

it and continued to operate it until war time, when he gradually worked out of the business. He opened a furniture store in the Luce block and carried a stock worth \$30,000. Fancy mahogany goods were brought from the East and fine black walnut furniture was turned out at the factory. In this store he also carried a stock of mirrors, picture mouldings, and made mattresses and upholstered work. Since his retirement from the furniture business Mr. Powers has been engaged in many profitable enterprises.

When Enoch W. and S. A. Winchester embarked in the furniture business in this city, in 1855, they were full of hope for the future, but their most extravagant dreams of prosperity did not anticipate the mammoth business which was developed from their small beginning. They erected a two-story wooden building at the corner of Lyon and Campau streets, and did a fairly prosperous business for two years, and then came the panic of 1857. Like most of the business men of that time the Winchester brothers were crippled in the financial crisis and appealed to C. C. Comstock to buy them out. Mr. Comstock had done a prosperous sawmill business and he had made money out of a large sash and blind factory. He responded to the appeal of the Winchesters, feeling that he was safe in so doing, and bought them out in September of that year. Money matters were bad, but speedily grew worse, and before he realized it, Mr. Comstock himself was drawn into the maelstrom. But Mr. Comstock hung on manfully and after four years of hard struggle he won out. The days of wild-cat money were over and confidence in business relations was restored. In 1864 he established a branch house for the disposal of his furniture in Peoria, Ill., and sent large quantities of goods there. It is claimed that this was the first carload shipment of furniture from Grand Rapids. A trade was also built up in Milwaukee and Chicago.

In early days the furniture salesman would pack up a carload of goods and travel with it from town to town until he had peddled them out. As the business increased this method was found to be inconvenient. Elias Matter suggested that sketches of the articles would convey the idea of the style, and his suggestion was put in practice. Pencil sketches gave place to photography. Today all salesmen sell their wares by exhibiting