

Business Romances of San Antonio

Has built over 30 fine residences in San Antonio.

Was first carnival king here, being titled "Salamat I."

Established and now owns town-site of town of Woodward in LaSalle county.

Was charter member International Fair association.

Ran away from home as a boy with but 50 cents in pocket.

Drove cattle across Texas plains at 18 years of age.

Started to school when past 30 years old.

Worked in store without pay to gain business experience.

Has shipped thousands of horses and mules into north.

Says financial backing of good friends saved him a number of times.

Worked four days picking up potatoes for farmer to earn first dollar.

Has changed his residence 23 times in past 20 years.

Has cleared and put in cultivation over 3000 acres of Texas soil.

Is a member of the Chamber of Commerce.

Is a director of the International club.

Once turned down a \$5000 job because he wanted to be in business for himself.

Took his first stock of goods on consignment to be paid for when sold.

Says printers' ink has been one of the big elements in his success.

THEY call him Dave Woodward, but a better name for him, many people would say, is David Harum. This big, good-humored man, so heavy set that for build he might be aptly referred to as "little brother to the ox," has so many qualities found in Edward Noves Westcott's character of the man that every town, if not too large, is supposed to possess, from horse trading to a contagious



D. J. Woodward's residence. The last he has built and the house he now occupies with his family. It tops the hill at San Pedro place north of San Pedro park.

laugh, a fund of droll stories, a disposition bubbling over with good nature and a kindly spirit, that he almost fits the character in the book.

Some people say that he could even wheedle David Harum into a horse trade that might lose David his reputation for careful dickering, and most of them admit he gets as much fun as did David out of the humorous incidents of a deal in equines.

From runaway farmer boy to capitalist, developer, head of many concerns and extensive real estate operator is a long jump, but it is a jump that D. J. Woodward has made in just 27 years. The business romance that the incidents of those 27 years carry is one teeming with interest.

Born in Mississippi.

Born in Calhoun county, Mississippi, Dave Woodward was brought to Texas

ADVICE TO YOUNG MEN.

"I hate to hear any man make the remark, where a boy can hear it, 'Times are not what they used to be.' That is not true. Opportunities for making money have always existed and they are growing better all the time; though the ways may be different to what they were 30 years ago.

"It has been my experience that money can always be obtained when needed to be used for legitimate purposes by any honest and able young man, no matter how poor. People with money are always willing to back young men with ability.

"If a young man is honest, energetic, and economical, there is always somebody who is not only willing but anxious to help him.

"The greatest difficulty in the way of young men is that desire to get rich quick. I feel that a man's fortune should be built like a house, by first laying the foundation. If that is well done it is easy to keep going provided one is satisfied with legitimate profits."

DAVE WOODWARD

Example of Selfmade Success The Man Who Enjoys Life Daily

DAVID HARUM

Many Persons Say a Better Name for Him Would Be That of Westcott's Horse Trader

RAN AWAY FROM HOME WITH 50 CENTS AND SOON TURNED DOWN A \$5000 A YEAR SALARY

DAVE WOODWARD SEZ SEZEE.

"I never acted as pallbearer to a business in my life.

"A good salary is the most dangerous thing that ever hit a man with ability.

"The man with a fountain pen and a checkbook in his hip pocket isn't always strung at the bank.

"Honesty, energy and economy will make most anybody get there.

"If the Commerce street widening goes through I'll be so happy I could spit needles.

"The lazy man is a commercial and social pirate, everybody's enemy.

"Grow up with your country whether you've followed Greeley's advice or not; don't let it grow away from you."



Photo by Cones.

with his parents when 3 years old. He was raised on a farm near Palestine and at 18 years of age ran away. His sole capital when he went out into the world at this time was a hard, round fifty-cent piece, whose milled edges felt good to the hand that continually stole into his overall pocket to press the coin, but it did not last long, and before he got a job he learned what it was to be hungry.

The first position of the young runaway was buying cattle in east Texas for D. S. Combs, now of San Antonio, at a salary of \$20 per month. During the winter of 1889 Mr. Combs sent him with a herd of cattle that were being driven by John Kincaid of Uvalde to Presidio county. After arriving with the herd Woodward spent one winter helping locate the cattle on a ranch, and then came back to San Marcos, the starting point. The remainder of that

Photo by Cones.

