

PLAN FINE BUILDINGS

AN EXPERT IN GLASS MARSH & PETER, THE WELL-KNOWN ARCHITECTS.

CHARLES E. HODGKIN HAS PUT IN MASSIVE PANES. Has Made a Conspicuous Success of the Paint and Glass Business.

The large proportion of our successful merchants who are native born is extremely gratifying. Of this number Charles E. Hodgkin is a good example of enterprising, industry and integrity.

He is surely entitled to the term, "self-made man." Born here during the troublous times of the civil war, he early evinced that independence of spirit which is so characteristic of the man.

His first work in life was as a news-boy, and even then he showed commendable thrift by saving a portion of his earnings. When still young and inexperienced he secured a small store but a few doors away from his present large establishment.

His capital consisted of a few panes of glass and a wheelbarrow. A comparison of those early efforts with his present well-fitted and artistic surroundings shows that the placing of an "new" plate glass window is not an idle boast.

His present large establishment at No. 917 7th street is stocked, from cellar to garret, to its utmost capacity. He has, of late, devoted much time, knowledge and talent to the building up of a large family trade, handling those articles of his line which

are used by housewives in beautifying and decorating the home—glass, paint, wax, floor oils, etc.—and makes a strong point of showing people what is artistic in home decoration.

Much of Mr. Hodgkin's success is due to his willingness to undertake difficult tasks in the glass line. One of his most pretentious contracts was that calling for the placing of an "new" plate glass window in one of our large city establishments.

This glass, at that time, was the largest plate of glass in the District, and one of the largest in America. Mr. Hodgkin was under the risk of \$800, and the successful performance of the work, with the assistance of thirteen helpers, called for his undivided attention on the success attending the handling of the work.

He has placed most of the large plate-glass windows in our great business buildings, among which being Saks & Co., W. B. Moses and Woodward & Lothrop. He has done a great deal of government work in the Capitol, Smithsonian and other public buildings, as well as in many of our churches and palatial homes.

Mr. Hodgkin has earned a reputation for fair dealing and prompt work, and many of the architects and builders of the city simply hand over the specifications to him and tell him to go ahead. He has now reached a period in his career where he could well afford to leave many details to others, but prefers to do the work himself.

"If you want a thing well done, do it yourself," is according to his notion, the way to get good results. Last July he married Miss Fannie Wilson, daughter of L. G. Wilson, and has two children, a boy and a girl. He is a member of Columbia Commandery, No. 2; Centennial Lodge, No. 14, F. A. M., and is a trustee of McKendree Church.

Wm. J. Marsh. The firm of Marsh & Peter was formed in 1870, and entered on a large and varied practice, not only in Washington, but in out-of-town work.

The new building of The Evening Star Newspaper Company was designed in their office and was erected under their supervision. They also designed the Wray building, the banking house, the Union Trust Company and a number of other mercantile buildings.

Among the city residences designed by the firm are the homes of Dr. C. W. Richardson, Mr. G. H. Grosvenor, Dr. C. A. Crawford, U.S.N.; Mrs. Macknight, Messrs. Frank E. Noyes, Dr. F. P. Vale and Mr. C. M. Ireland.

Among the country residences designed by the firm are the homes of Messrs. H. H. Hollister, Mr. H. R. Wimsatt, Mr. C. W. Spicer and Mrs. E. H. Griffin.

Walter G. Peter. residences designed by the firm are the homes of Dr. C. W. Richardson, Mr. G. H. Grosvenor, Dr. C. A. Crawford, U.S.N.; Mrs. Macknight, Messrs. Frank E. Noyes, Dr. F. P. Vale and Mr. C. M. Ireland.

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Wm. F. Bowen is achieving success in the Hardware Business. One of the young merchants of Washington who has made an enviable record for himself during his brief business career is William F. Bowen, dealer in hardware,

outletry and tools, at 506 9th street northwest. Mr. Bowen has already built up a substantial trade, although he has only been in business since May 1, 1902.

His specialties are butcher's goods and upholsterers' supplies and the famous Fairbanks scales.

Mr. Bowen was born in Washington twenty-five years ago. He is the son of J. G. Bowen, and is a young man of energy and high attainments.

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JASPER DEAN McFALL

A Good Example of His Own Teaching—His Well Earned Success.

Mr. Jasper Dean McFall is not an old resident of Washington, but in the few years he has been here he has become identified with the musical affairs and musical people of a remarkable degree.

His first choir position was in the quartet of Calvary Baptist Church, where he made for himself a splendid reputation as a church singer. He has not, however, confined himself to a narrow range of vocal music, but has taken a large class of pupils in a surprising manner.

His class has been increasing steadily. He is a good example of his own teaching, as he can well illustrate all the points he wishes to teach.

His fundamental principles are control, or, as some people call it, diaphragmatic breathing. He has a fine natural voice, and his singing is of pure tone. These branches thoroughly mastered, will cure the disagreeable throat troubles which afflict many singers with fairly good reputations.

