

REMARKS BY SENATOR HUBERT H. HUMPHREY

DINNER HONORING JOSEPH DANZANSKY

Rockville, Maryland

October 5, 1971

It is a distinct pleasure, as well as an honor, for me to pay tribute to Joseph Danzansky for his outstanding work in behalf of the metropolitan Washington community.

Were we only to give recognition to Joe's vital business leadership, however, this would still be time well spent. What a remarkable gentleman this is, a 24-karat example of a hometown boy who has made good on his own turf, and against stiff competition in the food and general merchandise marketing industry.

Being only "Number Two", he has indeed had to "try harder." But while others may have taken the "safe way," Joe has repeatedly moved out in new directions to provide more and better services to the consumer public. He has listened carefully to the strong advocacy across the country today of the rights and concerns of the American consumer, and he has acted.

Two years ago, Joe stated his philosophy to security analysts. "It is really imperative," he said, "that we offer the customer more for his food dollar -- more quality, more value, more service, more convenience, more variety, more beautiful stores, more involvement in our community."

There you have it -- a fundamental conviction that is brief and to the point and that has a two-fold emphasis. First, respect the intelligence and the financial concerns of the people who buy your products. And second, be involved in working to build a better community where you are. I am certain that it was because of this basic creed that Joe was able to obtain the services of Esther Peterson, that wonderful "first lady" of the American consumer, both in point of time and in point of fact. The result has been expanded services that include unit pricing and shelf pull dates -- two vital indicators that are being rightly demanded by the food purchasing public today.

Now, I am advised that while Joe's recent efforts to expand services to the consumer public for sports may have fallen slightly "short" of the mark, he has succeeded in other areas. Despite the considerable difficulty encountered by food chains in expanding into the drug store field, for example, Joe has managed to establish a foothold. And I just want you to know, Joe, that any time you want some free advice on the pharmacy business, you're welcome to stop by my office.

But what can we possibly add here tonight to the high honors that have been bestowed upon Joe Danzansky for his profound commitment to meeting critical human needs and to making the Washington community a better place to live for all its people? Truly, this is a "son of the covenant", dedicated to living out the commandment that "thou shalt love thy neighbor as thyself." The B'nai B'rith Humanitarianism Award presented to Joe in 1969 was a richly deserved honor, for he has devoted his life to the creed that all men are brothers, and he has not hesitated to serve where he is needed.

One quality that helps explain the outstanding record of Mayor Walter Washington is that he can spot a good man and make the most effective use of his abilities. In 1968, he called upon Joe to supervise the distribution of food relief to civil disturbance victims, and he asked Joe to perform a similar assignment during the subsequent Poor People's campaign. Believing that more work is always good for the soul, the Mayor again knocked on Joe's door to ask him to accept the difficult assignment as Chairman of the Economic Development Committee.

Difficult, yes. Impossible? Not to Joe Danzansky, a firmly grounded optimist in a better future for all the people of Washington, and a committed businessman who, rather than joining the flight from the inner city, has improved store facilities there and hired blacks at all position levels. So much of this man is revealed in his remarks on accepting the chairmanship of the Economic Development Committee, that I want you to listen to these quotations:

"There are pressing problems which have been a century in the making, and it would be presumptuous of me to suggest that we are going to come up with a solution overnight. We welcome the suggestions of all men of good will. Our only test of an idea will be, 'Can it work?'"

"... I sense the unmistakable feeling of moving forward. A momentum has been created which is now irreversible, and the result is going to be a better tomorrow for all of us."

I suggest that the momentum has been triggered in large part by Joe Danzansky, working quietly and diligently as a catalyst in organizing solid programs of self-help.

And I suggest to you that Joe has set the mark for all of us to achieve. There is only one way to truly honor Joe tonight, and that is by each one of us making a firm commitment to help meet the critical needs of our people for effective health care and adequate nutrition, for decent housing, for good schools for their children, and for new job opportunities to earn a good income.

Our fundamental respect for human dignity demands that we do this. The wheel of poverty grinds slowly but surely toward the destruction of the human soul and will. Why must we allow countless families to remain strapped to this wheel?

And why should not the nation's capitol become the finest example of a beautiful city offering a better life for all its people? What a dramatic celebration of America's bicentennial could be achieved by presenting to the world a city of hope and promise -- a city of solid and sustained economic growth, of full employment, of top-quality public services; a city with a full complement of direct-assistance social services to help people help themselves; and a city whose growth is carefully planned to assure pleasant surroundings and extensive opportunities for recreation and cultural enrichment.

With the cities across America facing a fiscal crisis in struggling to even maintain present public services, and with welfare costs climbing, and with the number of poor people increasing for the first time in a decade after a steady decline, this is no time to sit back and say, "Let the government take care of it." There is a major task before us to make America again a land of hope and promise, and we must set ourselves to that task now. And that means every one of you here tonight. Certainly, you who occupy positions of responsibility, of leadership, and of influence are most able to help.

What finer tribute could we pay to Joe Danzansky than to make this pledge tonight: That there can and will be a better future for all the people of Washington. Joe is already heavily involved in this work, having chaired the United Givers Fund for two years, and now committing himself quietly but diligently to service the people through such organizations as the Urban Coalition, the Urban League, and the Center for Metropolitan Studies. He could be satisfied with awards from the YMCA, the Alexandria Boys' Club, and the Metropolitan Washington Council of Governments, but he is not satisfied when there is so much more that can and must be done.

