AMONG THE HORSES.

H. G. Finkle Predicts a Wonderful Record for Futurity Girl.

A Three-Year-Old Match Will Probably Be McGrath's Next Move.

A Breeding Farm Where Heavy Draught Horses Will Be Raised.

St. Paul Horsemen Who Have Realized Money on Their String.

H. G. Finkle, Moorhead, writing a friend in St. Paul, says many things which will be of interest to Messrs. Marrett, McGrath and other horsemen in this state. The match race between Mr. McGrath's colt Tipperary, for $250 a side, seems to have stirred up all the horsemen in the state and to have set them talking. The letter of Mr. Finkle is as follows:

THE DAILY GLOBE of the 14th announces a match race for the Fourth of July between Futurity Girl and Tipperary, and I want to make a prediction about the Girl. If no accident happens and she is kept in training until the 1st of September, she will be able to obtain a lower record as a three-year-old than Lord Nelson. She is Early Pioneer's first get. His second died last summer with colt distemper. The third is 16½ hands high, owned by Dr. Andrews, and a more beautiful animal has never been driven. These are his only get as a two-year-old. Another of his get is Senator Davis, foaled May, 1887. He is being driven now, and, barring accidents, will add another to Early Pioneer's list of 2:30 trotters at three years old. From what I have seen of Early Pioneer's get I consider him as promising a young stallion as there is in the world. Look at his breeding, and besides he has all the other requisites to make a great producer. I know Capt. Marrett is pinning his faith to his Nutwood, but time will prove whether his high opinion of his colt, bred in Kentucky, will equal the Minnesota bred Early Pioneer. Put me down as backing Early Pioneer. Yours truly, H. G. FINKLE.

McGrath Wants More Racing.

In connection with what Mr. Finkle has said above, it is interesting to note what Mr. McGrath is willing to do. He says that within two weeks after the race between Tipperary and Futurity Girl, on the 4th of July next, he will match Tipperary for a race of from $250 to $500 a side against any three-year-old in Minnesota. One hundred dollars is to be put up when the race is made, and the balance April 1. Mr. McGrath talks very boldly and confidentially. Messrs. Finkle and McGrath appear to have unbounded confidence in their colts. The former declares that Futurity Girl will get a lower record as a three-year-old than Lord Nelson did. The latter made a record of 2:26¼ at that age in Chicago. To say that Futurity Girl can do better than that is to make a very bold assertion. The horse breeders of Minnesota will recollect, however, that at the winter meeting of the breeders association, held in the winter when Lord Nelson was coming three years old, Mr. Finkle predicted what Lord Nelson would do, and they looked upon him as a man who was over-confident and extravagant. The result proved that in that matter he had better judgment than any of his associates.

SOUTHERN MINNESOTA.

Two Good Stallions Owned at Mankato.

Southern Minnesota is becoming the home of some good, well-bred trotting stock. Especially is this true in Blue Earth, a rich, fertile county. The soil is productive, farms are numerous and well cultivated, and the farmers of that section are all well to do, and yearly coming out better and better in this world's goods. One noticeable thing among them is the fact that many of them are turning their attention to breeding trotters. Blue Earth county now has no less than ten standard-bred stallions, where four years ago there was not one, and the nearest standard-bred horse was at C. A. DeGraff's farm, at Janesville. This improvement is due largely to the starting of the fair association. Two excellent stallions are owned by F. G. Himmelman, of Mankato that are among the best of the standard-bred. One is Edmund, 3339, a chestnut horse, fifteen and three-quarters hands high, foaled in 1883. He is by Hull, 1239, son of Belmont, 64. Hull sired Fred Hull, 2:29¼; Vespasian, 2:30, and several other fast ones. Edmond's first dam was Clara Belle, by Enchanter, son of Administrator, by Hambletonian, 10; second dam Clara W, by Washington Hambeltonian; third dam, dam of Satillite, by Crawford County Champion; fourth dam, dam of Erwin's Turk, thoroughbred. Edmond has producing blood from top to bottom, and through all branches. He is a beautiful chestnut, fifteen and three-quarters hands high, and as proud as a king; head well up; weighs 1,150 in fair condition; good style; splendidly gaited, and has the best of dispositions. He transmits a fine gait and fast speed to his colts.

