



# Creating An American Institution

The Merchandising Genius of J.C. Penney

By  
Mary  
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# Creating An American Institution The Merchandising Genius Of Jc Penney

**Nadia Bernaz**



## **Creating An American Institution The Merchandising Genius Of Jc Penney:**

J. C. Penney David Delbert Kruger, 2017-05-18 What is now called JCPenney a fixture of suburban shopping malls started out as a small town Main Street store that fused its founder's interests in agriculture retail business religion and philanthropy This book at once a biography of Missouri farm boy turned business icon James Cash Penney and the story of the company he started in 1902 brings to light the little known agrarian roots of an American department store chain David Delbert Kruger explores how the company its stores and their famous founder shaped rural America throughout the twentieth century Most of our stores Penney explained in 1931 are located in agricultural regions where the tide of merchandising rises and falls with the prosperity of the farmers Despite the growth of cities in the early twentieth century Penney maintained his stores commitment to serving the needs of farmers and small town folk Tracing this dedication to Penney's rural upbringing Kruger describes how from one store in the sheep ranching and mining town of Kemmerer Wyoming J C Penney Co became a familiar chain on Main Street USA purveying value providing good jobs and marking rites of passage in many an American childhood Kruger paints a biographical and historical picture of an American business mogul distinctly different from comparable capitalists such as Andrew Carnegie Henry Ford or Sam Walton Despite his chain's corporate structure Penney imbued each store with a Golden Rule philosophy that demanded mutual respect between customers employees competitors suppliers and communities By tracing that spirit to its agrarian source and following it through the twentieth century J C Penney The Man the Store and American Agriculture provides a new perspective on this American cultural institution and on its founder's unique brand of American capitalism J. C. Penney Jason Offutt, 2017 James Cash Penney was born on a small farm in a family that valued hard work and fair play When he was twenty he got a job at a store and saved up to buy his own store Over many years he opened more and more stores across the country J C Penney's business was based on the idea of being fair to both his employees and his customers When his stores made a lot of money he shared that money with his employees and gave money to charities J C Penney became one of the most successful and respected businessmen in the United States *Creating an American Institution* Mary Elizabeth Curry, 1980 **The Gender and Consumer Culture Reader** Jennifer Scanlon, 2000-08 An interdisciplinary and cross cultural collection of readings and archival materials examining the gendered relationship between the home and consumer culture identity through purchasing the supply side of consumer culture and the ways in which consumers embrace resist and manipulate the messages and activities of consumer culture Topics include shoplifting racism in advertising the Zoot suit Esquire magazine Dockers lesbianism narcissism **The Encyclopedia of New York City** Kenneth T. Jackson, Lisa Keller, Nancy Flood, 2010-12-01 Covering an exhaustive range of information about the five boroughs the first edition of The Encyclopedia of New York City was a success by every measure earning worldwide acclaim and several awards for reference excellence and selling out its first printing before it was officially published But much has changed since the volume first appeared in

1995 the World Trade Center no longer dominates the skyline a billionaire businessman has become an unlikely three term mayor and urban regeneration Chelsea Piers the High Line DUMBO Williamsburg the South Bronx the Lower East Side has become commonplace To reflect such innovation and change this definitive one volume resource on the city has been completely revised and expanded The revised edition includes 800 new entries that help complete the story of New York from Air Train to E ZPass from September 11 to public order The new material includes broader coverage of subject areas previously underserved as well as new maps and illustrations Virtually all existing entries spanning architecture politics business sports the arts and more have been updated to reflect the impact of the past two decades The more than 5 000 alphabetical entries and 700 illustrations of the second edition of The Encyclopedia of New York City convey the richness and diversity of its subject in great breadth and detail and will continue to serve as an indispensable tool for everyone who has even a passing interest in the American metropolis

Downtown America Alison Isenberg, 2009-05-15 Downtown America was once the vibrant urban center romanticized in the Petula Clark song a place where the lights were brighter where people went to spend their money and forget their worries But in the second half of the twentieth century downtown became a shadow of its former self succumbing to economic competition and commercial decline And the death of Main Streets across the country came to be seen as sadly inexorable like the passing of an aged loved one Downtown America cuts beneath the archetypal story of downtown s rise and fall and offers a dynamic new story of urban development in the United States Moving beyond conventional narratives Alison Isenberg shows that downtown s trajectory was not dictated by inevitable free market forces or natural life and death cycles Instead it was the product of human actors the contested creation of retailers developers government leaders architects and planners as well as political activists consumers civic clubs real estate appraisers even postcard artists Throughout the twentieth century conflicts over downtown s mundane conditions what it should look like and who should walk its streets pointed to fundamental disagreements over American values Isenberg reveals how the innovative efforts of these participants infused Main Street with its resonant symbolism while still accounting for pervasive uncertainty and fears of decline Readers of this work will find anything but a story of inevitability Even some of the downtown s darkest moments the Great Depression s collapse in land values the rioting and looting of the 1960s or abandonment and vacancy during the 1970s illuminate how core cultural values have animated and intertwined with economic investment to reinvent the physical form and social experiences of urban commerce Downtown America its empty stores revitalized marketplaces and romanticized past will never look quite the same again A book that does away with our most cliché approaches to urban studies Downtown America will appeal to readers interested in the history of the United States and the mythology surrounding its most cherished institutions A Choice Outstanding Academic Title Winner of the 2005 Ellis W Hawley Prize from the Organization of American Historians Winner of the 2005 Lewis Mumford Prize for Best Book in American Planning History Winner of the 2005 Historic Preservation Book Price from the University of Mary

