

## GOOD STORE SERVICE

The Ad man is a firm believer in "Store Service," in order to get and hold business; but he also knows that there are a great many persons who, from time to time prate loud and long about "Store Service" who haven't the faintest conception of the meaning of the term. They would not know good "Store Service" if they met it face to face in the middle of the road.

This brings to mind an occurrence of a few days ago, which certainly was a good example of "Store Service," without any exaggeration. A traveling man, by the name of R. S. Therrell, representing Sprague Warner & Co., was in the city calling on the two local grocers—The Ideal Grocery Co., and The Anderson Cash Grocery Co., the ones who have the exclusive agency for their goods in Anderson, and being told by one of the grocers that they knew of a certain coffee prospect who, if once convinced that their "Improved Vacuum" coffee was all that Sprague Warner & Co. claimed for it, that he would prove a very valuable customer. The salesman, without a moment's hesitation, asked the groceryman to send for that gentleman, so that he, the salesman, could meet him and tell him all about the process through which this Improved Vacuum coffee had gone through, in order to make it absolutely harmless. This done—the gentleman called, and the salesman explained in detail, and in an interesting manner how the coffee was treated so as to rob it of its injurious properties, without in any manner detracting from the elegant flavor of the coffee; and after explaining this process, he asked permission of the customer to give him a pound package of this coffee free, so that he could try it out thoroughly, and determine for himself, the merits of this coffee.

Of course, you will say that this was "good business." It was good business; but how many of us are broad minded, and far sighted enough to grasp an opportunity like this? There was no chance for any immediate returns from this giving away of a thirty five cent package of coffee; but it offered this representative of a truly great Grocery concern an opportunity to demonstrate to one of his customers, that they were not only willing, but anxious to aid them in building up a good business on their line. That's where the "Store Service" came in.

This salesman also grasped this opportunity to tell this customer of some of the nice things that his company was doing for their employees; among them were the following: Sprague Warner & Co. had built, equipped, and were maintaining a hospital for Tuberculosis for any employee of theirs, who was not able to pay their way, either wholly, or in part. That the founder of the company, Mr. A. A. Sprague had only a few days before his death succeeded in arranging a plan, by which any employee who had worked for them twenty five years, could retire on a fifty per cent salary of the average salary earned during that time. Pretty nice, eh? Of course it is nice! It is better than that. It is something fine! And it will count for something with both that merchant and the consumer, to whom the above story was told.

Here was the loyal and loving tribute of a well satisfied employee, thousand miles from his home—told simply and solely because he believed in the truth and integrity of the house which he represented. Don't you know it was a thousand times better than an hour's "hot air" talk about the magnitude of "his house." How much better that kind of a talk than one about the mistreatment one often hears of these days. An employer may think that he can mistreat his employees, and that his trade—his customers—will resent it, but he is terribly mistaken. In proportion to the benefit that a concern receives from good treatment like that mentioned above, mean and contemptible treatment of employees who are not in a position to resent it, reacts with telling effect on the employer who indulges his mean-ness and little-ness on his employees.

Long life, and a prosperous one to concerns like Sprague Warner & Co. May they live long and prosper!

SASSEEN THE AD MAN.

## The Piano Endorsed by Madam Alice Nielson

The KIMBALL Piano is used and endorsed by ALICE NIELSEN, for its beautiful tone, superb scale, and responsive action.

We are featuring the KIMBALL Piano this week, along with our line of high grade makes, such as:

**Steinway, Knabe, Kranich & Bach  
Ivers & Pond, Crown, Poole**

We extend to all Chautauqua visitors an invitation to come in and investigate our line of Pianos and Organs.

Come in and hear the Alice Nielsen's records.

We will sell you on terms to suit your individual needs, Call or write for catalogs, and full information.

**C. A. REED PIANO & ORGAN CO.**  
314 S. Main St., Anderson, S. C.

## The Ladies Favorite

212 South Main Street. 131 Phones 132

Everything Kept Cool, Clean and in Apple Pie Order. Where the Ladies Go the Men Will Follow

This accounts for our increasing business in the face of hard time talk.