Perfection of voice is the result of these things combined, and of great benefit to the general health, and often cure throat troubles. Mr. McFall is one of the most popular singers in the city, and his concert circles, being in almost constant demand for local entertainments.

He has a fine baritone voice, and his singing presence. Mr. McFall is one of the vocal teachers in Mount Vernon Seminary. His home and studio have been during his residence here, in the parsonage of the Episcopal Church, which for some years has not been occupied by the rector of that church.

In his studio, Mrs. McFall, who is also a musician, and their daughter assist him, the latter being his accompanist. Mr. McFall's method has the endorsement of some of the prominent vocalists of the city, and he has had as pupils actors and public speakers, who studied for the benefit of their speaking voices.

Last July he opened a singing school, where he has had as pupils actors and public speakers, who studied for the benefit of their speaking voices. Mr. Walter Leaves Shannon has among his pupils several who have become successful upon the professional stage, among whom Mr. Walter Leaves Shannon has among his pupils several who have become successful upon the professional stage.

Mr. McFall is the director of the choir and organ soloists of the Metropolitan Presbyterian Church, on Capitol Hill, where he has a good chorus and organ. His evening classes give special programs of music.

ITS SPECIALTY HOUSEFURNISHINGS. Hub Furniture Company Enjoys Large Patronage.

The manager of the Hub Furniture, Mr. E. L. Pettit, is a gentleman who is well and favorably known to the buying public of Washington and vicinity.

He has been in the furniture business nearly all his life. He came to Washington in 1872 to attend the school here, receiving his education in the Wallace School, 8th street and Pennsylvania avenue.

His parents then moved to Baltimore. After finishing his education in the schools of that city he secured a position in a large dry goods establishment, where he worked until he had saved up a few hundred dollars. His qualities as a business man were recognized by a large furniture establishment in Baltimore, that offered him a better position and a larger salary.

He accepted the position and conducted the business successfully for a period of ten years. At the expiration of this term he found an opportunity of establishing himself in the furniture business in Washington.

Mr. Pettit at once made extensive alterations in the interior of the building, on the corner of 7th and D streets, and sold the entire stock on hand and restocked the house with all the newest and best furniture, carpets, rugs and bric-a-brac.

He has a complete stock of extension tables, folding beds, rocking chairs and dining room chairs. The firm also carries a complete stock of bed room furniture, dressers, chiffoniers and other pieces, while the second floor is a complete stock of extension tables, folding beds, rocking chairs and dining room chairs.

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FINE JEWELRY

Shaw & Berry Carry a Select Line of Goods.

FIRM OF ORIGINATORS NO LOW CARAT OR PLATED WARE IS KEPT IN STOCK.

These Jewelers Control a Patronage Embracing the Best People of the City.

The Shaw & Berry Company, jewelers and silversmiths, at 11th and F streets northwest, has reached its present position as a business house within four years, being established in April, 1899.

The firm consists of W. C. Shaw and C. E. Berry. Mr. Shaw was born in Canada and came to this country when he was a boy, destitute of friends and money, but, he laughingly explained, the advantage he had over

large clientele followed him, which is largely responsible for the present successful business. He is an enthusiastic Washingtonian and thinks there is unlimited possibilities in the prosperity and growth of the national capital.

Mr. Berry was born and reared in Washington, and, like Mr. Shaw, started as a poor boy. Business was started in a modest way in the small store adjoining their present quarters, and within two years they found it absolutely necessary to move into a larger place, as the smaller store was not large enough to accommodate their customers.

Messrs. Shaw & Berry have achieved the present success from a close adherence to straightforward methods in dealing with the public. The store is celebrated for the uniformly unique and artistic selection of goods, they have succeeded in living up to their present standard, expressed in the sentence used in all their advertising, "Odd things not found elsewhere."

The stock embraces diamonds, watches, jewelry, solid silverware and art metal goods, as well as a stationery department. The diamond department comprises rings and jewelry from the extremes of \$10 up to the magnificent pieces in pearl necklaces and diamond pendants to \$20,000.

The watch department is particularly well equipped. From a solid 14-karat case at \$15 to the complicated chronometers and repeaters at three to six hundred dollars each. It has always been the policy of the house to carry no 10-karat or plated jewelry, as the smaller store was not large enough to accommodate their customers.

The jewelry and silverware departments are complete in stock and appointments, and the firm has always kept the point and

ambition before them of procuring and manufacturing goods that are not found in the stores of their competitors. One of their most original and successful products is the "Jewelry and Silverware," which has been sold extensively throughout the country, and has been copied by many of their competitors.

These departments are under the supervision of Messrs. W. C. Shaw and C. E. Berry. The stationery department, which has just been added, under charge of Mr. Jewett, has a fine selection of stationery, including class stationery departments with prominent jewelers in New York and elsewhere, makes him an authority on paper and correct form used in wedding invitations, dinner cards and visiting cards. Nothing but the best paper is carried in stock, many grades of which are exclusively their own.

