farino and E. O. Gwynn, also, at different times, and for

address, we find that in 1876 (just twelve years ago) there were only twenty-nine cigar factories on the island, giving employment to about 2,100 persons. The average daily product of these factories is estimated at 171,000, or 62,415,000 annually.

He further says that the amount disbursed for labor alone in our city may be reasonably estimated at *one million dollars*. Three of these factories, combined, employed over 1,500 hands, to wit: The "La Rosa Espanol" (see another column), owned by Messrs. Seidenburg & Co., employed 600; the "Principe de Gales," Martinez Ybor, proprietor, employed 400; and the "Club de Yate" (the *Yacht Club*), McFall and Lawson, proprietors, employed 100.

[NOTE: Neither of the last two named factories are now running under the same management or ownership in Key West.]

The growth of the business of late years may be considered as due, in a great measure, as be-

is paid by any other city in the State, but more than is paid by the balance of the entire State.

The business of the cigar factories has swelled the amount of money. Orders issued at this post office to about \$350,000 per year, and the amount received for stamps and postage to about \$25,000. This great increase in the postal business has caused the post office at Key West to be made a third-class office, with an excellent mail service.

RAILROADS.

Key West can boast of about eight or ten miles of street railroad, incorporated under the name of the Key West Street Railroad Association, and extends through the most populous and business portions of the island; and as the occasion demands it the road is extended almost each year. This Road is now owned

almost entirely by Mr. E. H. Gato, one of our largest cigar manufacturers.

The "Key of the Gulf" Railroad has been chartered by the State of Florida, and the road will run from Key West to the mainland, where it will probably connect with the Alabama, Florida and Atlantic road, which is on its way to the most southern point of the peninsula, or with some other system of roads. When this road is completed the time between Key West and New York will only be about fifty hours, when it now requires from three-and-one-half to four days, at least, to make the trip; and then such tropical fruits as sugar apples, guavas, mangoes, sappadillos, etc., that are grown in Key West, and the neighboring Keys, in abundance, can find ready sale in the North among people that have never seen or heard of such rare and delicious fruit.

PRESENT CONDITION AND FUTURE PROSPECT OF KEY WEST.

We clip the following article, *verbatim*, from "The Italy of America," by Mr. C. J. Huelsenkamp, on account of the true and perfect picture the writer paints, and its excellent diction.

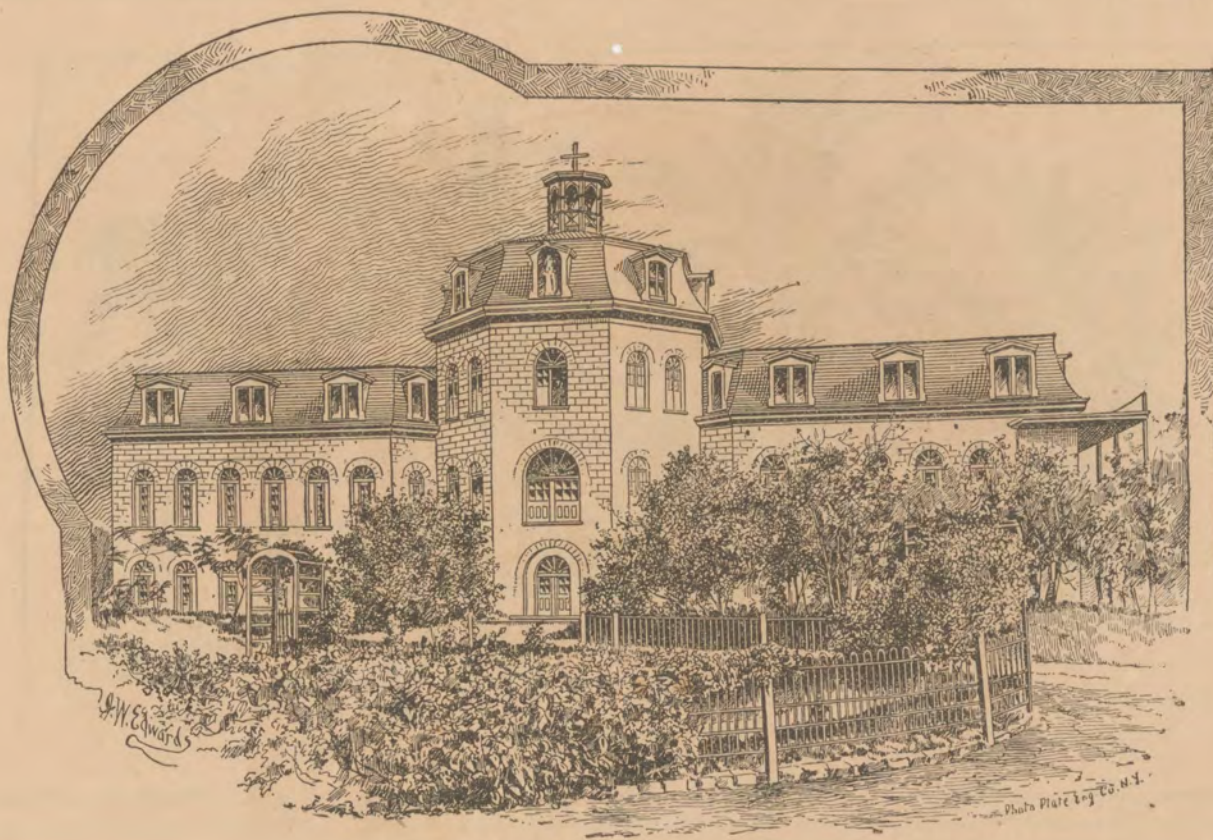
rind trees from the Tropics and the Banyan from India, attain large size here; and flowers as rare as exotics grace the gardens on every hand. The sea surrounding the Island City is as clear as crystal and reflects a summer sky of purest blue. Street car lines encircle the city and gas lights flash from every corner. Electric lights will soon be introduced and a system of Artesian wells is now in operation. Schools, Churches, Convents and Colleges give Key West ample facilities for educating the many children dwelling on the Island and mainland. The Cigar industry of this City is immense. Two hundred factories, employing 5,000 operatives and doing a business of \$7,000,000 annually. Key West is the great port of entry between the United States and the West India islands. Before three years shall have rolled away, a Rail Road will connect this important place with the mainland. A road has already been chartered and work will commence soon.

"As the traveler from other climes approaches Key West, on the elegant steamer 'Olivette,' (the fastest in American waters—twenty-two miles per hour), that runs from Tampa to Havana, via Key West, he is certain to be both surprised and delighted. The result is

the nineteenth century! How elastic his ingenuity and enterprise!

"The area of scores of acres which on the first day of April, 1886, represented a waste of ashes and smoking embers, a sea of blackened faith and ruined hopes, is now transformed into the pleasing picture of an improved and prosperous modern city of 20,000 happy people.

"As the day is different from the night, so is the Key West of to-day different in many respects from that of the past. Buildings of an improved order are going up by hundreds. A \$100,000 custom house will soon be commenced; new enterprises are being established; old apathy has been in a measure and is rapidly being supplanted by substantial progress, and the citizens, reinforced as they are by a large influx of go-ahead men from the Continent, have awakened to the splendid opportunity with which nature has favored them in natural surroundings and advantages, geographical and climatic. The time was when Key West was considered 'out of the world' by the most of the uninformed or misinformed people of the States. It is surprising, for one who has once become familiar with the importance of Key West, to realize in traveling North or West the universal ignorance of American citizens con-



"Mid-Winter Scenes." The Convent.

It may be proper to state that the article was written in 1887, and that many improvements have since been made.

"Key West, the county seat of Monroe County, is situated on the Island of Key West, far out in the Gulf of Mexico. It is sixty miles from Cape Sable, the most southern extremity of main land in the United States, and ninety miles from Cuba. The island embraces two thousand acres of a coral formation. Population 20,000. Key West is one of the most important naval stations in the United States, as she is, indeed, the Key of the Gulf. The Gulf Stream flows in sight of the City and is nowhere distant over five miles from the Islands of Monroe. The Custom House here is the second in importance in the South and transacts a revenue of \$1,000,000. Congress has appropriated \$100,000 for a better building. There are fifty officials employed by the Collector and the business is increasing fast. Key West presents the appearance of a West India City, and is one of the most beautiful places in America. Her capacious wharves are lined with vessels from every nation, and the commodities of every quarter of the globe find an exchange here. The stranger is forcibly impressed with the tropical appearance of the City and wonders to himself if he is really in the United States. Bearing cocoanut trees, as tall as eighty feet, give grateful shade to her citizens; Tama-

always the same; the attractions prove to be far greater than their most sanguine expectations lead them to believe. Nor is this feeling of exuberant satisfaction diminished as they land and proceed to investigate the attractions and resources of the City itself. The pleasant streets, running at right angles, as smooth and hard as adamant, the handsome and substantial residences, the home lots filled with great numbers of cocoa-nut, tamarind and rubber trees; and such flowers as ponci-annas, night-blooming cereus and magnolia-frascatti; and perfect forests of bananas and guavas. The large and well stocked stores give ocular and tangible evidences that Key West is a prosperous city.

"On the 30th of March, 1886, Key West lost in the neighborhood of two Million Dollars by fire.

"The terror of that awful sight will never be forgotten by any one who witnessed the grand but terrible tragedy. Fire and wind undid in a few short hours the work of many generations of busy men. Human suffering and hardship was exemplified in the period of woe and desolation that followed. Every one was dazed and bewildered. Despair was the key note of every voice, and a scene of blackened ruins and ashy waste failed to inspire hope in any heart or reflect a flash from any eye.

"But how irrepressible is the AMERICAN OF

cerning a city which bears such peculiar important relations to the nation.

"Not only are people ignorant of our importance, but they are almost without exception unable to locate or describe our position geographically. Again the knowledge of many who consider themselves posted is limited to the description of the place given by some old dictionary or encyclopedia compiled in the seventeenth century, sooner or later, where it is defined as a little island in the Gulf of Mexico inhabited chiefly by a few fishermen, and a resort of pirates, buccaneers and wreckers. This description might have been accurate enough to challenge all probable investigation some hundred years ago or so, as it is generally conceded that, in early colonial days, when the 'Western World' was new, Key West was such a resort. It is a great misfortune that no authentic history of the proceedings of those early days is extant, else the lovers of exciting history might regale themselves on some rich record from this interesting locality. It is more than probable that many a thrilling adventure lies buried in the sunny waters that surround this little tropical island and that many a flowery romance has been enacted on these coral reefs. If the soft warm waves that lave the lime-sand beaches of this same island of Key West could speak, they 'would a tale unfold' that would surpass any inspiration begotten by Avon's rippling

tide. The sensations experienced by a Northerner arriving here in dead of Winter and yet in the midst of Summer, are something indescribable. When Philadelphia and New York are wrapped in their two-foot robe of snow and ice, when Richmond and Atlanta are wrapping thermometers in hot clothes to keep them above Zero, and when even New Orleans and Jacksonville are suffering from frost, then the balmy sea breeze, as refreshing as that of Coney Island or Long Branch would be in July, is wafting the balmy freshness and perpetual health-giving spring-time from off these sunny seas of the Equatorial belt. A word in this connection would not be amiss if said concerning the curative qualities and effects of this climate. Catarrh and throat troubles are surely and permanently cured by a more or less protracted stay here. Men, several of them, are here to-day doing business and apparently in sound health who were brought here in the last stages of throat and lung disease and who had abandoned all hopes of recovery. This is easily explained; Northern and Western doctors will invariably recommend salt water to be forced through the nostrils for such complaints. And the very air here is a continual and natural application of this remedy, for it is a continued sea breeze the year round and is impreg-

unbroken rail line to the North and West will be had. The Artesian wells will soon be finished, furnishing the city with abundant water. The streets will soon be lit with electricity; and the street car lines extended farther out on the Island. New houses are going up all over the city and business is better than ever known before. Sewers will soon be inaugurated, thus making Key West one of the healthiest cities in the world.

"Ere ten years rolls itself into oblivion, this 'beautiful isle of the sea' will have doubled in population. Rail Roads will give her the only thing she wants:—Rapid transportation."

MARKETS.

When taking into consideration the resources of a country, whether agricultural or otherwise, its market facilities become an active factor in the problem, and enter largely into its satisfactory solution. It may be stated that the markets of Monroe County are good and rapidly improving every year. Our products are shipped in immense quantities to distant markets, and profitable employment is thus furnished to a great many people.

SPONGE FISHING.

Now we will deal with a business that amounts to \$1,000,000 per annum to Monroe

two glasses of clear juice, that is considered one of the most healthful beverages of the Tropics.

There are trees on the island of Key West that are eighty feet high and more than fifty years old. They make a dense shade and are an ornament to any home. The time will come, when the cocoanut culture in Monroe County will far exceed the most sanguine hopes of the orange growers of Orange, Polk or Manatee Counties. Not depending upon any stated season, but ready to ship at all times. The lands of Monroe are cheap and it costs less than one-fourth to start a cocoanut grove to what it does to commence the orange industry. After once started, cocoanuts need no cultivation.

THE FISH BUSINESS.

The fish business of this section of the State amounts to \$800,000 per annum! The waters of Monroe, Lee and Manatee Counties furnish, not only Florida, but Cuba, with fish. The quality is the finest in the world. There is no country on God's green earth that can boast of finer mullet than Florida—and in inexhaustible numbers. Hundreds of persons are engaged in the business and some men have accumulated fortunes from it. The pompano, the great fish of the epicure, is caught here in great numbers and commands a high price.



"Mid-Winter Scenes."

nated with the curative qualities comprised in the salt water; while, on the contrary to northern cures, there is no back set occasioned by chill of frosty weather. This climate is purely and essentially tropical. It is also equable: never reaching the intense heat that is experienced in the Northern and Western States in summer, while in winter, frost or frosty air, neither a flake of snow nor hail, *was ever known here*. The Island contains, with the immediately adjacent Keys, about 5000 acres. It has an extensive harbor on its northwestern side and a splendid deep water channel of thirty feet, sufficient for any heavy draft ocean vessel. It is consequently suited for a naval station, and its geographical position at the southeastern extremity of the United States makes it one of the most important ones, it being literally the 'Key of the Gulf.' A well equipped Naval station is one of the important features of the place, and the presence of naval officers stationed here, together with the constant coming and going of portions and the occasional concentration here of the entire North Atlantic squadron, add greatly to the social side of life. The future of Key West is indeed bright. Her people have roused themselves from that Rip Van Winkle nap that they have allowed themselves to indulge in so long. New life now stirs them to activity. Just as soon as proper arrangements can be made, the Key of the Gulf Rail Road will commence operations. The Alabama, Florida and Atlantic road is pushing to the extreme southern point of mainland. Key West will there connect her road; and an

County. Sponges of the finest quality and size are taken in our waters, that command a high price in Key West. Sponges are taken on the Reefs, where the water is from five to twenty feet deep. It is a rare sight to see piles of sponges, thousands in numbers, sold at auction in Key West. Some sponge fishers make as much as \$1000 in a single month. When the sea is rough they cannot work. These sponges are shipped to nearly all the Cities of the United States.

COCOANUTS.

Within the next ten years, Monroe County will send out millions of cocoanuts from her groves that are now young. The soil of the Islands is about the same as the West Indies, and the climate and the salt atmosphere combine to make it the home of the palm. The tree has no tap root and will thrive on a thin soil. It comes into bearing in eight or ten years from the nut; and after that it is putting on fruit every month in the year. Like the orange tree, the older it gets the more it bears. A bearing cocoanut grove is of less expense than an orange grove and the revenue therefrom is more. They require no cultivation and are as hardy in this section as the cabbage palmetto, that grows everywhere in Florida.

The great beauty about cocoanuts is, that you can ship them in any month of the year: and they will bear transportation for thousands of miles. There is a good market for green cocoanuts as well as matured ones. When the nut is fully grown, but green, it contains about

GREEN SEA TURTLES.

Thousands of these monster turtles weighing from 100 to 1200 pounds, are taken in these waters and the business has grown to \$400,000. They are shipped to the larger cities in the United States and command a high price. In June and July the turtles crawl out on the sandy sea shore to deposit their eggs, which are eagerly sought after by the hunters. The turtle business is growing rapidly on the coast and seems to be, like the fish business, inexhaustible.

OYSTERS.

This business is now assuming vast proportions. A large fleet of boats, belonging to Key West, is engaged in that lucrative business. The oyster taken in extreme South Florida waters has a peculiar flavor, much prized by the lovers of that luscious bivalve. Many private plants are being made, which will eventually be a paying business.

THE PINE-APPLE.

This fruit, although it does not bear until the second year, will nevertheless, where the second crop is marketed, in the third year from time of planting be found to have yielded a net return after deducting first cost and all expenses of cultivation of not less than \$1000 per acre per annum for the three years and it will continue thenceforward to give the same annual return per acre with good management.

It is safe therefore to say that under suitable conditions, the pine apple is the most remunerative crop that can be raised in any part of the United States.

MILITIA AND CORNET BAND ORGANIZATIONS.

THE ISLAND CITY GUARDS.

On the 9th day of May, 1888, the Island City Guards (which is composed of the first young men, socially and morally, of the Island) held its first meeting at the County Court-House, and the Company was organized with thirty-two members and the following officers:

F. C. Brossier, Captain; C. S. Williams, First Lieutenant; Geo. L. Babcock, Second Lieutenant.

After the organization nothing further was done until the Captain could hear from the Adjutant General of the State, which was on June 9th following, when the commissions for the above officers were received.

After receiving the commissions the Company was drilled in the Company movements, etc., twice a week, so as to be prepared to celebrate the approaching Fourth of July in a manner becoming a military company.

About this time Lieutenant Babcock resigned his commission, owing to the fact that he was about to change his place of residence. It might be proper to state here that a large portion of the honor and credit of organizing this

The following is a list of Officers (including the non-commissioned officers) and the members of the Island City Guards:

F. C. Brossier, Captain; C. S. Williams, 1st Lieutenant; Geo. L. Lowe, 2nd Lieutenant. A. F. Shultz, 2nd Sergeant; Wm. L. Wells, 3rd Sergeant; M. W. Curry, 4th Sergeant; Jackson Lowe, 5th Sergeant. *Corporals*: Wm. McKillip, J. M. Warren, Wm. Saunders, W. E. Browne. *Color Bearer*: A. W. Thompson. *Privates*: T. W. Shultz, M. Brinas, G. W. Reynolds, G. Niles, O. Kirchheiner, C. E. Crusoe, W. C. Roberts, H. L. Roberts, T. K. Warren, F. Roberts, T. O. Otto, J. R. Curry, Jr., W. Monsalvatge, J. Otto, S. J. Wolf, H. K. Cold, W. E. Warren, P. C. Albury, Benj. Jenks, J. P. Boyle, C. S. B. Mofat, J. H. Edgar, C. E. Roberts, H. Gunn, J. W. Johnson, Thomas Bickford, Geo. Baker, J. V. Harris, Jr., T. Johnson, Geo. L. Babcock. *Honorary Members*: Benj. Albury, A. W. Arnold, J. J. Delaney, J. W. Sawyer, Jeff. B. Browne, Dr. R. D. Murray, P. A. Williams, Geo. H. Curry, Com. J. K. Winn, J. J. Philbrick, H. E. Moss, Geo. W. Allen, Robt. O. Curry, W. D. Cash, W. B. Curry, D. T. Sweeney, L. Otto, Dr. J. Y. Porter, Mr. Ridgell.

Hon. C. B. Pendleton was one of the first of the honorary members elected, but declined the honor upon the ground that he was already

to be present at the inauguration of Gov. Fleming. We omitted to mention above that at the parade when Gov. Fleming reviewed the Florida troops, immediately after his inauguration, the Island City Guards were given the position of honor among the troops, with the Island City Silver Cornet and Reed Band in the lead of all. And we will take this occasion to say that these honors were rightly bestowed and richly deserved.

THE KEY WEST CORNET BAND.

This Band was organized in 1874, but there are but a very few of the original members with the Band at present. This Band has long been known as the "Champion Band" of the State, and has taken one or more premiums as such at the State Fairs in Jacksonville. It is composed of seventeen pieces, as follows: Three E flats, three B flats, three altos, one baritone, two trombones, one B bass, two E basses, one snare drum, one bass drum and cymbals, and one Band Major; with A. V. Finlason, President; C. Mickens, Musical Director; C. E. Shavers, Secretary; and N. F. English, Treasurer.

It is certainly a rare treat to hear both of these most excellent Bands discoursing rare and choice selections at one and the same time, as they frequently do on fête days. If you



Inside of E. J. Arapian's Sponge House.

Company is due to Lieut. Babcock for his earnest efforts in securing the necessary members for the organization.

Mr. Geo. L. Lowe was elected by the Company to fill the vacancy caused by Lieutenant Babcock's resignation.

Owing to the "red tape" process which the requisition for guns for the Company had to go through in the War Department, the Guards did not receive their arms until October, 1888, though the requisition was made June 9th, and approved by the Secretary of War, July 27th. However, when they did receive their guns, the "boys" were proud to find that they were the latest "1884 Springfield Rifles," and had come direct from the Rock Island Arsenal.

Their Armory, which is one of the large and handsome U. S. Barracks buildings, which they have kindly been permitted to occupy by the Government, is a model of neatness. The Company has expended over \$300 on the building and grounds in placing them in first-class repair.

This Company is also the life of the Island, inasmuch as they give semi-monthly balls at their Armory, and about once every three months they give a "Grand Dress" or "Masquerade" Ball, all of which are largely patronized by the élite of the city. Their last effort (a Grand Masquerade Ball), on New Year's Evening, was a grand success, and at which the finest costumes were worn.

holding a major's commission in the Florida State troops.

THE ISLAND CITY SILVER CORNET AND REED BAND.

Shortly after the organization of the Island City Guards the above Band was organized, and in less than three months from the day of their organization (some of whom had never put a horn to their lips before) the music rendered by them was pronounced by many to be equal to that rendered by even the prize Band of the State (the Key West Cornet (col.) Band). However, whether this be true or not, we do know that they rendered as sweet music as we ever heard. A movement is now on foot to have this Band enrolled as members of the Island City Guards, and thus make a military Band of it, and ere this paper reaches many of its readers this will have been accomplished.

The following is a list of the names of the gentlemen composing this Band: J. C. Whalton, President; M. S. Moreno, Musical Director; Frank Russell, Teacher; Andrew J. Kemp, Josh. Curry, W. A. Pinder, Frank Papy, A. Horrurtner, F. Carbonelle, C. Jimenez, Willie Camalier, A. Castillo, Lewis Otto, G. N. Notage, and Charles Bailey. The above Band was recently awarded the position of honor at the parade of the troops and Bands in Tallahassee, where they visited, with the Island City Guards,

want to enjoy yourself in a manner never dreamed of before, and then be lulled to sleep by the strains of the sweetest music, just visit Key West, and, our word for it, you will never feel contented anywhere else on the globe.

THE KEY WEST BOARD OF TRADE.

The members of the Key West Board of Trade held their first meeting for organization November 30th, 1885.

The meeting was called to order by Col. Horatio Crain, who explained the purpose of the meeting, after which Judge J. W. Locke was elected temporary Chairman, and Mr. R. A. Monsalvatge temporary Secretary.

On December 4th, 1885, the second meeting was held, when the Board went into permanent organization. Col. John Jay Philbrick was elected the first permanent President; E. H. Gato, First Vice-President; John J. Delaney, Second Vice-President; G. W. Allen, Third Vice-President; and Col. Horatio Crain, Secretary.

Shortly after his election Col. John Jay Philbrick resigned the Chairmanship, and Mr. John J. Delaney was elected in his place.

On the 7th of February, 1887, Mr. Peter A. Williams was elected President of the Board, which position he still holds. The Board now has about sixty members.

The following is a list of the present officers of the Board:

Peter A. Williams, President; G. W. Allen, First Vice-President; Wm. Curry, Second Vice-President; Jerry Fogarty, Third Vice-President. G. Bowne Patterson, Secretary.

The actions of the Board are controlled by a BOARD OF GOVERNORS, to wit:

The officers of the Association, and ten members elected by the Board, as follows: J. J. Delaney, Benj. Albury, Wm. Ledwitch, M. L. Hellings, Sam'l Filer, Hon. R. A. Monsalvatge, J. V. Harris, M. D., Hon. Jas. A. Waddel, Consul W. J. H. Taylor, and Hon. Geo. H. Curry.

THE KEY WEST BUILDING AND LOAN ASSOCIATION.

The Key West Building and Loan Association was organized and incorporated May 10th, 1883.

OFFICERS OF THE ASSOCIATION:

Col. John Jay Philbrick, President; D. T. Sweeny, Vice-President; Ramon Alvarez, Sec-

Mr. Wm. Curry was elected permanent President, and Mr. Chas. R. Pierce Secretary. No change has since been made in its officers. The Association claims as its members all the leading merchants and business men on the Island, who have the best interests of Key West at heart, and have already taken several important steps looking to the advancement of our manufacturing and commercial interests.

NOTE.—Since the above was written, Mr. Curry has resigned and Hon. James A. Waddell elected in his stead. Hon. Chas. B. Pendleton is chairman of the executive committee.

SAN CARLOS HALL.

The San Carlos Hall, situated on Duval Street, near the corner of Southard, has just been completed and furnished throughout at an enormous expense, by our Cuban citizens, and is a charitable institution. It is about 50 x 100 feet, three stories high, with a large and beautiful stage erected on the first floor for the accommodation of our local dramatic and operatic talent, who give weekly entertainments in

THE NEW CUSTOM HOUSE.

Some months ago Congress appropriated \$100,000 for the erection of a new Custom House in Key West, and the contract for excavating and laying (or rather driving) the foundation was awarded to Messrs. McDermott & Higgs, contractors and builders, of this city, which has been faithfully performed and the foundation completed. Piles from fifteen to twenty-five feet were driven in the ground around the entire excavation, and for the cross walls, upon which to lay the stone for the foundation.

The contract for erecting the building has been awarded to Mr. A. del Pino, of A. del Pino Bros., manufacturers of cigars, of this city, for \$67,000, and work will soon be commenced.

The building is to be situated on Front street, at the foot of Whitehead. The importance of this building will readily be seen, and the necessity admitted by all, when they are told that the Custom House at Key West collects annually nearly *one million dollars* import duties, and that *Key West is the ninth Port of Entry in the United States*; and that she pays more than twice as much revenue collected into the U. S. Treasury than all the rest of the cities and ports in the State combined. See cut 2nd page.



"Mid-Winter Scenes." Whitehead Street, North.

retary; Hon. Geo. W. Allen, Treasurer; Hon. Jefferson B. Browne, Attorney.

BOARD OF DIRECTORS:

Judge James W. Locke, Peter T. Knight, Gabriel Ayala, Wm. Ledwitch, Wm. H. Williams.

The profits from loans are accounted semi-annually and credited to the account of each shareholder entitled to the same. The money is loaned once a month, to members only, to the highest bidder at auction. Interest on loans is fifteen cents per week on each \$100, for the first three years, afterwards ten cents per week per \$100. New members can enter at any time without having to pay back payments. Members having no real estate can borrow the full value of their shares by assigning the certificates of stock to the association.

THE KEY WEST MERCHANTS' PROTECTIVE ASSOCIATION.

The Key West Merchants' Protective Association, as its name implies, is an organization of our merchants and business men for the promotion and protection of the business interests of the Island City. It was organized on the 3rd day of October, 1888. The first meeting was called to order by Mr. Wm. H. Albury, as temporary Chairman.

Spanish in the building. The interior of the building is magnificently frescoed and painted; and has the most beautiful drop-curtain to be found in the State. The second story of the building is the "dress-circle;" while the third floor is a large hall, in which the members of San Carlos Association hold their meeting. It will also serve as a school room.

This building is quite an ornament to that portion of our city in which it is situated, and is a credit to the refined taste and liberal spirit of our Cuban fellow citizens.