Vitesse, another good stallion, also belongs to Mr. Himmelman. He is by Gambetta, 1172. His first dam was by Thorndale, 305, son of Alexander's Abdallah; second dam by Evelina by Ashland, 47, son of Mambrino Chief; third dam by Lady Patriot by Young Patriot, thoroughbred. Vitesse is a seal brown, with a pacing conformation. He is fifteen and three-quarters hands high; yet, as shown by his colts at De Graff's farm, he breeds large. He is strongly inbred to Rysdyk's Hambeltonian, his sire, and the sire of his dam being by sons of two of the most prepotent sons of the old horse, while his second dam is by Mambrino Chief. With his gilt-edged breeding, Vitesse is a horse of great substance, excellent disposition and splendid trotting action, all of which combined makes him one of the most promising sires of the day. He is brother in blood to Valmer, 2:24¼; trial, 2:18, that Robert Bonner paid $10,000 for

PERCHERON STALLIONS.

J. P. Gribben Establishes a Breeding Farm.

J. P. Gribben, while not a horseman in the ordinary acceptation of that term, has been gradually drawn into the business of breeding. His business requires a large number of heavy draft horses, and these animals are continually becoming lame, sick and worn out. He has to continually replenish them, and, instead of purchasing new ones, he has concluded to breed his own horses. To carry out this plan he some time ago purchased 260 acres two miles east of Lake Elmo for a farm. It is well watered and is part timber and part meadow land, and on the tract is a beautiful lake. Like a sensible breeder, he has started with a first-class stallion, Francois. He is a dark gray Percheron, and is recorded in the American Stud Book 9,424; French number, 15,485. He was imported by Leonard Johnson and sired by Gilbert, and he by Brilliant. Francois was foaled March 22, 1886, and bred by M. Haye, at the Commune of Theil, department of Orne, in the heart of the Percheron breeding country where Percheron horses for generations have been bred in their purity under government restrictions, encouraged by government subsidy, and where the fame of the Percheron is guarded as a priceless treasure. The ancestral line of Francois is uniformly distinguished for its purity of blood, and is traced back directly to the founders of the race. In him is intensified their power of the reproduction.

Gilbert, his sire, and Brilliant, his grand sire, have won more laurels in the prize ring than any other sires of draft horses of this generation. Francois, before leaving La Perche, was awarded a prize by the Percheron society of France. Immediately after his arrival in the United States he was awarded the first prize at the Minnesota state fair, held in St. Paul. He was then shipped to Chicago, and was winner over all competitors of his class at the American horse show in that city in 1888, which was the greatest exhibition of draft horses ever held in America. He now stands at the head of Mr. Gribben's stud at Cloverdale stock farm.

ABBEY & McHENRY'S STRING.

Money Made While Trotting the Grand Circuit.

Last season Messrs. Abbey & McHenry, of St. Paul, had one of the fastest and most successful strings of horses that went down the grand circuit. They were in all the hard contests at Cleveland, Rochester, Buffalo and Hartford, where the best horses were entered. After the grand circuit was ended they went South, taking in every place where trotting meetings were held, from Omaha and Kansas City to the towns in Texas. Their string consisted of Flossie G, 2:18¼; William H, 2:25; Illinois Egbert, 2:25; Little Thorne, 2:23¼; Willie D, 2:26; Jo Moneland, 2:23¾; Judge Rider, a Wilkes stallion four years old with no record; Parkwood, by Nutwood, two years old; Ollie Drake, by Sam's Napoleon, four years old, with no record, though he can trot better than 2:30. The above are now at Freeport, Ill., wintering, and are being driven moderately, preparatory to taking their fast work early in the spring. Wilcox (pacer), 2:16¼; Lonetta F, 2:18¾, and Nutmeg, by Nutwood, 2:25¼, were also in the string last summer, but they are not now with the others are Freeport. They will join the others early in the spring. Messrs. Abbey & McHenry will have a still larger string next season, and probably some that are more speedy. In all the races they entered last season they secured a good part of the money that was hung up. It was one of the three most successful studs in the circuit, and the owners made a pile of money.