Washington Center for Historic Preservation Named 2005 Honor Book from the New Jersey Council for the Humanities

Texas Merchant Victoria L. Buenger, Walter L. Buenger, 2008-04-11 Customers also found a stunning array of goods fur coats and canned tuna pianos and tractors and an environment that combined the spectacular with the familiar But the story of Leonards goes beyond the store and the man who made it For Marvin Leonard downtown Fort Worth and Leonards were always intertwined Leonards gave Fort Worth a special identity a distinctiveness and an attraction to the city's center When Tandy bought Leonards and later sold it to Dillard's Fort Worth's image and character changed *Plastic Capitalism* Sean H. Vanatta, 2024-05-21 How bankers created the modern consumer credit economy and destroyed financial stability in the process American households are awash in expensive credit card debt But where did all this debt come from In this history of the rise of postwar American finance Sean H Vanatta shows how bankers created our credit card economy and with it the indebted nation we know today America's consumer debt machine was not inevitable In the years after World War II state and federal regulations ensured that many Americans enjoyed safe banks and inexpensive credit Bankers though grew restless amid restrictive rules that made profits scarce They experimented with new services and new technologies They settled on credit cards and in the 1960s mailed out reams of high interest plastic to build a debt industry from scratch In the 1960s and 70s consumers fought back using federal and state policy to make credit cards safer and more affordable But bankers found ways to work around local rules Beginning in 1980 Citibank and its peers relocated their card plans to South Dakota and Delaware states with the weakest consumer regulations creating on shore financial havens and drawing consumers into an exploitative credit economy over which they had little control We live in the world these bankers made

**The Lies of the Land** Steven Conn, 2024-05-31 A piercing unsentimental history that boldly challenges the idea of a rural American crisis The New Yorker It seems everyone has an opinion about rural America Is it gripped in a tragic decline Or is it on the cusp of a glorious revival Is it the key to understanding America today Steven Conn argues that we're missing the real question Is rural America even a thing No says Conn who believes we see only what we want to see in the lands beyond the suburbs fantasies about moral or backward communities simpler or repressive living and what it means to be authentically or wrongheadedly American If we want to build a better future Conn argues we must accept that these visions don't exist and never did In *The Lies of the Land* Conn shows that rural America so often characterized as in crisis or in danger of being left behind has actually been at the center of modern American history shaped by the same forces as everywhere else in the country militarization industrialization corporatization and suburbanization Examining each of these forces in turn Conn invites us to dispense with the lies and half truths we've believed about rural America and to pursue better solutions to the very real challenges shared all across our nation How does a land tell lies Conn's premise is that our enduring image of rural America is in large part illusory also since most people in America about 75% now live in urban areas he theorizes our perception of rural life gets distorted by idealistic visions which don't correspond to reality Dayton Daily

News     *From Main Street to Mall* Vicki Howard, 2015-06-04 Richly illustrated with archival photos this comprehensive study of the American department store industry traces the changing economic and political contexts that brought about the decline of downtown shopping districts and the rise of big box stores and suburban malls     **Business and Human Rights**

