

### NEWTON J. GRAFFEL

Who hits the iron while it is hot is not without success in shaping it as desired, but, who hits the iron until it is made hot, shows determination personified, and that is Newton J. Grafel. Leaning on no one after reaching Seattle, and realizing nothing was going to turn up for his assistance, he started in to turn something up, and he has done so. Aside from his activity in Republican politics he is engaged in the restaurant business, in the garage business and in the trucking business, either of which is sufficiently lucrative to furnish for his successful livelihood. He is assisted in his various enterprises by his wife, who is always a winning right bower for him. He is a native of California.

### WILLIAM CHANDLER

Some persons plan better than they build and then some build better than they plan and the latter is William Chandler's number. Doing odd jobs for his daily bread for some time after locating in Seattle he has constantly climbed the ladder of success until he is now a recognized full fledged business man and counts noses with the most thrifty. For the past twenty years he has been chairman of the Trustee Board of the Mt. Zion Baptist Church. In business he is half owner in the Chandler Fuel Company, holding stock in the Angelus, Inc., of which he is the treasurer, is the proprietor of three apartment houses, one an imposing building, and has other financially inviting holdings. He is married and is a Canadian by birth.

**Samuel H. Stone** for the past thirty-odd years has resided in Seattle and for all that time has been engaged in the catering business, not a mere pastime catering business, but an honest to God catering business, which, in all probability, has been the most remunerative catering business in the city, and that is saying a great deal. To merely go out and carry a tray was not his line, but he has been all the word implies, which means that he has operated a catering plant, in which quite a few thousand dollars are invested, the rental of which has been even more remunerative than the food and the serving of banquets and private parties were. Differing from a great majority of the men of the group of citizens, with whom he is identified, he holds himself aloof from politics, but quickly resents a racial insult and will take his grievances to the polls with a vengeance. In bygone days he was quite active in social service work in the city and for economic justice for his group, but business cares compelled him to in a way withdraw from them, at least their activities. Mr. Stone is the owner of considerable real estate, among which is a magnificent home in one of the exclusive residential districts of the city and a five-acre well developed country home in an adjoining county. His wife and daughter are able assistants in his efforts to perfect his various business plans.

### SEATTLE COLORED BUSINESS MEN

John Prim, a Seattle attorney-at-law, before a group of colored business men, made the following review of the colored citizens of Seattle:

Before launching out on the discourse I wish to say, I have had a world of experience in trying to compile a few figures for you. I find that as business people many of us are still grouping in the dark ages of competition, believing that any question as to our business is a personal matter; which to my mind, is very much so and especially if I had been a creditor. But on the whole I must say that I received a very cordial reply.

In order to fully appreciate the few figures that I have compiled it is important that we know the amount of finances we control and the amount of wages we earn in Seattle, then we can tell whether or not we are getting our full share of the money handled by our people.

In my research I have found the following business, artisans and professions:

Barbers and hair dressers, 10; fuel and transfer dealers, 4; cafes and confectioners, 5; drug stores, 1; undertakers, 1; doctors, 3; dentists, 3; lawyers, 3; editors, 1; hotels, 2; apartments, 8; real estate brokers, 6; money loaners and financiers, 4; dairymen, 1; laundries, 1; printers, 1; peanut and popcorn peddlers, 1; chiropodists, 3; tailors, cleaners and busselmen, 5; shoe shine parlors, 1; garages and repair shop, 2; car wash rack, 2; biological laboratory, 1; teachers of music and dramatics, 5; lathing contractors, 2; plasterers, 3; carpenters, 3; interior decorators and paper hangers, 4; painters, 3; concrete contractors, 2; billiard rooms, 4; clothing merchants, 2; landscape gardeners, 2; caterers, 1; bondsmen, 2; insurance brokers, 1; junk dealers, 1; poultry ranchers, 2.

The approximate gross income of a few of the larger or outstanding businesses, artisans and professions are:

Apartment houses, \$50,000; cafe and confestioners, \$50,000; barber and hair dressers, \$20,000; dentists, \$15,000; doctors, \$12,000; drug stores, \$5,000; dairymen, \$1,500; editors, \$3,600; laundry, \$6,000; undertakers, \$18,000; real estate brokers, \$10,000; fuel and transfer, \$25,000; hotels, \$5,000; lawyers, \$20,000.

When we take the amount of money spent with our business in comparison with the amount that is earned by our folks, keeping in mind the percentage of the money spent with our businesses coming from another group of people, then we can readily see that we are not getting our share of the money made.

The Colored Marine Association employ during their busiest season in the neighborhood of 500 men at a rate of \$45.00 per month, which aggregates in the sum of \$22,500 per month; not taking in consideration the amount of tips, but in the winter it only has employed about 200 men, which should mean a payroll of \$9,000 per month exclusive of the tips they receive.

Next we have the influx of railway men whose salaries all year around should afford the business men of our group with a considerable amount of ease if their patronage can be secured.