

BUSINESS OPPORTUNITIES.

The business opportunity that are offered the Negro in this city and state are too numerous to here enumerate. Any business that was ever started and managed in a business-like manner has proven a success both financially and otherwise. There are barber shops, bath houses, saloons, lodging houses, laundries, transfer companies, catering establishments, delicatessens, boot black stands, eating houses, printing establishments in thriving operation, but the city now demands a far different business showing on the part of the Negro. There are few things more needed in this city than a first class restaurant, where the Negro may take his family and friends and know he will receive proper treatment. Such a place would be a success from the very day it was opened, and a grocery store operated by a Negro if properly handled would prove a paying institution; a furniture store would also do well if started now, while so many strangers are coming to town and fitting up homes. In short there are already a sufficient number here to make any business a success if the business be properly managed. The petty bickerings and local jealousies among those Negroes who should be the leaders are rapidly disappearing and all are becoming convinced that the individual interests of the whole is concerned only by the united and co-operative efforts of the masses. Being a cosmopolitan people we use anything and everything that others use and therefore can support any enterprise started by one of us. We are convinced that there is no surer way to kill discrimination than by starting a similar business for ourselves as that conducted by the other fellow. The shortest route to a white man's heart is through his pocketbook and if therefore we were to start a department store on the co-operative plan and would get the trade of one-fourth of the Negro families in the city, that would be 200 families out of the 800 that are located in and around Seattle. Such a store would soon be one of the largest in the city. For an example the 200 families would each use in a year:

Groceries, \$200	\$ 40,000
Dry Goods, \$100	20,000
Furniture and house furnishing, \$100.....	20,000
Clothing, \$100 ..	20,000
Clothing, 100 single men, \$100.....	10,000

Making a grand total of\$110,000

If the store would make ten per cent on its goods there would be a clear gain of \$11,000 to be divided among the stockholders. And this would be the trade of only one-fourth of the Negroes of the community.

Then why not start such a store? Why not begin a business that would employ ten or fifteen competent Negroes? Why not resent certain discriminations against you by combining for mutual benefit and protection? Other classes in the city are doing that very thing. The Japanese, Chinese, Italians and others all prosper with their co-operative stores. You can also see those stores run by Anglo-Saxons in order to offset this combination, putting members of those races in their establishments as clerks. They would make the same overtures to the Negro if he were to start business houses and industrial concerns for himself.

Race and color will vanish like snow in June when to stick to it means a loss of dimes and dollars.

CITIZEN!

The Negro as a citizen of the state of Washington has a most commendable record. In the early days of Washington when Olympia was "The City" and Seattle and Tacoma the hamlets and trading posts of the state, there were a few of them in each town and those few were regarded among the best citizens. In Olympia L. A. Bushon was well and favorably known and he amassed considerable property in and around that city. George P. Riley was the best known man in Tacoma, being among the first custom officers of that town. He was the president of the company that owned the now famous "Nigger Tract" which is now in the heart of that city. Every one who came to Seattle in early days was sure to go to "Uncle Bill's" (William Grose's place, as he was the proprietor of the most fashionable hostelry in the city and dispensed food and liquid refreshments to all the loggers and fishermen in the surrounding country. A large number of the native sons of this city were never shaved by any other barber than Robert L. Dixon and many of the Seattle pioneers, who are still living, refuse to allow any one else to serve them. Mr. Dixon has run a shop here for nearly thirty years. His brother, Roscoe Dixon, for years operated the swell "oyster house" of the city. Geo. Williams was the first street car conductor in Seattle, and for years he and his mule were most conspicuous objects on the streets. There were many others here—waiters, cooks and porters, but for a number of years no Negro was ever known to violate the laws of the land and were therefore never arrested or caused any other trouble. All of those who were here or in the state up to the time of the fire of 1889 were model citizens. After the fire along with the thousands of others there came many Negroes and it was but natural that with the great numbers there came a few who were not of the desirable class, but hundreds of those who came then are in the Sound cities today and eight out of ten of those who have been here since then have their own homes and are in every respect worthy citizens. The Oregon Improvement Company, when they had a strike at their mines, sent East for Negroes as strike breakers and brought a few hundred out for that purpose. It is a well known fact that for strike breakers the company endeavored to get a reckless, daredevil class of men, but out of the number brought then, Yakima, Sunnyside, Horseheaven and Kennydale can number many of their most prosperous farmers. The smaller towns also have been supplied with honest, sober and industrious laborers from those, who tired of the work at the mines. Those who have watched the chain gangs as they pass through the streets can vouch for the statement that few Negroes are seen on them. Of course some of them have broken the laws, and, since they are only human beings, why expect them to be any nearer perfect than the other fellow? Or why hold the entire race responsible for the actions of the few vicious ones? In politics the masses have been on the right side of every question that has arisen. They are primarily Republicans, but like all men who think and are not blindly herded and led, many of them are Democrats and a few even Populists. In a political way they have received the "overs" or whatever was left after every one else was satisfied, yet they have not seriously complained. In his religion he is as strict and pious as other citizens.