THE NEW MASONIC TEMPLE.

This building, situated on Simonton street, was commenced several months ago by Contractor Wm. R. Kerr, for Dade Lodge No. 14, I. O. F. A. M. and is now rapidly approaching completion. The ground floor is to be divided off into two large and handsome store-rooms, with large French plate glass fronts and iron columns, while the second floor will be one large hall. The third floor will be divided off into large rooms for the accommodation of the different masonic lodges of the Island. This building, when completed, will cost between twenty-five and thirty thousand dollars, and will be the finest, handsomest and most costly masonic Temple in the State, and the finest building of any kind, of its size, in the South.

OUR KEY WEST CIGAR FACTORIES.

NINTH PORT IN THE UNITED STATES

NAME OF FIRMS AND NUMBER OF HANDS WORKING FULL CAPACITY.

Seidenburg & Co.	600
A. Del Pino Bros.	500
E. H. Gato.	600
Francisco Marrero.	600
Celestino Palacio & Co.	400
A. M. Castillo & Co.	400
Cayetano Soria.	370
J. Ellinger & Co.	350
N. S. Castillo & Co.	100
L. B. Conde & Co.	100
J. R. Angulo.	225
J. H. Gregory.	300
Enrique Canals & Co.	300
Gonzalez & Bourjolly.	200
Koenigsburg Falk & Co.	200
F. Marrero.	200
T. Perez & Co.	250
T. A. Afonso.	150
Baez, Milord & Co.	150
M. Barranco & Co.	200
J. R. Benitez.	100
E. J. Badia.	100
A. Candales & Co.	100
Cruz Bros.	100
Corral & Co.	100
Fernandez & Co.	100
M. E. Flaherty & Co.	100
M. Gonzales & Co.	100

Greenhall & Zemansky.....	100	H. C. Pent.....	150
J. Mamison & Co.....	190	A. Casta, Funtez & Co.....	25
R. A. Lord & Co.....	100	T. Angulo.....	25
M. E. McDowell & Co.....	100	S. Armas.....	25
R. S. Moreno.....	100	A. Arencibia & Co.....	25
J. M. J. Navarro.....	150	A. Benitez.....	25
J. M. Navarro & Co.....	100	F. Corbett.....	25
Max Marx & Co.....	200	R. Diaz.....	25
R. Dobarganes.....	100	B. Miyares & Co.....	25
J. M. Afonso.....	100	F. Milord & Bros.....	25
McKinlay & Semple.....	100	M. R. Moreno.....	25
G. W. Nichols.....	200	F. G. Marrero.....	100
A. Rodriguez.....	100	F. Perez.....	25
V. Toledo & Co.....	100	E. Torres.....	25
Villamil Piodela & Co.....	400	J. C. Velasco.....	25
C. Alfonso.....	75	H. C. Pent.....	25
C. Henriquez.....	75	L. Hudson & Co.....	20
N. C. Salenis & Co.....	75	R. Noa.....	20

THE LEGAL PROFESSION.

HON. J. W. LOCKE

was born at Wilmington, Vermont, in 1837, was educated and studied law in New Hampshire. In 1865 he located at Key West and commenced the practice of his profession. He was elected to the State Senate twice. On February 1st, 1872, he was appointed United States District Judge, which position he now holds.

HON. WALTER C. MALONEY.

The above named gentleman is the oldest member of the Bar in Key West, having studied law in his father's office, and was admitted to the bar in 1867. When the war broke out, Mr. Maloney buckled on his sword, and served as a 1st Lieutenant in the 7th Florida



"Mid-Winter Scenes."

A. Zamora.....	150	J. D. Sanchez.....	20
Jose V. Velasco.....	100	J. Sebasco & Co.....	20
G. Suarez.....	60	E. Caño.....	15
Straiton & Storm.....	50	Pedro, Perez & Co.....	15
J. Pomares & Co.....	50	R. Barrios.....	10
Pollak & Co.....	50	Y. Chapuzot.....	10
Perez Bros.....	50	D. Farne.....	10
R. Perez.....	150	A. Fernandez.....	10
F. Neumann.....	50	F. Grillo.....	10
E. Morales.....	50	P. Jaquez.....	10
F. M. Martinez.....	50	F. Johnson.....	10
T. A. Leon.....	50	F. E. Johnson & Co.....	10
Martin Herrera.....	50	C. Magrina.....	10
A. Heuregress & Bros.....	50	M. Oladell.....	10
G. & R. Gonzalez & Co.....	50	F. Velasco.....	10
Thos. F. Gray & Co.....	50	A. Arencibia.....	10
E. H. Gato.....	150	T. Borjes.....	10
A. De la Rosa & Co.....	150	R. Guzman.....	10
Barranco & Rico.....	150	Pino Bros.....	10
Jose Albertus.....	50		
F. M. Naranjo.....	50		
F. Alfonso & Co.....	50		
B. Alfonso.....	50		

The output of Key West cigars, for 1889, judging by the history of the business last year, which showed an increase of fifty per cent. in the production over the preceding year, will be far in advance of any city in the world.

Regiment, commanded by Governor Perry, and fought through the Western Army. Mr. Maloney is a man of very positive ideas, and is a typical Southern gentleman. After hostilities ceased he returned home, and entered the legal profession, at which he is still engaged. Mr. Maloney has never been known as an office seeker; but has held the responsible position of Collector of Revenue and Assessor of Taxes for five years; he has also acted as City Attorney and is now the Attorney for Monroe County.

G. BOWNE PATTERSON.

Mr. Patterson was born on the Island of Key West; his father having come from Connecticut in the year 1829, and made Key West his home. Mr. Patterson was educated partly in Havana, Cuba, and partly in this city. He read law with Judge Boynton and was admitted to practice in 1871 after passing a very creditable examination in open court, conducted by the late Hon. Stephen R. Mallory. He was appointed United States Attorney for the Southern

District of Florida by President Grant in 1875, and also served in the same capacity under Presidents Hayes and Arthur. He was the Prosecuting Attorney for the State on two occasions. Mr. Patterson is a very brilliant lawyer, and is regarded as a credit to his profession. He has been associated in several very important insurance cases and has invariably made his mark.

EUGENE O. LOCKE.

Mr. Locke, one of the shining lights of the Key West bar, was born in New Hampshire and educated at Dartmouth College, where he graduated in 1870. He studied law at that institution, and came to Key West in 1871, as Principal of Sears School. He was admitted to practice at the Key West bar after undergoing a rigid

trict Attorney Plantz and was admitted to the bar in this city in the year 1869.

In October, 1876, his friends placed him in nomination for the office of Mayor, to which honorable position he was elected by a large majority, and was re-elected to the same office four times. The continued popularity of Mr. Bethel drew the attention of the whole State, and when the Democratic State Convention met at Gainsville in 1880, Mr. Bethel received the nomination for Lieutenant Governor on the ticket with William D. Bloxham and was triumphantly elected. In 1886 he was chosen as one of the delegates from this county to frame the new constitution, which went into operation last January. Governor Bethel is an able lawyer and has won many laurels by his profession. Several years since, when the late Cuban Gen-

JEFFERSON B. BROWNE.

The above named gentleman is one of the leading lawyers of the bar of Key West. Mr. Browne was born in this city in the year 1857. Was educated in the State of Virginia. After completing his education, he returned to Key West, and spent some time with his relatives and friends before leaving to study the profession he had chosen. He studied law at the State University of Iowa, and graduated from that institution in the class of 1880. Mr. Browne was admitted to the bar in the following year—1881. He was appointed Postmaster under President Cleveland which position he now holds. Mr. Browne is regarded as an able and successful practitioner, and has an extensive practice.



"Mid-Winter Scenes."

examination conducted by the late Hon. Stephen R. Mallory in open court, and at the same time with Mr. Patterson. Mr. Locke has been for a number of years Clerk of the United States Court and Commissioner of the District. In 1886 he was nominated by the Republicans of the First Congressional district for Representative in Congress: he made a thorough canvas of the district, but was defeated by Mr. Davidson, the present incumbent. Mr. Locke is an able and successful lawyer and continues to practice in all the State and County Courts.

HON. L. W. BETHEL.

The gentleman who heads the profession next in point of seniority is the Hon. L. W. Bethel, who was born at the Capital of the Bahama Islands, on October 21st, in the year 1845. In 1847 his parents removed to Key West and he has continuously resided here ever since, except the period in which he attended an Educational Institution in the State of New York. He studied law in the office of United States Dis-

eral Aguera was arrested in this city, at the instance of the Spanish Government, he was retained for the defence, and so ably laid his case before the United States court, that his client was released. The Cuban patriots resident on the Island presented him with a handsome and valuable gold watch and chain. He now holds the important position of United States Attorney for the Southern District of Florida, having been appointed two years ago by President Cleveland, and which position he will fill until his term of office expires.

HON. GEO. W. ALLEN.

Mr. Allen was born in Jacksonville, Fla., but has resided here since May, 1869. He was educated in New York and read law with Hon. G. Bowne Patterson, was admitted to the bar in 1879. He was elected State Senator in 1878 and re-elected in 1882. In 1879 he was appointed Deputy Collector of Internal Revenue; and on the establishment of the Bank of Key West he was appointed Cashier, which he still retains.

JAMES DEAN, L. L. M.

The only colored lawyer in Key West was born in Ocala, Marion County, Fla., on Feb. 14th, 1858. Mr. Dean was educated at Cookman Institute, Jacksonville, where he graduated in 1878. He read law at Howard University, Washington, D. C., took the degree of Bachelor of Law in 1883. In 1884 he took the degree of Master of Law at the same University, being the valedictorian of the class in every case. He was admitted to the bar of the Supreme Court of the District of Columbia in Oct., 1884, and to practice in the United States and State Courts of Florida in 1887. Mr. Dean was elected County Judge on November 6th, 1888, which office he entered upon the duties of on January of the present year.

JOURNALISM.

The history of journalism in Key West commences in 1829, when the first newspaper, the *Register*, was started under the management

of Thomas Eastlin, which was quickly followed by the *Gazette* in 1831, and the *Enquirer* in 1832; all however were short lived. In 1840, a small weekly newspaper, with the expressive name of the *Light of the Reef*, was started by Messrs. Ware & Scarborough. Its life was short and was succeeded in 1845 by the *Key of the Gulf*, which had a fitful existence, changing hands often, sometimes passing into sleep for years until 1857, when it was resurrected, new life instilled into its veins, and Wm. H. Ward selected as its editor, which position he held until he laid down the pen for the sword in 1861. From 1862 to 1863 *The New Era* was started and run by R. B. Locke, an officer of the 90th N. Y. Regiment. In 1867 the *New York Despatch* was started by Hon. Walter C. Maloney, Jr., and was a great political power until 1872, when it passed into the hands of Col. H. A. Crane, who ran it for the two following years. It died completely in 1877.

In 1870 the *Key West Guardian* was founded by R. C. Neeld, but the history of past journals presaged its decay, which happened the following year. In 1874 the *Key of the Gulf* was again resurrected by Col. H. A. Crane, and was successfully run until 1887, when the feebleness of the proprietor, caused by old age, forced him to retire from its management; its death fol-

suspension of the *Key of the Gulf* soon followed, leaving it in entire possession of the field, so far as the English language is concerned.

The *Equator-Democrat* occupies the entire two story building, corner of Front and Duval streets. Its establishment is second to none in the State of Florida in extent. Its presses are all driven by steam, and are of modern pattern and make. In addition to the newspaper business it has a complete Job outfit, and the management have recently commenced the publication of a cheap Spanish library, after the style of Lovells or the Seaside, the first number of which is now out of press. It is a translation into Spanish of Hugh Conway's celebrated novel "Called Back" (Spanish name, *Recordacion*), which will be followed by others as fast as the facilities will permit. In connection with the newspaper the largest stationery store of the island and city is run. The business of this Department has been very satisfactory the past year. It is under the immediate management of W. V. Albury. The editorial department of the *Equator-Democrat* are Hon. Chas. B. Pendleton, editor-in-chief, and owner of the *Equator-Democrat* Publishing and News Co.; Mr. E. B. Barker, city editor, to whose intelligent energy the success of this edition is due; Dr. A. S. Adams, M.D., A.M., of New York city, and

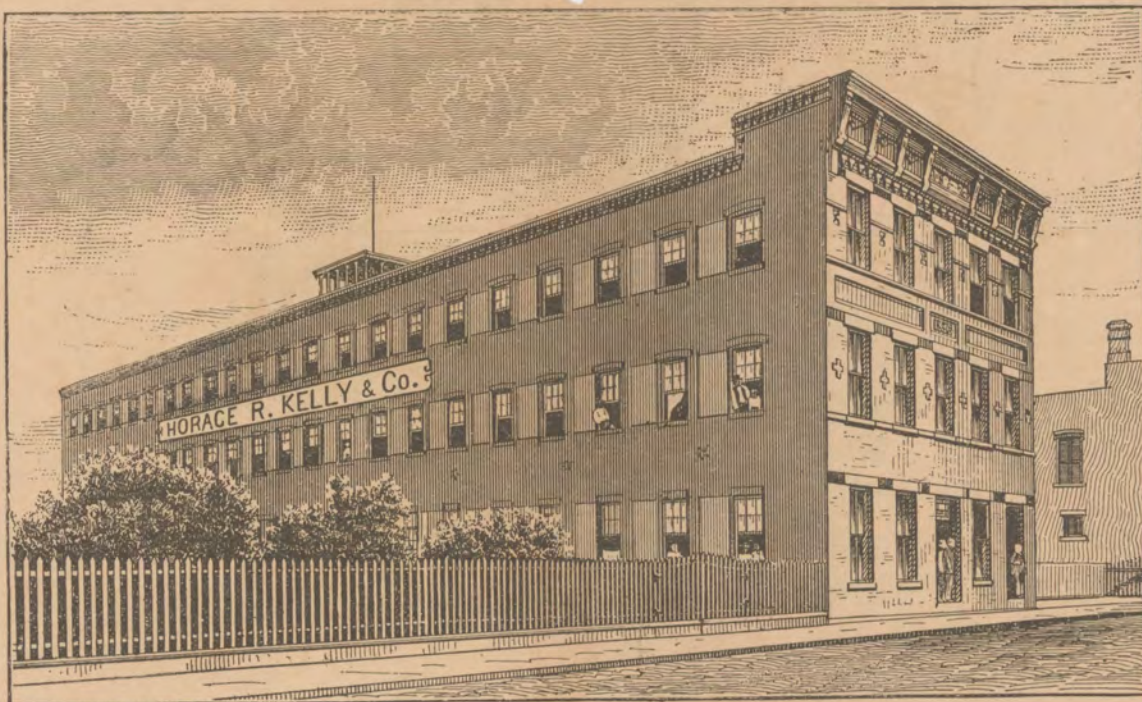
Our Cigar Factories.

Seidenberg & Co.'s Cigar Factory, Established in 1868.

THE "LA ROSA ESPANOLA"

The large and handsome three-story cigar factory of Messrs. Seidenberg & Co., is the oldest and one of the largest factories on the island, it having been established in 1868, and has won quite an enviable reputation for its fine Havana cigars.

In 1868, there were but few cigar factories on the island of any magnitude, (none of whom are now doing business on the island), but those few had already gained considerable notoriety for the Key West cigar and the vast commercial experience of Messrs. Seidenberg & Co. led them to see a royal opening here for the establishment of a large factory to make a pure article from the finest select Havana tobacco; hence they embraced the opportunity and opened up a factory that gave employment to about 500 first-class skilled workmen, and as many more other employees, and from the first they had no difficulty in disposing of their



Horace R. Kelly & Co.'s Key West Factory. (Cut loaned by Tobacco.)

lowed soon after. *El Republicano* was the first Spanish newspaper published in Key West, but its life was also short. So it can readily be seen that journalism in the "Coral city" promised but little. However in 1880, Hon. B. Pendleton, of Fort Ogden, located in Key West and commenced the publication of the *Key West Democrat*. He began a new era in journalism; and his pen awoke much opposition, and for the three following years, Key West was kept fairly alive by the active and persistent efforts of the editor. However, the paper never paid, and in 1885, becoming tired of such an expensive and troublesome toy, and being busily engaged in other pursuits, he sold the outfit to Philip Thompson, who continued it until the election of Cleveland, about which time he was offered and accepted a position in the Custom House. Messrs. Knight & Moreno then purchased the paper and continued to run it until 1888—when it was purchased by Mr. Pendleton, its founder, who consolidated it with the *Daily Equator*, a publication which he had started two years previously. The history of successful journalism really dates to May 17th, 1887, when Mr. Pendleton started the *Equator—El Ecuador*, an English and Spanish daily. The growth of this paper was steady and its influence constantly widening: it soon became the recognized champion of the business interest of the place; the city and its citizens independent of party gave it a ready and liberal support, something never accorded another journal. As above stated it absorbed the weekly *Democrat* in 1888, and the

Capt. E. J. Fleming, while Mr. W. M. Bennet is foreman of the newspaper department, and Mr. Chas. B. Hudson of the Job rooms. By these gentlemen's intelligent and able assistance has success been achieved.

The last venture, closely linked it is true, is the publication of this trade edition, or rather the history of the city of Key West, with personal mention of many of the leading citizens of the island. *El Cubano*, *La Revista de Florida*, and *La Justicia*, three Cuban newspapers, under the respective editorial charges of M. Pequeño, M. M. Delgado and F. Corbet, are published in Key West in Spanish.

HORACE R. KELLY & CO.'S, KEY WEST FACTORY.

The illustration printed on this page gives a clear idea of Messrs. A. del Pino & Co.'s new factory, which, as is well known, is the Key West branch of the house of Horace R. Kelly & Co., New York. It is one of the most extensive and among the finest factory buildings at Key West, and stands on an elevated site in the outskirts of the town, yet within easy access of all points by a street railway that runs within six hundred feet of the door. The factory building and the store adjoining, to the right of our picture, are of brick, and have been equipped throughout in the finest possible manner for the preparation and manipulation of the tobacco and the economical manufacture of cigars.—N. Y. Tobacco.

goods. This, of course, led others to make the experiment, with varied success.

At first Messrs. Seidenberg & Co. had some difficulty in convincing the trade that they could supply them cigars equal to any they could buy in Havana at about two thirds the cost. Some doubted; but after they had given the samples a fair test they no longer doubted. But this was not accomplished without considerable labor and perseverance and the outlay of an immense capital; and Key West to-day is largely indebted to these gentlemen for the enviable reputation the Key West cigar now enjoys all over the world; and most especially favored with this reputation are the brands made in the "La Rosa Española" cigar factory, Messrs. Seidenberg & Co., proprietors. And right royally do they deserve their present good fortune, for there is not a factory on the island that has labored harder, and under more difficulties, to reach this end than this one. The proprietors have expended princely fortunes in their labors, which have redounded to the best interests of Key West as well as to themselves. But they have no cause to regret the expenditure, for they have at last succeeded in placing their business here upon a firm basis, with a "bed-rock" foundation; and to smoke one of the famous "La Rosa Española" cigars is to enjoy a luxury seldom indulged in by any but the rich.

The output of Havana cigars from this factory for the year 1888 was over 10,000,000; every one of which was made from the very finest

select Havana (Spanish) tobacco that could be found on the island of Cuba. Not one inferior cigar maker can be found in this mammoth factory.

The dimensions of this factory are 150 x 50 feet, three stories in height, and is capable of giving employment to about 150 or 200 more cigar makers. It is divided off and arranged similar to the many other large cigar factories on the Island, and a description of the same occurs in so many different places below that to recapitulate would only prove wearisome to the reader. Suffice it to say that a large, latest designed elevator extends from the first to third floors, and that the building is well supplied with all the latest apparatus and conveniences, and has an abundance of water in case of fire.

The long continuance of this factory in Key West, climbing higher and higher on the ladder of success all the while, while many others have sunk into oblivion, is alone sufficient evidence of the excellent management it has enjoyed.

ing a position as head cigar maker in the large factory of Messrs. Manuel Cantero & Joaquin M. Mora, where he succeeded in completing the capital with which he, in copartnership with Messrs. Bruno Diaz and Francisco Perez, started a small cigar factory on Grand street, in 1871, under the firm name of Gato, Diaz & Perez; but not liking the location, the firm soon moved their factory to Pearl street, where they did business together for about one year, at the expiration of which time the firm was dissolved by mutual consent.

Soon after the dissolution of the above copartnership, in the early part of 1872, Mr. Gato again commenced business on Cedar street, under the firm name of E. H. Gato, with about thirty cigar makers and pickers, but soon removed to Maiden Lane, where the real foundation of his present princely fortune was laid; although he was a heavy sufferer during the financial crisis of 1873, in which he lost heavily, and nothing but his indomitable will and well-known honor, coupled with his untiring energy,

and South Beach, which contained about ten acres, he purchased it, and at once secured the services of the best architects, builders and carpenters, and by the middle of the year 1882 had the

LARGEST CIGAR FACTORY

ever erected in Monroe County and which today stands as a living monument to his enterprise and good feeling toward Key West. The dimensions of this structure are, 125 feet long, 40 feet wide and about 75 feet high, and has three large, roomy and well ventilated stories with a perfect north and south light.

Mr. Jose Albertes is the general manager of this establishment, and has full control over all business pertaining to the cigar industry during Mr. Gato's absence, both in ordering and signing for tobacco from Mr. Gato's large tobacco warehouse, situated at 43 Dragones street, Havana, Cuba, presided over by Mr. Manuel Prieto Armas, as Mr. Gato's Cuban manager and chief agent.



Eduardo H. Gato. (Cut loaned by Tobacco.)

A Biographical Sketch of the Business Career of Mr. Eduardo H. Gato, the Key West Millionaire, from 1869 to 1888.

Also a Bird's Eye View of His Large Cigar Factory Here—Noting its Rapid Progress from a "Forty Hand-Power," in 1876, up to the Present Day, When He Employs Over 450 Hands, and turns out over 300,000 Cigars per Week, and Which Uses Nothing but Select Havana Tobacco.

In order to give our readers a better idea as to the magnitude of the cigar industry of the city of Key West, Fla., and most especially in this article of Mr. Eduardo H. Gato's factory, we trust that we will be pardoned in digressing for awhile from our subject; for in order that our readers may more fully understand and properly appreciate the old proverb that, "from small acorns large oaks grow," it will be necessary for us to go back to the year 1869, (seven years before the subject of this sketch thought of establishing his headquarters in Key West), when Mr. Eduardo H. Gato first settled in New York City, and where he at once found employment in one of the large American cigar factories of that city. After remaining in New York a short while, his skill as a fine and rapid cigar maker soon attracted attention, and he soon received an offer to go to Boston, Mass., to work in another American factory, and in a few months thereafter he returned to New York City, where he had no difficulty in secur-

push, pluck and go-aheaditiveness, kept him from bankruptcy. It must be remembered that during the trying times and scarcity of money in this year, many of the largest business houses and best financiers were forced to suspend business; and this fact alone speaks volumes for Mr. Gato's business qualifications, and at once gained for him the opinion of the large banking houses, (that, like himself, had "pulled through" the crisis), that he was one of the best financiers of that age, and which opinion he has since preserved intact.

As early as the year 1876, Mr. Gato had become known as a capitalist, and as all shrewd capitalists do, he began to think of extending and enlarging his business, and commenced at once to look about for broader fields in which to operate. Knowing the advantages offered by Key West over any other portion of the United States to make fine cigars from the finest leaf of the renowned Havana tobacco, he visited Key West with the intention of establishing a cigar factory, if he could get a suitable site, which he soon found on Wall street, and by the middle of June of the same year (1876), he had established a factory with about thirty cigar makers and a number of pickers, strippers, etc., making his entire force then employed amount to the insignificant number of about forty-five, all told. Here Mr. Gato filled the twofold position of proprietor and manager of the factory, and under his skillful generalship his business soon grew to such proportions that it was necessary for him to build a larger building. Finding a tract of land suitable for his purposes on Simonton, between Division street

The business of Mr. Gato has already assumed such proportions that he contemplates building, at an early day, the largest cigar factory in the world; the dimensions of which will be enormous. The site, which has been already selected, is 400 feet wide and 241 feet deep, and the factory proper, and necessary out buildings, will cover the entire plot. The plans for this mammoth factory have already been drawn, and submitted to contractors. The dimensions of this factory will be nearly twelve times that of his present large factory, and will furnish ample room to over 5,000 workmen. Mr. Gato has sufficient confidence in the future of Key West, and ample capital, to carry out any enterprise he may undertake, to warrant us in saying that work will be commenced on this mammoth structure within the next sixty days, or possibly earlier.

The entire building is to be built of brick and iron, except the inside frame-work and floors, and will be as nearly fire-proof as possible, and will be the largest building of any kind, by long odds, ever erected in South Florida, and, as we before said, the largest cigar factory in the world, and will cost, when completed, nearly \$50,000.

In this factory, as in his present one, nothing but the finest "Havana" cigars will be made, from the very finest select Spanish tobacco that his Havana agent can find on the Island of Cuba.

Beside the magnitude of this structure, it will be the most elegant in external as well as internal appearances of any factory building in the South. It is to be magnificently finished, regard-

less of cost, and when running with full force, it is calculated that nearly 750,000 cigars will be made per day in it.

COTTAGES FOR HIS EMPLOYEES.

Mr. Gato had no sooner completed his present large structure, than he began at once to utilize the remaining space of the ten-acre purchase in having a number of neat one and two-story cottages erected for his employees and officers, and almost simultaneous with the completion of the factory he had ample accommodations for all of them, either finished or rapidly reaching the stage of completion.

OTHER INVESTMENTS.

As rapidly as the surplus accumulated from this investment, Mr. Gato would invest it in real estate, greatly to the improvement and advancement of the interests of the island of Key West, until to-day, we do not exaggerate when we say that he has between two and three hundred business houses and cottages situated in different portions of the island, to say nothing of his city Street Car investment, New York city and Cuban property, which swell his vast real estate investments to the snug sum of about \$2,000,000, including hundreds, yes thousands of acres of fine lands, situated in various parts of Florida, and which are daily improving in valuation.

Among the most valuable of his property, except his railroad, bank and security stock, is, perhaps his

NEW YORK REAL ESTATE,

consisting of a number of large and handsome "flats" situated in the most desirable portions of the city; some on Eighth avenue, with handsome store building, and double as many more in other portions of that city, but hardly so desirably situated. These investments in New York alone are estimated at about \$500,000, as near as we can come at it.

His Cuban property is of the smallest valuation of all, and of which we will not make special mention.

Returning to the Key West investments of Mr. Gato, we cannot pass unnoticed his crowning ones, to wit:

THE KEY WEST STREET CAR ASSOCIATION,

and while it may not be the most remunerative, yet it has done more to place Key West on a permanent city-like basis, and at the same time "lessened the distance," we may say, between the city proper and its suburbs, than anything else he could have invested in at the time of its inauguration.

During the early part of 1883, Messrs. E. H. Gato, Jno. White, Geo. G. Watson, Lewis Pierce, Col. Walter C. Maloney and Hon. C. B. Pendleton organized the above Street Car Company with a capital stock of \$65,000, or 650 shares, at \$100 each; and the first bed-road was laid on Division and Whitehead streets, with a short line from White to Division, with the first station on White street. Lines were next laid on Simonton and Front streets, and afterward the Rocky Road line was laid, which since has proved to be the most lucrative investment of all the lines, to say nothing of its great popularity for pleasure-seekers. In time several of the old members sold out and others took their place, until to-day the Company is composed of Mr. Eduardo H. Gato, President; Benj. T. Albury, Vice-President; Col. G. Bowne Patterson, Secretary, and Attorney for the Company; and Mr. Jose Albertes, Cashier. The property of the Key West Street Car Association, including the beds, rolling-stock, mules, lands, station-houses and sheds, has doubled in valuation, and to-day could not be bought for \$135,000. Mr. Gato now owns all the shares of the Association, except, perhaps, seven or eight, which gives him almost exclusive control over the road.

