Goods and Services in Historic Rock Springs - Teacher Background

As the population of Rock Springs increased with the influx of railroad and mine workers, so too did the businesses in the town. The thirteen businesses that are included in this activity opened between the late 19th and the early 20th centuries. Some brief background about each business is included in the lesson plan materials.

All of the businesses included for this activity existed in Rock Springs, however the downtown areas of many other surrounding towns would have been made up of similar businesses.

Artifact Note: The Grand Cafe notebook belonged to Leo Yuen Dep and is a reproduction. We have included a typed, printed copy of what he wrote in the notebook after each page to make it easier to read. There are a few places in the notebook where Leo Yuen Dep has corrected his spelling. It may be interesting to have a conversation with students about this - as an immigrant from China he was still perfecting his English (although he was clearly doing very well!).

Artifact Note: The flour sack is not sewn together. Often, when the flour was used up, women would take the sacks apart and use the fabric to make household items like dishtowels or aprons.
Goods and Services in Historic Rock Springs

Preparation:

Teachers will need to:

- Have copies of both worksheets for each student.
- Match the information cards, photos, and artifacts from each business to each other
- Be prepared to divide the class into pairs/groups of 3
- Be prepared to assign roles as business owners/employees.
- Be prepared to rearrange the desks in the classroom for the duration of the activity.

Students can participate in this activity with little or no background knowledge regarding goods and services, and, by skipping the warm-up section, it can be adapted for students who are familiar with the concept. Students can also participate in this activity without background knowledge regarding the historic businesses of Rock Springs. Although not necessary for participation in the activity, it may be helpful for students to understand that workers came to Rock Springs to mine or work on the railroad and others came to provide these populations with goods and services.
## Goods and Services in Historic Rock Springs

Each business has a poster and one or more artifact associated with it. The following chart shows which artifacts go with which business.

<table>
<thead>
<tr>
<th>Business</th>
<th>Artifact</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st National Bank</td>
<td>Checks (E-1)</td>
</tr>
<tr>
<td>Miller's Drug Store</td>
<td>Glass bottle (E-2)</td>
</tr>
<tr>
<td></td>
<td>Ripans Tabules (E-3)</td>
</tr>
<tr>
<td>Miner's Mercantile Co. General Merchandise</td>
<td>Flour sack (E-17)</td>
</tr>
<tr>
<td></td>
<td>Scoop (E-18)</td>
</tr>
<tr>
<td></td>
<td>Instant postum (E-19)</td>
</tr>
<tr>
<td>Chicago Meat Market</td>
<td>Apron (E-4)</td>
</tr>
<tr>
<td>Beckwith-Quinn &amp; Co</td>
<td>Tea tin (E-5)</td>
</tr>
<tr>
<td></td>
<td>Baking powder tin (E-6)</td>
</tr>
<tr>
<td>Rialto</td>
<td>Posters (E-8)</td>
</tr>
<tr>
<td>The Bridge Livery and Feed Stable</td>
<td>Horseshoe (E-9)</td>
</tr>
<tr>
<td>The Park Hotel</td>
<td>Bell (E-10)</td>
</tr>
<tr>
<td>Lee Me Him Druggist</td>
<td>Mortar and pestle (E-11)</td>
</tr>
<tr>
<td>Rock Springs Lumber Co. Limited</td>
<td>Nails (9) (E-13)</td>
</tr>
<tr>
<td></td>
<td>Drill (E-12)</td>
</tr>
<tr>
<td>P.S. Lochren Tailor</td>
<td>Thread spools (5) (E-14)</td>
</tr>
<tr>
<td>Grand Cafe</td>
<td>Grand Cafe notebook (E-15)</td>
</tr>
<tr>
<td>City Bakery</td>
<td>Flour sifter (E-16)</td>
</tr>
</tbody>
</table>
Goods and Services in Historic Rock Springs

Level: 3rd Grade
Estimated Lesson Time: One 60-90 minutes or two 30 to 45 minutes sessions

Standards/Curriculum:

Language Arts:
Reading for Information Text
2. Determine the main idea of a text; recount the key details and explain how they support the main idea.
7. Use information gained from illustrations and the words in a text to demonstrate understanding of the text.
10. By the end of the year, read, and comprehend informational texts, including history/social studies, science, and technical texts, at the high end of the grades 2-3 text complexity band independently and proficiently.