REWARDS FOR RECORDS.

Drivers Must Pay Attention to Owners and Judges.

M. T. Gratton, the owner of Herod and the well-known breeder, makes the following offers of rewards to owners of his young stock for placing records on the same:

As has been my custom for some years past, I will offer rewards for records obtained in 1889 by the progeny of my stallions, Herod and Trample, as follows: To any driver giving a four-year-old or under, sired by either of my stallions, a record of three minutes or better, $35; of any age a record of 2:45 or better, $35. For putting one into the 2:30 list, $100. These offers are cumulative thus: A four-year-old record of 2:45 or better would entitle the driver to $70; or, a four-year-old record of 2:30 or better, $170.

These rewards will be promptly met in cash this year as in the past; but, for my own protection, I am obliged to stipulate that no clandestine special performances will be noticed. I am as anxious for the records as any driver can be for the money, but to do me any good they must be beyond question. To this end I shall require that the records be obtained at regular public meetings of reputable associations.

The authority controlling the registration of trotting-bred stock demands this in the language quoted. The requirement is more than reasonable, it is necessary, and drivers seeking to earn the rewards offered above will please bear it in mind. M. T. GRATTAN.

COLLECTING A STUD.

Miss Majolica Sold by Robert Bonner.

A few weeks ago W. R. Allen, who is starting a breeding farm at Pittsfield, Mass., went up to Mr. Backman's stables and purchased trotting stock to the amount of over $40,000 at one purchase. Afterwards he went to Woodburn, and made another large purchase. At neither of these sales did he get a large number of animals, but those he did get were gilt-edged. A few days ago he went up to Mr. Bonner's place, and purchased Miss Majolica for whom he paid $15,000. The price is a large one, but Miss Majolica is a young mare of rare blood and marked individuality. She is by Startle, who trotted old Fleetwood in 2:19, and is out of Jessie Kirk, by Clark Chief, sire of Coxie, 2:19¼; Betsy Trotwood, dam of Phallas, 2:13¾, and of Kentucky Prince, sire of Guy, 2:12. Jessie Kirk runs, on the side of her dam, through the Pilot blood found in Maud S and Jay-eye-see to the speed-supporting strains of Diomed and Messenger, and she is the dam of Majolica, by Startle, record 2:15; Eldridge, by Edward Everett (trial), 2:20¼; Westchester, by Startle, (three year trial), 2:29; Mambrino Startle, by Startle (trial), 2:31. Miss Majolica is the only sister of Majolica, and last summer, as a four-year-old, she trotted a mile on the farm track with very little work in 2:22¾, last quarter in 33¼ seconds, a 2:13 gait. Mr. Allen bought her for a brood mare, and as she is from great producing lines she is almost sure to throw trotters. She will be trained the coming season, and a record will be put on her. The high priced animals of the gilt-edged collection at Allen farm have been purchased from the eminent breeders, A. J. Alexander, Woodburn; Charles Backman, Stony Ford; Leland Stanford, Palo Alto, and Robert Bonner, Tarrytown. The man who wants the best must have a long purse and go to those who breed the best.

MISCELLANEOUS.