Col. G. Bowne Patterson is not only Secretary and Attorney of the Association, but he is also Mr. Gato's Key West Attorney, and acts in matters (outside of the factory interests) of business, in Mr. Gato's absence, either private or pertaining to the Street Car Association, "just as though it was his own."

We cannot close without again referring to the private life of the man who has so thoroughly and convincingly proved that "every man is the architect of his own fortune," and one who has done so much toward placing the Key West cigar ahead of all others made in the United States, and on an equal footing with the Havana-made cigar; and we would like to impress upon the minds of our readers the fact that the cigars sent out from Gato's factory are made entirely, without exception, from the very best tobacco that his Havana agent can select direct from the farmers of Cuba, and it may be relied upon that his cigars are as fine and pure as any cigar ever made in Havana. He employs none but the very finest workmen, most, if not all, of whom are Cubans, who learned the business in Havana, Cuba.

Mr. Gato's excellent judgment displayed in his selection of confidential officers is apparent to all, and which now permits him to live a life of ease, and almost total retirement from the cares and worry of business, to enjoy the luxuries of home life, and to devote nearly his entire time to the society of his interesting family. Occasionally he takes a short pleasure trip to Havana or New York, where he sometimes devotes an hour or two out of each day to his business interest; but the necessity for this no longer exists, owing to the fact, that in each of these cities he has most excellent and worthy representatives, whose abilities and honor are unquestioned.

While the day was, when Mr. Gato believed it necessary for his success in business, there was not a slave who worked harder for his master than did Mr. Gato to lay the foundations of that fortune and high personal character upon which he has so successfully erected, in blazon letters, the word "SUCCESS."

A Biographical Sketch of the Business Career of Mr. Francisco Marrero, A Wealthy Cigar Manufacturer.

Also a Bird's-Eye View of His Large Cigar Factory on this Island—Noting its Progress from a Small Concern on Wall Street, in 1876, to the Present Day, when it Gives Employment to over 500 Employees—Nothing but the Finest Havana Tobacco used—A Fortune Honestly Earned.

It is our intention to write up every cigar factory on the island of Key West, that gives employment to twenty-five or more cigar-makers, taking them as we can find the proprietors or managers with a few idle moments to spare us.

In order that our readers may more fully understand and comprehend what can be accomplished in Key West, from industry, skill and perseverance, in the cigar industry, it will be necessary for us to go back to the time when the subject of this sketch, Mr. Francisco Marrero, first put foot upon American soil; in fact we will also mention the cause that drove him from his home in Havana.

On the 25th day of March, 1869, during the insurrection or rebellion, Mr. Francisco Marrero was arrested 22 miles from Havana, on a charge of "treason" and placed in prison in Havana, where he was kept in close confinement for about forty days, after which time he was sent to the Spanish prison in Fernando Po, Africa, where he remained seventy days, when, with bribes to his keepers, and an additional bribe of \$200 to the Captain of an English steamship then at that port, Mr. Marrero secured passage to Liverpool, where he remained forty-five days, in search of some kind friend who would let him have sufficient money to carry him to New York City. Finally good fortune threw him in the way of a fellow-countryman who aided him to get to Paris, France, and after a short stay there of about thirty days, he took passage for, and landed in New York City per the steamship Colorado, on the 13th day of December, 1869, without a cent in his pocket and suffering from the dreadful African fever, and which afflicted him until June of 1870. However, in thirty days from the time of his arrival there, his extreme poverty drove him to the work-



Francisco Marrero.

bench in the large cigar factory of Jacob & Co., on Twelfth street, where he was engaged to make a fine quality of Havana cigars, though he was so weak he could hardly stand alone. Here he remained only a short while, when he and a Mr. Vichot (a Cuban) formed a copartnership, and started up a small cigar factory on Third, between Second street and Fifth avenue, with a force of eight or ten hands, including himself and partner, and made nothing but pure Havana cigars, and sold all their goods to Jacob & Co., his first employers.

At the expiration of six months, finding this small business unprofitable, he and his partner "closed up the shop" and Mr. Marrero accepted a position as foreman of the cigar makers in the large factory of Joaquin Marra & Co., on Sixth avenue, between 42d and 45th streets, where he only remained three months, when the increasing business of this firm forced them to build a large factory on Water street, at No. 62. He remained two years with this firm, and saved, by extreme frugality and energy the necessary money to once more start himself in business, on a larger scale, and which laid the foundation of his present large fortune and mammoth cigar factory, and in May, 1874, he opened up a cigar factory at No. 450 Pearl street, under the firm name of Francisco Marrero, with about twenty cigar makers and a number of pickers, strippers, etc., which swelled his working force to about forty hands, all told. Here his business grew to such proportions that he was forced to have larger quarters, and moved to No. 32 Catharine street, where he remained about twelve months. Finding this place insufficient in size for his growing business, he then removed to Maiden Lane and employed 150 cigar makers and a large number of pickers, strippers, etc., where he remained until December, 1875, when he closed his New York factory to make preparations to commence business in Key West, where his eagle eye had discovered the Eldorado for the cigar industry of this country, and in February, 1876, he opened a factory on the corner of Wall and Duval streets, with about 100 cigar makers, pickers, strippers, etc. But Mr. Marrero still retained the Maiden Lane building as his office and store room for his cigars shipped to New York from Key West.

The building on Wall and Duval street was occupied by Mr. Marrero as a factory until the latter part of 1878, when he again closed doors and removed to New York, but did not start up his factory there; and in February, 1879, he returned to Key West, and this time bringing his family, with the intention to remain and making Key West his future home. Soon after his arrival here he reopened business in his old stand, corner of Wall and Duval streets, with a small force of about fifty employes, but was soon compelled to increase his force in order to fill the many large orders that began to pour upon him, until in May, 1881, he removed to Whitehead street (the old Parode factory), in search of more roomy quarters. Here, owing to the extra fine quality of the cigars turned out by him, which were all made from pure

select Havana leaf tobacco, he was forced to seek larger quarters.

Finding a suitable site in the South-western portion of the island, on the corner of Fort and Julia streets, he purchased four large lots, and at once commenced the erection of his present mammoth factory building, and also the erection of some forty-five cottages in different parts of the city for the accommodation of his workmen.

About the middle of October, 1882, this building was completed, and he at once moved into his new,

LARGE AND PERFECTLY ARRANGED FACTORY

with one of the largest forces ever employed on the island.

The dimensions of this building are, 150 feet long, 30 feet wide and about 70 feet high and three stories, with an additional ell of 25 feet long, and 30 feet wide; besides he has since added an addition on the North side running the full length of the building and about fifteen feet wide, which is used in wetting down the tobacco.

IN THE WAREHOUSE,

which is situated near the factory on the same lot, about one hundred bales of choice Spanish tobacco are always kept on hand conveniently near; and here we had the opportunity of seeing tobacco from the crops of 1886, '87 and '88, placed side by side; and we believe preference is given to the tobacco of last year's crop.

Adjoining the warehouse is a neat cleanly kept stable, for the accommodation of Mr. Marrero's buggy and saddle horses and dray mules, all of which were large, fat and sleek animals, and evidently receive the best attention.

His forty-five or fifty cottages are all occupied by good tenants, and are a source of a large revenue to Mr. Marrero, and which, in connection with the factory, bonds, bank stock and quite a lot of other real estate not mentioned here, swell the fortune of Mr. Francisco Marrero up to about \$400,000, a greater portion of it having been accumulated in Key West since 1879, which alone speaks volumes in the interest of our manufacturing industries.

Mr. Marrero occasionally makes a visit to Havana, where he buys a sufficient number of bales of the very best tobacco to be found in Cuba to last him until he cares to make another trip to his old Havana home. Something over three months ago, while business was at its lowest ebb in Key West, Mr. Marrero temporarily closed his factory here and went to New York, possibly with the intention of establishing a cigar factory there, but he soon returned to Key West and opened up his factory with a larger force than ever before, and now his factory is pointed to as one of the largest, if not the largest on the island, both in regard to the number of hands employed, and otherwise. It is estimated that he employs about 500 or 550 cigar makers, pickers, strippers, etc., and no finer cigar can be found anywhere in the world than is made in this model factory.

An Accurate Description of the Large Cigar Factory of Villamil, Piodela & Co.

The factory next claiming our attention is that of Messrs. Villamil, Piodela & Co., of this city, now situated on Duval street, which works more than three hundred hands at present, but which originally began with less than twenty cigar makers.

This is a factory that has gained such a vast reputation for its cigars that we are proud of an opportunity to do them honor, aside from the fact that the senior member of the firm,

MR. DOMINGO VILLAMIL,

has made more friends by his affable, courteous bearing, both to the poor as well as the rich, than any foreigner on the island considering his short residence among us.

To begin: Early in September, 1876, Mr. Domingo Villamil, the senior member of the firm of Villamil, Piodela & Co., of this city, as before mentioned, left Havana to accept a position in this city as manager of the large cigar factory of Mr. Jno. B. Romero, who carried on one of the largest cigar industries on the island. In this factory Mr. Villamil remained for about two and a half years, when the factory was removed to Havana, Mr. Villamil accompanying it as manager, where he remained until March, 1884, when he bought an interest in Mr. Juan Pino's cigar factory.

We would like to impress upon our readers the fact that the capital necessary to accomplish this was made and saved by Mr. Villamil while he was on salary, the greater portion of which was made in Key West.

At the time of his entering into the co-partnership with Mr. Juan Pino the name of the factory was known as the "La Africana," which name was taken from one of the choice and leading brands made in this factory, and which it bears to-day.

While it is not our intention to write up any Havana factory, or to "boom" their cigars, yet it is necessary for us to mention the above facts in order to properly define Mr. Villamil's two-fold position, and the great stride he has made from an employee to an employer, which was only accomplished by industry, integrity and affability; and to-day he is known in Key West as one of the most genteel, courteous, and obliging Spaniards on the island of Key West; and the high regard we have for him makes us give him, instead of his factory, the precedence in these columns, and of whom we shall again speak.

In 1886 the firm of Pino & Villamil, of Havana, always with their eyes open to their best interests, saw what a fine field was offered with a cigar factory established in Key West, to make a pure Havana cigar, and it was at once decided that Mr. Domingo Villamil should bring two dozen of the best cigar makers that could be found in Cuba and a number of bales of the very finest Spanish, or Havana tobacco, and start a factory in Key West, under the firm name of Villamil, Pino & Co.

At first Mr. Villamil had some difficulty in finding a suitable vacant building in which to make his experiment. However, he found, in a few days, a building, near the Trash wharf, belonging to Mr. Jno. Lowe, jr., that would answer for his immediate purpose, and which he immediately took possession of. But owing to the fine quality of cigars made by the firms, which equaled any made in Havana, but which were sold to dealers at a great reduction in price, owing to the fact that they had no import duty to pay, their orders were soon larger than the supply, and a larger building was necessary; and in less than three months from the establishment of the branch factory on this island, Mr. Jno. Lowe had built for the firm a

LARGE AND ROOMY CIGAR FACTORY.

on Duval, near Angelia street, and in November, 1886, Messrs. Villamil, Pino & Co. took possession of their new quarters, and opened up with about thirty-five or forty cigar makers, which have gradually been increased until to-day, when they run full a force (which is generally every day), about 150 cigar makers are employed, and even with these, they occasionally get behind with their orders, which will necessitate an increase of fifty or sixty cigar makers, and other workmen, soon.

The dimensions of this building are about 115 by 38 feet, 60 feet high and three stories, and furnish ample accommodations for 250 cigar makers, which force, if we judge by the past, will soon be employed, possibly before the middle of 1889.

SPECIAL BRANDS.

There are but few brands made by this firm, from the fact that they make nothing but a pure Havana cigar and do not care to introduce new brands while they are yet laboring to gain a national reputation for those introduced and so well known in New York.

The "La Rapidez" is the leading brand manufactured in this factory, and to seat one's self in the cozy little private office of Mr. Villamil, with a number of the "La Rapidez" before one, and one of them between one's teeth, no greater enjoyment or elysian dream could be asked.

Next comes the "Antonio y Cleopatra," which only differs from the "La Rapidez" in name and size—the material and workmanship being of the finest quality.

The "Felipina," "Sin Pretension," "La Nina," "Solitaire," etc., are also very choice brands, also made of pure clear Havana tobacco, by Havana (Cuban) workmen, and are as fine cigars as any man may wish to smoke. As far as we were able to discover there was but little difference in these brands, except perhaps the finish, for they are all made from pure Havana tobacco, by native-born Cubans, who learned their trade in Havana; hence we can conscientiously recommend each brand as being something extra fine.

The Leading Brands made in their Havana factory, and furnished to their customers, are: "La Africana," "Pablo y Virginia," "Ernest Merek," "La Admirable," "Imperial Sport," etc., all of which can justly be classed among the finest cigars ever made.

The tobacco used in the manufacture of these cigars is selected from the fields by Mr. Juan Pino himself and shipped to this city. He selects nothing but the very best, with an eye to the light colored leaf, of course, which is the craze among smokers at present.

MR. JUAN PINO

is a gentleman of over thirty years' experience in the cigar business in Havana, and can select the best quality of tobacco at a glance, and it is this faculty for selecting the best, that has gained for the "La Africana," made in Havana, and the "La Rapidez," manufactured in Key West, such an enviable reputation.

MR. GEO. S. NICHOLAS,

No. 43 Beaver street, successor to Purdy & Nicholas, wholesale dealer and importer of

fine cigars, tobacco, liquors, etc., is too well known for us to dwell upon the fact that he handles nothing but first-class goods; and the fact that he is the agent for the above cigars, made in Key West, as well as for the "La Africana," is sufficient to convince every thinking man as to the quality of these goods.

On the first day of the present year the firm name of this factory was changed from Villamil, Pino & Co., to Villamil, Piodela & Co., Mr. J. G. Piodela, of the firm of Piodela & Lopez, having bought an interest in the two factories—one is Key West and the other in Havana, Cuba, but the firm name of the Havana factory will not be changed. It is the intention of these gentlemen to manufacture nothing but the very finest quality of Havana cigars and we can safely say that lovers of pure Havana cigars will find in either of the above brands all they could ask for. Mr. Piodela is a gentleman too well known in the commercial world for us to attempt to introduce him.

The Large "Monte Cristo" and "Conqueror" Cigar Factories, said to be the Largest and Finest in the State.

Also a Bird's-Eye View of "Castillo City," One of our Prettiest and most Cleanly-Looking Suburbs—History of the Factory from 1881, when Mr. A. M. Castillo First Started a Small Factory on Simonton Street, with Four Cigar Makers, to the Present Day—Messrs. P. and D. Pohalski the Owners of this Beautiful Little City and the Mammoth Factory.

While it is our intention to devote most of our space to the large and complete "Monte Cristo" Factory and Castillo City, and the owners, it is necessary for us to go back to the beginning of this factory, in order that its progress and prosperity may be noted.

In the early part of 1881, Mr. Antonio M. Castillo, aided by Mr. D. Pohalski, of New York City, started up a small cigar factory on Simonton street, with twenty first-class cigar makers, and with himself as foreman, where he made nothing but first-class cigars from pure Havana tobacco, which were shipped to the large cigar and tobacco importers, Messrs. P. Pohalski & Co., No. 17 Warren street, New York. Mr. A. M. Castillo was such a fine cigar maker and business manager over a factory—in fact he understood thoroughly every branch of the cigar business—and it was this that first attracted the attention of Mr. D. Pohalski to him, who took him from the table and placed him as foreman and manager over the above factory, with the assurance that if he met the expectation of P. Pohalski & Co., in furnishing a first-class, clear Havana cigar, he would aid him in increasing the business to meet the demands of his trade. And as anticipated by Mr. D. Pohalski, it was soon evident that larger quarters and more workmen would be necessary for Mr. Castillo to supply the demand; and true to his promise he furnished all that was requested of him, and in a few months from the time of beginning on Simonton street (about February, 1882), Mr. Castillo removed his factory to the corner of Wall and Whitehead street, and opened up his factory there with fifty first-class cigar-makers, or a force of nearly 100 all told, where he remained for about one year; but during all this time his fine brands of cigars were becoming the favorite brand handled by Messrs. (P. and D. Pohalski) P. Pohalski & Co., and the attention of Mr. P. Pohalski, senior member of the above firm, about this time, was attracted to his brother's (Mr. D. Pohalski) Key West investment, and he was invited to take stock in it, which he at once did, and immediately took steps to enlarge the business; and soon afterwards, in 1885, the factory was removed further up Whitehead street, not far from the present post-office, where Mr. A. M. Castillo commenced operations with something over 100 fine cigar makers, or nearly 200 workmen all told, and where the "Conqueror" factory is now located.

It will thus be seen that, under the able management of Mr. Castillo, the business had rapidly grown, in the short space of two years, from a small concern, with only twenty workmen, all told, to a big factory, employing about 200 hands. But it did not stop there; if it had, possibly this sketch would have never been written.

Mr. Castillo says he saw a fine opening in Key West to make a clear Havana cigar, and it was his intention, when he first started on Simonton street with only a few cigar makers, to strain every nerve, and leave no stone unturned on his road to success, until he has reached the very top ladder and has the largest and finest cigar factory to be found anywhere in the State. This he feels confident he has accomplished, thanks to the liberality of his benefactors, Messrs. P. & D. Pohalski, and the implicit trust and confidence placed in his honesty and ability by those gentlemen.

Now large and numerous orders poured in, until it was evident that the business would

have to be enlarged beyond the accommodations of their present building, and in the latter part of 1886 a large tract of land was purchased by Messrs. P. Pohalski & Co., covering nearly all that part or parcel of land lying between White, Olivia and Division streets, and operations were at once commenced to build a number of cottages for the accommodation of their workmen, and at the same time skilled architects and contractors were employed to draw up a plan and build the largest cigar factory to be found on the island; and on the 19th day of July, 1888, the large and handsome

MONTE CRISTO CIGAR FACTORY

was dedicated in a royal manner, and in a very few days Mr. Castillo had his workmen, tables, tobacco, etc., transferred to this establishment, with a large additional force, which has been steadily increased, until to-day there is hardly a vacant table to be found in all this vast structure, which, as large and roomy as it is, has every available space occupied.

The dimensions of the building are, 100 feet long by 40 feet wide, and nearly 100 feet high, four full stories and the dome. This building presents one of the prettiest views, from the White street entrance, of any factory we have yet visited, more especially at night, when the large and elegant lamps that are fastened to the sides of the building, and those on the corner posts are lighted up, and a visit to it on Sunday afternoon, when the workmen are all gone, will amply repay one, even though one should not care to go up into the observatory, where a most beautiful view can be had.

Mr. J. T. Knowles, the courteous and efficient real estate and collecting agent for Messrs. P. Pohalski & Co., also has his office situated on Pohalski avenue, and a neater, better kept real estate office cannot be found on the island. Mr. P. Pohalski has never seen the "Monte Cristo" factory or Castillo City, being content to rely upon the judgment, and otherwise, of the junior member of the firm, Mr. D. Pohalski, and upon Mr. A. M. Castillo, in whose name the business here is conducted, and upon Mr. J. T. Knowles, the efficient real estate agent, who has the entire confidence of both Messrs. P. and D. Pohalski as well as of Mr. A. M. Castillo.

NAMES OF AVENUES AND STREETS.

While Pohalski avenue is the most important avenue in Castillo City, yet there are other avenues and streets worthy of mention, among which are, Havana, Gerome and Nicholas avenues; and Olivia, White, Division and Francis streets. Of course the largest business and public buildings are, and will continue to be, erected upon the broad streets.

Castillo City already boasts of one dry goods store, one grocery store, one restaurant and coffee house, one handsome billiard saloon and bar, one market house, one large drug store, etc., etc.; there are also in course of construction in this beautiful little "City" a large and elegant Club Room, barber shop, etc., and just as soon as these are finished, Mr. Knowles informs us that he will commence a large and spacious academy for the benefit of the city, but to remain the property of Messrs. Pohalski & Co. These investments are all situated in Castillo

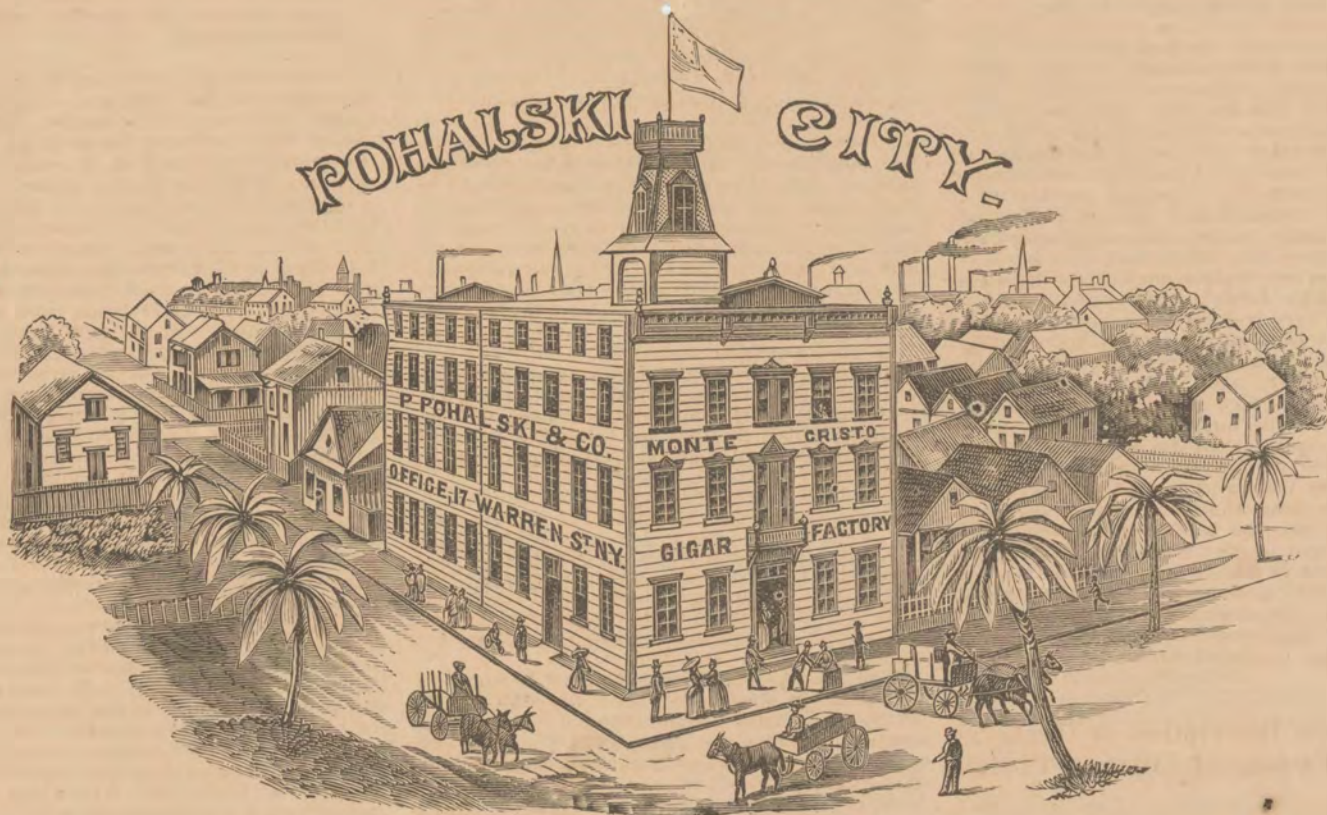
Mr. D. Pohalski, junior partner of the firm, has taken up his residence in a princely mansion, on Madison avenue, where he will possibly spend his declining days, though he has not yet begun to approach them, and at present one would not care to meet a livelier, more jolly and pleasant, as well as entertaining companion, in whose company to whirl away a few leisure hours, or to transact the most important business. It is all the same to Mr. D. Pohalski—always lively, always pleasant—whether upon a mission of mercy, profit or fun; and his happy, contented good-nature appears to be epidemic when he is around. We will be only too glad to welcome him among us again, and which, we are informed, we will have the opportunity to do.

Mr. A. M. Castillo, as we have before said, resides on Pohalski avenue, Castillo City, in an elegant two-story building.

In honor of the faithful services of Mr. A. M. Castillo, and the high esteem in which Messrs. P. Pohalski & Co. hold him, they named their beautiful little Key West suburb after him—Castillo City. No higher compliment could they have paid him, and while Mr. Castillo is not vain, yet it is apparent that he fully appreciates the honor heaped upon him by the firm of P. Pohalski & Co.

The Conqueror Cigar Factory,

situated on Whitehead street, has recently been erected by Messrs. P. Pohalski & Co., on the old site of the Monte Cristo factory, in which they



THE SPECIAL BRANDS OF CIGARS

made by this factory need no special comment. We only need to mention them, for they are so well known that it would seem like a loss of time and valuable space were we to attempt to describe their perfect shape, flavor, and other perfections which have better recommended them to the favor of all lovers of the weed than anything we can say or do; hence, we shall only mention the names of a few choice and leading brands, to wit: "Monte Cristo," "First Consul," "Los Castillos," "The Snuggler," "Dazzle," "Marshalk," "Spanish Doubloon," etc., all of which are made from pure Spanish tobacco, selected by their Havana agent, and stored in their warehouse there until ordered shipped to Key West.

CASTILLO CITY.

We would feel that our work was not half completed were we to omit a short mention of this most beautiful and pretty little city; for it is one of the few suburbs that Keywesters are actually proud of. It must not be forgotten that this city now contains a population of some 300 or more, and has several fine buildings; that while the "Monte Cristo" factory is chief among them, yet several of them are nearly as handsome, if not quite so stately and expensive, and among which may be mentioned the handsome two-story residence of Mr. A. M. Castillo, also the one occupied by Mr. Nicholas T. Castillo, both situated on Pohalski avenue.

Pohalski avenue is the main street or avenue of Castillo city, and extend from Olivia to Division streets, with large and handsome archways erected at the entrance from each of the above streets, bearing, in large plain gold letters, the inscription, "Entrance to Castillo City."

City, which, we will reiterate, is the prettiest and neatest of Key West's suburbs, and go a long way in the chain of evidence to show how Key West is viewed by Northern capitalists, and prognosticates a bright future and better times ahead.

Returning to the "Monte Cristo" cigar factory and the owners of the entire "Castillo City" in which the factory is situated, we would like to mention a few minor points, that until now have escaped us: The first of these is the almost absolute security from and protection against fire furnished to the "Monte Cristo" factory; for aside from about 500 feet of hose, connected to a large force pump, there are several hundreds of buckets filled with water, placed around the building, on the inside, of each floor, and unless the building was about half consumed when discovered to be on fire, the flames could readily be gotten under control. In addition to these, there are about fifty cisterns built for the protection and accommodation of this mammoth structure, which contain, from 7,000 to 35,000 gallons of water each; hence the 450 or 500 hands now employed by Mr. Castillo need have no fear of being thrown out of work through the agency of fire; and the New York firm of P. Pohalski & Co., 17 Warren street, can count on an average shipment of over 40,000 cigars per day, or over 250,000 per week.

Mr. P. Pohalski, the wealthy senior partner of the firm, has about retired from the worry and vexations of an active business life, and now enjoys the society of his family, and comforts and luxuries of life in a magnificent brown stone front, situated on Seventy-Third street, where he is always glad to welcome and entertain his friends.

have opened up a large cigar factory, with Messrs. Nicholas F. Castillo & Co., as the managers, and employ about 125 first-class cigar makers in the manufacture of fine Key West Havana cigars. These two factories, however, are scarcely able to fill the many large orders poured in on them from Messrs. P. Pohalski & Co. The manager is a son of Mr. A. M. Castillo. In addition to the above factories they have recently started a factory in Havana which is turning out 50,000 cigars weekly. Their factory in New York is also working full force.