Speaking and Listening:
1. Engage effectively in a range of collaborative discussions (one-on-one, in groups, and teacher-led) with diverse partners on grade 3 topics and text, building on others' ideas and expressing their own clearly.
2. Determine the main ideas and supporting details of a text read aloud or information presented in diverse media and formats, including visually, quantitatively, and orally.
4. Report of a topic or text, tell a story, or recount an experience with appropriate facts and relevant, descriptive details, speaking clearly at an understandable pace.

Social Studies:
3. Production/Distribution/Consumption
   B. Students will differentiate between goods and services.

4. Time/Continuity/ Change
   A. Students will discuss how current events influence people.

Learner Objectives:
1. Students will know how and be able to differentiate between a good and a service.
2. Students will know how and be able to analyze and report on read information.
3. Students will know how and be able to distinguish between goods and services.
4. Students will know how and be able to recognize why people came to Rock Springs.

Materials:

- Trunk Materials
  o Business artifacts (see chart)
  o Business informational posters
- Copies of "Business in Rock Springs" and "Exploring Other Businesses" worksheets for each student (master copy provided)
Procedures:

- **Warm-up:** Ask students to consider the terms "goods" and "services." Can we purchase them both? How are they different? Can they ever be the same thing? (1 minute)
  - Once students have considered the terms, define them for students and provide some examples (on the board if desired)
  - Then, ask students to brainstorm some of the places they shop. As a class, decide if they are goods or services.
- Explain that, historically, just like today, people have come to Rock Springs to provide goods and services to the miners and railroad workers. These people were entrepreneurs.
- Divide the class into pairs (or groups of 3, depending on the size of the class and the number of businesses you choose to include- there are 13 possible businesses). The pairs will learn about a single business together, but share that information individually, later in the lesson.
  - Distribute business posters to each pair.
  - Have students read the information on the posters and use it to fill in the informational worksheet that they will use to present their business.

Possible place to stop if breaking lesson into 2 sessions.

- Once students have filled in their informational worksheets, ask students to set up their "streets."
  - Arrange desks into rows, each desk will represent a business or shop.
  - Ask students to hang the sign for their business with the pictures, ads, and information at their desk and arrange their goods (from the trunk) on their desk.
- After the businesses have been set up, have one member from each pair portray the business owners/employees while the other half of the class visits the other "shops." At each "shop," the students portraying a business owner will explain who they are and what they sell and the "consumer" students will make a note of this on their worksheet and decide if that vendor offers a good or a service.
- Then switch roles, so that the students who portrayed business owners are now the consumers and repeat the process.
- **Wrap-up:** Ask students to find a seat so you can go over the worksheet as a class. Go through the businesses and, as a class make a final decision of whether each business was a good, a service, or both. You might consider highlighting where the business owners/employees came from, or where their parents immigrated from, and the unique mix of those born in America and those who immigrated to America.
- Ask students to reorganize the classroom.

*Depending on the amount of time you would like to spend with this activity, you might consider doing a variation of it as a class. Pass around an artifact, read some information about the business associated with it, and have students decide as a class if it represents a good, service, or both.*
Extension:

Have students brainstorm goods or services that they wish were available in your town. Then have students write a paragraph about the business they would open, why they would open it (what it would provide to the community), and if they would be providing a good or a service.
Business in Rock Springs

Business Information:

Name:______________________________________

Year Established:_______________

Good or Service?:_____________

Goods Sold or Services Provided:
________________________________________
________________________________________

Employee Information:

Name:______________________________________

Where did they live before coming to Rock Springs? Or were they born in Rock Springs? ________________________________

Artifact Information:

What are your artifacts?________________________________

What were they used for?
________________________________________
________________________________________
Exploring other Businesses:

<table>
<thead>
<tr>
<th>Name of Business</th>
<th>Name of Employee</th>
<th>Where did they live before they came to Rock Springs? Or were they born in Rock Springs?</th>
<th>Does the business provide goods, services, or both?</th>
<th>What goods or services does the business provide?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
First National Bank

The First National Bank opened in 1887 to serve the needs of the citizens of Rock Springs. Banks are important businesses. They give people a place to keep their money safe. The bank also helps other businesses by providing loans. When the bank provides another business with a loan it gives them money, but expects to be paid back.