Mr. Brodhead writes from Woodburn farm: "Fallis has arrived from California, and I am greatly pleased with him. He is like his sire, only larger and with more style, sixteen hands and beautifully gaited. He will make a great cross for our Kentucky pedigrees." Fallis is Stony Ford blood all the way back. He is by Electioneer, out of Felicia, by Messenger Duroc, and she out of Lady Fallis, dam of Gretchen, dam of Clingstone, and he has a record of 2:23, thus showing that producing strains will produce performers. The two oldest and most celebrated trotting nurseries in the country are Woodburn and Stony Ford, and they can strengthen each other by a scientific blending of blood lines.

Three of Congressman Scott's blood mares gave birth to colts in December. The fools are by racing law now yearlings, and so greatly handicapped as to to be of little value for sale purposes. No matter how good they may be intrinsically, they are practically debarred from entry in the two and three-year-old stakes, because they would actually be conceding a year to all other entries in such stakes. Such an occurrence is the worst of bad luck to a breeder.

A great lot of horses will be eligible to the grand circuit free-for-all pacing class this year, embracing as likely to start Arrow, Roy Wilkes, Adonis, Argyle, Gossip, Jr, Mike Wilkes, Tommy Lynn, Bessemer, Harry Z Wilcox, Lady Wilkes, Ulster Belle and Balsora Wilkes. The widely known Pittsburg pool seller, Frank Herdic, thinks one of the above lot, Roy Wilkes, will beat Johnston before the season is over.

Col. R. G. Stoner, of the Hambletonian stock farm, Kentucky, sold to J. A. Scannell, of Shreveport, La., the bay filly Japonica, three years, by Mambrino Russell, dam by Kentucky Prince; the bay filly Baroness, three, by Baron Wilkes, dam Odd Stocking, and the bay yearling filly Bon-Bon, by Baron Wilkes, dam Mary A Whitney.

The trotter Kenilworth, 2:18¼, sold at auction by Mayor Grant, of New York, to John J. Scannell for $3,000, has been resold to Messrs. Eels & Riker for $4,750. They will take him abroad to service on the European trotting tracks.

The tide is now flowing strongly in the direction of Stony Ford, and the sales of Mr. Backman have amounted in a few months to more than $100,000.

J. W. Whitney, of Rochester, and Horace Brown, Buffalo, have sold their yearling colt by Mambrino King, dam Fringe, by Princeps, second dam by Alexander's Abdallah, to J. W. Bushey, of Concord, N. H., for $2,000.

H. D. McKinney, Janesville, Wis., has sold John L. Mitchell, Milwaukee, Wis., Hermia Phallamont, sired by Phallas, first dam Hermia, by Swigert; second dam Hardee, by Mambrino Chief; third dam Beck, by Zenith.

F. D. Stout, Dubuque, Io., has purchased of P. Talbert, of the Inwood stud, Utility, bay mare, four years old, by Electioneer, dam Consolation by Dictator. Price, $4,500.

Colorado claims the distinction of furnishing the first trotter to beat 2:30 in 1889. Magnet reduced his record of 2:28¾ to 2:27¼, at Denver, Jan. 1st, 1889.

A. A. Bonner has placed his fast inbred Hambletonian stallion Volmer in the hands of Gen. W. H. Gentry, of Lexington.

The recently elected officers of the Wisconsin Breeders' association are the possessor, in the aggregate, of $35,000,000.

Horses Wintered at Oak Lawn

Box stalls if desired. Best of care and attention guaranteed. For particulars inquire John Mather, Mather, Cady & Co., 373 Robert street.

CUBANS VS. CAPITALISTS.

Over 1,000 Cigarmakers Strike for an Advance in Wages.

NEW YORK, Jan. 18.—All the cigarmakers employed in forty Havana cigar manufactories in this city went on a strike to-day against a reduction of $2 per 1,000 which the bosses made eighteen months ago. The strikers are mostly Cubans, with a sprinkling of Americans and Spaniards. Their work is all hand-made and brings the best prices in the market. For the past year and a half prices for making Havana cigars have ranged from $16 to $40 per $1,000, and the strikers want the figures raised to the old rates of from $18 to $42 per 1,000. This is a busy season in the manufacturing business, and the strikers say the firms must yield in a short time. Three firms have announced their intention to grant the strikers' demand and restore the old rates. Over 1,000 hands are out.