The Comparatively New, but Prosperous Cigar Factory of Mr. Herbert C. Pent.

In the latter part of 1881, Mr. Herbert C. Pent, while yet a mere youth, entered the large cigar factory of Mr. J. H. Gregory, now on Fitzpatrick street, as an apprentice to learn the cigar business, with the small compensation of \$1.50 per week, for the first year. At the end of the first year his salary was raised to the large sum of \$3 per week for the first three months, with a slight increase from quarter to quarter, till, towards the latter part of the second year, when he was given a table with a journeyman's pay.

Within a few months from the time of his promotion, through close application to business, and the deep interest he took in his employers' interests, he was promoted to the management of the entire establishment.

Mr. Pent continued to work in this factory until the latter part of 1886, when he conceived



Herbert C. Pent.

the idea of investing the small capital he had saved from his wages in a factory for himself; and selecting a piece of land which belonged to his father, situated on Simonton, near Petronia street, he at once employed a contractor and builder, and who, by the 30th day of January, 1887, had completed his present

HANDSOME AND ROOMY FACTORY,

which he immediately took possession of and fitted up with the necessary tables, chairs, office furniture, etc., and about the 3d or 4th of February (same year), he had his "white elephant" ready for occupancy; but what to do with it just then he hardly knew, for orders had fallen off to a large extent with some of the oldest and largest factories in the city, and upon one of whom he had relied for his first and starting orders. But never daunted, never doubting but what success was before him who labored and persevered, he at once began to make samples of some of the brands he proposed to establish and forwarded them to numerous well-known cigar dealers, and solicited their orders.

The fruits of these efforts were soon apparent, and orders began to pour in upon him beyond his most sanguine expectations; and in the latter part of March, '87 he was enabled to employ about ten or twelve cigar makers, and a proportionate number of pickers, packers, strippers, etc.; and from this small and uncertain start sprung the handsome and growing business that he may now well feel proud of. The dimensions of the factory are about 55x30 feet, three stories high, and can furnish ample accommodations for about seventy-five cigar makers and nearly as many strippers, pickers, packers, casers and wrapper selectors. But Mr. Pent is about to consummate arrangements whereby he will be enabled to double the force and increase the size of the building, which will probably be accomplished during the coming month.

SPECIAL BRANDS.

Among the many special brands shipped from this establishment are the "Reina de las Antillas" (Queen of the Antilles), which, has made such a big hit in New York City among gentlemen of leisure and wealth, and among the St. Louis capitalists, who smoke nothing but a clear Havana cigar; the "Choice," made of a clear Havana filler with Sumatra wrapper, has made its best hit in St. Louis, and is a most excellent cigar; the "La Aurora" is another excellent brand, and is also best favored in St. Louis, and is made of clear Havana filler, Sumatra wrapper; the "Eldorado" is another very choice brand, and finds its patrons away up in Newark, N. J.; the "Superb," is also much favored in St. Louis; then there is the "Big Chief," which has won such favor in Key West, and conclusively proves it to be a most excellent cigar. We might go on for an hour or more mentioning choice brands made in this factory, but we have not the space to give separate mention of a number of choice brands made especially for New York firms.

While this is not one of the largest factories on the island, yet we can recommend the cigars made in it as being first-class in every respect, and will always prove to be exactly what they are claimed to be, for Mr. Pent has won his way into public favor, from the cigar table, by his straightforward dealings and untiring energy, coupled with affability and his willingness to accommodate a friend, and is admired and respected by all, though envied by a thriftless few who have not the industry or ambition to imitate his success.

We are proud of the success of this young man, who is scarcely in his twenties, and offer him as a model for the doubting, thriftless few, and an example to all. Any man with enterprise and nerve can come to Key West and do what he has done, for the way is still open to all who will labor and believe.

Julius Ellinger & Co's. Factory, corner of Duval and Wall streets.

What Money, Push, Pluck, and Energy have Accomplished in Four Years—30,000 Cigars Made Per Day.

Our reporter called at the large cigar manufacturing establishment of Messrs. Julius Ellinger & Co., with a view of giving the outside world some idea of the magnitude of our cigar industry.

In September, 1884, the firm of Julius Ellinger & Co., of New York, believed they saw an opening in Key West to invest a small portion of their surplus capital, at a good advantage to themselves, and at the same time have something to occupy their leisure hours in their winter retreat from the rush, push and hurry of the almost Arctic North, and selecting a site on Wall street, near the old "pineapple factory," they soon began work, with Mr. F. Gil Marrera as manager, and a working force of about one hundred cigar makers and pickers, where the firm remained, gradually winning their way to the front, and securing a position for their goods among the leading brands of the well known Key West cigar, until the great fire, which occurred in the latter part of March, 1886, which leveled their factory, together with many others, to the ground. But, with their indomitable will, energy and push, it could not be expected that they would long remain idle, and in May of the same year they again commenced operations on Angela street, with more orders ahead for their choice brands than they could possibly fill for three months in advance, and which necessitated large additions to their working force. Here their business began to assume such proportions, that they were compelled to erect a new factory large enough to contain almost a double force as then employed.

Selecting a site on the corner of Duval and Wall street, not more than three blocks from their original site, they undertook to erect a building large enough for any possible emergency, and soon had completed a large and handsome structure which is an ornament to the city and stands a monument to their energy, push and liberality, and to-day there is hardly a cigar maker on the island who would not consider it an honor to say he was "working at Ellinger factory."

The building is a large three story establishment, 125 feet long by 35 feet wide, perfectly ventilated, with the regulation triangular windows, which throw upon the tables of the workmen all the vividness, but mild, of the north light, which is conceded to be the finest for the cigar making business.

The firm is composed of Messrs. Julius and Ernest Ellinger, both of New York City, but one of the firm can generally be found in Key West, especially in the fall, winter and spring, looking after their interests, which has now assumed such large proportions.

OFFICERS AND WORKMEN.

Recognizing the peculiar fitness and superior ability of Mr. Fernando Valdez to fill the important and responsible position of Manager, he was waited upon by Mr. Julius Ellinger and tendered the position, which was accepted, and soon there were signs of the wisdom of the selection, and the business has steadily advanced under his superior majorship.

This firm imports all of their tobacco in the leaf, thereby giving employment to a large number of strippers, and aiding to make Key West one of the most prosperous cities of its size in the South. The firm has two factories under one roof, presided over by the same officers. Factory No. 69 turns out nothing but the finest Spanish cigars, while factory No. 58 uses Spanish fillers with a Sumatra wrapper. The firm have an agent in Havana who devotes his whole time in selecting and shipping to them the very finest tobacco to be found.

FAVORITE BRANDS.

This firm is also one of the first to introduce the fancy lid cigar box, which has stamped on it in gold and rich colors, figures, flowers, etc., indicative of the name of the brand.

Among the hundred or more brands made by the firm, we will only mention the "La Belle Senora," "el Montecero," "el Lerro," "De Witt Clinton" and "Cornet Bouquet," all of which are *par excellence*.

The average number of cigars made and shipped per week is about 210,000, or 35,000 per day.

A Bird's-Eye View of the Large Cigar Factory of J. H. Gregory,

AND A BIOGRAPHICAL SKETCH OF HIS BUSINESS LIFE.

FACTORY NO. 10.

We have written of many cigar factories on this island, but there is not one that has given us more pleasure to mention than the one we now have in our mind's eye. We allude to the

large cigar factory of Mr. J. H. Gregory, situated on Fitzpatrick street.

MR. J. H. GREGORY,

when quite a boy, began the cigar (?) business in 1852, when his parents had sent him to school in New London, Connecticut, from his home in Long Island, New York, where his parents then resided. At this school he made the acquaintance of a little lad who claimed to know something of the cigar business; and young Gregory himself had given considerable thought to the subject, and had already, even at that tender age, become infatuated with the business; and forming a copartnership with the "young blood" who claimed to know something of the cigar business, and taking in one or two other "special" friends, they opened up a "cigar factory," at the school-house, under the firm name of "J. H. Gregory & Co.," manufacturers of "Sweet Fern Cigars (?)" where they made a cigar from the "sweet fern" or "deer tongue leaf." This, of course, while it had no tobacco in it, was very similar, in looks, to the Havana tobacco, but it was most excellently flavored, and the fumes of it were very pleasant to the nasal organs of the boys and the girls. These dainty little cigars were retailed to the scholars for the low price of one button each. Strange to say, however, our friend Gregory has failed to remember whether the firm banked their large wealth of buttons, or whether they buried them; if the latter, there is a fine opportunity offered for some enterprising spiritualistic youth to discover, through the medium of his weird profession, a mine of ready made brass buttons.

At the close of the war in 1865 Mr. J. H. Gregory came South and visited Cuba, where he remained several months, familiarizing himself with the cigar business of that island; and after he had become almost perfectly posted in regard to the trade in Havana, he left that city for Key West, to learn the business, and how it was conducted in the United States; and in the early part of 1869 he landed in Key West, where he commenced to acquaint himself with the cigar business of this city. In the mean time he accepted a lucrative position in the Key West Custom House service, where he remained until the latter part of 1876. But during all this period (between 1869 and 1876) Mr. Gregory made frequent trips to New York, where he also familiarized himself with the business from *alpha to omega*; and in 1877 he returned to Key West, and shortly after opened up a cigar factory on Duval street, opposite the New Russell House, under license No. 10; which will be better understood when we say that his was the tenth cigar factory on the island at that time; although our island now boasts of about 300 cigar factories. We would like to say here that, although many mishaps have befallen Mr. Gregory, yet he still retains his first number No. 10, and has never faltered or gone out of the business.

In the year 1878 the business of Mr. Gregory had so increased, owing to the enviable reputation he had gained for his fine Havana cigars, that he was forced to seek larger quarters, which he soon found on the corner of Wall and Front street, where he remained and prospered until the fire of '86, which occurred on March twenty-ninth or thirtieth, and continued until the best portion of the island was consumed, including Mr. Gregory's factory.

At the time of the fire, Mr. Gregory was in Havana purchasing tobacco for his factory, and we can imagine his feelings when the electric wires told him that his beautiful and prosperous cigar factory, of which he was so justly proud, and which he had taken so much pains to establish, was in ashes! We presume he hid himself, and for a few brief moments shed a few bitter, regretful tears; but when he landed on the island of Key West all traces of grief for the factory that was, had passed away, and he at once applied his energies towards establishing another factory, superior, if possible, to the old one. Of course he did not expect to accomplish this in a moment, for buildings at that time, of any dimension, were scarce; but he was granted permission by the masons of this city to use their hall until he could do better. Finding this building too small for his large and growing business, Mr. Gregory at once had work commenced on his lot on Duval street, opposite the New Russell House, and plans, etc., were drawn up for a large and handsome three-story factory to be erected on the site. Workmen were at once put to work, and in August, '86, within a few months from the time he had the pleasure (?) of seeing his previous factory leveled by flames to the ground, he was invited around to view the ruins of this new factory which had just been completed, and which he was making preparations to move into, leveled to the ground by the great gale that visited this island in August, '86. Instead of cursing "Luck, Fate and Others," Mr. Gregory said, "Well, it might have been worse. I am thankful that I had not moved into the building." He looked on the bright side, notwithstanding the fact that the destruction of this factory by wind, and the destruction of the former one by fire, had so completely impoverished his bank account that he did not have money enough left

to pay the interest on his indebtedness. In fact, to use his own phraseology, he was "considerably worse off than nothing." He had lost more than he owned, but withal he was not discouraged, and his well-known energy, integrity and go-aheaditiveness, soon brought friends to his rescue. The John White Bank opened its vaults and invited him to take what was necessary to build him another factory, and selecting a site on Fitzpatrick street, belonging to the Bank (the other site having proven to be too unlucky), where he built the large and beautiful three-story factory.

SPECIAL BRANDS.

The leading brand turned out by this factory is a most excellent brand, one of which we now have between our teeth, and we can without intruding on our conscience or "stretching the blanket" in the least, say that it equals if it does not surpass any cigar we have ever "puckered a lip over." We allude to a most excellent brand, the "Royal Eagle," made from nothing but the most choice Havana (light colored) tobacco; the wrappers of which cost from \$5.00 to \$5.30 per pound. But we do not wish to be understood as saying that no other extra fine clear Havana cigars—both wrappers and fillers—are made in this factory, among which are the "Branch of Cuba," a very choice cigar, and which is almost a peer of the fine brand above mentioned. However, we will not stop here, for the "La Fraternidad" is one of the choice brands shipped from this factory, and it is only a matter of taste (between the mild or strong cigar) that makes any distinction whatever between this cigar and the "Branch of Cuba," both of which, like the "Royal Eagle," are made from the very finest Havana tobacco, selected by Mr. Gregory himself; and who, during his recent trip to Cuba visited the many plantations there and selected a lot of the choicest tobacco he could find.

TEODORA PEREZ & CO.

MANUFACTURERS OF FINE HAVANA CIGARS.

Mr. Teodora Perez has recently had built one of the handsomest cigar factories to be found on the island, situated on Virginia and Margarette streets, 88x35 feet and three and one-half stories high.

THE FIRST FLOOR

is divided off into, first, a cozy and handsomely furnished business office, presided over by Mr. Teodora Perez; the strippers, pickers, and packers, department is foremanized over by Mr. Chas. Thompson, a first-class cigar maker, who thoroughly understands every branch of the business.

THE SECOND AND THIRD FLOORS

are both used exclusively by the cigar makers, and about 200 men are employed in them, all of whom are first-class workmen, foremanized over by Mr. Juan Eyra, jr., who is also one of the members of the firm.

FOURTH FLOOR.

This floor is devoted to the drying of filler and storing scraps, and frequently has \$6,000 or \$8,000 worth of tobacco scattered over the floor, giving out an aroma truly delicious to smell.

Mr. Teodora Perez first came to Key West in 1874, from San Domingo and entered into the mercantile business, in which he remained for two years.

In 1878 Mr. Perez entered into co-partnership with Mr. Anselmo Zamora and began the cigar business on the corner of Whitehead and Division streets, with about fifty workmen, where they remained in co-partnership for about eight months, when the firm dissolved co-partnership. Soon after Mr. T. Perez again formed a co-partnership with Mr. Joaquin Leon, and opened up a cigar factory on Whitehead, between Caroline and Green streets, where they continued for two years, when the co-partnership was dissolved and Mr. Perez continued the business in the same place, and remained in this

building for about two years longer, when he removed to near the present site of Mr. Geo. Nichols. In this building he remained for about one year, when he entered into a co-partnership with Messrs. Juan Francisco Navarro and Carlo Manuel de Cespedes, under the firm name of de Cespedes, Perez & Navarro, and removed the factory to Fitzpatrick street, where they remained one year, when Mr. Perez bought out the interests of his partners and removed to his old stand near Mr. Nichols' factory, where he was burned out during the big fire of March 31st, 1886. In this fire Mr. Perez lost between three and four thousand dollars more than he actually owned, which he has since paid up, and accumulated a handsome fortune besides.

However, nothing daunted, within two days after the smoke of the ruins had cleared away, Mr. Perez again began the cigar business, in co-partnership with Mr. Juan Eyra, his present partner, and opened up business on Eaton street, where they only remained for a short time, when they removed to the corner of Thomas and Olivia streets, where they did business for about one year, when their orders became so voluminous, that larger quarters were necessary, and the factory was moved to the old convent building, on Division and Whitehead streets.

About this time the firm had purchased a tract of land on Catharine street, and commenced the erection of a large three and one-half story factory, which was finished and moved into by Messrs. Perez & Co., in about six months from the time they first occupied the old convent building. During the same period they had quite a number of cottages erected for the accommodation of their employees; also a large store house, in which they now conduct a large and prosperous general merchandise establishment, all of which were completed and occupied in May, 1888. These are all substantial and handsome buildings, and are among the most valuable property in the city, and are valued at about \$25,000; all of which has been accumulated in a few years by the firm.

Among our illustrations of the principal buildings in the City of Key West is the Cigar Factory of

MESSRS. CELESTINO PALACIO & CO.,

one of the largest in the city. The products of this factory are the finest class of Havana Cigars only, and are sold in every city in the United States and have been exported to Germany.



MR. FERDINAND HIRSCH,

the successor to the firm of Celestino Palacio & Co., which name the business is still continued under, is also the sole representative for the United States and Canada of the celebrated Henry Clay and Bock & Co. factories of Havana, Cuba. The office and salesroom of this firm is No. 2 Burling Slip, New York.



A. de la Rosa.

MR. ANTONIO D. DE LA ROSA,**And a Bird's-eye View of the Inside Workings of his Large Cigar Factory.**

The manufacturing enterprise that will now claim our attention is the large cigar factory of Mr. Antonio D. de la Rosa, situated on Southard, between Grinnell and Margaret streets; but before we expatiate upon the magnitude and beauties of the factory, and the excellence of the Havanas made there, we will first introduce to our readers the founder of the factory and the present young and popular owner.

In 1868, Mr. Bernardino D. de la Rosa, father of the present proprietor, was forced to leave Havana, Cuba, on account of his political opinions, after first having all of his property confiscated from him by the Spanish Government, and finding a safe asylum in Key West, he, and his family, settled here. Almost immediately upon his arrival in Key West, he was offered the position of General Manager over the large cigar factory that Messrs. Seidenberg & Co., were then just starting. In this factory Mr. B. D. de la Rosa remained until the great fire of March, 1886, when he left the firm to enter into business for himself (dealer in leaf tobacco), and in which business he remained until the time of his death, July 25th, 1888.

In the early part of 1878, when Mr. A. D. de la Rosa was 18 years old, he was sent to St. John's College, Fordham, N. Y., to complete his English and Spanish education, where he remained two years, when he entered the Packer's Business College, of New York City, and where he graduated with honors in 1882, after a two years' course. He then, on leaving the College, accepted a position in the New York office of Messrs. Seidenberg & Co., as assistant book-keeper, which position he filled satisfactorily until the summer of 1883, when he returned to Key West with the determination of entering the cigar business, and finding a situation in the picking and packing room of Messrs. Seidenberg & Co.'s factory he immediately "buckled" himself down to work, always looking forward to the day when he should be master of his own factory; and by close attention to business, industry and economy he succeeded in saving up between \$600 and \$700 in about eighteen months, and in July or August, 1884, he entered into co-partnership with his uncle, Mr. Jose Jesus Jorge, and began a small cigar factory on Southard street (next door to his present site), where they continued together for nearly one year, when his uncle died, leaving him, young though he was, to continue the business alone.

The rapid strides that Mr. A. D. de la Rosa has made to the front in the past two years is sufficient evidence to prove to the outside world what energy, courtesy, integrity and close attention to business can accomplish in Key West. Beginning with about ten workmen, he has been forced, from the increase in orders, to gradually increase his force until now he gives employment to nearly 100 workmen. One of the greatest reasons we can offer for all this prosperity is the fact that Mr. de la Rosa makes nothing but the finest Havana cigars, from the very choicest select Spanish tobacco, and that none but first-class Cuban cigar makers are employed.

The dimensions of his present large and commodious building are, 75x35 feet, three stories high, and has ample accommodation within its walls for about 200 cigar makers, and which, no doubt, will be worked to its fullest capacity before another twelve months shall have passed.

LEADING BRANDS.

The following is a list of a few of the leading brands of cigars made in this factory, all of which are made from pure Spanish tobacco

selected in Cuba especially for their manufacture, and great care is taken in selecting the very best that can be found, regardless of the price; and it is this fact that has given them such prominence and large sale, to wit: The "Eugenia," one of the best-shaped, finest finished and most exquisite flavored cigars made on the island; then there are the "Gaditano," "Bonita," "Elite," "Sultana," and a number of others too numerous to mention, all of which are made from the pure Spanish leaf, both filler and wrapper, and are good enough for a king to smoke.

The young manufacturer, Mr. Antonio D. de la Rosa, is justly proud of the success he has attained.

J. M. J. NAVARRO,

AND HIS LARGE CIGAR AND CIGARETTE FACTORY, CORNER OF SIMONTON AND GREEN STREETS.

Mr. J. M. J. Navarro was born in Havana in 1832, and was educated in the University of Havana.

When he was but little over fourteen years old, he entered the Custom House service in Cardenas, Cuba, and remained in that service for fifteen years.

In August, 1869, about the time of the breaking out of the revolution in Havana, Mr. Navarro removed with his family to Key West, and soon after his arrival here he engaged in the wholesale and retail grocery business, in which he continued until 1877, when he disposed of his grocery store, and entered into the manufacture of cigars, and in which business he has since steadily continued, making nothing but the finest Havana cigars.

The first cigar factory of Mr. Navarro was established, in 1877, on the corner of Whitehead and Green streets, where he remained about one year, when he removed to Fitzpatrick street, and opened up with about twenty-five cigar makers, and remained there until the big fire of 1886, when he was burned out, and lost about twenty thousand dollars. No insurance at all.

In a few weeks thereafter, however, Mr. Navarro was enabled, by the prompt action of Mr. Jno. Lowe, jr., to move into the present large and spacious building, situated on the corner of Simonton and Green streets, which he, Mr. Lowe, kindly had erected for him.

The dimensions of this building are 120x35 feet, three stories high.

SPECIAL BRANDS OF CIGARS.

The "El Habanero," "Flor de Navarro," "May Alletta," "Palermo," etc., are a few of the choice brands made in this factory, all of which are made from pure select Havana tobacco, and have never failed to give the most perfect satisfaction wherever introduced.

CIGARETTE FACTORY.

In December, 1885, Mr. J. M. J. Navarro also began the manufacture of fine Havana Cigarettes on a large scale, with Mr. A. Zalasar in charge, which has since been largely increased, until to-day it is one of the largest cigarette factories in the Southern States, and the only one in Key West; and the cigarettes have no superior anywhere, and but few peers.

SPECIAL BRAND OF CIGARETTES.

"Bon ton Lawn-Tennis," made from cotton rice, water cress, wheat and pectoral paper, filled with choice short or long-cut Havana tobacco, and are very fine.

SMOKING TOBACCO.

In connection with the cigar and cigarette manufacture, Mr. Navarro has also extensively engaged in the manufacture of smoking tobacco, called the "Picadura," from pure Havana tobacco, which has been placed in charge of Mr. José Miguel Navarro, youngest son of Mr. J. M. J. Navarro, who thoroughly understands his business, and turns out a first-class article, which has a large sale in Key West and other Florida cities and towns, as well as in all the other States of the Union.

SPECIAL BRANDS OF SMOKING TOBACCO.

"Guarina," "Hatney," "Aroma de la Flor," etc., all made from select Havana tobacco, and have no equal, both for cigarettes or the pipe.

R. DOBARGANES.

In the early part of 1884, Mr. R. Dobarganes left Havana for Key West on account of his political opinions, and accepted a situation in the large cigar factory of Mr. E. H. Gato as book-keeper, where he remained for about eighteen months, when he left Mr. Gato to accept a situation as general agent for the large cigar factory of Mr. E. Canals, and established his business office at No. 98 Maiden Lane, New York, and where he remained for six months, when he again returned to Key West and ac-

cepted a situation in the office of Mr. E. Canals as head book-keeper, and which position he held until last March, (1888), when he began business to himself.

Mr. Dobarganes, from his close attention to business and his polished and courteous manner, coupled with strict integrity, succeeded in winning the entire confidence and respect of all who knew him, and in the absence of the members of the firm, which frequently occurred, and for long periods, he was placed in charge of the management of the entire business, giving perfect satisfaction in every instance.

About the middle of March, 1888, Mr. R. Dobarganes opened up a small factory for himself on the corner of Thomas and Olivia streets, and employed some eight or ten cigar makers, but from the superior quality of his cigars he was soon forced to increase his force until to-day he gives constant employment to forty-five or fifty cigar makers, all of whom are rapid, first-class workmen, and he employs nothing but the very finest Spanish or Havana tobacco in making the cigars. These goods have given the most perfect satisfaction to every dealer who has handled them, and orders are pouring in to the extent that it will be necessary for Mr. Dobarganes to double his force in a very short while.

The dimensions of his factory are about 75x40, three stories high, and will furnish accommodations for about 150 cigar makers and the necessary corps of pickers, packers, strippers, etc.

SPECIAL BRANDS.

Among the many brands of choice cigars made in this factory, we can only mention the "Doborina," "el Imperio," "La Sultana," etc., all of which are the peers of any cigar made from the same class of tobacco in Havana, Cuba. These cigars have already won almost a national reputation from their excellent flavor and perfect finish.

HAVANA AGENT.

Don Eugenio Fernandez is the Havana agent for this factory, who supplies it with nothing but the very best leaf that can be found on the island.

MR. JOAQUIN MARRERO ALONSO.

MANUFACTURER OF KEY WEST HAVANA CIGARS.

Mr. Joaquin Marrero Alonso, was born in San Antonio Bano, Cuba, May 17th, 1841, where he spent his childhood. At the age of seventeen, or eighteen years he entered the cigar business and served his time as an apprentice under the most skillful operators, familiarizing himself with all the different branches of that industry.

In 1884 Mr. Alonso came to Key West and entered the large cigar factory of Mr. Francisco Marrero, a relative of his, where he remained for quite a while, when he accepted a more lucrative situation in the factory of Messrs. A. del Pino Bros., and later in Mr. E. H. Gato's factory.

In these factories Mr. Alonso succeeded, by industry and economy, in saving up a small capital, with which he opened up a cigar factory for himself in the early part of 1887, on Whitehead street, where he remained nearly two years, manufacturing nothing but the best cigars, and where he succeeded in gaining a most enviable reputation for his goods; and in the latter part of 1888, it became necessary for him to increase the number of workmen, which he did, and removed his factory to Southard, near the corner of Whitehead street, where he has since remained, doing a prosperous business, which is constantly growing.

His present factory is about 45x50 feet, two stories high, and is situated in one of the most beautiful locations on the island. Mr. Alonso employs from twenty-five to forty cigar makers, according to orders on hand, and manufactures a clear Key West Havana cigar, that will compare favorably with those made in our older and large factories.

He also manufactures an excellent Havana filled and Sumatra wrapper cigar, which gives the most perfect satisfaction.

P. C. SOMEILLAN.

MANUFACTURER OF PURE HAVANA CIGARS.

Dr. P. C. Someillan, was born in Havana, Cuba, in 1825, and was educated in the same city, and left school in 1843, when he began the study of medicine soon after.

Dr. Someillan came to Key West in 1879, having been driven from his home in Havana on account of his political opinions—he having been arrested in 1869 in Caibarien, Cuba, by the Spanish Government, on a charge of "treason," which was "trumped up" against him in order to confiscate his property, which they did, and, after a sham trial he was banished to Fernando Po, Africa, where he was kept under close surveillance for about three and one-half months, when he was sent to Baleares Island, in the Mediterranean Sea, where he remained for about

eleven months, as a prisoner; and from there he was sent to Madrid, Spain, where he was placed on his own recognizance, and where he remained for nearly one year, when he received a passport from the Spanish Government to go to Mexico—this being Spanish territory, and the only portion of the globe they would permit him a passport to. But instead of going to Mexico he evaded the vigilant watch of the authorities and went to Liverpool, Eng.; where he remained only a short while when he took passage on a vessel for New Orleans, La., and from thence to St. Augustine, Fla., and from thence to Key West, landing here in November, 1871.

In 1885, when Dr. Someillan entered the cigar business, it was merely as an experiment, and he only employed some eight or ten cigar makers, but owing to the superior quality of his cigars he was soon forced to increase the number of his hands, and to-day he gives employment to fully 200 workmen, and his business is steadily growing.

MANUEL F. BARRANCO.

Among the manufacturers of cigars at Key West whose goods are distributed throughout the country, few are better or more favorably known than the firm of which Manuel F. Barranco is the senior member, and the trade mark of their factory, El Progreso, was aptly chosen, for from the time when the factory commenced operations to the present, its history has been one record of continual progress.