John Hay was the president of the First National Bank of Rock Springs from 1907 until 1947. Mr. Hay came to Rock Springs in the late 1880's from Illinois to work on the railroad and later went into the livestock business, raising sheep. After that, he bought the bank and became the bank's president.

Your artifacts include some checks from one of the First National Banks in the area. These checks have Chinese characters on them. Checks are like a note from the bank that allows you to transfer money without actually having the money in your hands.

Miller's Drug Store

In the early 1900's drug stores sold lots of different goods. They made medicine for people and also sold them raw ingredients so they could make their own medicines. In addition to medicines, Miller's Drug Store also sold make-up and other cosmetics, and had a soda fountain, where people could buy drinks and ice cream.

Olga Schlacter (pronounced "shh lock ter") was a pharmacist at Miller's Drug Store in 1924. As a pharmacist, she prepared medicines for people. She came to Rock Springs as a child in the early 1900's from Pennsylvania, where she
was born. Her father immigrated to the United States from Germany and her mother came from Austria.

Your artifacts include a glass bottle and a medicine tin. Liquid medicines used to come in glass bottles like this one. You can see measurement marks on the side of the bottle. The "Ripans Tabules" tin held pills that were advertised as "the best remedy for liver and stomach troubles." These pills were covered in chocolate to make taking them taste better, but we're not sure how well they actually worked!

Chicago Meat Market

The Chicago Meat Market opened in 1909 as a butcher shop. In the early 1900's you couldn't just go to one store to buy any food you wanted; you would have had to go to a butcher shop to buy your meat, the bakery for bread and so on. Butchers, like those at the Chicago Meat Market, provided people with all kinds of meat, sausage, and sometimes, fish.

Joe Gras(pronounced "grass") came to Rock Springs in the early 1900's and worked in the Chicago Meat Market in the 1920's and 30's. He was born in America, but his parents immigrated to America from France.

Your artifact is a butcher's apron. Employees at the Chicago Meat Market wore aprons like these to stay clean when they cut raw meat. Try it on!
BECKWITH-QUINN & CO.

Beckwith-Quinn & Co. was built in the 1870's. It was a general store that was popular with railroad workers and coal miners. Beckwith-Quinn & Co. sold many different types of hard goods (products that will last a long time) and foods. Beckwith-Quinn & Co. also had a wide selection of Chinese goods to serve the growing Chinese population in Rock Springs. In fact, they had so many Chinese customers that they employed an interpreter to help them.

Oliver Smith worked at Beckwith-Quinn as a merchant (someone who buys and sells goods). His family had lived in Massachusetts for a long time before he came to Rock Springs as a merchant in the late 1800's.

Your artifacts include a Chinese tea tin, a baking powder tin, and a soap tin. Ying Mee was a tea company that was based in Hong Kong, China. Calumet Baking Power was used to make biscuits and cakes fluffy and is another example of a non-perishable (long lasting) food that might have been sold in a shop like Beckwith-Quinn & Co. Non-food items, such as soap, were also available at Beckwith-Quinn.

Rialto

The Rialto (pronounced "ree al toe") Theater was built in the 1921 by the Rialto Theater Company. It seated 1,300 people and showed movies and live shows. In the 1920's tickets to see movies at the Rialto cost $.15 for children and $.30 for an adult! Interestingly, concessions that we enjoy at the movie theater today, like popcorn and soda, were discouraged in theaters in the 1920's.

Tom Berta, who ran the Rialto Theater in the 1920's, had a reputation as being strict with the kids in Rock Springs. Mr. Berta was born in the United States
and came to Rock Springs in the early 1900's, but his parents had immigrated from Italy.

Your artifacts include some posters and advertisements for shows that played at the Rialto. The Rialto hosted live shows and movies. Vaudeville shows, like the one advertised here, included many different kinds of live acts, like singing, dancing, comedians, and trained animals. As movies became more popular, vaudeville shows declined. The Rialto also featured movies, such as those mentioned on the posters. These movies, all shown in the 1920's were silent. In silent movies there is no sound, instead, silent movies were often accompanied by live music and included some text to help the audience follow the plot. Have you ever seen a silent movie?

THE BRIDGE LIVERY AND FEED STABLE

The Bridge Livery and Feed Stable provided a place for the people of Rock Springs to keep their horses if they didn't have room at their home. The Bridge Livery and Feed Stable fed the horses and gave them a cozy stall to live in. The Livery rented out horses to people who needed a horse to do work but who did not own one. The Bridge Livery and Feed Stable also sold hay and grain.