DAVID J. WOODWARD

three years this had increased to \$2500 per year and expenses.

Goes Into Livery Business.

When the McKinley bill went into effect and put a \$30 duty on horses and mules brought up from Mexico, which was the main source of supply for shippers, Woodward left this business and opened a livery on Houston street near the bridge over the San Antonio river. He was a partner with C. C. Robinson, and the two began selling buggies and vehicles as a side line.

Shortly after this Woodward leased a building at 228 South Flores street and, securing some financial assistance, opened a vehicle business. His first stock was taken on consignment from H. J. Hoehne, to be paid for when sold. Printer's ink then got in its play.

He is identified with scores of business and public enterprises in San Antonio, being a member of the Chamber of Commerce, a director in the International club and president of the Woodward Carriage company. Of the Fair association he was a charter member and a director for seven years, serving one term as treasurer. He is one of the largest stockholders in the Jordan marble works in Brewster county, and has a half interest in the Latham Mercantile company at Woodward. He has never been in politics, but was a member of the governor's staff under Governors Sayers and Lanham.

One of Mr. Woodward's maxims is "Money isn't everything in life, and I believe that 'As we journey through life we should live by the way.'" (And, by the way, Mr. Woodward knows how to live and enjoy life.) He has a splendid home, where hospitality always reigns, and few men enjoy a happier domestic life. One reason for this, he declares, is that he never has taken his business home with him. "I believe," said he, "that there are times for all things, and that business should be dropped when a man goes home, though he may work as hard as he pleases at his office. The man who sits about among his family silent and haggard or who stays away nights worrying whether tomorrow's deal is going through, seldom gets along any better for it."

Speaking of beginnings, Mr. Woodward said: "Money that is earned the hardest is always the most appreciated. I well remember how I earned my first dollar. I worked four days picking up potatoes for a farmer to get it, and when it came I tell you it seemed worth while.

"One thing I can say, is that my friends helped me to get along as much as I did myself. I never failed in any business I went into, but I've often been discouraged and pretty close to the ragged edge. The financial backing I got from tried and true friends helped me out of many a bad hole.

"There's an old saying that the only

Woodward was the first vehicle dealer who had ever advertised in the local newspapers. He took space extensively and soon built up a thriving business. After one year E. X. Briggs, familiarly known as Max Briggs, and now deceased, became a partner. The two were lifelong friends, though Mr. Briggs later retired from the business because of ill health.

Wishing to branch out, he secured financial backing from the late Col. T. Woodward was the first vehicle dealer who had ever advertised in the local newspapers. He took space extensively and soon built up a thriving business. After one year E. X. Briggs, familiarly known as Max Briggs, and now deceased, became a partner. The two were lifelong friends, though Mr. Briggs later retired from the business because of ill health.



Woodward Place. A block of handsome residences built by D. J. Woodward, some of the 30 dwellings he has constructed in San Antonio.

tered the Alamo Business college. At the close of the scholastic year he had increased his education, but his resources had gone down as low as \$2.85. Starting out for a job he was hired by S. P. Wilds to drive a herd of horses to Kansas. Returning from this trip he made his first start in business for himself by borrowing a small amount of money and engaging in shipping horses and mules. One year later, having become a good judge of four-footed stock, he was hired by C. O. McHure, then in the wholesale horse and mule business here, as purchasing agent at a salary of \$100 per month. At the end of

CHARACTERISTICS HUMOROUS AND OTHERWISE OF DAVE WOODWARD.

Of build he is somewhat pachydermal.

Weights a little less than 300 pounds.

Judges horses and men almost at a glance.

Is great friend of young men.

Backs up his judgment or keeps still.

Makes a good talk after the Joshi Billings style.

Never seems to worry or hurry.

Noted for being shrewd in a business deal while seeming unsophisticated.

A famous story teller.

A man whose business horizon is broad.

last twenty years his own residence has been changed twenty-three times.

The Idea Counted.