Manuel Barranco was born on August 11, 1845, at Puerto Principe, Cuba, and was educated at the normal school in Havana, from which he graduated with high honors. At the time the Cubans revolted against the mother country, Spain, Mr. Barranco took sides with the former, and was an ardent supporter of all measures calculated to secure the independence of the island. On this account he was obliged, at the close of the revolution, to leave Cuba and go to Key West, where he established a general store, and in 1870, in partnership with his brother, began manufacturing cigars. He also, about this time, opened a store in Wall street New York, in order to have facilities for exhibiting his cigars, and to enable the firm to ship promptly without the embarrassing delays necessitated by the imperfect mail service with Key West at that time. Quite a large retail business was also done at this store. After thoroughly establishing the reputation of his cigars, and the fact that they could be obtained in this city without the delays mentioned above, the business was removed to Reade and Church streets, and from there to its present location at 65 and 67 Barclay street, where they have largely increased facilities. After moving to Barclay street, the retail department was dis-

continued, thus enabling the firm and their staff of clerks to devote their entire attention to the wholesale branch. Five years ago Mr. Barranco's brother died; no change was made in the style of the firm, however, until June, '87, when Mr. Benjamin J. Guerra was admitted to a full partnership, and the name changed to M. Barranco & Co. Mr. Guerra had been for over five years the representative of the firm in New York, holding their power of attorney, and having entire charge of their business; the change, therefore, was more nominal than real.

The firm owns the lot and building in Front street, which was destroyed by the great fire and re-built, and is occupied, the ground floor by their store and warehouse and the upper floors by their factories No. 43 and 79, where they have a force of one hundred and fifty to two hundred men; manufacturing the pure Vuelta Abajo goods that are so well known from Maine to California, under the brands "El Progreso," "Lord Byron," "La Flor de Guanes," "La Egiptia" and others.

They lately bought a fine piece of property consisting of two building lots adjoining their present house, and facing Front street, and in-

tend to build there a big factory, as soon as a lease on said property be canceled.

M. Barranco & Co., are among the pioneers of Key West, and take great interest in all enterprises promoting the growth and progress of this City.

This enterprising firm has open account with over fifteen hundred customers, besides supplying general agencies in Chicago, Ill.; Atlanta, Ga.; Washington, D. C.; Baltimore, Md.; Cincinnati, Ohio; Galveston, Texas; Los Angeles and San Francisco, Cal.

According to the revenue returns, they manufactured near two millions cigars last year.

They have a factory and tobacco warehouse at Havana, Cuba, No. 113 San Miguel Street. Mr. Barranco takes yearly trips visiting the trade in the States, and spends the rest of the year in this City and Cuba, looking after the factories and making the selection of leaf in the Vuelta Abajo district. Mr. Guerra, the junior partner, has charge of the New York office at 65 and 67 Barclay street, and from there looks after the business all over the country—who by the way is one of the pleasantest men we met in New York City.



Manuel F. Barranco.



BAKER & DUBOIS.

Who is it that is interested in the cigar or tobacco trade from Portland, Maine, to Portland, Oregon, or from the St. Lawrence to the Island City, whose light marks the entrances, to the Gulf of Mexico, that doesn't know the "Baron," as Chas. Baker, senior member of Baker and DuBois, is known? The factory building, which is shown in an accompanying sketch, is their Key West house, and a better located building cannot be found in that city, being situated on Fitzpatrick, one door from

the corner of Front, and about two hundred yards from Mallory's steamship wharves; it adjoins the elegant brick store of Hon. John W. Sawyer. This firm has been manufacturing cigars in Key West for five years, while they have been actually in the trade for the last fifteen. Their factory in Key West has a capacity of three hundred hands, and in addition to what it turns out, they have contracts to take the output of two smaller factories, run under other names. Their own special factory numbers are 83 and 84. They also run a factory in the city of New York. Mr. W. E. Dubois, the junior member, "holds the fort" in the metrop-

olis, being located at 162 Pearl St., but the growth of their business has been so rapid of late that they have, within the last ten days, rented handsomer and more commodious quarters at 121 Maiden Lane, where they will soon be installed. Acquaintance with the firm is enough to satisfy one with the secret of success—energy, polished and affable manners, being to both of them second nature. Their Leading Brands are "The Baron," "Duke of Wellington," "Alexander the Great" and "Macedonian." However they manufacture many other special brands for customers. We commend the firm.

THE NEW SOLACE FACTORY.

The factory building shown on this page has been occupied since April 1, by the well-disciplined workmen in the employ of Mr. Geo. W. Nichols, manufacturer of the popular Solace, and other brands of cigars. It is conveniently located at Key West, and has ample capacity for so dividing the departments that the very best results in the manufacture of cigars can be attained. The building is three full stories and a half high and one hundred feet deep, with a frontage of thirty-five feet, thus giving over ten thousand square feet of floor space. Under the direction of Mr. Archie B. Nichols, who has been in Key West for some months, this space has been divided into departments, each independent of the other, but all making a complete system of factory work. On the first floor front are the general offices, with store room for leaf tobacco, and farther back is the "casing" room, stripping department and packing room. The latter occupies the rear of this floor on the side of the building shown in the cut. The V-shaped projections from the side, while not adding much to the attractive appearance of the building, are in Key West most important factors in the proper manufacture of cigars. On the reverse side of these projections are the large windows through which comes the true north light, so essential in packing high grade cigars.

always endeavors to get the very best quality and that which is specially suited to the demands of the trade in this country.

In uniformity and in quality of output this factory is acknowledged to be among the leading ones of Key West, and consequently of this country. The leading brand is, of course, the Solace, and from this brand the factory takes its name. It is protected by copyright, registered in the Patent Office at Washington. Two of the more recently issued brands are the La Corona de Diamantes and Mi Orgullo. Both of these brands have strikingly designed labels. The other brands are El Ray Cubano, Flor de Las Lomas, Flor de Ella, La Bella Serrana, La Esperanza, El Cazador, Flor de Ulloa, besides several special brands used by certain dealers who have exclusive territory for their sale. Recently we learned from one of the best smokers of New York city that he preferred the cigars made in the Solace factory to any it had ever been his pleasure to smoke. We quote from an article published in the Cincinnati *Commercial Gazette*, which gives a conversation in which Mr. Edward Stapleford, manager of the cigar department of the house of Joseph R. Peebles, says "that he would not hesitate to recommend their patrons to use the 'Solace' brand manufactured by George W. Nichols, at Key West."

There is no end to the number of recommendations by dealers who have been handling

1887 that he occupied his present place of business, built especially for him by Mr. Wm. Curry on Front street,—the business street of the city. The dimensions of this building are 110x40 ft.—three stories high.

SPECIAL BRANDS.

Among the special brands manufactured in this factory, we shall only make special mention of about three, although this firm makes many others, all of a superior class, and made entirely from a clear Havana or "Spanish" leaf, by first-class workmen, and cannot fail to be first-class cigars in every respect, to wit:

The "La Belita," "Queen of the Gulf" and the "La Elisa." These brands are deserving of special mention both as to the material of which they are made as well as to their extra fine finish. They look as though they had been carved out of some soft material and then sandpapered—so finely finished are they. In fact it is almost impossible to detect where the leaf is joined. Nor can we allow the extraordinary flavor of these cigars to escape special notice, for no one who has ever smoked one of them will ever smoke any other, provided he can afford to buy them. One wants no greater enjoyment than to light one of either of the above brands immediately after dinner and lay back in his arm chair and read his book or paper until he has burned it nearly to his lips.



This is one of the most important adjuncts to every well-regulated factory, both at Key West and Havana. Without the light comes from the north cigars cannot be properly and uniformly selected, and the varying shades in color surely detected. In the cheaper grades of cigars fine packing is not so essential, but for cigars of high standard, such as those made by Mr. Nichols, it is necessary to have absolutely perfect packing, and this can only be accomplished under the steady and unvarying light that comes from the due north.

The whole of the second floor of this building is devoted to the rolling of cigars. Here the cigarmakers sit at their tables and produce the many fine sizes and styles which are packed and marketed under the brands of the factory. The whole of the third floor, and half floor on the fourth story, is used for drying the stripped fillers, maturing and preparing filler tobacco.

Throughout the entire factory the very best quality of work is done, and only expert operatives are employed in any of the various departments. While Mr. Nichols himself has general charge of all of the business affairs, much of the active management of the factory is done by his two competent sons, Harry and Archie, who relieve each other in looking after the interest of the factory in Key West during the whole year. Mr. Nichols is a man who has made many personal sacrifices to keep the cigars manufactured in his factory up to a very high standard. It is well known among the trade that he buys and uses nothing but tobacco raised in the famed Vuelta Abajo district and

these cigars and smokers who have been consuming them for years, that could be brought forward as an endorsement of the product of this factory. The best evidence of their popularity is the fact that Mr. Nichols cannot, even in a new and much larger factory than was formerly occupied, make cigars fast enough to supply the demand.

The output of Cigars for this factory will exceed five millions for this year.

For the excellent cut of the new Solace Factory we are under obligations to Tobacco, 102 Chambers Street.

E. CANALS & CO.

Among the older factories of Key West, that of E. Canals & Co. is numbered. Mr. Canals, the senior member of the firm, for many years was alone in the business; in fact he placed it upon a successful basis, a long time ago. He, as are a large number of our prosperous citizens, is a Cuban. He came to Key West early in 1883, and commenced a factory. His present partner, Mr. R. Penichet, has been with him since the start, first as book-keeper, and manager, until he was offered a partnership in the firm—a success and honor deservedly gained. Mr. Canals, as with many other of the leading business houses of the city,—suffered by the disastrous conflagration of three years ago, but undaunted he secured a building and commenced work two days after. It was not until

THE HAVANA AGENT.

Mr. E. Canals, residing as he does, with his family in Havana, assumes the role of the Havana Agent, and right well does he execute this most important mission, for well he knows the reputation already won for their cigars is largely dependent upon his selections of the leaf in Cuba, and he visits the fields where the tobacco is being cut for market and selects the very finest he can find, and his long experience in this business makes him an expert classer and buyer.

MR. RAMON PENICHET,

the first and only business manager of the firms of E. Canals, and E. Canals & Co., as above mentioned, was admitted into the firm as a partner in the latter part of 1887, when the firm took possession of their new building on Front street, and where he has since continued to fill the three-fold position of manager, book-keeper and foreman over the pickers and packers, to say nothing of his duties as a partner.

D. L. TRUJILLO & SONS.

From Illustrated New York.

D. L. Trujillo & Sons, Key West, Florida, manufacturers of fine Havana cigars, S. Serpa, sole agent for the United States and Canada, New York office, No. 119 Water st. Among the varied business interests of New York that of cigar making is of no small importance. The trade is one which gives employ-

ment to a large number of operators, and in many ways forms an important item in estimating the manufacturing and commercial importance of this enterprising and thriving city. The house whose name forms the caption of this article has become a well-known one in this branch of manufacture and has built up a very prosperous trade throughout the United States. The firm of D. L. Trujillo & Sons was organized in 1887 with establishments in Key West and New York. The co-partners in the enterprise are D. L. Trujillo, Remigio Lopez, Alfred Lopez, and S. Serpa, all of whom are natives of Cuba, and all, with the exception of Mr. Serpa, who is in charge of the New York establishment, reside in Key West, where the firm have an extensive factory and employ some hundreds of hands in the manufacturing a fine grade of Havana cigars. The New York office is elegantly located at the corner of Wall and Water sts., is finely fitted up and is heavily stocked with imported Key West cigars. The firm only handles the finest class of goods in this line and the sales of the house are exclusively of a wholesale character. The facilities of the house for supplying the trade with cigars of unsurpassed quality at low rates are unexcelled by those of any other concern. The business is conducted upon the strict lines of integrity and promptitude and these have gained for the establishment a large and growing business, with every assurance of increased prosperity in future.

We are in a position to echo the above, since our acquaintance with the firm in Key West, and their enterprise there, more than confirms all that is written. In the early part of the winter they opened another factory in Key West, where they employ, in addition to the one first named, two hundred workmen. Their factories are as elegantly situated as any in the city; they are in the business portion of the city, on opposite sides of the United States bonded warehouse. The members of the firm are among our most enterprising citizens and are always among the first to aid in any movement for the improvement of the city; in fact they are the originators of a scheme, which if adopted will insure Key West cigars against being counterfeited.

Their output last year, although only the second year of their business, was over four million cigars, ranking them among the largest of Key West cigar manufacturers, and this year, so confident are they of doubling this big showing, that Mr. S. Serpa of the New York establishment has wagered a supper at Delmonico's for thirty, and the cost of which will exceed four hundred dollars, that the output for '89 will be eight million. *He will win it.*

GEO. ALCES.

In mentioning firms who are inseparably connected with the growth and development of the Island City, and men whose brains and energies have contributed much to that end, we should not forget to mention Mr. Geo. Alces of 203 Pearl St., New York. Mr. Alces has the entire output of cigars of the factories managed for him by Romauldo Perez, factories No. 4 & 228, of Packer st.; of Severo Armas, factory No. 120, of Duval street; and of J. V. Velasco, factories No. 146 & 122, and R. Sereira, factory No. 22. All of these factories are steadily at work, and that of Mr. Perez is licensed to employ two hundred hands. To dispose of the immense amount of goods manufactured by Mr. Alces' Key West houses requires a big field, and he has it from Maine to California in the United States and from the Great Lakes to the Hudson Bay in Canada. Yearly he has seen his business, under his skillful management, grow until he is included in the category of Key West larger factories. Of the hundred thousand dollars paid out in Key West weekly for making cigars, Mr. Alces, through his agents there, contributes a big part. He quite often visits his factories in Key West, so as to guarantee the quantity of the goods furnished by him. His New York offices and storage rooms are largely and especially well located for the trade. They are under the direct management of his sons, Mr. L. Alces, Mr. Geo. Alces, and his eldest son, Henry G. Alces, who attend to the large distribution of his brands of cigars.

SPECIAL BRANDS

Zanita, La Regia, El Alto, Sin Ygual and Sin Falta are seen on boxes of cigars in all parts of the United States, and the cigars contained in those boxes are made by skilled workmen and of carefully selected Havana tobacco, in the factories of Mr. Geo. Alces at Key West, Fla.

Personal Notices.

WILLIAM CURRY.

Mr. William Curry, who by the way is the oldest settler in Key West living at this writing on the island, and the richest man, perhaps, in Florida, was born on Green Turtle Key on the 11th day of September, 1821, and came to Key West the 3d of March, 1837, landing when he was but sixteen years of age, and began business as a clerk with Messrs. Weaver & Baldwin, where he remained for eighteen months, when this firm retired from business and Mr. Curry accepted a situation with Mr. Wm. H. Wall, dealer in general merchandise, and remained in his employ until 1843, at or about which time he began the mercantile business to himself; but owing to his limited capital he entered into co-partnership with Mr. Geo. L. Bowne in 1845, and began business on the corner of Duval and Front streets, under the firm name of Bowne & Curry, dealers in general merchandise and ship chandlery, where they remained until 1846, when their spacious store and contents were all either leveled to the ground or blown away during the famous hurricane of that year; the firm sustaining a loss of some \$10,000 or \$12,000. Soon after the hurricane this firm purchased the property on Front street, between Simon-ton and Elizabeth streets, where Mr. Wm. Curry now conducts a large mercantile business.

At the beginning of the late war, in 1861, Mr. Curry purchased the entire interest of Mr. Bowne, both real estate and personal property, and the latter left Key West for the home of his nativity in one of the Northern States. Since that date (1861), Mr. Curry has not had a partner, and his business has steadily grown, till to-day he conducts the largest general merchandise and ship chandlery establishment in



Wm. Curry.—Key West's Leading Citizen.

the State, to say nothing of his large wharf and way interests, that constantly demand his personal attention.

Mr. Wm. Curry is a genuine sample of self-made men, and it can truthfully be said that he has been the "architect of his own fortune;" and right royally he has carved it out, too. He is reputed to be worth between three and five millions of dollars, though he will not admit the claim; but on the contrary says that one million will cover his entire wealth. This, of course, is hardly believed, and it is the only instance where we ever heard his word doubted.

The dimensions of his present mercantile house are 100x75 feet, to say nothing of a large store-house hard by, which is near as large; both together contain goods to the amount of \$100,000.

Mr. Curry still takes a lively interest in the management of his business affairs, and gives his personal attention to them, although he is ably assisted by his four sons, Messrs. Charles, George H., Robert O., and Milton Curry; the latter, while the youngest, fills the important position of book-keeper to the entire establishment. Of course these young gentlemen are assisted by a competent corps of salesmen and other help.

Mr. Curry has given a first-class collegiate education to each of his children, and prepared them with ample weapons to combat with the world should misfortune ever overtake them, which is hardly probable, considering that a greater portion of their father's wealth consists in such property that is constantly increasing in value.

Mr. Curry is not alone known in Key West as being possessed of vast wealth, but he is also known as one of the most enterprising public spirited and liberal-hearted citizens on the island, ever ready to lend a helping hand to a worthy object, or to encourage any public enterprise that may be for the good of the community; and it is the sincere wish of every citizen in Key West that Mr. Curry may live many years yet to enjoy a portion of that fortune he has so richly won.

MR. JOHN WHITE,

PRESIDENT OF THE JOHN WHITE BANK.

The name of the gentleman who heads this article is one of the oldest landmarks of the island, and is revered by every inhabitant of Key West. He was born on the 26th day of December, 1813, in Belmont, Maine, and received his education in the same place—never having "rubbed his elbows against a college wall." Yet, before he was scarcely out of his teens he was in charge of a small school, which he taught with credit to himself and profit to his pupils. However, his health failed him, and he was advised by his physicians to come South, and to this fact Key West owes her good fortune in having secured him as a citizen.

In 1842 Mr. White landed in Key West, more dead than alive, from lung and throat trouble. It is said by the older residents of the city, who remembered him as he then looked, that no one who saw and conversed with him believed that he could possibly live more than three months; but Mr. White came to Key West to live, not to die; and, having an indomitable will, and never-ceasing energy, he applied his whole force to the one end—to recover his health, in which, as the sequel will show, he succeeded most admirably.

First he would repair himself to one of the beaches, and turn his back to the sun and bake it, drinking in, at the same time, great draughts of the salubrious salt sea breezes. This he did from day to day, until he had so far recovered that he felt able to employ himself at work; and for several years he devoted his time to the hardest work he could perform.

In 1848 he began the mercantile business, and continued alone until 1864, when he entered into co-partnership with Mr. G. W. Ferguson, and continued business under the firm name of White & Ferguson until 1868, when Mr. Ferguson drew out and Mr. White continued the business until 1872, when he again entered into co-partnership with Mr. G. W. Ferguson, and continued with him until 1880. During all these years, Mr. White continued to improve in health, and Dame Fortune smiled upon him, until gradually he was forced into the banking business, owing to the fact that there was not a regular banking house on the island at that time.

In 1881 he invited Mr. Jas. A. Waddell, a gentleman of much experience and undoubted ability and integrity, to assist him in the banking business, which he had then begun in earnest, under the name of the "John White Bank," and continued business until 1886, when he sold out his entire banking and real estate interests, to Mr. Jas. A. Waddell, who has since continued the business in a manner that has gained for him a most enviable reputation as a financier of the highest type; and at the same time gaining the love and respect of the poor and the confidence of the rich.

In 1865, when Mr. Waddell was twenty-three years of age, he left Canada for New York City, where he gained business experience for sixteen years.

In 1881, by request of Mr. John White, he came to Key West and entered into the banking business with that gentleman, who, appreciating worth and merit, has since sold out his entire property to him.

Mr. Waddell first made the acquaintance of Mr. White in 1870, when he visited Key West, and remained about six months, during which time he visited nearly all of the important and larger Keys, with which he "fell in love," for the many natural advantages they possess and offer the health and pleasure seeker. And partly in consequence of which he was induced, by Mr. White, as above, to take up his permanent residence with us on the 5th day of January, 1881, where he has since resided, gaining the love, confidence and respect of all who know him.

Too much cannot be said in favor of Mr. Waddell as a citizen, for he has perhaps done as much towards building up our beautiful city to what it now is as any man on the island; and there is no public enterprise started but what he is one of the most liberal and foremost subscribers; and the birth of this "Trade Edition" is largely due to his liberality.

Of the John White Bank we will say that Mr. John White is still, nominally, its President; but in reality Mr. James A. Waddell is President, Cashier and Owner, with a capital sufficient to conduct a banking business to any extent he may wish. The capital of the Bank is \$100,000, with a surplus of \$150,000, and has the entire confidence of our business men and cigar manufacturers.

Mr. John White, the founder of the John White Bank, is one of the oldest and most influential citizens of the island, and has ever been the friend of the poor, and accommodating to the rich. He is one of the pillars of the Baptist church, and a liberal contributor to its support, and never turns a deaf ear to the distressed and afflicted, regardless of creed, race, color or social condition. To him Key West is greatly indebted for her present prosperity. May he live many years yet to enjoy the fruits of his labors, is the earnest wish of all who know him.

HON. JAMES A. WADDELL,

MAYOR OF KEY WEST, AND CASHIER AND OWNER OF THE JOHN WHITE BANK.

Hon. James A. Waddell was born in Perth, Lanark county, Canada, on the 9th day of December, 1842. After leaving school, Mr. Waddell went to New York, where he accepted a situation to travel for a large drug house of that city, which position he held for about eight years.

In January, 1881, he visited Key West, to accept a situation with Mr. John White, who was at that time engaged in the general merchandising and banking business, with whom he remained until January, 1886, when Mr. Waddell purchased, verbally, the entire banking and real estate interests of Mr. John White, and on March 1st, of the same year, the property was transferred to him by deed. The property consisted of numerous business and dwelling houses, lots and factories, also of the John White Bank, bank capital, mortgages, notes, etc., and all other property, real and personal, belonging to Mr. John White, who was at the time the largest real estate owner on the Island. Since then Hon. Jas. A. Waddell has added largely, by purchase, to his real estate interests, and is the largest owner of Florida real estate to be found on the island.

Mr. Edwin A. Waddell, brother of Hon. Jas. A. Waddell, is the affable and accommodating Assistant Cashier of the John White Bank, and junior member of the large hardware establishment of J. W. Johnson & Co., of this city, mention of which will be found in another column.

On the 9th of October last (1888), while Hon. Jas. A. Waddell was visiting Philadelphia, he received a telegram informing him that he had been elected Mayor of Key West, and insisting that he should qualify at once before a judicial officer of Florida, who was known to be in that city. For this intelligence he was entirely unprepared, and was taken wholly by surprise, as he had never "dabbled" in politics, and none but personal friends even knew his political opinions.

As the Mayor of Key West, Mr. Waddell has given entire satisfaction, and even those who differ with him politically can find no cause for complaint against his official actions.

OFFICERS OF THE JOHN WHITE BANK.

President, Mr. John White, one of the oldest, most influential and philanthropic citizens of Key West (see another column).

Cashier, Hon. James A. Waddell, a gentleman of rare judgment and extraordinary financiering abilities, and the present proprietor of the Bank.

Assistant Cashier, Mr. Edward A. Waddell, a thorough business man and a polished gentleman.

Teller, Mr. Jno. T. Barker, an ex-United States Commissioner, and one of the oldest and most influential business men on the island.

GEORGE W. ALLEN,

CASHIER OF THE BANK OF KEY WEST.

Hon. Geo. W. Allen, Cashier of the Bank of Key West, was born in Jacksonville, Fla., September 1st 1854, and received his education partly in that city and partly in Ithaca, New York, and began his business life in Key West in 1869 in a general merchandise store, in which business he remained for about ten years, during which time he devoted all his spare time to the study of law.

In the early part of 1879 he passed an honorable examination and was admitted to the bar. He practiced his profession steadily until 1884, with credit to himself and honor to the profession.

In 1878 he defeated Col. Walter C. Maloney in the State Senatorial contest. And in 1882 he was re-elected, defeating Hon. Chas. B. Pendleton, where he remained until 1883, when he resigned his seat in the Senate to devote his entire time to the practice of his profession.

In July, 1879, Mr. Allen was appointed Deputy Revenue Collector, and has since held the office under four administrations. Although a Republican, he has the office thus far through Cleveland's administration in spite of strong opposition by the Democrats of the State; and he says he intends to hold the office under the next administration, and we believe he will keep his word.

On the 14th day of April, 1884, the

BANK OF KEY WEST.

was incorporated with the following incorporators: George Lewis, of the firm of B. C. Lewis & Sons, bankers, Tallahassee, Fla., President; Eduardo H. Gato, Key West, Vice President; George W. Allen, Key West, Cashier; W. D. Cash, Williams & Warren, Jno. W. Sawyer, Fernando Valdes, Jeremiah Fogarty, Samuel Filer, V. M. Ybor & Co., Francisco Marrero and other merchants and manufacturers of Key West, with a capital of \$50,000 and a surplus of \$10,000, and has since continued to do a banking business in this city without a change in its management, and to-day its credit stands as high as any bank in the State.

JOHN JAY PHILBRICK.

Mr. John Jay Philbrick, whose name heads this article, is one of Key West's liveliest and most enterprising business men—in fact we may say the most liberal to the poor and needy, as well as towards building up the public institutions of the city or aiding religious enterprises.

Mr. Philbrick was born in Meredith Bridge, White Mountains, New Hampshire, and received a portion of his education in Lowell, Mass.; but ended his college course in Williston Seminary, same state.

When he was but nineteen years of age he entered the United States navy as Paymaster's Clerk, and remained there two years, when he left the navy.

In 1861 he received the appointment of Pay Master and Naval Station Keeper, and took charge of the Naval Depot at Key West; and which position he held until after the civil war, in 1866, when he resigned and made preparations to purchase the wharf and warehouse at the foot of Duval street, which he now owns and runs, which he purchased from Mr. James Filers, and which he has since continued to run, giving his personal attention to it; and as a consequence of which he has succeeded in building up one of the largest wharf businesses on the island, and is now agent for some of the largest lines of steamers that ply the Gulf, including the Southern Pacific Companies steamers, which ply between New Orleans, Key West and Havana.

This wharf is one of the finest pieces of property on the island, made so by its location and the depth of the water—it having the deepest water of any wharf on the island, and has, for several years brought in a revenue to Mr. Philbrick of over \$60,000 per year, and readily pays, any year, a handsome interest of \$150,000 or \$200,000.

While Mr. Philbrick was not born on the island, yet he from his long residence in Key West, takes as great an interest in the prosperity and growth of the island as any who were born here, and is one of the most liberal contributors to any enterprise looking to the best interests of Key West, as any who can boast of having been born in the Island City.

MR. WILLIAM D. CASH,

OF CASH AND CURRY, AUCTIONEERS AND COMMISSION MERCHANTS.

Mr. Wm. D. Cash was born on Harbor Island, one of the Bahamas, on the 19th day of May, 1835, and came to Key West September 26th, 1856, and entered into the commercial business, first as clerk with Mr. L. M. Shaffer; and later he accepted a situation with Messrs. Wall & Co.

In 1859, Mr. Cash began business for himself, and opened up a general merchandise store on



W. D. Cash, owner of the Great Salt Pond Property.

the corner of Eaton and Elizabeth street, where he remained about two years, when he moved to the stone building, corner of Caroline and Whitehead streets, occupying this building for several years, and did a prosperous business, laying, as it were, the foundation upon which he has since built his vast fortune.

Mr. Cash also occupied the building where the Key West Bank now stands for a number of years, after which he purchased the property on the corner of Duval and Front Streets, and engaged extensively in the ship chandlery, grocery and commission business, and remained there until the big fire of March 31st, 1886, when his building and several thousand dollars' worth of goods were destroyed by the flames. As soon as the ground was sufficiently cool, however, Mr. Cash erected a tent and began business in it at once, and remained there for a short time until he could have his present building, on Front, near the corner of Duval street, erected.

