



W. H. BANKS

W. H. BANKS is the one colored man of the city that is a thorough business man, not in theory, but in actual practice. He is the manager of the Alhambra Cash Grocery Company and its flattering success is due largely to his clever ability to handle the trading public. He is an Alabaman by birth and there he got the bulk of his business training. He has not lived in Seattle to exceed two years, but is thoroughly identified with the best interest of the citizens and does his bit in every undertaking, which has for its object the general uplift of the whole. Most any man can tell a customer the price of an article on the shelf and in a way wrap the same up after it has been paid for, but it takes one of tact and talent to sell to the customer so as to make him or her feel that his money's worth has been gotten and want to come back to trade at some future time; this, Mr. Banks is able to do, and its the secret of his business success. He is married but has no children.

MRS. ELIZABETH M. DeNEAL is sole owner of a hair dressing and hair culture school of this city and she has made of it a most wonderful success. She began her work in the East, but believing that greater opportunities awaited her efforts in the West she pitched her tent in Seattle and for the past eight years has worked day and night to build up her business. She now has branches in California and Colorado and will establish others in the near future. There are many young colored girls who want to learn the art of taking care of colored folks' hair and there was no place to acquire the necessary training until Mme. DeNeal established herself in the city and it is surprising the number of girls and grown up women that have taken advantage of her training. Her pupils are taught the making of hair goods for the market and are permitted, after they have had a reasonable amount of training, to operate on customers under the observation of a competent instructor. She is a consistent church worker and gives much of her time, talent and finances to all kinds of uplift. She is the owner of valuable real estate.



ELIZABETH M. DeNEAL



SHADRACH T. McCANTS

SHADRACH T. McCANTS is one of Seattle's most active young business men, who has been a huge success in his various undertakings. Some years ago he formed a partnership in Seattle to conduct a tailoring business under the firm name of McCants & Frazier, which ran undisturbed for quite a few years, but recently Mr. Frazier retired and Mr. McCants became sole proprietor of the business and it is one of the most flourishing tailoring, cleaning and dyeing establishments in the city. For the past three years he has deeply interested himself in the church work of the city and he is president of the Young People's Society, made up of the young folk of the First A. M. E., the Mt. Zion Baptist and the Grace Presbyterian churches and for its success he has worked faithfully and hard. He was at one time president of the Brotherhood of the Grace Presbyterian church and for its success he did yeoman service. His shop shows progress and business from the front to the back door. He is quite popular among the young men of the city, which has much to do with his business success.