POLES RESIST A REDUCTION.

Special to the Globe.

BALTIMORE, Md., Jan. 18.—Sixty Polish cigarmakers in the employ of Barron & Co., struck to-day. They are resisting a reduction of price from $4.50 to $4 per thousand for rolling. The men say that they will not allow other men to take their places.

MILLER IS THE MAN.

If the Conspirators Succeed, the Richland Solon Will Succeed President Stimmel.

Special to the Globe.

BISMARCK, Dak., Jan. 19.—There was no meeting of the council to-day. The house was called to order by Assistant Clerk Ruggles, and the formalities gone through with. Representative Jones was placed in the chair, and some horse-play indulged in. There was no quorum present, and an adjournment until Monday was taken. Those who resisted the alluring temptation of a trip to Grand Forks remained at the post of duty, and some of them expressed a great longing desire that their constituents might be so informed through the GLOBE. These were Aikens, Adams, Bixler, Clark, Douglas, Fletcher, Jones, Lampman, Miller, Morris, Partridge, Patten, Royer and Van Etten. Miller, of Richland, is said to be the man who is to succeed President Stimmel, of the council, if the proposed resolution succeeds.

THEY DIED TOGETHER.

French Gamesters, Having Lost Their Last Sou, Commit Self-Murder.

Special Cable to the Globe.

LONDON, Jan. 19.—The young man and woman who committed suicide yesterday were aged respectively twenty-nine and nineteen years. They were natives of Lyons and had spent the winter together at Monte Carlo. Both brought large sums of money and spent most of their time at the gaming tables. When they had reached the bottom of their combined purse they wrote to friends in Nice announcing the fact, and asserting that they contemplated suicide. A friend hurried to Monte Carlo, but was refused admission to their room, an officer of the police giving the information that the couple were dead. Other information concerning the couple was also refused by the proprietors and attaches of the hotel, who made every effort to suppress publicity of the tragedy.

Virile Senor Vilhena.

LISBON, Jan. 19.—In the debate on the royal speech in the chamber of deputies to-day, Senor Vilhena, formerly minister of marine, attacked the governments colonial policy. The government, he said, subordinated its policy to that of Germany, although it failed to obtain German co-operation, and at the same time excited the ill will of England. He condemned the Portugese blockade on the East Africa coast, and said Spain was merely serving the interests of German and English commercial societies. A long debate on the subject is expected to ensue.

Boston's Budget.

BOSTON, Jan. 19.—The board of assessors to-day sent the annual report of the assets and liabilities of the city of Boston as a corporation to the state tax commissioner. The total assets are $67,832,313; total liabilities, $48,993,803; assets over liabilities, $18,836,510; total debt 1887, $46,799,962; increase of debt, $2,193,840.

Run Down by a Train.

CHICAGO, Jan. 19.—The outgoing Rock Island express train to-night collided with a Wentworth avenue street car at Twenty-ninth street. J hn and William O'Meara, two of the four passengers, were severely injured, and John Nochton, the car driver, probably fatally.

Decapitated His Best Friend.

PITTSBURG, Pa., Jan. 19.—Shortly before midnight Thomas Hollowell attacked his friend, Adam Slater, with a butcher knife, cutting his head almost from the body and killing him instantly. The men were iron workers, and lived at Corks Run, a few miles from the city. The murderer was arrested.

Wrecked on the Florida Coast.

PENSACOLA, Fla., Jan. 19.—The Italian bark Urbano, from Buenos Ayres, this port, in ballast, went ashore thirty miles to the eastward of here Thursday night and is a total loss. The officers and crew arrived here to-night.