As soon as Mr. Cash recommenced business after the fire he took in Mr. W. B. Curry as a general partner, under the firm name of Cash & Curry, and the business has since continued under this name.

Besides his mercantile interests, Mr. W. D. Cash is one of the largest real estate owners on the island; his "salt pond" property is the largest landed property in the county, and contains 850 acres—nearly one-half of the landed property of the entire island of Key West, and is destined to become a most valuable property for residence lots and business sites at an early day, owing to the rapid growth of that portion of the island.

The large increase in the number of factories and dwelling houses has brought all the property adjacent to this into use, and if the growth continues in future as in the past few years, there will soon be a pressing demand for it. This property is now for sale and can be bought at such figures as will give large profits to the investor.

CONSUL W. J. H. TAYLOR

was born on Turks Island, West Indies, on the 12th day of December, 1853, and received a limited common-school education on the island, though he may well be classed as a self made man, in every sense of the word.

In 1871, when he was but eighteen years of age, he emigrated to Nassau, Bahama Islands, and entered into his business life as a clerk in a general merchandise store, where he remained four years, and in 1875 he immigrated to Key West to accept a situation as clerk of Mr. John Jay Philbrick's wharf, where he remained until 1884, gaining the confidence and admiration of all who knew him, both for his affable and polished manners, as well for his close attention to business and moral habits.

In 1884 Mr. Taylor leased one of Mr. Wm. Curry's wharves, and has since conducted the wharfage and commission business for himself. His present wharf is one of the most convenient for vessels in the city, though not the largest, and is situated at the foot of Duval, fronting Wall street.

In connection with his wharf and commission business, Mr. Taylor has also conducted a large sponge business for the past four years, during which time he has bought an immense lot of sponge, besides the large number of bunches he receives through the different sponging schooners he has an interest in.

In the early part of 1884, Mr. Taylor was appointed Vice-Consul for Norway and Sweden, and in March, 1887, he was also appointed Vice-Consul for Great Britain, which positions he still fills with becoming dignity; and gives promise of soon becoming one of the most wealthy and influential citizens on the island.

HON. JNO. W. SAWYER,

Hon. John W. Sawyer, was born in Harbor Island, Bahamas, May 26th, 1847, where he received a common-school education.

In 1862, when he was about fifteen years of age, he went to Nassau to accept a situation in the general merchandise business with Mr. J. S. Johnson, where he remained until March, 1866, when he came to Key West, and entered into co-partnership with Mr. J. Isaacs, who left for New York soon after to purchase their first stock of clothing, gents' furnishing goods, notions, etc., and returned in a few weeks with the goods all consigned to "J. Isaacs;" and gave, as his excuse for doing so, the reason that his relatives north, who endorsed for him, objected to him forming an alliance with a Gentile and giving publicity to the same; hence Mr. Sawyer was the silent partner, although he had, in reality, furnished the greater portion of the original cash capital.

After remaining in co-partnership with Mr. Isaacs for about eighteen months, Mr. Sawyer purchased Mr. Isaacs' interest in the business and continued alone, in the old Cosmopolitan building, on Front street, next door to his present handsome brick building, where he remained until 1880, when he moved his stock to the large and handsome two-story brick building he had just completed for himself, and which was the first brick store ever erected on the island of Key West.

From his courteous and impartial dealings, and polished manners, coupled with his unceasing energy and go-aheaditiveness, Mr. Sawyer was not long in building up for himself a large and prosperous business, and "coined the filthy lucre hand over fist," and it was not long before he owned some of the most desirable real estate in almost every portion of the island. But clouds will occasionally cover the brightest sky, and on the 31st day of March, 1886 (during the "big fire" of that date) the handsome brick building and other property belonging to Mr. Sawyer, including his stock of goods, were all licked up by the angry flames, causing a direct loss of \$28,000 to him, clear of the small amount of insurance he received; and not counting the time he was kept out of business, which should swell the loss to considerably more. After the lapse of a couple or more of months, Mr. Saw-

yer again began business in one of his houses on Whitehead street, where he sold out the damaged goods he had saved from the flames. In the meantime, however, he had engaged workmen to rebuild the house he had lost, which was completed in November, 1887, and which is exactly like the one destroyed by fire, and was, for the second time, the first brick building erected, and for a time the only one in Key West, to say nothing about its beauty. The dimensions of this building are about 90x65 feet, two stories high, three elegant plate glass show windows in front, which faces Front street, and two on the side that fronts on Fitzpatrick street, the whole making the most handsome store building on the island, the



Hon. J. W. Sawyer.

first floor of which is occupied in giving space to the large and elegant stock of clothing, furnishing goods, hats, caps, boots, shoes, notions, etc. The second floor is occupied as the United States court rooms.

Mr. Sawyer soon became one of the most prominent and popular young men on the island, after his arrival here from Nassau, both socially and in business, and since his residence in Key West he has served several terms on the Board of Aldermen, and was elected by that Board Mayor of Key West, to fill an unexpired term caused by the resignation of Judge W. Bethel. He has also served several two-year terms on the Board of County Commissioners, acting as Chairman of the Board during a portion of the time, and resigned the Chairmanship in September, 1887, in order to devote his whole time to his large and increasing business.

WILLIAM R. KERR, ARCHITECT,

Mr. William R. Kerr was born in Natick, Mass., on the 27th day of September, 1836, where he received his earlier education, which was completed in Boston, Mass., where he remained from 1846 to 1852, when he went to



Maj. W. R. Kerr.

Washington, D. C., and entered as an apprentice under Mr. Geo. Nailor, and served his apprenticeship as a mechanic.

Mr. Kerr remained in Washington until 1861, at the breaking out of the late war, when he went into the United States Civil Engineering Service, and was stationed at Fairfax Court House; where he remained until the Summer of 1865, after the "surrender," when he left the above place and went to Ft. Foon, on the Potomac river, to complete the Fort that had been begun during the war, where he remained one year, when he left the service of the United States entirely, and returned to Washington, where he remained until 1867.

In 1867 Mr. Kerr went to Baltimore, Md., and

engaged in the contracting and building business, but was unsuccessful, on account of failing health, and was advised to come south.

In 1868, Mr. Kerr landed in Savannah, Ga., where he secured employment as a mechanic and worked six months, after which he again began business as a contractor and builder, which he followed with varied success for three years longer, in Savannah, when he left for Cedar Keys, Fla., arriving there in 1871, where he remained one year, when he left for Key West, and arrived here in 1872, when he formed a co-partnership with Mr. J. L. McDermott, and began the contracting and building business under the firm name of McDermott & Higgs, and continued the co-partnership until the latter part of 1884, or the first of 1885, when the firm dissolved co-partnership by mutual consent, and Mr. Wm. R. Kerr began for himself, in the same line of business, on Ann street, where he is still conducting a large and prosperous business as architect, contractor and builder.

Mr. Kerr now has the contract to build the Masonic Temple, in this city, which will be the finest Temple in the State, and now has it more than two-thirds completed. It will have the most costly and elegant plate glass and iron front of any building of its size or kind to be found in Florida; and the entire building will cost, when completed, about \$25,000 or \$30,000, and will be a standing monument to the skill of Mr. Wm. R. Kerr as an architect, contractor and builder.

Mr. Kerr is also a lover of the beautiful, as his handsome private residence on Simonton street will verify. It is said to be most artistically and elegantly finished and furnished; each room having recently been gorgeously and artistically frescoed with beautiful scenic and other designs; many of the designs being executed in oil, by the best artist that could be found in the State.

MR. E. J. ARAPIAN,

EXPORTER AND DEALER IN SPONGES, AND COMMISSION MERCHANT.

Mr. E. J. Arapian was born in Constantinople, Turkey, A. D. 1852. He was educated in Paris, France, and converses fluently in nine different languages.

In 1874 he emigrated to the United States and settled in New York City, where he soon after engaged in the importing and commission business, in which he has since remained.

In the fall of 1879, Mr. Arapian opened up a branch office in Key West, and commenced to deal largely in sponge and cigars; but continued to have his headquarters at No. 76 Pearl street, New York, until 1883.

In 1883 he formed a co-partnership with Mr. A. M. Clonney, and removed his New York office to No. 99 Maiden Lane, and continued to do business under the firm name of E. J. Arapian & Co., until March, 1888, when the firm dissolved co-partnership—Mr. Arapian continuing the Key West business alone. However, Mr. Arapian had been giving his personal attention to the Key West office and warehouse since 1884.

In March, 1886, during the progress of the "great fire," Mr. Arapian sustained a loss of some \$5,000 or \$6,000 worth of sponge. He had no insurance at all.

Mr. Arapian has succeeded in building up the largest sponge trade on the island, and his shipments of sponge during the past year amounted to nearly \$200,000. Besides, he has made quite a number of large shipments of cigars, vegetables, fruits, etc., to New York.

He has no "middle man," but buys his sponge, etc., directly from the vessels as they bring them into port and offer them for sale, and ships direct to dealers, giving the business his personal attention. He is considered to be one of the finest judges of sponge on the island, and is, most assuredly, the largest dealer.

His genial ways and polished manners have won for him a host of warm friends in Key West.

PETER A. WILLIAMS,

OF THE FIRM OF WILLIAMS AND WARREN.

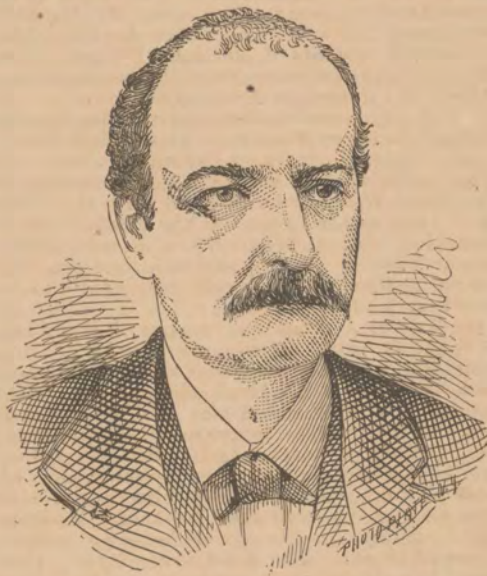
Mr. Peter A. Williams, was born in New Bedford, Mass., on the 26th of May, 1838, where he spent the first eight years of his life; and on the 1st of January, 1846, his parents emigrated to Key West, where young Peter was placed in one of the private schools on the island, in which he was allowed to remain until he was sixteen years old, when he was apprenticed to Mr. Daniel Davis to learn the carpenter's trade. But at the expiration of about eighteen months he left the shop of Mr. Davis and entered the shop of Messrs. Watson & Solomon, where he completed his apprenticeship.

In 1866 he entered into co-partnership with Mr. Robert Watson, one of his former "bosses," and engaged in contracting and building. And in 1870 they admitted into the firm Mr. Geo. D. Warren (his present partner) and continued the business under the firm name of Watson & Co., until 1872, when Messrs. Williams & Warren

purchased the interest of Mr. Watson in the business.

Soon after the purchase Messrs. Williams & Warren gave up contracting and building, and embarked in the furniture and undertaking business, on the corner of Duval and Charles streets, near where their present place of business is now situated, where they have succeeded in building up ample fortunes, and to-day Mr. Williams is registered among our most wealthy and substantial business men, and withal he is liberal and generous to a fault.

In 1870 Mr. Williams was elected a member of the Board of Education, and was soon afterwards elected by the Board as its Chairman.



Hon. P. A. Williams, Pres. Board of Trade.

He served eight years on the Board, when he resigned.

About the same time he was elected on the Board of Education (in 1870) he was elected member of the County Commissioners, and served for four years on this Board, with honor and distinction, giving entire satisfaction to the citizens of Monroe county.

In 1879 Mr. Williams was appointed United States Marshal, under Hayes's administration, and filled the office with that honor and dignity becoming a United States officer, until March, 1887, when the political status of the Government was changed, and a Democrat was appointed in his stead. [The office is now held by Mr. Peter T. Knight.]

Mr. Williams is also a member of the Key West Board of Trade, and has been its President since the early part of 1888.

Sketch of Mr. Benjamin P. Baker.

In 1868, Mr. Benj. P. Baker, the subject of this sketch, while yet in his teens, entered the undertaking and building establishment of Watson & Williams on Charles street as an ap-



B. P. Baker.

prentice, where he remained until the latter part of 1873, when he left that firm and offered his services to the contractors of Key West as a journeyman carpenter. Mr. Baker succeeded, from his energy and integrity, in securing all the work that he could do, and by close economy he succeeded in saving up a small capital in a few years, and in October, 1874, he entered into a co-partnership with Messrs. T. R. Russell and F. W. Roberts, and bought out the undertaking establishment of Mr. Robert Morrow, situated on Wall Street, and started up an undertaking and contracting business, under the firm name of B. P. Baker & Co.; and in 1876 Messrs. Baker and Roberts bought out the interest of Mr. T. R. Russell, and in a short while

thereafter the firm purchased a lot on Ann Street, and built a house sufficient in size to accommodate their twofold business.

In 1880 Mr. Baker purchased the interest of Mr. Roberts, and soon after sold the house and lot on Ann Street and built a small house on Simonton Street (where he now conducts his large furniture and undertaking business), where his business prospered largely, and in 1883 he moved the shop to the rear of the lot and had a large furniture store-house erected, and placed in it a small but select stock of furniture. From his courteous manners and affable bearing, coupled with industry, enterprise and integrity, the business of Mr. Baker continued to grow until in March, 1886, when it had assumed large proportions; but, unfortunately, the great fire which occurred the last day of March, 1886, leveled his house to the ground and burned up the whole of his large stock, without one dollar's worth of insurance.

Nothing daunted, however he soon knocked up a small house on the old site sufficient to enable him to carry on his undertaking business, until he could rebuild his furniture house, which he at once took step to rebuild. About the 12th day of June of the same year, Mr. Baker had completed a large and roomy three-story building on the old site, and the very next day after its completion he took a steamer for New York to purchase a new stock of furniture, caskets, coffins, etc., and in the following August he returned to Key West with one of the largest and prettiest stocks of furniture ever before seen on this island, and at once opened up and offered his goods for public patronage, which, from his enterprise and liberal and honest dealings was not slow in coming in, and his business prospered and increased until in 1887 he was forced to add a large addition to his building, on the east end, and to-day he has as large and handsome stock of furniture and undertaking goods as can be found in any retail establishment of the kind in the State of Florida. The dimensions of this

LARGE AND HANDSOME FURNITURE HOUSE

are 65x60 feet, and three stories high, filled and packed with furniture, crockery, etc., to repletion.

THE LARGE STORE ROOM.

Situated just opposite the main building, across the street, is the large store room, filled with furniture, etc., and we will venture the assertion that there is stored there more furniture than is carried in the entire stock of many other dealers.

THE UNDERTAKING DEPARTMENT

is situated in the rear of the furniture house, and is stocked with metallic, rose-wood and mahogany caskets, cases and a cheaper grade of coffins; among the most attractive of which are white coffins for children and young people who are not out of their teens when they shake off this mortal coil. These coffins or caskets, after they have encased the last mortal remains of those for whom they are purchased, are borne to their last resting place in a beautiful white hearse, recently imported from New York by Mr. Baker. This hearse, as does also the one used in the burial of older persons, stands in neat and close carriage houses hard by the Undertaking Department, as does also the stable, which accommodates a large pair of fat and sleek horses (one black and the other white), each for his own hearse. The white hearse, coffin and horse is an innovation into this city by Mr. Baker, and it has never been imitated entire by other undertakers in the city. Mr. Baker certainly deserves the success he has gained, and we are proud to point to him as one of the most enterprising citizens of Monroe county, and one of the largest patrons of the Daily EQUATOR-DEMOCRAT, which accounts, in a great measure, for his unprecedented success.

WHALTON BROTHERS.

DEALER IN GENERAL MERCHANDISE.

This firm is composed of Messrs. B. B. and J. C. Walton, two of Key West's most enterprising and public-spirited business men.

MR. B. B. WHALTON,

is the senior member of the firm, but junior brother, and is a native of Key West, where he received a liberal education. In 1870 he was appointed clerk in the Custom House, at this port, where he remained until 1876. During a portion of this period, however, he acted as inspector of the Bonded Warehouse, giving entire satisfaction both to the Government and the people.

In 1876 he resigned his position in the Custom House to enter business for himself, and opened up a general merchandise establishment on the corner of Duval and Olivia streets, where he has since remained, gradually adding a new addition to his place of business until now he has four stores in one, all of which are literally filled with choice family and fancy groceries, dry goods, clothing, notions, shoes, hats, feed,

paints, builder's material, etc. The stock is replenished and kept fresh by new arrivals on every steamer.

In 1888 Mr. B. B. Walton was appointed by Ex-Gov. Perry member of the Key West Board of Health, which position he still fills with credit to himself and to the satisfaction of all concerned.

MR. J. C. WHALTON,

like his brother, is a native Keywester, and has resided here all his life. He is one of our most honored and respected citizens and one of the finest musicians on the island; and is President of the Island City Silver Cornet and Reed Band.

His first business experience of any consequence was gained in the large general merchandising establishment of Messrs. Wall & Co., which he entered in 1861, where he remained until 1878, when this firm withdrew from business.

Soon after leaving Messrs. Wall & Co., he engaged in the merchandising commission and auctioneering business, for himself, which he continued till 1880, when he sold out this business and accepted a position in Mr. A. F. Tift's wharf and steamship office, where he remained until March, 1888, when he resigned to accept a situation in the John White Bank.

In December, 1888, Mr. J. C. Walton resigned his position in the John White Bank to enter the general merchandise business with his brother, Mr. B. B. Walton, as above stated, when he bought half interest in the business, and is now bending his energies to make this establishment second to none in the State. And the necessary ingredients to accomplish this are not wanting in either member of the firm, to wit: push, pluck and go-aheaditiveness, coupled with integrity and affability.

These gentlemen are both familiar with the typographical business, they having served their apprenticeship when mere youths in the office of the old "Key of the Gulf," under Mr. Wm. H. Ward, but prefer merchandising to journalism.

J. W. JOHNSON.

J. W. JOHNSON & CO., HARDWARE, SHIP CHANDLERY, ETC.

Mr. John W. Johnson, whose portrait is in this article, is the senior member of the large wholesale and retail hardware firm of J. W. Johnson & Co., successors to J. V. Johnson &



J. W. Johnson.

Sons, and is perhaps the youngest head of any commercial enterprise on the island, and one of the shrewdest financiers. He was born on this island on the 7th day of September, 1863, where he has since resided, receiving in our schools a liberal education.

In 1880, when he was hardly seventeen years of age, he entered the hardware and general merchandise establishment, in this city, of Mr. Jno. White, where he received his first business instruction, and with whom he remained until 1885, when Mr. White sold out the establishment to Messrs. Pierce & Johnson (the father of Mr. J. W. Johnson), and by request of the new firm he retained his old position as head salesman of the establishment. He remained with Messrs. Pierce & Johnson until the big fire of March 30th, 1886, when the house and goods were destroyed by the angry flames.

Soon after the fire, Mr. J. V. Johnson and his son, J. W. Johnson, formed a co-partnership to revive the old business, and the latter was at once dispatched to New York to purchase a new stock; and about May 1st, 1886, he returned with a large and well-selected stock of hardware, groceries and general merchandise, and at once began business in the present location, on Simonton, between Green and Caroline streets, under the firm name of J. V. Johnson & Son, and soon, as the saying goes, had "the run of the town" in trade. About one year after Messrs. J. V. Johnson & Son began business together, the two younger sons of Mr. J. (Messrs. T. E. and L. N. Johnson) were added to the firm, which necessitated a change in the firm name to J. V. Johnson & Sons.

J. W. JOHNSON & CO.

On the 12th day of last October, Messrs. J. W. Johnson and Edwin A. Waddell purchased the entire interest of Messrs. J. V. Johnson & Sons, and at once began to make preparations looking towards the enlargement of their business, which was soon consummated, and to-day the new firm of J. W. Johnson & Co. is said to be the largest, most solid hardware establishment in the county. However, hardware is only one branch of the business, in connection with which a large and full line of ship chandlery, sash, doors, blinds, saddlery, paints, oils, mouldings, etc., is always kept in stock.

The management of the entire business rests upon the shoulders of Mr. J. W. Johnson, whose long experience, coupled with push and pluck, thoroughly fits him for the position.

The junior member of the firm, Mr. Edwin A. Waddell, is brother of Mr. J. A. Waddell, the popular Cashier of the John White Bank, and holds a responsible position in said Bank, than whom no better business man or polished courteous gentleman can be found, and of whom we shall speak in another column.

MR. JOHN LOWE, JR.

DEALER IN MERCHANDISE, SHIP CHANDLERY AND EXPORTER OF SPONGE.

Mr. John Lowe, jr., was born on Green Turtle Key, Bahama Islands, on the 11th day of May 1833; but his parents emigrated to Key West when he was an infant.

It can truthfully be said of him that he is a self-made man, for in those days Key West was in her infancy, and the educational facilities offered were very limited.

In 1848, when he was but fifteen years old, he entered the general merchandise and ship chandlery establishment of Mr. Wm. Curry, where he received his business education.

Mr. Lowe remained in this establishment from 1848 to 1878, about thirty years; however for several years before leaving Mr. Curry, he engaged in the grocery and sponge business, in a small way for himself, engaging a clerk to manage it for him while he gave his own time to his employer's business. But in the latter year (1878) he tendered his resignation and left Mr. Curry, to devote his whole time and attention to merchandising and the sponge business. Purchasing a lot on the corner of Caroline and Elizabeth streets (just opposite his first stand), he had a large and roomy store-house built and engaged in the mercantile business at once. He also engaged largely in the purchasing and exporting of sponge; buying, as often as his capital would permit of it, sponging vessels of his own.

His vast experience, which he had gained during these thirty odd years of continual residence on this island, coupled with his natural financiering abilities, taught him to believe that Key West, from her many natural advantages and uniform climate, would some day, in the near future, be an important commercial and manufacturing city; hence he shrewdly invested all his spare capital, as it was accumulated, in real estate; and now he is the largest property owner on the island, with perhaps one or two exceptions, and his wealth is counted, not by the thousands, but by the hundreds of thousands.

Mr. Lowe continued to conduct his business on the corner of Caroline and Elizabeth streets for about four years, when he purchased a large tract of land between Simonton street and the bay, near, if not quite on Green street, where he built a large storehouse and wharf, some distance out into the bay, and "filled in" with stones, etc., which has since become one of the most valuable pieces of property on the island. He has since had a large lumber shed erected on a portion of this "made" land, just in front of his store, with a large hall or room above, which is now occupied as a cigar factory, with a "lumber yard" below.

His general merchandise and ship chandlery business has already assumed mammoth proportions, and the number of sponges he ships each year is simply immense. At present he owns and controls between fifteen and twenty sponging vessels; which are constantly on the go. He also owns the large three-masted schooner, "Rollin Sanford," which is constantly engaged in bringing lumber from Pascagoula for the large lumber business he has succeeded in building up.

The "Emma Lowe," a large and beautiful two-masted schooner also belongs to Mr. Lowe, and cost him to have built over \$20,000. She is now engaged as a freight vessel, plying between Key West and the South and Central American ports, where she makes periodical trips for tropical fruits, etc.

Mr. Lowe is also one of our shrewdest business men, and was never known to build "air castles" or embark in a "bubble" enterprise; and whatever he undertakes it can safely be calculated that he will bring it to a profitable issue.

Biographical Sketches of Messrs. Chas. R. Pierce & Co.

Perhaps one of the largest and prettiest (and at the same time best selected stock of goods) retail clothing houses in South Florida is that of Messrs. Chas. R. Pierce & Co., situated on the corner of Simonton and Greene streets. The gentlemen composing this firm are Messrs. Chas. R. Pierce, one of our liveliest young business men, and

S. S. LOWE,

father-in-law of Mr. Pierce, one of our oldest and most substantial business men, who has resided in Key West for nearly a half century—he having come to this island with his parents about 1846, when he was but eight years old, and where he has since resided. He entered the commercial field early in life, and carried on a large dry goods, clothing and notion establishment, on the corner of Eaton and Elizabeth streets, for nearly twenty years, where, from industry and close attention to business he succeeded, not only in accumulating a handsome fortune, but in winning the confidence and respect of all who know him; and to-day he has the entire confidence and respect of both old and young, and is looked up to as being one of the best financiers and shrewdest business men on the island, owing to his long residence and business career in Key West, during the whole of which time he has never made a business failure or defrauded an individual out of a dollar; and knowing his extreme modesty and aversion to newspaper notoriety, we will leave him where he is—loved, respected and admired by all.

MR. CHAS. R. PIERCE,

Senior member of the above firm, though younger than his junior partner and son-in-law by about two score years, is none the less deserving of respect for his excellent business qualities, and we hope that our readers will pardon us in delaying the promised description of one of the prettiest and largest clothing establishments on the island, to devote a short space in this article to introduce more perfectly to our younger inhabitants and recently made citizens, the gentleman whose name appears in "small caps" above.

In the year 1835, the subject of this sketch first saw the light of day in a small fishing village situated on the Gulf of Mexico, near the Southern coast of Florida, on a small island then known as Cayo Hueso, but which is now more familiarly known as Key West, where, under proper training by indulgent but Christian parents, he soon grew up to be an obedient and industrious youth. Like other boys, he had to receive a certain amount of home and common school training before he was prepared to enter college; but in the course of human events and, birch switches, that period finally dragged its weary course around, and in the year 1872 he was sent to the well-known college in Oxford, Ga., to complete his education and fit him for business. While in Oxford he received the sad intelligence of the death of his father, Mr. L. E. Pierce, who was carrying on a large dry goods and notions business with Mr. Wm. R. Albury, an uncle of Chas. R. Pierce, when he returned to the island and remained a couple of weeks, after which he returned to Oxford and resumed his studies for some months after, when he again received a letter of mourning, this time his uncle, Wm. R. Albury, his father's partner, and in which he was called home to wind up the business of the firm; and in October, 1876, he returned to Key West and devoted himself to the task of settling up the business of the firm, which he finally accomplished in a satisfactory manner to all concerned, although this was his first business venture of any magnitude.

About the fall of 1881, Mr. L. W. Pierce, who was then, as now, carrying on a clothing and dry goods establishment on the corner of Simonton and Front street, while making preparations to go to New York to purchase a new stock of goods for his establishment, succeeded in securing the services of Mr. Chas. R. Pierce to take charge of his establishment during his absence; and on his return a few weeks later he was so well pleased with Mr. Chas. R. Pierce's management that he offered him a permanent situation, which was accepted, and he continued in the employ of Mr. L. W. Pierce for about four years, giving entire satisfaction to both his employer and the patrons of the house, and gaining the entire confidence and respect of the public.

In September, 1885, Mr. Chas. R. Pierce entered into co-partnership with his father-in-law, Mr. S. S. Lowe, and erected a handsome two-story, glass front building, and opened up a large clothing and gents' furnishing store, near the corner of Simonton and Green sts., where they did an excellent business from the start, owing to the fact that both members of the firm were known as reliable, honest and enterprising business gentlemen. But like all businesses, reverses will come, and about six months from the time they began business, March 30th 1886, their new and elegant building, like the majority of the business houses in Key West, was also

visited by the angry flames of the "big fire" of that date, and this new firm sustained a loss of about \$3,500, without a dollar's worth of insurance. However, they saved a considerable portion of their goods, and in a few days after the fire they were doing a thriving business in one of Mr. S. S. Lowe's buildings on Elizabeth street, near the corner of Eaton, where they remained until they could have another storehouse built on the corner of Simonton and Green streets, which was completed in September, 1886; but it became evident that it was necessary to add a large addition to the establishment for the accommodation of their large and growing Shoe and Hat business; for these gentlemen, then, as now, made a specialty in Cuban styles of Shoes, Hats, and other goods; and on the first of October, 1887, the addition, which is about 20x45 feet, which also has a French plate glass window, which makes the entire front look like one solid sheet of French plate glass, as it were.