John Hodge was the original proprietor (owner or manager) of the Bridge Livery and Feed Stable. He immigrated to America in 1864 from Scotland and started his business in Rock Springs.

Your artifact is a horseshoe with calks, pronounced "call-ks," which are the parts that stick out, to provide extra traction.
The Park Hotel

The Park Hotel opened in 1914 and was considered a nice place to stay. It offered guests both hot and cold running water, a luxury at the time! The Park Hotel had 38 rooms, 20 of which had private baths and showers. The people who stayed in the rooms without a private bath had to share a bathroom in the hallway with other customers.

John Park came to America from Scotland in 1879, and settled in Rock Springs in 1887. Later, he opened the Park Hotel.

Your artifact is a bell. Bells like this one would have been on the front desk at hotels like the Park. When people needed a room, they could ring the bell to get the attention of the clerk.

Lee Me Him Druggist

Lee Me Him’s Drug Store sold medicines, many of which Lee made himself using traditional Chinese recipes. Lee also sold Chinese candy, a special treat for the children in town.

Lee Me Him, came to Rock Springs from China in the 1800's and opened his business.

Your artifact is a mortar and pestle (pronounced “more-ter” and “pess-tel.”) Lee would have ground up different herbs and plants with a mortar and pestle like this one to make his medicines.
ROCK SPRINGS LUMBER CO.

Rock Springs Lumber Co. provided people with many of the same goods you might find at a hardware store today. These were very important because at the time, most people repaired and improved their houses and belongings without help from professionals. Rock Springs Lumber Co. sold things like paint, wagons, buggies, farm equipment, and hardware, like hammers and nails.

Otto (pronounced “ah toe”) Paysen was the bookkeeper (the person who keeps track of the money) at the Rock Springs Lumber Co. He moved to Rock Springs from Iowa as a child. His father immigrated to America from Germany before Otto was born.

Your artifacts include nails and a drill. Although square-headed nails like these are still manufactured today, they were much more common prior to the 1920's, when they were both machine and hand-made. The drill was operated by hand.

P.S. Lochren Tailor

Tailor shops were important businesses around the turn of the 20th century because most clothing was handmade, either at home, or by a tailor. Tailors made, altered, and repaired clothing, generally for men. Dressmakers specialized in women’s clothing.

Patrick Lochren (pronounced “lock ren”) immigrated from Scotland to Rock Springs, where he opened his tailor shop.

Your artifacts are spools of thread. Wooden spools, like these, were common in the late 1800's and early 1900's, when Lochren had his shop.
The Grand Cafe

The Grand Cafe was a restaurant in Rock Springs. It served food that was typical in America in the early 1900's. Take a look in the notebook to see some of the recipes.

The Grand Cafe had several owners. Hung Lui, Leo Yuen Dep, Fong Kwong Ngip, Hong Mak, and Cho Lee Shun all ran the business together. They immigrated to Rock Springs from China in the early 1900's.

Your artifact is a reproduction of a notebook that Leo Yuen Dep kept to remember the daily specials at the Grand Cafe. Do they sound good to you?

City Bakery

City Bakery sold baked goods to the people of Rock Springs. They specialized in wedding cakes, but also sold pies and bread.

John Ziegler (pronounced “zeeg ler”) most likely immigrated to Rock Springs from Germany in 1890 and later opened his bakery.

Your artifact is a flour sifter, used to break up clumps in flour. Flour sifters are occasionally used today, but most modern flour is pre-sifted. As a baker, John would have used (and sifted) a lot of flour!
The Miner's Mercantile Co General Merchandise opened in 1912. It sold many different supplies to the people of Rock Springs. Some of these supplies included canned foods, bulk food, and fabric for making clothes.

Ole (pronounced “oh lee”) and Rose Anselmi (pronounced “ann sell me”) came to Rock Springs from Tyrol (pronounced “tie roll”), Italy. Once in Rock Springs, they saw a need for a general store and opened the Miner's Mercantile Co General Merchandise ("mercantile" means "related to merchants or trade").

Your artifacts are a flour bag, a flour scoop, and an instant Postum tin. In a mercantile like this one, flour was sold in bulk. It was kept in flour sacks like this one and store clerks scooped out as much as a customer wanted. Postum was a hot drink similar to coffee, but made from wheat. Does that sound good to you?