

Growing up in a small town in south central Pennsylvania with a population of 10,000 I watched how times changed. I lived in that town from 1951 until 2001, yes, I am old but hope wise.

Today let's talk about one business in particular grocery stores. Growing up within two blocks of my house we had three let's call them living room grocery stores. You might remember the type 400 to 600 square foot with all kinds of groceries. One man normally the owner wearing a white apron worked the business. Mom would give me a quarter and tell me to go to Naugle's or Crist's and pick something up, if any change I could spend it on penny candy. Life was simple until a Super Market came to town I believe it was a Safeway or Acme but it was big, maybe 5,000 square feet. The small corner grocery stores starting closing as they could not compete with the "Super Market".

Fast forward a few years and all of a sudden, a new type store started opening replacing the old greasy gas stations I worked at during high school pumping gas, washing windshields and checking oil. Convenience stores, with gas, small selections of groceries, tobacco products, drinks all quickly available and much easier than the "Super Market". Yes, I can run in and grab a bottle of Coke for maybe \$1.50 to \$2, or I can go into the "Super Market" and buy an 8 pack for \$5.69. We all know what is our first choice!

My point on this trip down memory lane is many times what goes around comes around. If Mr. Naugle could have survived some lean times he might have been able to keep his store open when the buying public understood convenience and time over price. What if Mr. Naugle reached out to everybody within a few blocks of his store and reminded them he stocked what they needed, he knew the families, he cared about the neighborhood and wanted to remain a part of it.

So, let's think about it this way, if Mr. Naugle and all the other living room grocery stores had worked the few blocks around them before the Super Market came to town maybe the Super Market might have decided my little home town would be a very difficult market and moved on to the next town. My REALTOR® friends "Raise the Bar" today and don't wait until it's too late!