"In this case," said Mr. Woodward, "it was the idea that counted. I tried to be a little more original than the other fellow in the style of residence I built, and the result usually was that someone came along and offered me more than it cost me. Another venture along the same line that proved profitable was buying neglected properties and making them desirable by paint, repair, cleaning up yards, etc."

Mr. Woodward was the founder of the town of Woodward, in LaSalle county, where are located the Woodward vichy wells. At that place he subdivided and sold approximately 30,000 acres of land and developed and put under cultivation, himself, over 3000 acres.

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FRENCHMAN AND JAPANESE GIRL ARE MARRIED

Mother of Bride Is a French Woman, the Wife of Vice Admiral Baron Y. Ito.

WEDDING IS BRILLIANT ONE

Mixing of Picturesque Jap Costumes and European Dress Makes Striking Scene.

Tokio, Jan. 1.—The marriage of Miss Isabelle Sakura Ito, daughter of Vice Admiral Baron Yoshigoro Ito of the Japanese navy, to Ensign Henri Rouvier, son of Admiral Rouvier of the French navy, has added another to the list of Franco-Japanese alliances. The ceremony took place in the Catholic cathedral at Tsukiji.

The witness for the bride were Admiral Togo and Admiral Viscount Sukegaki Ito, victor in the battle of Yalu. He is not related to the family of the bride. The witnesses for the groom were M. Gerard, ambassador of France to Japan, and Lieutenant Martineau, naval attaché at the French embassy in Japan.

The mixing of picturesque Japanese costumes and European dress at the wedding made a striking scene. The bride wore the white dress and long veil with orange flowers familiar in Europe and America, and her sisters also wore European costumes. Some of their friends, among them Mlle. Ito, daughter of the Admiral Sukegaki Ito; Mlle. Brinkley, daughter of an English father and Japanese mother, were faithful to the kimono of the country.

The groom is detached from the naval service to study Japanese and act as interpreter at the French embassy in Japan.

The father of the bride, who is not to be confounded with Prince Ito, who was recently assassinated, commanded the Japanese fleet which attacked Port Arthur at the beginning of the Russo-Japanese war and which later captured Wei-Hai-Wei. His wife is a French woman. She was a Mlle. Vignetti.

Happy Marriage of a Count.

Among previous marriages of Japanese women to Europeans was that of Miss Aoyama to the late Count Henry Coudenhove, a son of one of the grandest houses of the Austrian nobility. Count Henry spent a number of years in the diplomatic service, attached in turn to the Austrian legations at Athens, Buenos Ayres and Rio before being transferred to Japan. While acting as charge d'affaires at Tokio at the time of the war between Japan and China he fell in love with the Japanese woman and married her according to Roman Catholic rites after having induced her to forsake Buddhism and to become a convert to Christianity.

The union did not meet with the approval of the department of foreign affairs at Vienna. The count was recalled, retired from the diplomatic service, and withdrew with his Japanese couple to his chateau of Ronsberg, in Bohemia, where he devoted himself to scientific studies. These were of a sufficiently remarkable character to lead the university of Prague to confer its highest honorary degree upon the count, who was at the time of his death one of the leaders of the anti-dueling movement in Europe.

This marriage brought him much happiness, and he left a family of three boys and a girl, the eldest boy now 16 years of age. The children are entrusted to the guardianship of their Asiatic mother, who likewise controls the administration of her husband's extensive estates, until her first born attains his majority.

ACTRESS JOKES KAISER.

Twits Him on His Opinion on Alleged Leonardo Bust.

London, Jan. 1.—Some of the London papers which are still exulting over the discomfiture of the Berlin art expert, Dr. Bode, in the Leonardo bust controversy, have chronicled with glee a "hot net" attributed by a French journalist to Jeanne Granier, the Parisian actress, who recently played before the Kaiser.

The story goes that after witnessing Mme. Granier's performance at Neauk the Kaiser assured her of the keen interest with which he had always watched her career.

"I have followed all your triumphs," he said, "and I could tell your age within a month.

"Whereupon Mme. Granier at once replied: "Your majesty should not be too sure. The other day, when you were caressing at the age of a pretty woman, you were wrong by more than three centuries."

WHAT HE WISHED TO KNOW.