Our FRESH MEAT department is the pride of our store Cleanliness throughout the store is our motto

"Eventually, Why Not Now?"

**W. A. POWER**  
212 South Main SAM HARPER, Mgr. Phone 132.  
NO EXTRA CHARGES FOR QUICK DELIVERY.

## Standard Remedy For Many Homes

Indigestion and constipation are two conditions closely related and the cause of much physical suffering.

The tendency to indulge one's appetite is general, so that most people suffer at some time or another from rebellion of and overtaxed organs of digestion and elimination. A simple, pleasantly effective remedy that will quickly relieve the congestion of poisonous waste and restore regularity, is the combination of simple laxative herbs with pepsin, sold in drug stores under the name of Dr. Caldwell's Syrup Pepsin. This is a mild, pleasant laxative- and digestant, absolutely free from opiates or narcotic drugs and has been the standard household remedy in countless homes for many years. A free trial bottle can be obtained by writing to Dr. W. B. Caldwell, 452 Washington St., Monticello, Ills.

### HOLLAND-BLACKWELL.

Last night at the home of the bride's mother, Mrs. S. F. Holland, on East Whittier street, a pretty wedding occurred when Miss Tommie Holland became the bride of Mr. DeWitt Talmadge Blackwell of Due West.

The home had been beautifully decorated for the occasion, the color scheme of pink and white being prettily carried in the roses, sweet peas and rhododendrons used in profusion. At the first sweet strains of the wedding march played by Miss Laura Walt, the bridal party came from the rear of the hall in the following order and entering the parlor took their stand before an embankment of green studded with pink roses.

They were first the two little flower girls in white accordion pleated crepe de chene with pink and blue forget-me-nots, and carrying baskets of sweet peas. Little Misses Elizabeth Dobbins and Sara Louise Power. The bridesmaid all wore white pleated messaline dresses and carried bouquets of sweet peas. They came in one by one, Miss Myrtle Barton, Miss Hattie Blackwell, and Miss Ethel Johnson. Then came the groom with his best man, Mr. Plumer Blackwell of Columbia.

The maid of honor, Miss Marlis Holland wore a pink crepe de chene with pink sweet peas.

The little ring bearer, Little Miss Sue Power wore a dress of white lace with pink ribbon, and carried the ring on a huge pink rose bud. The pretty bride entered with her dame of honor, Mrs. C. W. Vickery of Landonia who wore a gray crepe meteor with a touch of lavender.

The bride's gown was a lovely Duchess entrain from the shoulders, with a long graceful veil. She carried a beautiful shower bouquet.

The ceremony was performed by the brother of the groom, Rev. D. J. Blackwell of Eufaula, Ala., assisted by Rev. J. W. Speake. Immediately after the ceremony a delightful reception was given.

Mrs. Frank Osborne greeted the guests at the door, while others assisting in entertaining were: Mrs. C. P. Power, Mrs. Frank Dobbins, Mrs. C. C. Gribble, and Mrs. Alvin Agnew.

In the prettily decorated dining room a dainty sweet course was served by Misses Mattie Sue, and Alberta Witherspoon, Orrie Johnson Johnson, and Lillian Holland of Seneca, under the direction of Mrs. Lillian Sitton of Greenville, Mrs. A. B. Wharton and Mrs. J. L. McGee of Starr.

The souvernir, tiny bouquets of sweet peas were pinned on by Billie Witherspoon and Blanche Smith.

Mrs. George Broyles and Miss Desie Bolt has charge of the bride's book, while on the piazza from a rose embowered booth, Misses Ida Brownlee and Lois Garrison served delightful nectar.

The bride changed her wedding robes for a lovely suit of pretty shade with hat and gloves to match. Mr. and Mrs. Blackwell slipped away in an automobile for their wedding tour, after which they will return to Due West where Mr. Blackwell makes his home.