Charged With Embezzlement.

NEW YORK, Jan. 19.—A man named Weyeth or Wyatt was arrested this afternoon and taken to police headquarters. He is said to be charged with embezzling a large amount from Lawson & Co., a down-town banking firm. The police are very reticent.

Five Years for Forgery.

CINCINNATI, Jan. 19.—Charles T. Tinkler, who pleaded guilty to an indictment for forgery of a check for $5,000, was to-day sentenced to five years in the penitentiary. Two similar indictments against him were nollied.

Sentenced to Swing.

WASHINGTON, D. C., Jan. 19.—Two colored men named Albert Green and William Broggs were to-day sentenced to be hanged in the District jail, Friday April 5.

Brained by a Falling Brickbat.

MONTREAL, Jan. 19.—A workman named Rivet was instantly killed by being struck by a stone falling from the top of the new Imperial Fire Insurance building.

BY OTHERS' LOSSES.

A Bright Individual Who Thrives on Weak Business Plants.

He Takes an Old Stock, Brightens It Up, and Sells High.

Cigar Stores, When Fixed Over, Go Rapidly to Suckers.

The Young Man He Didn't Catch--Sold for a Cent.

He was a man whose face once seen would never be forgotten. Why, it would be hard to explain, for there was nothing unusual in its general make-up. A nervous, black-eyed, restless little man, he was, and, as he reached into the case and took out several cigars for the New York Press young man to select from, the latter said: "Pardon me, but your face is familiar. Haven't I met you somewhere before?" The little man smiled thoughtfully. "You may have seen me when I was in the undertaking business on Bleecker street, or when I kept a stationery store on Sixth avenue, or when I ran a saloon on Fourteenth street, or when —"

"It was probably in the saloon, then," broke in the reporter, with a longing sigh, "but it strikes me that you can mix your kinds of business as well as bring together in soul-satisfying proportions the materials for a cocktail."

"I see you are in lined to be facetious," laughed the little man, as he bit off the end of a cigar preparatory to lighting it, "but despite that fact I don't mind telling you that I am ubiquitous. Like the Wandering Jew, I am ever on the move. In other words, I am a professional mover."

"A what?" interjected the reporter.

"That's what I said, young man, and that's what I am, and, what's more, that's how I make my money. To explain: In a city like New York there are always a great many business changes constantly occurring. It is safe to say that scarcely 75 per cent of the smaller storekeepers in this town make money, and in consequence you can find almost any day on the avenues and cross streets above Canal people who are willing to sell out providing they can do so without much loss. There is an equal or greater number of men who are ever ready to jump into a business that promises even a modest competence. I am the middleman—the indirect bringer together of would-be seller and purchaser. All I have to do is to step in and relieve the would-be seller of his business at the lowest possible figure and dispose of it to the would-be buyer at the highest figure. The difference is my profit."

"But I should imagine you would find it difficult to always dispose of a business after you had purchased it."

"And so I would if I should sell it just as it is when I buy it, but I don't. The first thing I do after taking possession of a business is to renovate and repair it, so to speak, so that it shall be in the most favorable light to the buyer. In almost every case where a man wants to sell out, his business has run down and he has become inattentive and listless. The place has a shabby dilapidated appearance, and no one would care to give it. My aim is to freshen it up and give it a brisk, business air, and, although I may not be able to infuse new life into it, you may depend upon it that it has every appearance of prosperity when I get through with it.