At this writing the clothing establishment of Chas. R. Pierce & Co., corner of Simonton and Green streets, filled with its \$30,000 worth elegant Gents' and Boys' Suit of the very latest patterns, Pantaloon, Gents' and Boys' Furnishings, Notions, Gents', Children's and Ladies' Boots and Shoes, Hats, Caps, Trunks, Valises, Hand Satchels, Umbrellas, in fact, everything usually found in a first-class Clothing Emporium, is a curiosity to some and a wonder to others.

ROBT. W. SOUTHWICK,

AGENT FOR THE MALLORY AND PLANT STEAMSHIP LINES.

Mr. R. W. Southwick was born in Poughkeepsie, N. Y., on the 3d of March, 1855, and graduated in the Dutchess County Academy, Poughkeepsie.

In 1869 he accepted a situation in the office of the New York Central and Hudson River Railroad, where he remained about seven years, when he resigned his position to accept a situation as purser on the steamship City of Austin, of the Mallory Line, plying between New York and Florida points.

Mr. Southwick served the Company in the capacity of purser for about three years, at the expiration of which time he was promoted to the agency of the company and stationed at Brunswick, Ga., and Fernandina, Fla., where he remained until about the 1st of February, 1888, when he was sent from Fernandina to take charge of the Key West office of the Mallory and Plant steamship Lines, where he has since remained, giving entire satisfaction both to the company and to the patrons of the lines.

Mr. Southwick is a genial, accommodating, polished gentleman, and has made hosts of friends among our citizens, all of whom admire him for his quiet, business-like and unassuming ways.

MR. M. M. DIAZ'S

ELEGANT DRUG PARLOR, SITUATED ON THE CORNER OF DUVAL AND PETRONIA STREETS.

In 1868, Mr. Maximo M. Diaz, after having studied pharmacy in Cuba, under the tutorage of an eminent pharmacist, determined to leave that island and enter an American university; and selecting the city of Mobile, Ala., he first entered the Springhill College, where he remained about one year, when he decided to enter the university of Louisiana, where he remained for about five years and graduated with high honors.

In 1874 Mr. Diaz returned to his native home, in Sagua la Grande, Cuba, where his parents resided, and remained until 1880, when he again decided to visit New Orleans, La., with the intention of studying medicine. He was not satisfied with himself, and believed that his education was incomplete as a pharmacist unless he thoroughly understood all branches of medicine. But on his way to New Orleans he stopped in Key West to pay a flying visit to friends and relatives on the island, and while here he was introduced to Dr. R. J. Perry, who then conducted a nice drug business on Fleming street, and by dint of persuasion he was induced to remain over in the city for a few months.

After remaining on this island for about four months Mr. Diaz, still fully determined to study medicine, left for New Orleans, with the intention of entering a medical college in that city; but soon after his arrival in the metropolis of Louisiana he was taken ill with a severe attack of bronchitis, and suffered great agony before he was able to return to the home of his nativity (Sagua la Grande, Cuba), which he did about the last of November, 1880.

Soon after his arrival in Cuba, the subject of this sketch, Mr. Diaz, was invited to Key West by Dr. R. J. Perry, to take charge of his drug business, which invitation was accepted about March or April, 1881, and in the same month Mr. Diaz landed in Key West with the intention of trying his fortune on our island. Mr. Diaz, from his polite manners and courteous bearing,

succeeded in making friends of all with whom he came in contact, and by the early part of 1882 his many friends had succeeded in persuading him to make Key West his permanent home and to commence business for himself, which advice he accepted after having faithfully and satisfactorily served Dr. R. J. Perry for one year, and opened up a neat drug business for himself on Duval street, where Mr. Wm. McKillip now keeps a jewelry store, and in which place he remained for six months until Mr. John White could have the large and spacious building, known as the "La Central," on Duval street, built for him, and in the summer of the same year (1882), Mr. Diaz took possession of his elegant quarters and opened up business with one of the largest and prettiest stocks of drugs, chemicals, perfumery, toilet and fancy goods ever brought to Key West, and this, coupled with his polite and obliging manners, soon drew a large patronage to his house.

In this building Mr. Diaz remained for two years, when he sold out his business and the good name thereof to Mr. Gallol with the intention of embarking in the cigar business, but soon after abandoned that idea and determined to recommence the drug business, and in about six months from the time of his selling out to Mr. Gallol he made that gentleman an offer to repurchase the business, but failing in his attempt, Mr. Diaz soon after purchased a large and well-selected stock of drugs, medicines, chemicals, perfumery, toilet and fancy articles, in fact everything usually kept in a first-class drug establishment, and recommenced business on the corner of Duval and Petronia street, where he has since remained, doing a large and prosperous business. Each month has brought him new customers and friends, till to-day he can boast of having the most prosperous and pretty drug business in the city.

His present building, though apparently large and commodious enough to hold a sufficient supply of goods in his line to supply the whole of Key West for twelve months, yet we are reliably informed that the business has already outgrown the house, and Mr. Diaz has been compelled to occupy the second story of the establishment as a store room for a large portion of his drugs, medicines and chemicals; in fact every available space in the building is literally packed with goods, and there is nothing in the drug line of business that cannot be purchased there. Mr. Diaz takes a pride in the business and gives it his personal attention, and nowhere in the State can be found a more complete assortment of goods or a neater, better kept establishment, which gives to the establishment an air of prosperity, and the owner is justly proud of his success.

The old proverb that "all men have their enemies," cannot be applied to Mr. Maximo M. Diaz, for during his entire residence on the island of Key West he has signally failed in making enemies, and has been content to apply his courteous and affable manners to the making of personal and business friends, and how well he has succeeded can be seen from a glance at his cash book. "Quick Sales and Small Profits" is his motto, and he is content to abide by it.

MR. SAMUEL OTIS JOHNSON.

PROVISIONS AND GREEN GROCER.

Mr. Samuel Otis Johnson was born in Nassau, Bahama Islands, September 1st, 1848. In 1856 his widowed mother emigrated to Key West and entered young Samuel in one of the private schools on the island, where he remained until 1862, occupying his vacations as clerk in a general merchandise establishment.

In 1862 he opened up a green grocery establishment, in which he has since continued with abundant success.

In April, 1886, two days after the great fire, which occurred on the last day of March, he began the same business on Eaton, between Duval and Simonton streets, where his present place of business is located, and where he has since remained, gradually working into the family grocery business, in connection with his green grocery. Possessing a genial, affable nature, Mr. Johnson has succeeded in winning the admiration and confidence of his fellow citizens, who extend to him a liberal share of their patronage; and in consequence of which he has been enabled to add largely to his worldly stores. His private residence, adjoining his business house, is one of the prettiest two-story frame dwellings on the Island.

MR. ENRIQUE ESTEVEZ,

DEALER IN GENERAL MERCHANDISE.

Mr. Enrique Estevez was born in Puerto Principe, Cuba, in 1852, and emigrated to Key West in 1875, when he accepted a situation as clerk in the general merchandise establishment of Mr. M. Baranco, where he remained several years, during which time he succeeded, by strict economy in saving a small capital, with which he began a small retail grocery store. In the course of a couple of years, or more, his busi-

ness had increased to the extent that he was forced to find a more roomy building; hence in 1882 he removed his stock to the large "stone building" on the corner of Whitehead and Caroline streets, where he remained until 1885, when he leased the property on which his present place of business is established (two doors west of the "stone building," on Whitehead street), and soon afterwards he purchased the lot and made large additions to the store house, besides building a pretty residence on a portion of the lot.

From his courteous and polite treatment of all, Mr. Estevez has succeeded in building up a large retail business, which is second to none in his line; and his check is good for \$20,000 any day; all of which has been accumulated in Key West in the past few years.

Mr. Francisco Velasco, for a number of years the polite and accommodating business manager, has lately been given a one-third working interest in the business, in appreciation of his earnest and untiring labors and the deep interest he manifested in behalf of his employer's business interests.

Geo. S. Waite's Large Clothing, Gents' Furnishing Goods and Boot and Shoe Emporium.

In 1873, when a mere youth, Mr. Geo. S. Waite, the subject of this sketch, came to Key West, from Savannah, Ga., with his widowed mother and sister and a brother, and being of a restless, energetic nature, he was on the island but a few days before he began to make preparations to enter some kind of employment that would occupy his time, and at the same time aid in the support of the family. About this time fishing was one of the leading industries of the island, and the only industry at the time that offered a sufficient compensation to young George Waite, for the small amount of capital he could raise; and forming a co-partnership with his younger brother, Wm. Herndon Waite, the young fishermen procured a small fishing boat and paraphernalia and at once embarked in the (to them) new enterprise. In this business Mr. Waite remained for about one year, during which time he had unconsciously built up for himself a most enviable reputation as an industrious, intelligent and honest young man—a reputation, at his tender years, that was worth more to him than gold, as the sequel will prove.

In 1874, about one year from his arrival in Key West, Mr. J. H. Gregory, who was then conducting a grocery and liquor store on Duval street, offered young George S. Waite a position as clerk in his establishment, which was promptly accepted, and the co-partnership of "Waite & Waite" (in the fishing business) was dissolved by mutual consent. In this establishment Mr. Waite remained, where he succeeded, by his courteous treatment and polite manners, in making a warm friend out of everyone who knew him, until November, 1876, when Hon. John W. Sawyer, who had his attention attracted to him from the reasons above given, offered him a permanent situation as salesman in his large clothing house, which was accepted by Mr. Waite, and which position he filled for ten years, giving entire satisfaction to his employer and endearing himself in the hearts of all who knew him. About this time (1886) Mr. Waite began to think of entering into the commercial world "in his own canoe," and about three months before the expiration of his tenth year with Mr. Sawyer, he formed a co-partnership with Mr. L. W. Pierce, and ordered about a \$9,000 stock of clothing and gents' furnishing goods, intending to begin business April 1st, in the Gwynn building, on Front street (now occupied by Messrs. Russell & Co.) and on March the 28th, 1886, about \$1,000 worth of his goods ordered had arrived and had been stored in this building. "But, alas! our fondest hopes are too often blighted," as was proven in the case of Mr. Waite, for on the night of March 29th, 1886, the great fire of that year began, and in a few short hours the new firm of Geo. S. Waite & Co.'s store building and \$1,000 worth of goods were lying smoldering on the ground, and the firm was \$1,000 out of pocket before they had begun business, and not one dollar of this amount was covered by insurance. Nothing daunted, however, from the heavy loss, the firm at once put their heads together to devise "ways and means" for another building large enough to contain the remaining \$8,000 worth of goods which, by this time, had begun to arrive, and in about two weeks they had succeeded in rolling a house belonging to Mr. L. W. Pierce, situated on Rocky Road, down to Mr. Pierce's lot on the corner of Simonton and Front streets, and in a very few days thereafter the firm of Geo. S. Waite & Co. had commenced business in earnest, with almost an unprecedented success from the first, and in less than three months it became evident to Mr. Waite that the house was too small for the business, which had "outgrown itself" in so short a time.

We would like, here, to impress upon the minds of our readers that this \$9,000 stock of goods was entirely purchased on credit, and the

only cash paid out was in the shape of freight. Yet beginning as they did, \$9,000 in debt and only \$8,000 (first cost) worth of goods to pay it with, the firm was soon enabled to commence the construction of a large two-story building on the corner of Duval and Wall streets, besides meeting their paper promptly as it fell due. The first year's sales of the firm, under Mr. Geo. Waite's popular management, reached the enormous sum of \$41,000. This, alone, proves louder than anything we could say the great financing ability and popularity of Geo. S. Waite. This gentleman also appreciates the value of printer's ink, as will be proved by reference to another column in this paper, and who, by the way, appreciates his own worth so little that he give printer's ink credit for a large proportion of his success.

By December the 1st, same year (1886), the

LARGE TWO-STORY BAZAAR,

situated on the corner of Duval and Wall streets, as above described, was completed and ready for occupancy, and on the 3rd day of the same month,—in eight months from the time Mr. Waite first began the business on the corner of Front and Simonton streets—the firm had their large stock of clothing, etc., removed into it and handsomely and attractively displayed.

The dimensions of this building are 65x40 feet, two stories high, with a cupola, from which a most beautiful view of the entire island and the surrounding Keys can be had. This building was built at a cost of \$5,600, and is one of the prettiest structures in that portion of the city.

On the 15th day of November, 1887, Mr. Waite purchased the entire interest of Mr. L. W. Pierce in the firm, both the mercantile and real-estate, and the firm name of the business was then changed to Geo. S. Waite, and still continues under that firm name. During the past twelve months Mr. Waite increased his sales from \$41,000 for the first year to over \$50,000, and the business is rapidly growing and the amount of goods kept in stock has this season been increased to the enormous sum of \$25,000, and will compare favorably with any strictly retail clothing house and gents' furnishing goods in the State.

The secret of the whole business is that Mr. Waite watches the market closely, and always takes advantage in prices when ever offered. This is also the secret why he can sell you clothing at from 20 to 25 per cent. cheaper than the same can be bought in New York at retail. Another secret is that he pays his bills promptly; hence he can buy at cash prices. Mr. Geo. S. Waite is a living monument of what a poor boy, who is endowed with common sense, honesty, energy and go-aheaditiveness can accomplish in Key West. It seems almost unreasonable that this day three years ago Mr. Waite was a clerk on a salary of \$75 per month, and was not worth \$500 in cash; and to-day he is the owner of a large and handsome two-story building, situated in the most desirable portion of the city, filled with \$25,000 worth of the most elegant goods to be found almost anywhere South of New York, and a credit that is almost unlimited—all accumulated in less than three years. At first sight one would imagine that his profits must be extremely great; but that is not the secret. It is his great popularity among all classes of our citizens, coupled with his motto, "*quick sales and small profits*," that has gained for him his present wealth and business and social standing.

Among the most prominent of the salesmen, and who have proven themselves efficient, courteous salesmen, are Messrs. Wm. O. Norcross, (head salesman,) Wm. Herndon Waite, (a brother of the proprietor,) V. G. Espinosa, Robert Lowe and Bertie Rose, all of whom have succeeded in gaining the entire confidence of their employer and the love and respect of the patrons of the house.

Messrs. Day & Allen, Successors to Clark & Loftus, Dealers in Furniture and House Furnishing Goods.

The business enterprise that now attracts our special attention is the large furniture house of Messrs. Day & Allen, situated on Eaton Street, near the corner of Duval, next door to Porter & Ridgell's drug store. Before we begin with this firm, it will be necessary for us to go back a few years—to April 1st, 1886—when Messrs. Clark & Loftus first established the business on the corner of Thomas and Olivia streets, with Mr. J. A. Day, the senior member of the firm which heads this article, as manager, and was the original installment furniture house in Key West. This location, however, was only temporary, until the large building of Messrs. Cruz Bros., was completed; which was finished about the last of August or the first of September, of the same year, when Mr. Day at once took possession and moved into this building on the ground floor. In this building the business prospered, under the courteous management and liberal dealings of Mr. Day, until it became necessary for him to find more commodious

quarters, which he did, in the present location of the firm,—a new building, then in course of construction, and which was finished sometime in April, 1888—and on the first day of May, 1888, he moved into his new, large and elegant quarters, situated as above described, and where he has since remained, first as manager and then as senior partner.

Mr. J. A. Day's connection with the furniture business dates back to 1885, when he first began with Messrs. Clark & Loftus, of Jacksonville, the pioneers of the "Installment" plan in furniture in this State. He had been with this firm but a little over a year, when, by close attention to business and the deep interest he manifested in the business success of his employers and his courteous treatment of the many customers of the firm, coupled with his energy and integrity and correctness as an accountant, he had won the entire respect and confidence of his employers, who proposed to him that if he would undertake the management of a branch furniture business in Key West, which they were then thinking of establishing, they would guarantee him an interest in the business, at the expiration of two years, provided he succeeded in establishing the business on a firm basis; or if he preferred, they would sell out the entire business to him. Preferring the last clause in this unwritten agreement, he and his partner, Mr. J. W. Allen, made a proposition to Messrs. Clark & Loftus last July, which was accepted and the business turned over to them on the 26th day of the same month.

Mr. J. W. Allen, the junior member of the firm, is too well known in Key West for us to attempt to introduce him—he having been raised on this island. He is from one of the first families of the State, and a brother of Mr. George Allen, the handsome and popular Cashier of the Bank of Key West.

Mr. J. W. Allen is also Deputy Revenue Collector for the County of Monroe.

Mr. J. A. Day, the senior member of the firm (and upon whose shoulders the entire business and responsibility of the firm rests), is an Ohio "boy," who first visited Jacksonville in search of health, in 1884, and we presume he found it; for to look at him, as he flies hither and thither over the large floor, squeezing in between sets of furniture, one would say that he had never had a day's sickness in his life, and from his genteel manners and jovial, whole-souled disposition, he has succeeded in building up one of the largest furniture businesses, both cash and on the "installment plan," to be found in South Florida; and at the same time he has made warm and true friends of all who know him, and the business standing and credit of the firm rates as high as any in the city.

This firm carries about a \$15,000 stock of furniture, consisting of elegant parlor, bedroom, dining-room and library sets, medium and cheap sets, sofa-beds, odd pieces of furniture, such as marble top tables, fine arm and rocking chairs, children's chairs and bedsteads, bedding, mattresses, bed-springs, safes, carpets, rugs, mats, crockery, lamps, chandeliers, oil paintings, chromos, engravings, mouldings, stoves and stove pipes, and in fact, everything usually found in a first-class furniture and house furnishing emporium, and besides all this the firm carries over \$20,000 on their books (goods sold on the "installment plan"), all good debts.

Their present large

FURNITURE EMPORIUM

is one of the most roomy buildings in the city, its dimensions being 50x60 feet and three stories high, neatly painted and furnished up elegantly, both outside and in, trimmed on the eaves and around the sides, with several of the largest and prettiest signs to be found anywhere. The letters are in gold and colors, and can be read from almost any portion of the Island.

JNO. R. SCOTT,

ARCHITECT AND BUILDER.

Mr. John R. Scott was born in Terre Haute, Indiana, on the 31st day of July, 1863, where he was educated for an architect, and served his apprenticeship as a mechanic under his father, Mr. Joseph Scott; and when he was but seventeen years of age, after he had served his time as an apprentice, he went to St. Louis, where he worked for three years with Messrs. Kigan Bros., contractors and builders.

When he was but twenty years of age he came to Florida and took large contracts in the young and growing town of Sarasota, gaining an enviable reputation as being master of his trade, doing the greater part of his work for the Florida Mortgage and Investment Co., at that place.

In April, 1886, soon after the "big fire" of that year, Mr. Scott came to Key West, where he has since resided, and his work can be seen in almost every portion of the city, all of which he might well feel proud of. Mr. Scott, as contractor, built the large and handsome brick store house of Hon. Jno. W. Sawyer, on Front and Fitzpatrick streets; the large furniture store of F. E. Harwell, on Simonton street, twenty cottages and one or two large business houses, and

a cigar factory for P. Pohalski & Co., and the large and elegant residence of Mr. F. Figuerdo, and other buildings, were built by him, all of which give ample evidence of his skill. As a draughtsman, architect, contractor or builder, Mr. Scott has no superior in the city.

DR. J. V. HARRIS.

COLLECTOR OF CUSTOMS AT KEY WEST.

Dr. J. V. Harris, the obliging and courteous Collector of Customs of the port of Key West, was born in the Abbeville district, South Carolina, in 1839. His parents emigrated to South Carolina from Georgia, and in 1846 they moved to Columbus, Miss. The doctor graduated in the University of Mississippi with high honors in 1859. He studied medicine and graduated in the Medical Department of the University of Louisiana in 1861.

Immediately after graduating he returned to Columbus, Miss., where he married, and soon after he enlisted as a private soldier in the Second Mississippi and Alabama regiment of cavalry, at the beginning of the war.

After the battle of Shiloh, Dr. Harris was appointed Assistant Surgeon, C. S. A., and served with credit and distinction as such until 1864, when he was appointed Assistant Surgeon, C. S. Navy, ranking No. 8 on examination. He was soon afterwards ordered to Mobile, Ala., where he served until the close of the war, at which time he was attached to the Flagship "Nashville."

In 1870 Dr. Harris gave up cotton planting and came to Florida in search of health (which he found in Key West in abundance)—his health having been seriously impaired from constant exposure during the war.

Dr. Harris is a staunch Democrat and a shrewd politician, and was one of the political leaders of Monroe county in 1876, when he was a delegate to the National Convention at St. Louis; and acted as member of the National Executive Committee for Florida, *vice* Col. Dyke, of the Tallahassee "Floridian." He was also Secretary of the Committee of Notification, and read the address of the Committee to Mr. Tilden, at his residence in Gramercy Park.

Dr. Harris was also elected to the Florida Legislature in 1876, where he served with honor to himself, and credit to the State. He was also a prominent candidate for Congress in 1880 before the Cedar Key Convention, but was defeated by Mr. Davidson.

During all these years, when not serving his constituents politically, he was administering to and healing the sick and afflicted, and succeeded in working his way to the top of the medical profession in Key West.

In 1885 Dr. Harris was appointed Collector of Customs for the Port of Key West, and which office he has since filled to the entire satisfaction of even his worst enemies. It is to be hoped that he will be allowed to serve to the end of his term, which expires June 16th, 1890, for there is no man on the island better loved, admired and respected for his good moral character and personal qualities than is Dr. J. V. Harris.

F. E. HARWELL,

One of Our Leading Furniture Dealers.

MR. FRANK MARSTON, THE POPULAR, ATTENTIVE AND COURTEOUS BUSINESS MANAGER OF MR. F. E. HARWELL'S KEY WEST INTERESTS.

Mr. F. E. Harwell, the owner of the large furniture house that now claims attention in these columns, is comparatively a stranger in Key West, he having come to this city from Fulton, Miss., in the latter part of November, 1885. The reason that induced Mr. Harwell to visit Key West was two-fold; the first reason was that he was in search of a more salubrious climate than was his Mississippi home, and the second reason was to find a good business place that would offer sufficient inducements for him to invest the small capital he then had at his command. This capital, we would like to impress upon our readers, was very small and would not exceed \$150. From what he knew and had heard of Key West he believed this was the very place he was in search of.

As above mentioned, in the latter part of November, 1885, Mr. Harwell landed in Key West, when he was not long in making up his mind that he was satisfied with our beautiful Island City; and leasing the Moffat building, on the corner of Whitehead and Caroline street, he soon had a pretty and well selected stock of lamps, chromos, engravings, paintings, etc., tastefully displayed in his establishment, and invited public patronage, which, from his courteous manners and liberal dealings, was not slow in coming in. Fortune, as she always does to the industrious and polite, seemed to smile on him, and by the spring of 1886, he found it necessary to find more roomy quarters; for by this time he had decided to go into the furni-

ture business in connection with his other business; and finding a suitable site on the corner of Simonton and Eaton streets, opposite the Stone Church, he soon had a large 66x35 feet, two-story building erected, which he moved into about the last of March or the first of April, 1886, and opened up with a large and handsome stock of furniture, bedding, mattresses, bed-springs, carpets, mats, rugs, lamps and lamp-fixings, etc., in fact everything that is usually kept by a first-class furniture house. In this building the business rapidly increased, until to-day in less than three years from its establishment, Mr. Harwell carries a stock of about \$3,000 in goods and \$10,000 on his books.

Mr. Harwell is the pioneer of the "Installment Plan" in Key West, and he always has on his books at least three times the amount of stock on hand; hence it will readily be seen that to carry a three thousand dollar stock, at least a twelve or thirteen thousand dollar capital is necessary.

But Mr. Harwell has other investments, as will be seen below, the capital invested in the same will swell his present fortune to over \$35,000, most of which has been accumulated in Key West during the short period of three years.

In February, 1887, Mr. F. E. Harwell opened up a branch furniture house in Pensacola, Fla., which is now under the management of Mr. Joel E. Crawford, on Palafox street, and which has since grown to be one of the largest Furniture houses in the State.

On the 1st day of last May, Mr. F. E. Harwell left this city on a two-fold visit to Tennessee. The first was to enter into a life co-partnership with Miss Florence Harwell, a distant relative of his, and one of Nashville, Tennessee's, most charming and accomplished belles; and the second was to establish a branch furniture house in Knoxville, Tenn.

Soon after the marriage had been consummated, which was shortly after Mr. Harwell's arrival in Nashville, he and his young bride went on a bridal tour to Asheville, N. C., and while there he became so attached to that beautiful city of some 10,000 inhabitants, that he established a branch house there, before visiting Knoxville; and soon after, in August, he and his wife left for that city (Knoxville, Tenn.), where he also established a large branch furniture house, and where they are now domiciled; and Mr. Harwell reports to his manager here, Mr. Frank Marston, that he is doing a rushing business, both for cash and on the installment plan. Of course, in a city of 30,000 or more inhabitants, a much larger capital is required to conduct a first-class furniture business than in this city, and we have been reliably informed that his business in Knoxville was second to none in that city.

Mr. and Mrs. Harwell, in future, will probably take up their residence in Knoxville, but spend their winters in Key West.

Mr. Frank Marston, the gentlemanly, popular and affable manager of Mr. Harwell's Key West interests, is the right man in the right place, and Mr. Harwell should be congratulated upon his success in securing the services of one so well fitted from experience for the position. Mr. Marston has been with Mr. Harwell since June 1886.

DR. A. L. PENDLETON.

Dr. A. L. Pendleton was born in Elizabeth City, North Carolina, in 1855. He received his early schooling in the Elizabeth City Academy, and later was sent to Hartford, Conn., where he graduated.

Dr. Pendleton, after quitting school, entered the College of Physicians and Surgeons, Baltimore, Md., where he studied medicine for a couple of years, when he entered the Jefferson Medical College of Philadelphia, where he graduated with high honor on March 29th, 1884.

After leaving College Dr. Pendleton settled in Cornyock, N. C., where he practiced his profession for about one year, when he determined to join his brother, Hon. C. B. Pendleton, in Key West, Fla., arrived here about the middle of 1885; and in September of the same year he began the drug business on the corner of Elizabeth and Eaton streets, where his present large and handsome drug store is now situated, and where he has since remained, each year increasing his trade and adding largely to his stock.

Dr. A. L. Pendleton has succeeded in winning the confidence and respect, both as a citizen and physician, of every one who knows him, and stands at the head of his profession in Key West.

DOUGLAS T. SWEENEY.

MANUFACTURER AND WHOLESALE DEALER IN SODA AND MINERAL WATERS, ETC.

Mr. D. T. Sweeney was born in New York City, March 31st, 1839, where he was also educated.

In 1858 he visited a friend of his, Mr. Jno. Ryan, of Savannah, Ga., who was at the time conducting a large soda water and bottling fac-

tory, and where Mr. Sweeney was induced to engage as an apprentice to learn the business. In this establishment he remained until 1860, when he began the business for himself in Columbus, Ga., where he remained about one year, when he sold out and returned to New York, where in 1862, he again began the manufacture of soda water, syrups, etc., in which business he continued until April 21st, 1864, when he closed up his business and accepted a position secured for him in Gen. Burnside's corps as "citizen" Forage Master, and where he remained until the latter part of July following, when he returned to New York and reopened his soda-water business, in which he remained, with tolerable success, until about the last of October, 1874, when he again closed out the business and began to cast about for more profitable fields in which to operate; and his "good star" directed him to Key West, where he landed on the 13th of November, 1874.

Soon after landing in Key West, Mr. Sweeney opened up a soda-water factory, on Whitehead street, where he remained until June, 1876, when his business had grown to such proportions that it was necessary for him to find larger quarters. And leasing a piece of property from Mr. John Jay Philbrick, on Simonton street, he at once erected a large factory building and moved into it. After remaining in this place about four years, Mr. Sweeney purchased the entire property, on a portion of which is now situated his private residence, which, by the way, is one of the handsomest and most elegantly finished, frescoed and painted on the inside of any residence in the state; and it is furnished to correspond with the artistic and costly decorations.

