



IRA F. NORRIS, Jr.

IRA F. NORRIS, JR., still in his twenties, is one of the few young business colored men to whom all manner of man can point with pride. When his parents came to Seattle he was a mere child and he is therefore a first cousin to the "native son". Circumstances while yet in his teens, threw him into the business world and he was playing the part of a man long before he was a man, which early rooted and grounded him into the workings of business men. He was for a number of years his father's right hand man in the general express business and when the father declared his intention to retire, he saw his opportunity and made much of it. With his brother, Percy F., he reorganized the Southern Express Company and for a time conducted the business along the lines that had been laid out by his father, but when new fields opened up to him he was quick to grasp the situation and almost like magic, supplanted his horse teams with large motor trucks and in the course of a day began to do a \$10,000 per annum business.

MRS. LETTIA A. GRAVES, who operates a hair dressing, manicuring and chiropodist parlor, in a prominent bank building of the city, is a woman of rare business qualities as well as full and overflowing with the kind of diplomacy that not only brings her much business, but gives her a host of friends among all classes of the citizenry of the Puget Sound country. Some fifteen years ago she came West, looking up a business location, and after satisfying herself that Seattle was the place to try to establish a business, she pitched her tent. That she might feel the public pulse at the same time she was trying to establish a business she started out with a pocket full of cards, made a house to house campaign among those she thought might be future customers. This she continued for a few months, when she opened her parlors, and her business was a success almost from the day she opened up. She is assisted by her daughter, Mrs. Zoe Graves Young. She is known for her untiring work for the general uplift among those she mingles with socially and her name is attached to the most of the organizations that have such for their objects. Splendid woman she is.



LETTIA A. GRAVES



HORACE P. LAWHORN

HORACE P. LAWHORN, who has resided in Tacoma for the past thirty years, has accomplished what no other colored man in the Far West has done,—made a splendid living and some money besides, out of the real estate business. In early days he was politically inclined and thought that he saw success for himself by devoting his time and talent to electing John Doe and Richard Roe to office, but he was early cured of the idea, and he opened up a real estate office and did well from the very start. He doubtless owns more city and country real estate than any other colored man on Puget Sound and, if he is only able to pay the taxes on the same and hold it until there is a change in the real estate market for the better, he will realize a mint of money out of the same. He is an untiring worker in the African Methodist Episcopal church of the Northwest, and has repeatedly represented the Puget Sound A. M. E. conference at the General Conference of that church. He is married, but has no children.