## Sage Tea Darkens Hair to Any Shade

Don't Stay Gray! Here's An Old-time Recipe That Anybody Can Apply.

The use of Sage and Sulphur for restoring faded, gray hair to its natural color dates back to grandmother's time. She used it to keep her hair beautifully dark, glossy and abundant. Whenever her hair fell out or took on that dull, faded or streaked appearance, this simple mixture was applied with wonderful effect.

But brewing at home is messy and out-of-date. Nowadays, by asking at any drug store for a 50 cent bottle of "Wyeth's Sage and Sulphur Compound," you will get this famous old recipe which can be depended upon to restore natural color and beauty to the hair and is splendid for dandruff, dry, feverish, itchy scalp and falling hair.

A well known downtown druggist says it darkens the hair so naturally and evenly that nobody can tell it has been applied. You simply dampen a sponge or soft brush with it and draw this through your hair, taking one strand at a time. By morning the gray hair disappears, and after another application or two, it becomes beautifully dark, glossy, soft and abundant.

**SOLEY KIDNEY PILLS**  
FOR BACKACHE, HEADACHES, AND CLAUDICATION

## The Bride Boston Man Ran Away From.



This photograph shows Mrs. Harry C. Coe, wife of the Boston Standard Oil official, who ran away from her home and has just been found in Fairbanks, Alaska. The Coes have one child born since the husband went off mysteriously in March.

## ELECTRIC CITY SPARKLETS

Items of Interest and Personal Mention Caught Over the Wires on the Streets of Anderson

**Paymaster Shirley Has Been Transferred**  
News has reached Anderson of the change of Paymaster J. C. Shirley, U. S. N., formerly of Anderson county and who has for the last few years been stationed at the Brooklyn navy yard to the U. S. S. Brooklyn. The Brooklyn is expected to leave the U. S. Coast about the first of July for the Asiatic station to relieve the U. S. S. Saratoga's flag ship of the Asiatic fleet.

**Mrs. Tolly is Much Improved.**  
The many friends of Mrs. Will Tolly will be glad to learn that she is much better and in a few days may be removed from the county hospital. Mrs. Tolly is in the hospital receiving treatment and has been in a serious condition for the last several days.

## AT THE HOTELS

- Registered at the St. James May 12th:
- Asa Hoamer, Hartford, Conn.
  - Robert Stevens, New York City.
  - William LaQuist, Chicago.
  - J. W. McCormell, Chicago.
  - J. W. Hart, Anderson.
  - J. C. Crand, Atlanta.
  - S. H. Forbs, Atlanta.
  - H. B. Fitzgerald, Anderson.
  - J. W. Reid Winston, N. C.
  - W. B. Heenan, Baltimore.
  - F. K. Thompson, Kentucky.
  - Chas. I. Bell, Augusta.
  - Chas. H. Reinhardt, Providence, R. I.
  - Alford More, Greenville.
  - C. P. Hammond, Spartanburg.
  - R. G. Robb, Charleston.
- Hotel Chiquola.
- Registered at Hotel Chiquola May 12:
- J. M. Harper, Richmond.
  - Chas. J. Winter, Ohio.
  - J. S. Ielne, Chattanooga.
  - W. L. Brownlee, Due West.
  - F. A. White, Due West.
  - E. B. Shofish, Birmingham.
  - J. A. Hudson, Charlotte.
  - E. W. Masters, Anderson.
  - Judge W. P. Nicholson, Anderson.
  - B. H. Smith, Donalds.
  - A. M. Alken, Richmond.
  - J. N. Nance, Due West.
  - D. W. Watkins, Clemson College.
  - W. W. Fitzpatrick, Clemson College.
  - H. M. Stone, Charleston.
  - Ed W. Simon, Chicago.
  - Jack A. Mullan, Baltimore.
  - Geo. W. Duncan, Greenville.
  - D. J. Blackwell, Eufaula, Ala.
  - Sarah Willey, Chicago.
  - Chas. E. Barker, Redpath.
  - Grothen Ulrich, Chicago.
  - Grace Kirline, Kansas City.
  - J. W. McConnell, Chicago.
  - William Owen, Chicago.
  - Signor Bartolotta, Redpath.
  - J. W. Jones.
  - J. A. Taiggen, Florence.
  - M. J. Beschof, Chicago.
  - G. W. Sullivan, Williamston.
  - A. C. Chambliss, Columbus, Ga.
  - Thos. B. McNeely, Raleigh, N. C.
  - S. N. Burtis, Spartanburg.
  - H. Knoehurst, Chicago.
  - J. B. Hornsberger, Roanoke, Va.

