

**BRIEF HISTORY
AND
HIGHLIGHTS**

OF

J. B. HOSTETTER & SONS, INC.

by

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HIGHLIGHTS OF THE HISTORY
OF
J. B. HOSTETTER & SONS, INC

- 1875 Joseph B. Hostetter, father of Arthur, Paris, Clarence and Irvin Hostetter, is born.
- 1927 Joseph B. Hostetter retires from a successful farming career in Rapho Township, Lancaster County, PA and buys Gabe Moyer's hardware store located at 63-68 West Donegal Street, Mount Joy. The store is started under the name J. B. Hostetter & Son
- 1929 J. B. Hostetter & Son acquires the Brown Bros. Hardware located at 35 West Main Street, Mount Joy and relocates the business there. The International Harvester farm equipment franchise is acquired.
- 1950 During the 50's Joseph B. Hostetter retires. Joseph B. Hostetter's sons assume responsibility for the business. Paris Hostetter is the Chief Operating Officer and manages the hardware department; Irvin Hostetter manages the appliance department with General Electric and Maytag franchises; Clarence Hostetter manages the International Harvester equipment department; and Arthur Hostetter manages the New Holland equipment department.
- 1962 Paris Hostetter passes away from Leukemia. Arthur Hostetter becomes Chief Operating Officer. The business of J. B. Hostetter & Sons is incorporated under the name of J. B. Hostetter & Sons, Inc.
- 1963 Joseph B. Hostetter passes away at the age of 88.
- 1964 Susan Hostetter, wife of Joseph B. Hostetter, passes away. The International Harvester farm equipment franchise is given up.
- 1965 The New Holland farm equipment franchise is given up.
- 1970 In the month of May, J. B. Hostetter & Sons, Inc. joins the 3,000 member Cotter & Company. (Cotter & Company is the True Value Hardware wholesaler.)

1972 On January 10, 1972, Hostetter Hardware, Inc. is formed and acquires the hardware business of H. S. Newcomer & Sons, Inc. located at 93 East Main Street, Mount Joy. The officers of Hostetter Hardware, Inc. are:

Arthur Hostetter, President
Clara Hostetter, Secretary
Jack Hostetter, Vice President
Kent Hostetter, Treasurer

The Whirlpool and RCA franchises are added.

1976 Arthur Hostetter acquires Clarence Hostetter's fifty percent interest in J. B. Hostetter & Sons, Inc. The merchandise which is handled at each location is consolidated with the hardware business being located at 93 East Main Street, Mount Joy and the appliance, TV and outdoor equipment business being located at 35 West Main Street, Mount Joy. Jack Hostetter transfers to the location at 35 West Main Street to operate the appliance business with his father and Kent, along with his mother, operate the hardware store at 93 East Main Street.

1981 J. B. Hostetter & Sons, Inc. acquires the Herr Electric operation and the General Electric franchise located at 45 South Market Street, Elizabethtown, PA.

1982 Arthur Hostetter buys five acres of land from United Telephone Company with the vision and foresight of combining both Mount Joy stores and relocating out of town next to Wissler Motors.

1983 Construction begins on a 33,000 square foot building at 1225 West Main Street, Mount Joy, PA

1984 The two corporations are merged and the stores are consolidated. The original name of "J. B. Hostetter & Sons" is chosen as the surviving corporate name. The stores are consolidated at the new location. Hostetter Hardware closes on June 30 for the move to the new location and opens for business there on July 5, 1984. Operations at 35 West Main Street are closed on July 20 and the entire floor inventory of appliances, TVs and lawn and garden equipment were moved to the new location in one day.

1985 J. B. Hostetter & Sons, Inc. enters the computer age by purchasing an 84 megabyte Triad computer system. The company joins a select group of retailers by making more than \$1,000,000 of purchases from True Value this year.

- 1986 A 10,000 square foot block building is added on the East side of the Mount Joy store for additional storage space.
- 1987 On April 25, J. B. Hostetter & Sons, Inc. purchases the assets of Zarfoss Hardware, Inc., 1 Center Square, Elizabethtown, PA. John and Howard Zarfoss continue to manage the store.
During May the appliance store located at 45 South Market Street, Elizabethtown is relocated to the Zarfoss store building on the square.
- 1988 On October 24, Clara Hostetter, wife of Arthur, mother of Jack and Kent and Corporate Secretary for twenty-five years, passes away after battling bone cancer for nearly one and one-half years.
J. B. Hostetter & Sons, Inc., Mount Joy store, ranks 93rd out of 7,000 True Value retailers nationally in the volume of purchases from True Value.
- 1989 On February 25, J. B. Hostetter & Sons, Inc. purchases the assets of Hershey True Value and retains the location at 12 Derrytown Mall, Hershey, PA. The store is remodeled and remerchandised without closing.
J. B. Hostetter & Sons, Inc. combined purchases from True Value this year exceed \$2,000,000.
- 1991 J. B. Hostetter & Sons, Inc. is operating three complete hardware and appliance stores in Mount Joy, Elizabethtown and Hershey, Pennsylvania with a total of seventy-six (76) employees. The current operating officers are:
Arthur Hostetter - President and Chairman of the Board
Jack Hostetter - Vice President and Chief Executive Officer
Kent Hostetter - Secretary/Treasurer and Chief Operating Officer