"A few economical but artistic and effective touches will do this, and a little modest cheek will sell the place out. For instance, I bought this place out two weeks ago. I had my eye on it for some time, and noticed the premonitory signs of early failure. By inquiry in the neighborhood I learned that the man's rent would be due in a few days. Just before that time I dropped into the store, and, buying a cigar, got into an easy conversation with the proprietor, in the course of which he proposed selling out to me. Then I obtained the lowest price for the stock, fixtures and business separately. The upshot was that I agreed to take the store, paying nothing for the business, for there was none, and cutting down the price of the stock very materially. I appeared to him to be about ready to make an offer, when I inquired about the rent. Then I told him that I should be unable to incur such a heavy expense at the start, and went away. The following day, just before the rent was due, I dropped in again and the man renewed the subject. We settled at last, I agreeing to pay one-half of the rent. I demanded immediate possession and got it. I gave myself twenty-four hours to put on the fancy touches. The scrubbers started in first and were followed by cheap whitewashers and paperhangers. The whole stock was brushed up after the interior had been renovated, the fresh side of the boxes was turned outward, the rubbish was cleaned out and a cheap but highly colored oilcloth made the place look as spick and span as a new nickel. Then came the stocking up, and, let me tell you, this is an art in itself, and a great deal of the success in this business depends upon it. You see, you must so arrange that in selling out you will not only make a profit on your business, but on your stock. Naturally, you must choose the showiest but cheapest articles for a business like this, for a man who buys must be a green one. A great many of that sort will buy a small cigar store when they will touch nothing else, for there is a current opinion largely held by certain buyers of city plants that any one can run a cigar store. Of course I make the window bloom, and fill it chock full of gaudy cigarette pictures, without which the ordinary cigar establishment could not be run nowadays. I also put in a brilliant chandelier of many burners, and always make the incomer pay the gas bill. Then I engage an assistant and advertise for a purchaser. I can soon tell if I have caught the right sort of a chap. I talk to him quietly and say little. Selling a business is a delicate matter. Your place must be fixed up to suit the fancy of a certain class of men, and if it is not, talking does no good. If he likes your efforts, let his imagination work and tote him on by throwing out delicate hints about the large profits of the business and the advantages pertaining to it. In either case make him understand that you are awful busy in the daytime and would prefer him to call in at night. Things look better then, you know."

"Are not tricks sometimes resorted to to deceive customers?"

The little man looked at the reporter reproachfully. "You wouldn't suspect me," and then continued, "but, of course, you wouldn't. You intended to ask if there are not unscrupulous men in my business. Am I right?"

"You are," said the reporter resignedly.

"An interesting method of deception which I have been told about is this: An appointment is made with the would-be purchaser for, say, 8 o'clock. Then the proprietor, putting 100 or more good cigars in his pockets, calls around in the neighborhood and scatters them judiciously among the stores that are open, intimating that he should be pleased to have the proprietors drop around in the course of the evening and see how good a cigar can be sold for 10 cents. Fully one-half of those who have accepted the gift cigars will call into the store for the moment or two and keep the proprietor and his assistant passably busy. In the meanwhile the intending purchaser, stationed in an obscure corner, is much impressed with the extent of the business."

"Have you bought and sold many plants?"

"Oh, yes. I started in originally with a paint store. I never want another one, for of all stores the paint store is the hardest to sell. It was in disposing of that one I gained my present skill in this traffic. I know one man who makes a specialty of buying and selling liquor stores. The way purchasers are usually caught in that transaction is by paying for the business. Business is a mighty ephemeral thing. You may sell stock and fixtures to a man, but you can't sell him a customer. It is different in the old country. Americans have the reputation of having the hardest time in making customers.

"I know of a man who came down from the Interior of the state to sell a horse. He was a splendid animal, and attracted the attention of an operator in the same line of business as myself. This man happened to have a small provision store for sale, and he filled the countryman to the muzzle with stories of the fabulous profits to be made in supplying food to a million and a half of hungry New Yorkers. He also descanted upon the advantages of having a store on the line of the elevated roads and horse cars, and finally departed minus the store, but plus $150 and the horse. The countryman got the store and found out in a few days that there was no business there. He was full of pluck, however, so he sent home for a little money, fixed the place up and sold it at a profit. He then looked around for another venture, found he was successful in it, bought and sold plant after plant, until I heard yesterday that he had just invested $25,000 in real estate.