"Here's an article in this magazine entitled 'How to Meet Trouble,'" said Mrs. Weidner. "Shall I read it to you?"

"No, thank you," replied his wife's husband. "How to dodge trouble is the brand of information I'm looking for."—Chicago News.

A DAVE WOODWARD MAXIM.

"The man who is content to work on a salary seals his own doom, so far as anything but more or less limited business success is concerned.

"It has been said that some of the brightest financiers of the world has possessed have never been heard of just because they are grinding over bookkeepers' desks.

"It's just as I often say with regard to horses—probably the fastest horses the world has ever shown were ploughed to death."

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CHOOSE PICTURES FOR ART SHOW

Painting of American Artists Selected for Annual Exhibit to Be Held at Philadelphia.

Paris, Jan. 1.—The jury of artists appointed by the Pennsylvania Academy of Fine Arts to choose recent works of American painters in Europe to be sent to the annual exhibition in Philadelphia next January completed their task a few days ago.

All of the thirty-four selected pictures now are on the way across the Atlantic.

The jury consisted of W. Elmer Schfield, who is living in Yorkshire, England, but came to Paris for this purpose, Paul C. Dougherty, Frederick C. Frieseke, Richard B. Miller, and George Oberhoffer.

An almost complete list of the pictures shipped to the academy in Philadelphia and the artists who painted them is as follows: Edward B. Fielder, "Alcal Time," probably his finest and most representative work, and Schfield Moreland, "River in Yorkshire," "Boulogne Harbor," and "A Red Sawmill," the two first named being winter scenes.

Oberhoffer has a winter scene in the country, "Between Shows," and "On Brittany," and Miller, "Carriage at Night." The latter is a rich and glowing view of a festive interior at Montparnasse, which is well known to most visitors to Paris.

Criseke exhibits three figures of women with the cool, cherry background of foliage and flowers in which he delights.

H. O. Tanner sends a "Flight Into Egypt," with vague impressionist effects. Robert MacCameron will reach America almost as soon as his picture, "Coming from Zurich."

Lionel Walden has "Moonlight on the Ocean," Alston Clark "Winter in Quebec," Alexander Harrison two landscapes, one entitled "River Scene," and another "Olive Trees."

H. S. Tibbitt and M. Barlow also are contributors.

Some pictures already in America which were painted by artists living abroad also will be placed on exhibition.

Miller sold the king of Italy a short time ago his exquisite painting called "White Elephant," which was shown at the exhibition in Venice last summer. It represents a beautiful woman in her bath examining some bibelots, among which on the table is the sacred beast in question from which the picture takes its name.

"MEANEST SNEAK THIEF"

Has Been Stealing Brass Screws From Tombs in New Orleans, Cemetery.

New Orleans, Jan. 1.—The meanest sneak thief in town has been operating in New Orleans. His specialty is stealing brass screws from tombs in cemeteries.

The discovery of the depredations committed by the "meanest sneak thief" was brought to light by Joseph Dithu, a junk dealer, who reported to the sexton of St. Louis cemetery that he had purchased 300 screws from a stranger described as being about 19 years old and well dressed. Upon investigation the sexton found that the screws had been taken from the vaults of several tombs in the city, resulting in the marble falling to the ground, doing damage to the amount of \$100. The screws are worth between seventy cents and \$1.

The police believe they will discover more of the ghastly work of the "meanest sneak thief" as an investigation of all the cemeteries is made.

SHOT IN HEART, BUT LIVES.

High Pulse Only Abnormal Condition After Wound Is Treated.

St. Joseph, Mo., Jan. 1.—Although shot through the heart three weeks ago, Francis Drysdale today is able to sit up in bed at St. Joseph hospital, and his complete recovery is expected. Drysdale accidentally shot himself on November 24 while handling a revolver. The bullet struck the left ventricle, plowed a furrow an inch long, and made an opening into the cavity. The pericardium was filled with blood directly from the heart chamber, and the wound spouted a jet of blood as big as a man's little finger. The wound was closed with sterilized gauze, which was removed yesterday with no bad effects. The only abnormal condition now is a high pulse.

Drysdale is a farmer, 21 years old. In applying the styptic the surgeons cut off part of the fifth rib.

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