## MEMORIAL DAY AT CLEMSON COLLEGE

Clemson College, May 12.—With a large crowd in attendance memorial exercises were held at Old Stone church on Monday afternoon under the auspices of the John C. Calhoun Chapter, U. D. C. The Clemson band under Professor Routen's direction furnished special music, and a trained choir sang the recessional. Rev. W. F. Mills presided, Rev. J. M. Steadman offered the invocation, and D. W. Diefel made the address. After the address, the children's chapter of the U. D. C., led by Mrs. J. E. Hunter, president of the John C. Calhoun chapter, and Mrs. F. H. Clinkscales, in charge of the children's organization, marched through the cemetery and put a wreath on each Confederate soldier's grave while the band played The graves were pointed out by Capt. Miles Pickens and Mr. Whitten. Following the decoration of the graves a salute, and cadet J. R. Henderson sounded Taps.

It was gratifying that so many cadets walked to the exercises and that so many from towns and communities were present. Mrs. W. H. Mills was the chairman of the memorial day committee, and she was assisted by Miss Anne Porcher and Mrs. L. A. Sease on the general committee and by many others on special committees.

Six veterans were present, three of them from Clemson: Dr. P. H. E. Sloan, Col. M. B. Hardin, and Capt. C. M. Furman.

## Your Daughter's Corseting NOW

decides what her figure-lines will be in the years to come! Start to mould her youthful figure correctly now, and you guard against an ugly carriage in future years! THIS store pays particular attention to the fitting of growing girls! Bring your daughter in and see her in



and you will see that THIS is the proper Corset for her! Special values at \$3.50, \$5.00, \$7.50

**Mrs. B. Graves Boyd**  
Exclusive Agent McCall Patterns

## We Can Make Your Home Attractive

With our beautiful wall paper designs. With us it is not a question of covering the wall, but a question of decorating. Wall Paper must really furnish, must make a decided improvement or we wouldn't feel justified in selling it to you. There is nothing that enters your room that does so much to make or to mar the beauty of their effect as Wall Paper.

Our Wall Paper store is splendidly stocked with the choicest new wall coverings, which possess style, quality and attractiveness from the best manufacturers of Wall Paper in the country. Our Spring varieties of wall coverings are now ready for your inspection. Make your selection where you know satisfaction is guaranteed.

We are the largest house painting contractors in the city, both interior and exterior. "Spring Paint and Help Beautify Anderson."

"NOW IS THE TIME TO WALL PAPER"  
**C. M. GUEST PAINT CO.**  
"Guest Sells the Best."

## Suburban Market

New, Clean, Sanitary, Pleasing  
**Fresh Meats and Fish**  
Country Produce

of the very best grades only.  
Fish dressed, and cleaned perfectly without additional expense.  
Free and Quick Delivery Anywhere.

**S. C. HAYNIE and R. B. TUCKER, Props.**  
457 W. Market Phone 887.

## Liggett & Myers COUPONS and Tags Redeemed

Full value given for Coupons and Tags from Liggett & Myers Cigarettes and Tobaccos. Big stock of their premiums on hand. Come and see them. Special welcome to ladies.

Evans' Pharmacy