Messrs. Shaw & Berry are the sole agents in Washington for all the products of the Tiffany Allied Arts Company, for favrille glass and bronze, the glass and bronze being the chief features in this department.

employed throughout the Chesapeake bay section in order to secure what was almost a startling demand.

The present establishment, at the corner of 11th street and Pennsylvania avenue, was opened as an oyster house and gentlemen's restaurant in 1867 by Thomas M. Harvey, and in 1869 Mr. George W. Harvey bought the building and the purchase all his oyster beds and leaseholds in the oyster country, and has continued in the business ever since.

The lower floor of the premises is used as a gentlemen's dining room, and the second floor is a restaurant, and has the distinguishing feature of being a restaurant in Washington devoted exclusively to the serving of ladies. The rear room of the second floor is used for a club room, and in it have dined all the great men of the country. General Grant, Sherman and the rest of the army and navy, and many of the distinguished men of the country, have often been seen sitting at the same table.

Mr. George W. Harvey has made the general restaurant business a successful one, and his skill in preparing the three most delicate dishes of the back terrapin, canvas-back duck, and wild turkey, has won for him a national reputation, so much so that he is frequently called to New York, Philadelphia and other cities to serve banquets consisting principally of the above mentioned dishes. Mr. Harvey is a natural and successful business man, and his unerring judgment in the selection of the best viands that the markets afford and in preparing them in a tempting, healthful and appetizing manner, has won for him a national reputation.

Mr. Harvey was born in this city on April 12, 1840, and his brother was also born in Washington ten years before. They are the only two brothers who have remained in the name having come to this country with the second Lord Baltimore.

A PRACTICAL INVENTION. Samuel E. Rabbitt's Wonderful Fire-Proof Plaster Partition.

Actions speak louder than words. Results talk stronger than affirmations. This is especially true as regards the fireproof partition invented by Mr. Samuel E. Rabbitt of 918 F street northwest.

Mr. Rabbitt is a native of this city, being born here in 1852. He attended the public schools of the city and at an early age learned the plasterer's trade. He has finally accomplished his purpose, and his efforts have proven a success.

Four years ago Mr. Rabbitt placed upon the market a fireproof partition that is winning for itself and inventor a world-wide reputation, in that it is fast becoming the standard for all contractors and private individuals all over the country. The construction of buildings and residences, and the improvement of the same, has never been so necessary to the modern fireproof dwelling houses and public buildings.

The practicability of his wonderful invention has been demonstrated by actual fireproof partitions, which the public know very well. The test which was an unusual one, and which was never before attempted, was demonstrated beyond doubt that this fireproof partition is thoroughly practical and essential for public buildings, and proved conclusively that fire will not destroy it.

Mr. Rabbitt's invention is endorsed by the leading architects, engineers, architects and builders of Baltimore and Washington, who have used his partition in their buildings.

He has specimens of his invention placed in many of the public and private buildings of this city, the most prominent of which are the Jefferson Building, Gloucester, Franklin and Thomas, besides many private residences, among which are the German Hotel, the Hotel de Ville, Mrs. Joseph Beale, 2012 Massachusetts avenue northwest, and the Hotel de Ville.

NEWSPAPERS sang the praises, as well as the public, of "retained systems." The late John W. Forney, in an article in his newspaper, remarked that "it was worth the price of a trip from Philadelphia to Washington to purchase the 'retained systems' of Mr. George W. Harvey and his son, W. D. Wallace, the first editor of The Star, was a frequent customer and never missed a day in partaking of steamed oysters at his lunch, and would often have some word of praise in the general public, but the Army and Navy, and the Government, were not so particular.

Before the war a single load a week supplied the demand for oysters in the city of Washington, with the war and with the steamed oyster trade a week was necessary, nearly all of which were run by the Harveys. At this time they supplied the demand for oysters in the city of Washington, with the war and with the steamed oyster trade a week was necessary, nearly all of which were run by the Harveys.

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MISS KATIE V. WILSON

"NOTHING SUCCEEDS LIKE SUCCESS."

Her Remarkable Triumph as a Teacher—Her Growing Popularity.

Miss Katie V. Wilson is not only one of the leading teachers in Washington, but ranks as one of the best in this country, having received a thorough education in the art of vocal music, and finishing her studies in Europe under the world-renowned teacher, William Shakespeare of London, who considers Miss Wilson as one of the leading exponents of his work in this country.

While in Europe Miss Wilson also studied under Rangdiger and Post. Miss Wilson's success as a singer and instructor in the "art of singing" entitles her to a place among the best. There is no better proof of ability than that shown by her excellent work of her pupils, many of whom are leading soloists. Her remarkable success as a teacher is not alone due to her thorough knowledge of her art and a keen understanding of the requirements of each pupil, but a natural aptitude for imparting the methods acquired by years of close application and the most persistent

study. When we add to these artistic accomplishments pleasing and refined manners and a charming personality, we can readily understand why the brilliant career predicted has been more than fully realized. Miss Wilson has become prominent before the public as a business woman by presenting several of the world's greatest