## Thursday, October 26th, 1939.

to cut middlemen's profits to a mini-mum, or eliminate them entirely.

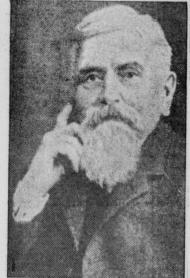
improved production and distribution.

Last year these plants shipped pro-

ducts totalling nearly 700,000,000 poun-

# A&P TEA CO. **OBSERVES ITS** ANNIVERSARY

39.



GEORGE HUNTINGDON HARTFORD -FOUNDER OF A & P SYSTEMS.

injuries

Celebrating its 80th birthday, the Great Atlantic and Pacific Tea Company announced today a special anni-versary this week in all its stores and super-markets in this area. Particular-ly attractive prices on all items have been arranged for the celebration period, the company said.

Pioneer in modern methods of mass distribution, the A & P has been the leader in developing Tentieth Century techniques for distributing quantity foods at low prices. From the birth of the organization just before the Civil War, it main objective has been to reduce consumer costs by eliminating unnecessary steps in distribution.

The A & P chain was established in 1859, when George Huntingdon Hartford, a tall bearded young man from Maine, opened the doors of his first red-fronted store in Vesey street in New York City. Today the stores are familiar sights throughout the country and play an important part in the daily lives of millions of farmers, producers and consumers.

Based on a policy of cutting operating costs and passing the savings on to the consumer, the frist store enjoyed an immediate success. At that time tea was selling at \$1 a pound, but young Hartford purchased the entire cargo of one ship and cut the price to 30 cents a pound.

Adherence to the policy of economy, developed by the elimination of all inbetween costs, stimulated public demand for additional stores, which were opened in steadily increasing numbers. In the first ten years, Hartford opened ten stores and by 1874 he was operating 25 units. Today the first red front store of Hartford's has grown into the Great Atlantic and Pacific Tea Company, operating thousands of units in 39 states and the District of Columbia

The A & P, along with other chain stores, experienced its greatest growth in the years immediately following the first World War. During the war years, farmers and manufacturers were encouraged to develop their production to the highest point ever known.

When the war ended, they found their foreign markets gone and the home markets shrunken. As a result a high production machine with no effective means of distributing its products. The chain stores proved the logical solution to his problem. They took the products of farm and factory and distributed them to an ever widening circle of customers. The result was not only increased patronage of chain stores, and increased consumption of industrial and agricultural products, but a better living standard at lower cost for the nation's consumers. The A & P alone pays salaries to 85,-600 employees, provides the nation's farmers with what they term "an indispensable market for crops and produce." It contributes to industry the purchase of more than \$500,000,000 worth of merchandise from manufacturers and canners a year. Company Records show that housewives purchase nearly a billion dollars' worth of groceries annually from its stores, at savings of from eight to ten per cent and more. Typical of benefits to consumers stemming from A & P improvements in both production and distribution, are those which have resulted from the company's accomplishments in better-ing its own brands of coffee—the largest selling in the world-both in price and quality. Before national brands of coffee reach the customer at an indicidually owned store, through the exporter, importer or broker, roaster and the retailer, each of whom must make profit on the transaction. A & P cof-fee, however, changes hands but twice; once when the bean is purchased by buyers of the organization, and again when retailed at the red-fronted stores. The company is the only retail organization in the world that maintains its own expert buyers in Brazil and Colombia, where purchases of the best available coffees are made direct from the grower. The beans are roasted in the A & P's own roasting plants, which are located so that every one of the more than 10,000 stores in the system is within one day's delivery of some plant. The company was the pioneer in the installation of modern grinders as a feature in all its stores.

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# THE UNION PRESS-COURIER

### GEORGE SHUTTY

George Shutty, about 57, died of lo-

MRS. SARAH MANSELL

ducts totalling nearly 700.000,000 poun-ds, which were distributed through all one of the oldest residents of the Cresmembers of the system. A & P brands son section died last week at the home include. among other items: tea, bak- of her son, A. J. Dukes in Cresson. She ery products, macaroni and spaghetti, had been ill only a few days. The degelatine, desserts, canned beans, pea- ceased is survived by 96 descendants.

#### MRS. AMY A. MAXWELL.

nut butter, olives, baking powder, vin-egar, extracts, olive oil, jellies, preted milk, canned salmon and fish. Taking advantage of every manufac-turing economy, the A & P is able to

place on its shelves its own brand of were held on Tuesday afternoon at the Edward Bouch, were camping in the Masquerade dance at the fire hall on the prices pared through economies of made in Union cemetery. Mrs. Max- week end. production and distribution. These two well's husband is dead. She is survivfactors enable A & P brand prices to be lower than those of many manufac-turers and processors of foodstuffs, where subservers and processors of the subservers and processors of

on Saturday evening at his home in Greenwood cemetery at Indiana. Spangler. He was born in Houtzdale ' Mr. and Mrs. Frank Malaku of Lu-in 1870, son of James and Annie Smith 'cerne were recent visitors in Mentcle. Mr. John Easly of Barnesboro and Dr. Emil Sloan of Washington, D. C., were Wednesday callers at the Easly

grandparents. Mr. and Mrs. Link Adams and family were Sunday social callers in Cly-

mer.

Mr. and Mrs. Raymond Nagle and Mr. Blaine Bennett, Ted Smith and

Mrs. John Mitchell of Second Street, lic is cordially invited to attend.

PINE TWP. NOTES HASTINGS NEWS mes Gill were Saturday motorists to Altoona.

home last week.

Mrs. Ted Holtz and Mrs. Helene Semelsberger were callers in Barnes-boro last Wednesday.

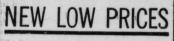
The Fire Company is sponsoring a

while prizes will be awarded. The pub-

Mrs. Howard Byrnes and daughter of Clearfield were callers at the Easly home on Monday of last week.

Mr. and Mrs. John Dvorchak and n visited relatives in Patton Sunday. Gerald Mancuso of Indiana Teach. Mr. and Mrs. Joseph Easly of Pitts-burgh, spent several days at the Easly was here at the former's home, over the week end.

Mentcle, left early Saturday morning for Carswell, W. Va., where they have secured work. With them were Joe Wayda and Tony Landi. Misses Helen Lantzy and Mary Mill-er and Messrs. Melvin Galagher, Ad-am Molino and Frances Miller, Harris-burg employees were at their homes Mary Mary Mill-er and Messrs. Melvin Galagher, Ad-am Molino and Frances Miller, Harris-burg employees were at their homes Mary Mary Mill-girls Bowling League was held Tues-tion attendance and headler. burg employees were at their homes here the past week. in attendance and bowling season will start in earnest next Tuesday evening. New members are always welcome. Anyone desiring to join may do so by getting in touch with Miss Kay Stitts.



Joe's Cut Rate Store, Barnesboro, announces the Lowest Prices in Years on ALL HUNTING and WORK CLO-THING. Come in, look over our oustanding values. Fine Quality Merchandise at the Lowest Prices Ever Offered.

turers and processors of foodstuffs, who must meet higher overhead and distribution costs. INDUSTRIAL INJURIES. The State Department of Labor and Industry this week announced that industrial accidents in August resulted in 116 fatalities and 9,522 non-fatal industry and the set of th



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Control of coffee all the way from grower to housewife is typical of A & P merchandising operations which tend