One of the first things that Mr. Sweeney did after purchasing this property was to enlarge and remodel his soda-water and bottling factory, which was necessary at this time in order to get sufficient room to store the large quantities of beers, wines, liquors, etc., which he then had on hand, from the fact that he had entered largely into the wholesale trade in these goods. Hence he largely increased the dimensions of his factory, which is now 50x50, with a 25x25 foot wing. He also had a deep cellar dug underneath, which is now two stories deep, which are used to store wines, beers, liquors, mineral waters, etc., and the temperature stands the same thing on either floor of the cellar, the year round—never rising or falling from 80 degrees.

The top floor, or factory proper, is used as a soda-water and bottling factory, with six large fountains in which he makes his soda water. His bottling and other machinery are also on this floor. It is also literally packed with cases of fine wines, beers, soda water, ready for market, etc., as are also the two lower floors, and Mr. Sweeney supplies nearly the entire island with these goods, from this establishment. He also keeps one or two teams on the trot all the time supplying his many customers. And although he has a monopoly on the Island, he handles nothing but the very best goods, and for which he is satisfied to receive a small profit.

Mr. Sweeney is also engaged in the Hotel business, and his house is one of the favorite resorts for many of the commercial men who visit our city, which is known as

SWEENEY'S HOTEL,

situated on Duval, near the corner of Green streets, and is conducted on the European plan, and is first-class in every respect. Terms, for rooms only, one dollar per day, or five dollars per week. A first-class restaurant is conveniently situated adjoining the hotel. Also one of the finest billiard parlors and saloons to be found in the State is connected with the hotel, where accommodating and polite attendants can always be found to serve their tempting vintage to the weary and thirsty.

Although Mr. Sweeney came to Key West comparatively a poor man, and had a hard fight to introduce his soda water, etc., and to get a "foot-hold," he is to-day one of the largest property owners, with perhaps two or three exceptions, on the island; and has perhaps done as much towards building up the city to what she is to-day as any other one person.

Mr. Sweeney has served one or two terms on the Board of Aldermen, and is one of our most prominent, influential, and active members of the Board of Trade.

In 1886 he ran for Mayor of the city against two other candidates, but was defeated by a small majority by Dr. J. V. W. R. Plummer, with Mr. Sweeney second in the race.

THE NEW RUSSELL HOUSE.

The Finest Hotel in the Southern Portion of the State.

C. T. MERRILL, PROPRIETOR.

Mr. C. T. Merrill, the proprietor of the New Russell House, which is one of the finest hotels south of St. Augustine, came to Key West in 1870, and engaged in the mercantile business, in which he remained until the spring of 1881,

when he took charge of the "old" Russell House, situated on Duval, between Green and Front streets, which he leased from Mr. Wm. A. Russell; his father-in-law managed it successfully until March 31st, 1886, when it was licked up by the flames of the great conflagration of that year.

In the following fall (1886) the foundation of the present structure of the New Russell House was laid, but was not completed until May, 1887, and was opened for the reception of guests in December, 1887, under most favorable auspices, and has been opened to our citizens and the traveling public, except a few months during the past summer, when the proprietor went North.

The dimensions of this house are 116x98 feet, with wing of 70x30 feet, three and one-half stories high, with verandas on each floor extending all around; and capped with a most beautiful and lofty cupola, from which one of the finest views of the city and surrounding Keys can be had.

This house also contains seventy-five handsomely furnished rooms, with stairs and halls elegantly trimmed and carpeted; the whole given to be, by tourists, the finest in the southern portion of the State.

ON THE FIRST FLOOR

is situated, first, the elegant business office; next the parlor, elegantly and richly furnished; further down the hall, to the east, we enter the large and spacious dining-room, the floors and walls of which have recently been richly painted and frescoed.

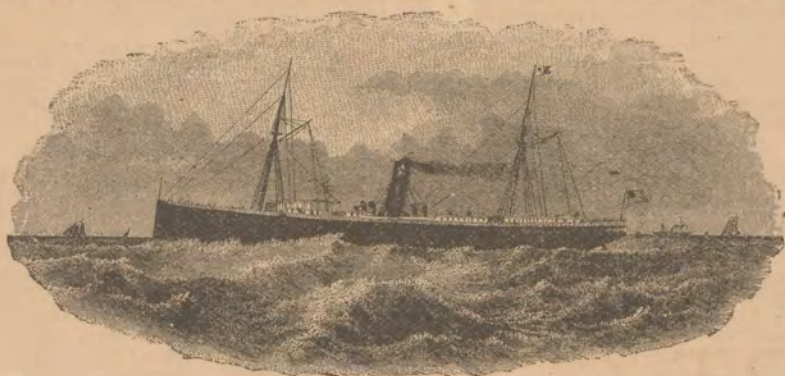
This floor also contains a large saloon and billiard parlor, which are said to be the finest and best furnished in the State. A well appointed reading-room, barber shop and six or eight "sample rooms" are also situated on this floor, all of which have their charms for the commercial tourist and other guests.

The building is also furnished throughout with electric bells and other conveniences. Also a large bath house has been built, where one

little, may be sure that it will be promptly attended to, and their interests carefully guarded. Their long experience in the business makes them especially useful to their customers in case of loss in securing them a speedy adjustment and payment of their claims. Mr. Hutchinson, the junior member of the firm, is well known to many of our citizens, from having spent a considerable time in this city in the interest of his firm. His familiarity with our city and people enables him to make such representations to the Insurance Cos. that he is able to secure from them policies and terms that no other firm can offer.

THE MALLORY LINE.

To the fleet of ten large steamers now belonging to this line an eleventh is to be added for the early fall trade. This steamer is being built at the Roach shipyards, where all the vessels belonging to the line have been constructed. She is to be of about 3,400 tons burden, built upon the general plan of the *Queecs*, with staterooms above the main deck—light, roomy, and thoroughly ventilated—so that her passenger accommodations will be as complete and comfortable as it is possible to make them. The recent completion of the Fort Worth and Denver and other railroad lines in the southwest makes it possible for passengers to be taken quickly and at low rates by the Mallory lines and their extensive railroad connections to all points in Mexico, California, Texas, Colorado, Florida and other parts of the west and southwest. Arrangements have been completed by which through coupon tickets are issued from New York and other eastern points to all interior towns and cities in that part of the country having railroad connections. The Mallory lines are already in possession of a large business through Galveston to points as far east as Denver, and via Key West to Havana, Cuba, and all Florida cities, while the rapid completion of new railroad lines in the west is



Mallory Steamship Alamo.

can luxuriate in salt-water baths from morning till night, if he wishes. In fact every modern improvement has been attached to this house, and there is nothing wanting for the comfort of its guests.

This is, in fact, the only real first-class hotel in the city, and the only thoroughly drained and ventilated, having its own sewer, which extends into the Gulf. It is also lighted by gas from cellar to dome. The furnitures of the house are all of the latest designs and of the finest material, of the antique patterns, oak and walnut, furnished by the Phoenix Furniture Co., of Grand Rapids, Mich.

The bar is elegantly furnished, and has three or four of the finest billiard tables ever sent out by the Brunswick-Blake-Collender Co., and are of the very latest patterns.

The house was reopened to the public, for this season, on the first of November, under most auspicious circumstances, and the increased travel and patronage this season bids fair to make this house one of the most popular in the State.

WEMPLE & HUTCHINSON.

The Insurance Brokerage firm of Wemple & Hutchinson is well known in New York and in this city. Mr. William R. Wemple, the senior member of the firm, is a native New Yorker, and a veteran underwriter. He is the eldest son of the late C. Y. Wemple, who organized, and was for many years the Vice President of the Manhattan Life Insurance Co., one of the most solid of New York's financial institutions. Mr. Wemple first entered the Fire Insurance Brokerage business in 1868, and in 1878 he was joined by Mr. S. L. Hutchinson, who had for some time been engaged in the same business when the present firm was organized. From small beginnings the business has grown to large proportions, and they now number among their customers many well known individuals and firms.

The secret of their success lies in the close, intelligent and conscientious attention to their customers' interests. Every one entrusting their business to them, whether it be much or

constantly increasing the number of places which travelers may reach by this route.

While speaking of this line it would not be invidious to say that Key West's past business and future prosperity is inseparably connected with it. Mr. Chas. H. Mallory, Capt. Spicer, and the younger Mr. Mallory (H. R.), have ever shown a kindly disposition, and taking into consideration the fact that they have never really had any real opposition in the carrying trade from New York to Key West, their reduction of rates, at all times, when fair representations were made, oftentimes without suggestions, show that they appreciate the trade and interests of the Island City. In connection with this article we reproduce an excellent engraving of the steamship *Alamo*. A trip to Key West in such steamer and under tropic sky and sun is well worth the passage money. We are informed by the management that it is the intention at a very early date to have semi-weekly ships to the Island City.

WM. WICKE & CO.

Among the large manufacturing firms doing business in Key West, none represents larger wealth than the above house. The house is located on the corner of 1st Ave. and 31st St., New York City; in 1884 they established a branch house in Key West which was destroyed by the memorable fire of March, 1886.

Their business was established by Geo. Wicke forty years ago, five years later the present head of the house—William, younger brother of George—was taken into co-partnership, later on being sole owner. In 1868 Mr. August Roesler, junior member of the company, was admitted into co-partnership. In 1855 they were working 5 men, to-day they employ nearly one thousand hands, turning out 25,000 cigar boxes per day and weaving 200,000 yards of silk ribbons. They do everything connected with their vast business, which includes furnishing cigar manufacturers with everything required in their business, say from a cheap label to a costly lithograph, from an ordinary paper box for cigarettes to the costliest inlaid cigar box of Spanish cedar—from a cheap ribbon to the fanciest and

heaviest. In fact they have 270 looms alone weaving silk ribbons. Both gentlemen of the firm are gracious, pleasant gentlemen, easy of approach, giving their immense business personal supervision, yet so well arranged and systemized is it, that they find plenty of time to entertain friends and to take the world easy. They are both very popular in Key West where they are personally known.

"YE EDITOR."

Hon. Chas. B. Pendleton, editor-in-chief and owner of the daily *Equator-Democrat*, and owner of the *Equator Pub. and News Co.*, is a native of North Carolina; was born at Elizabeth City on the 4th of April, 1857. He went to Florida in 1872, and at that early age taught the public school at Fort Ogden for six months. Leaving there, he spent two years in Northern Texas, Indian Territory and the Northwest, returning in 1875, from which date he has permanently resided in Florida. He has been actively engaged in political and newspaper life. Before leaving Manatee County for Key West he was tendered the nomination for the Legislature of that county, but had to decline, being under age. He was a delegate to both State and Congressional Conventions for that county before he was twenty. In 1880 he started the *Democrat* in Key West, in 1886 he founded the *Equator—El Ecuador*—an English and Spanish daily; a year later he discontinued the Spanish department, and consolidating the *Equator* with the *Democrat* made the present daily. During this time Mr. Pendleton has seen fully a score of papers, some of them in existence at the time, others started to break him down, die or become his property by purchase—to-day he has no opposition. In 1882 he was nominated for the State Senate by the Democratic party; after a contest made before two successive Senates he was awarded his seat. He would have been nominated in 1886, but his nomination, made at Pensacola, for Congress, turned him aside. He did, in this memorable campaign, what probably no other Democrat in the South has ever done, divide the Democratic vote of his district with the regular Democratic nominee—Escambia County, for instance, giving him 1560 majority—where the regular Democratic candidate in the previous campaign received a majority of about 20. Monroe County, his home, gave him nearly the entire Democratic vote. The Republicans, as a rule, voted against him. He was elected Alderman of the city of Key West in December, 1888, and is Chairman of both the cemetery and street committees. He is an active member of the Board of Trade and Chairman of the Executive Board of the Merchants' Protective Association. Mr. Pendleton has lived to see many of his former bitter enemies and violent opposers his sincere friends; while it is said of him, "that friends once his are so forever."

The management of this paper regrets that the large factory of C. Soria, besides several other important firms, are not given fuller mention, but want of space at the last moment prevents only mention of those who have taken advantage of our offer at the start. The issue was advertised long enough in advance to allow of no excuse, while our canvasser tried in every way to see every man interested.

We would also like to mention the kindly aid and gentlemanly suggestions made by Mr. Joseph Gantz, manager of the Publishers' Printing Co., of 157 William St., and attaches of the office, in the production of this paper.

We are also under obligations to our most excellent exchange, *Tobacco*, for cuts of Mr. Baranco and of the factory buildings of G. S. Nichols and Horace R. Kelly & Co.

VALUABLE FLORIDA LANDS FOR SALE.

7,000 ACRES IN THE CALOOSAHATCHIE VALLEY.

Well situated in a High, Dry and Healthy Neighborhood, the most Beautiful portion of the State of Florida, near the Beautiful and growing town of Myers, the home of the Cattle Kings of this State, and of the renowned Electrician Edison. Price, \$5 to \$100 per acre, according to locality.

N.B.—The Caloosahatchie River heads in Lake Okeechobee and empties into the Gulf of Mexico, at Punta Rassa, the most Southern portion of Charlotte Harbor, and about 110 miles from Key West, and passes through the most fertile portion of Florida. This river is given up to be, by tourists, the most picturesque of any river in the State.

For further particulars relating to any of the above property, apply to the
KEY WEST, FLA. JOHN WHITE BANK.

JOHN WHITE, PRESIDENT.

JAMES A. WADDELL, CASHIER.

THE JOHN WHITE BANK

CAPITAL, - - - \$100,000.

SURPLUS, - - - 150,000.

Is Now Ready for the Better Accommodation of Friends
and the Public.

DEPOSITS RECEIVED,

INTEREST PAID,

And Certificates of Deposits Issued.

Exchange on New York, New Orleans and Havana Bought
and Sold at their place on Greene St., near Telegraph Office.

J. W. JOHNSON.

E. A. WADDELL.

J. W. JOHNSON & CO.,

WHOLESALE AND RETAIL DEALERS IN

Hardware, Wooden Ware, Tin Ware,

CORDAGE, SHIP CHANDLERY, LIME, CEMENT,

→* SASH, BLINDS, DOORS AND MOULDINGS, OF ALL KINDS AND STYLES *←



ALSO A FULL AND COMPLETE LINE OF SADDLERY, WALL PAPER AND BORDERING TO MATCH.

HEADQUARTERS FOR PAINTS, OILS, VARNISHES AND BRUSHES.

Also Sole Agents for the Celebrated Dolson's White Lead and Zinc, put up in tins from one to 100 pounds.

OUR STOCK OF CUTLERY IS FULL AND COMPLETE.

KEY WEST, FLORIDA.

J. W. JOHNSON & CO.

ESTABLISHED IN 1877

J. H. GREGORY,

Manufacturer of Fine Cigars

FROM

THE BEST SELECTED HAVANA TOBACCO.

FACTORY No. 10.

KEY WEST,

FLORIDA.

CORRESPONDENCE SOLICITED.

GEO. LEWIS, President.

EDUARDO H. GATO, Vice-President.

GEO. W. ALLEN, Cashier.

F. R. MALONEY, Assistant Cashier.

THE BANK OF KEY WEST,

(INCORPORATED 1884.)

CAPITAL, - - \$50,000.

SURPLUS, - - \$10,000.

DIRECTORS:

FERNANDO VALDES,

CARLOS RECIO,

R. ALFRED MONSALVATGE,

JAMES W. LOCKE,

ENRIQUE CANALS, JOSE TOLEDO.

Issues Letters of Credit, Buys and Sells Bills of Exchange,

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COLLECTIONS RECEIVE PROMPT AND CAREFUL ATTENTION.

Accounts of Merchants, Manufacturers, Corporations and Individuals Received.

CORRESPONDENTS:

The Importers and Traders National Bank New York.
The Louisiana National Bank New Orleans.
The First National Bank of Florida Jacksonville.
The First National Bank of Tampa Tampa.
The Pacific Bank San Francisco.
Mechanics Bank St. Louis.
Messrs. Lawton Brothers Havana.
Messrs. B. C. Lewis & Sons Tallahassee.

JOAQUIN MARRERO ALONSO,

MANUFACTURER OF

Fine Key West Havana Cigars,

FACTORY No. 183.

KEY WEST, - FLORIDA.

Correspondence Solicited and Satisfaction Guaranteed.

R. DOBARGANES,

MANUFACTURER OF

CLEAR HAVANA CIGARS,

KEY WEST, - - FLORIDA.

Cor. of Thomas and Olivia Sts.

Orders Solicited and Satisfaction Guaranteed. Send for Samples and Price List.

A. D. DE LA ROSA,

Manufacturer of Fine Key West Havana Cigars

FROM

THE FINEST SELECT SPANISH TOBACCO,

KEY WEST, FLORIDA.

SPECIAL BRANDS:

The "Eugenia," one of the Best Shaped, Finest Finished, Best Flavored Cigars made on the Island. The "Gaditano," "Bonita," "Elite," "Sultana," etc., etc., are made from the same class of Tobacco, all clear Havana both Filler and Wrapper. Correspondence Solicited.

Convent of Mary Immaculate

The Classes were Re-opened on Monday, September 3rd, 1888.

For particulars address Mother Superior, St. Joseph's College.

(FOR BOYS.)

The classes were re-opened under the charge of the Sisters, on FIRST TUESDAY in SEPTEMBER.

PRESIDENT:

The Rev. Rector of St. Mary, "Star of the Sea."

Monthly Terms, Primary Dep't.

GRADES—6th and 5th, 50 cents; 4th and 3rd, 75 cents; 2nd and 1st, \$1.

Advanced Department.

GRADES—8th and 7th, \$1.25; 6th and 5th, \$1.50; 4th, 3rd, 2nd and 1st, \$2.

St. Francis Xavier's School

(COLORED.)

Was re-opened on the FIRST TUESDAY in SEPTEMBER.

See Cut of Convent among Reading Matter

F. A. BROST,

KEY WEST, - FLORIDA.

A LARGE AND COMPLETE STOCK OF

FAMILY, FANCY AND STAPLE

GROCERIES

OF EVERY VARIETY.

Good Received by Every Steamer.

Fine Flour, Sugars, Teas, Coffees, and the Best Canned Goods.

Provisions, Feed, Ice, Coal and Wood always in stock.

CROCKERY and WOODEN WARE.

Country Produce, Fresh Butter, Eggs, Chickens, Vegetables, Fruits, Cigars, Tobacco, etc., the very best the markets can afford.

Goods Delivered Free to all parts of the Island.

Francisco Marrero,

MANUFACTURER OF

FINE CLEAR

HAVANA CIGARS,

KEY WEST, FLA.

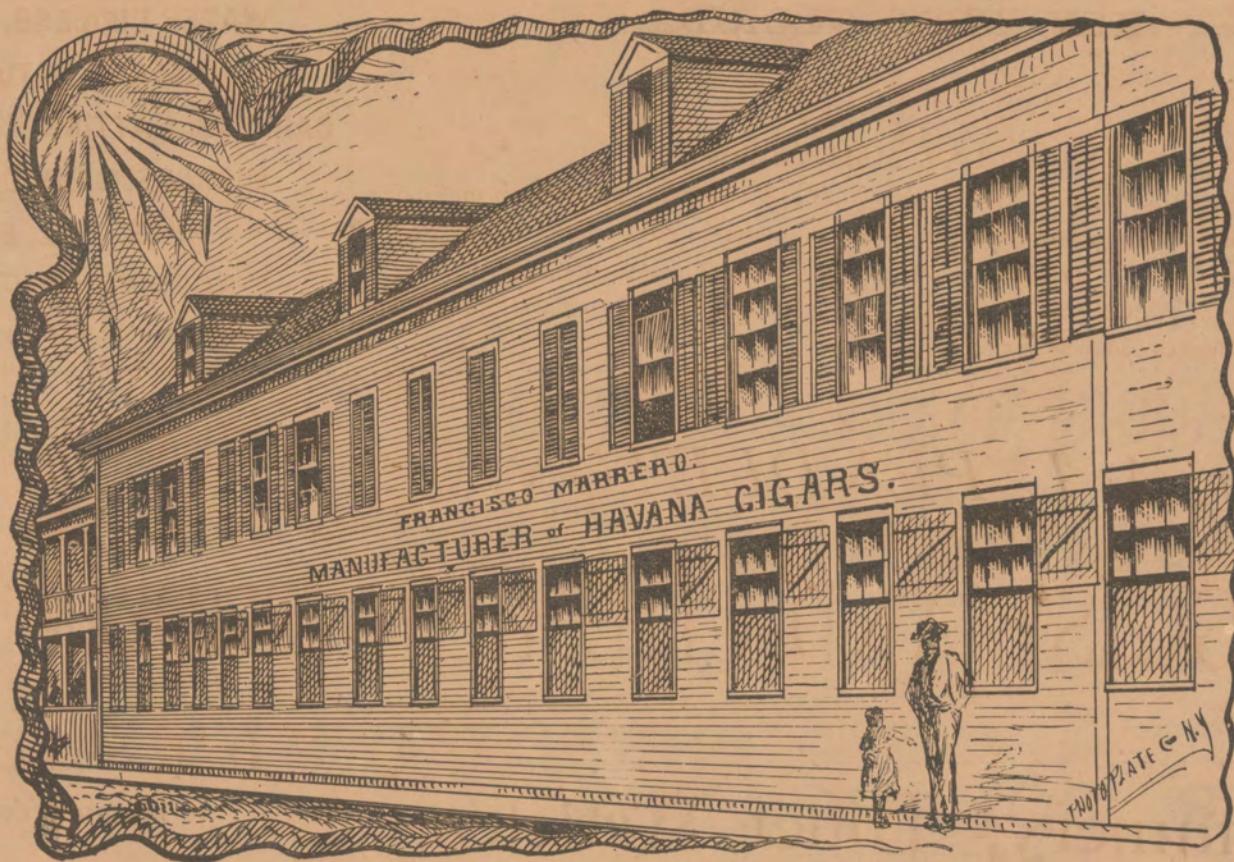
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KEY WEST, FLA.

Francisco Marrero,

MANUFACTURER OF

FINE CLEAR

HAVANA CIGARS,

KEY WEST, FLA.

JNO. W. SAWYER,
THE
Leading Clothier, and Gents', Boys' and Youths' Furnisher.
THE LARGEST STOCK OF GENTS', BOYS' AND YOUTHS'
CLOTHING,
Underwear, Hats, Caps, Boots, Shoes, Collars, Cuffs, Scarfs, Neckties, Gloves, Trunks, Valises, Umbrellas, Etc.,
TO BE FOUND ON THE ISLAND.



One of the Cheapest Retail Houses in the State. Also Dealer in all kinds of Sporting Goods,

JNO. W. SAWYER, KEY WEST, FLORIDA.
Corner of Front and Fitzpatrick Streets,

"Mallory Lines," to Texas, Florida, Georgia, & South Carolina.

(NEW YORK AND TEXAS STEAMSHIP CO.)

FLEET.

S.S.	Building
" NUECES.....	3,367 tons
" COMAL.....	2,950 "
" LAMPASAS.....	2,942 "
" ALAMO.....	2,942 "
" SAN MARCOS.....	2,840 "
" COLORADO.....	2,764 "
" RIO GRANDE.....	2,566 "
" STATE OF TEXAS.....	1,696 "
" CITY of SAN ANTONIO.....	1,652 "
" CARONDELET.....	1,508 "



SCHEDULE OF DEPARTURES:

LEAVE NEW YORK.

For GALVESTON, TEX., Every Wed. & Sat., 3 P.M.
For FERNANDINA, FLA., Every Friday, 3 P.M.
For KEY WEST, FLA., Every Saturday, 3 P.M.
For PORT ROYAL, S.C., Every Friday, 3 P.M.
For BRUNSWICK, GA., Every Friday, 3 P.M.

FOR NEW YORK.

From GALVESTON, TEXAS, Every Wed. & Sat.
From FERNANDINA, FLA., Every Thursday.
From KEY WEST, FLA., Every Saturday.
From PORT ROYAL, S.C., Every Friday.
From BRUNSWICK, GA., Every Thursday.

Nothing has been overlooked in the construction of these vessels; and their fine model, full power and excellent sea-going qualities, have won for them the enviable reputation they possess. Passenger accommodations, both Cabin and Steerage, are unsurpassed. Staterooms being above the main deck, are light, roomy and thoroughly ventilated, thus assuring to the Traveler the greatest degree of comfort attainable. Connections are made at all the ports at which these Steamers touch with all Railroads and Steamboats. Through Coupon Tickets are on sale, and Through Rates of Passage and Freight are named to interior towns and cities, including those of California, Mexico, New Mexico and Arizona. No other Passenger Steamers run between New York and the ports named above, except Fernandina.

THIS IS THE FAVORITE ROUTE TO FLORIDA.

For Rates of Freight, Passage, printed matter, and general information, address,

C. H. MALLORY & CO., General Agents, Pier 20 E.R., NEW YORK.

SETH SPRAGUE, General Eastern Agent, 3 Old State House, Boston. H. McMURTRIE, Agent, 3d and Chestnut Sts., Phila. FORCE & WATERBURY, Agents, 102 Commerce St., Baltimore. J. N. SAWYER & CO., Agents, Galveston, Texas. J. M. CUTLER, Agent, Jacksonville, Fla. G. R. HUBBY, Agent, Fernandina, Fla. THOMAS FULLER, Agent, Brunswick, Ga. J. J. WITT, Agent, Port Royal, S.C. R. W. SOUTHWICK, Agent, Key West, Fla. W. J. YOUNG, Gen. So. Pass. Agent, San Antonio, Texas.

VILLAMIL, PIODELA & CO.,
Manufacturers of Fine Clear Havana Cigars,

USING ONLY THE

PURE VUELTA ABAJO LEAF TOBACCO.

(Duval Street,)

KEY WEST, FLORIDA.



WE CHALLENGE THE WORLD TO BEAT OUR SPECIAL BRANDS:

"La Rapidez," the finest Cigar made on the Island; "Sin Pretension," "Antonio y Cleopatra," "La Nina," "Solitaire," and "Filipina," are also *par excellence* itself, and are made from the finest Havana Vuelta Abajo Leaf Tobacco, and cannot be surpassed for excellence in flavor and finish.



Our Havana Factory manufactures the following Brands:

The "La Africa," "Pablo y Virginia," "La Admirable," "Ramillete de Aroma," "Imperial Sport," and "Earnest Merck," all of which are manufactured at our "La Africana" Cigar Factory, in Havana, Cuba, from the Finest Selected Spanish Tobacco to be found on the Island of Cuba.

VILLAMIL, PIODELA & CO.

J. A. DAY.

J. W. ALLEN

DAY & ALLEN,
WHOLESALE AND RETAIL DEALERS IN
FURNITURE, STOVES,

AND

GENERAL HOUSE FURNISHING GOODS.

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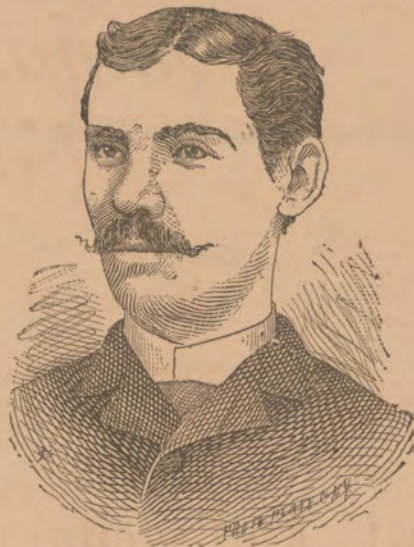
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Leave TAMPA.....Monday and Thursday, Arrive HAVANA...Wednesday and Saturday
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Best Anthracite and Bituminous Coal.

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ALSO A FULL LINE OF WINES AND LIQUORS, THE BEST ON THE ISLAND.

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