"For all that, though, our business is a difficult one to work successfully. They say, and there is undoubtedly something in it, that the countryman's success was due to his innocent appearance and child-like manners." At this point a young man entered the store and stood at the counter waiting for the little man to get through. The latter's back, however, was turned, and he was so much interested in his story that he did not notice the young man's entrance. "Yes," he continued to the reporter, "and I flatter myself that it is my brisk, business-like, well-to-do appearance that enables me to succeed. You probably wouldn't find me here tomorrow if you could, for I've caught a sucker who was the easiest sort of prey imaginable. He is a young man who has just had a little money left him and is aching to get into the cigar business. I've got him cold, and if I don't make a cool $1,000 out of him I'm no good. I'm expecting him here this evening. Eh! What's that?"

As the young man who had stood listening with an half amused smile on his face rapped the case with a coin, for the first time the little speculator became conscious that there was a third party in the store. As he caught sight of the young man's face he staggered back, turned red and then skipped behind the counter with a store smile on his face. "I will take one cigarette, please," said the young man, laying a cent upon the counter, "and that is the only cent of mine you'll ever get, too," and the young man filled his pockets with matches, smiled sarcastically at the little speculator and floated out.

"There goes my sucker," groaned the little man, "and that's what I get for opening my mouth to every Tom, Dick and Harry that comes along. No offense meant, you know," he continued, "but I had promised my wife a Christmas present of a sealskin sack out of the profits I made from that fellow, and now I'll get Hail Columbia if the sack doesn't show up just the same. Some people are fools, and I guess I'm the biggest one of the lot. Must go, eh? Well, come in again. You'll find me here for another month now."

FACTS AND FANCIES.

Interesting Gossip on Town Topics and Things in General.

The reason why the Dying Gladiator is so much admired, Ethelred, is—because he keeps his mouth shut. He is very different from our modern gladiators, who go all over the country blowing about what they are going to do as soon as they get into "condition."—Puck.

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And choice Fresh Meats at lowest prices. F. W. Luley & Son, 382 Jackson street.

Jumped to Her Death.

NEW YORK, Jan. 19.—Mrs. Jennie Harris, who was a patient at the woman's hospital, Forty-ninth street and Fourth avenue, jumped from a fourth story window to the area at 8:30 o'clock this morning. She was instantly killed.

The Lehigh Coal and Iron Company

Will remove to the corner of Cedar and Third streets on the 1st of February. Their offices, 185 East Fourth street, they wish to sub-let. The offices are desirable in every respect.

ANNOUNCEMENTS.

NOTICE.—THE ANNUAL MEETING of the Minnesota Historical Society will be held at its rooms, Jan. 21, 1889, at 7:30 o'clock, pursuant to the provisions of its charter. H. H. Sibley, president; J. F. Williams, secretary.

TO THE PUBLIC—A PARTY BY the name of James Griffin, claiming to be a member of Garfield Post, No. 8, G. A. R., having called on a number of people, asking aid for himself and wife, this is to give notice that he is not a member of the organization, and this post will not be responsible for anything furnished said Griffin. By order of the Post, George O. Austin, Commander; Joe L. Brigham, Adjutant.

DIED.

FOR FUNERALS—Carriages for $2 and hearse $3. E. W. Shirk's livery stable, 284 East Ninth street, corner Rosabel street.

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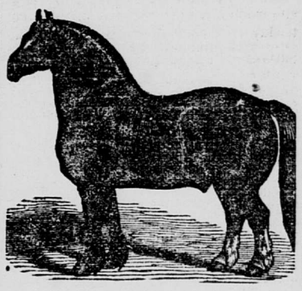

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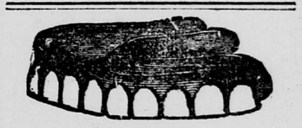

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