Nadia Bernaz, 2016-10-04 Business corporations can and do violate human rights all over the world and they are often not held to account Emblematic cases and situations such as the state of the Niger Delta and the collapse of the Rana Plaza factory are examples of corporate human rights abuses which are not adequately prevented and remedied Business and human rights as a field seeks to enhance the accountability of business companies and businesspeople in the human rights area or to phrase it differently to bridge the accountability gap Bridging the accountability gap is to be understood as both setting standards and holding corporations and businesspeople to account if violations occur Adopting a legal perspective this book presents the ways in which this dual undertaking has been and could be further carried out in the future and evaluates the extent to which the various initiatives in the field bridge the corporate accountability gap It looks at the historical background of the field of business and human rights and examines salient periods events and cases The book then goes on to explore the relevance of international human rights law and international criminal law for global business International soft law and policy initiatives which have blossomed in recent years are evaluated along with private modes of regulation The book also examines how domestic law especially the domestic law of multinational companies home countries can be used to prevent and redress corporate related human rights violations     **The Wonderful World of the Department Store in Historical Perspective** Robert D. Tamilia, Université du Québec à Montréal. École des sciences de la gestion. Vice-décanat à la recherche, 2002     *The Greenwood Guide to American Popular Culture: Almanacs through Do-it-yourself* M. Thomas Inge, Dennis Hall, 2002     *A Consumers' Republic* Lizabeth Cohen, 2008-12-24 In this signal work of history Bancroft Prize winner and Pulitzer Prize finalist Lizabeth Cohen shows how the pursuit of prosperity after World War II fueled our pervasive consumer mentality and transformed American life Trumpeted as a means to promote the general welfare mass consumption quickly outgrew its economic objectives and became synonymous with patriotism social equality and the American Dream Material goods came to embody the promise of America and the power of consumers to purchase everything from vacuum cleaners to convertibles gave rise to the power of citizens to purchase political influence and effect social change Yet despite undeniable successes and unprecedented affluence mass consumption also fostered economic inequality and the fracturing of society along gender class and racial lines In charting the complex legacy of our Consumers Republic Lizabeth Cohen has written a bold encompassing and profoundly influential book     **The Change Makers** Maury Klein, 2014-09-02 From one of America's foremost business historians a penetrating and engaging look at the qualities that create great entrepreneurs Entrepreneurs even more than inventors are essential to American business While inventors produce ideas entrepreneurs get things done build the markets make ideas reality But what creative talents do the legendary

American entrepreneurs share and what can you learn from them about business success Using lively character sketches and company stories University of Rhode Island professor and author Maury Klein analyzes how innovators from Andrew Carnegie to Bill Gates triumphed over perennial challenges in planning and strategy production operations staffing and sales and transformed entire industries Comparing the retailing acumen of J C Penney and Wal Mart s Sam Walton the organizational ingenuity of Standard Oil s John D Rockefeller and Citigroup s Sandy Weill the imaginative marketing of General Motors Alfred Sloan and MacDonald s Ray Kroc Klein reveals the art and archetype of successful entrepreneurialism Moving beyond the clichés he describes the artistry of great businessmen who build empires and dreams as well as fortunes in *The Change Makers* [The Birth of Big Business in the United States, 1860-1914](#) David O. Whitten, Bessie E. Whitten, 2005-11-30 The economic and cultural roots of contemporary American business can be traced directly to developments in the era between the Civil War and World War I The physical expansion of the country combined with development of transportation and communication infrastructures to create a free market of vast proportion and businesses capable of capitalizing on the accompanying economies of scale through higher productivity lower costs and broader distribution *The Birth of Big Business in the United States* illuminates the conditions that changed the face of American business and the national economy giving rise to such titans as Standard Oil United States Steel American Tobacco and Sears Roebuck as well as institutions such as the United States Post Office During this period commercial banking and law also evolved and as the authors argue business and government were not antagonists but partners in creating mass consumer markets process innovations and regulatory frameworks to support economic growth *The Birth of Big Business in the United States* is not only an incisive account of modern business development but a fascinating glimpse into a dynamic period of American history **Woodrow Wilson**, 1990 To find more information about Rowman and Littlefield titles please visit [www.rowmanlittlefield.com](http://www.rowmanlittlefield.com) **The Routledge Companion to the History of Retailing** Jon Stobart, Vicki Howard, 2018-11-08 Retail history is a rich cross disciplinary field that demonstrates the centrality of retailing to many aspects of human experience from the provisioning of everyday goods to the shaping of urban environments from earning a living to the construction of identity Over the last few decades interest in the history of retail has increased greatly spanning centuries extending to all areas of the globe and drawing on a range of disciplinary perspectives By offering an up to date comprehensive thematic spatial and chronological coverage of the history of retailing this Companion goes beyond traditional narratives that are too simplistic and Euro centric and offers a vibrant survey of this field It is divided into four broad sections 1 Contexts 2 Spaces and places 3 People processes and practices and 4 Geographical variations Chapters are written in an analytical and synthetic manner accessible to the general reader as well as challenging for specialists and with an international perspective This volume is an important resource to a wide range of readers including marketing and management specialists historians geographers economists sociologists and urban planners **American Business**

**Leaders** Neil A. Hamilton, 1999 Contains 183 entries that provide biographical and career information about prominent American business leaders from throughout history covering a variety of fields including food processing broadcasting and others Arranged alphabetically from M to Z Set of two volumes 174 96      *Encyclopedia of Major Marketing Campaigns*  
Thomas Riggs, 2000 An annual publication that profiles important marketing campaigns of the 20th century



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