For we are talking about the needs of people. Too often in government we focus on programs and projects, on finances and funding, on the structure and institutions of government, when we should be looking at people.

We must again care. We must care about the teenager out of school and out of work, about the mother who cannot afford even a day's supply of fresh milk for her children, about the man who has lost his self-respect because he lacks the skills to get a decent job, and about the elderly widow forgotten and neglected.

But these are human beings, with needs, with concerns, with hopes and dreams. And we give the lie to our fine beliefs about brotherhood, if we do not care about the man, the woman, and the child who stands before us tonight and asks for our help.

Joe, it is the greatness of men that produces a nation of greatness. Thank you for setting the example. Ladies and gentlemen, there is work to be done.

# # # # #

REMARKS BY SENATOR HUBERT H. HUMPHREY

DINNER HONORING JOSEPH B. DANZANSKY  
WOODMONT COUNTRY CLUB

ROCKVILLE, MARYLAND

OCTOBER 5, 1971

IT IS A DINTINCT PLEASURE, AS WELL AS AN HONOR,

FOR ME TO PAY TRIBUTE TO JOSEPH DANZANSKY FOR HIS OUTSTANDING  
WORK IN BEHALF OF THE METROPOLITAN WASHINGTON COMMUNITY.

L WERE WE ONLY TO GIVE RECOGNITION TO JOE'S VITAL BUSINESS  
LEADERSHIP, HOWEVER, THIS WOULD STILL BE TIME WELL SPENT.!

L WHAT A REMARKABLE GENTLEMAN. ~~THIS IS~~ A 24-KARAT EXAMPLE OF A  
HOME-TOWN BOY WHO HAS MADE GOOD ON HIS OWN TURF, AND AGAINST  
STIFF COMPETITION IN THE FOOD AND GENERAL MERCHANDISE MARKETING  
INDUSTRY.

Made  
Good.

#2 L BEING ONLY "NUMBER TWO", HE HAS INDEED HAD TO "TRY HARDER."

I Know.

BUT WHILE OTHERS MAY HAVE TAKEN THE "SAFE WAY," JOE HAS

"Heart Steps"

REPEATEDLY MOVED OUT IN ~~NEW DIRECTIONS~~ TO PROVIDE MORE AND

BETTER SERVICES TO THE CONSUMER PUBLIC. HE HAS LISTENED

CAREFULLY TO THE STRONG ADVOCACY ACROSS THE COUNTRY TODAY OF

THE RIGHTS AND CONCERNS OF THE AMERICAN CONSUMER, AND HE HAS

ACTED.

*is well aware of*

*Consumer*

Two years ago, JOE STATED HIS PHILOSOPHY TO SECURITY

ANALYSTS. "IT IS REALLY IMPERATIVE," HE SAID, "THAT WE OFFER

THE CUSTOMER MORE FOR HIS FOOD DOLLAR -- MORE QUALITY, MORE

VALUE, MORE SERVICE, MORE CONVENIENCE, MORE VARIETY, MORE

BEAUTIFUL STORES, MORE INVOLVEMENT IN OUR COMMUNITY."

*message*

← THERE YOU HAVE IT -- A FUNDAMENTAL CONVICTION THAT IS  
BRIEF AND TO THE POINT AND THAT HAS A TWO-FOLD EMPHASIS. ← FIRST,  
RESPECT THE INTELLIGENCE AND THE FINANCIAL CONCERNS OF THE  
PEOPLE WHO BUY YOUR PRODUCTS. ← AND SECOND, BE INVOLVED IN WORKING  
TO BUILD A BETTER COMMUNITY WHERE YOU ARE. ← I AM CERTAIN THAT  
IT WAS BECAUSE OF THIS BASIC CREED THAT JOE WAS ABLE TO  
OBTAIN THE SERVICES OF ESTHER PETERSON, THAT WONDERFUL "FIRST  
LADY" OF THE AMERICAN CONSUMER, ~~BOTH IN POINT OF TIME AND IN~~  
~~POINT OF FACT.~~ ← THE RESULT HAS BEEN EXPANDED SERVICES THAT  
INCLUDE UNIT PRICING AND SHELF PULL DATES -- TWO VITAL  
INDICATORS THAT ARE BEING RIGHTLY DEMANDED BY THE FOOD PURCHASING  
PUBLIC TODAY.

Sports

← However,

I AM ADVISED THAT WHILE JOE'S RECENT EFFORTS TO  
EXPAND SERVICES TO THE CONSUMER PUBLIC FOR SPORTS MAY HAVE

FALLEN SLIGHTLY "SHORT" OF THE MARK. ~~HE HAS SUCCEEDED IN OTHER~~

~~AREAS~~ DESPITE THE CONSIDERABLE DIFFICULTY ENCOUNTERED BY  
FOOD CHAINS IN EXPANDING INTO THE DRUG STORE FIELD

EXAMPLE, JOE HAS MANAGED TO ESTABLISH A FOOTHOLD AND, I JUST

WANT YOU TO KNOW, JOE, THAT ANY TIME YOU WANT SOME FREE ADVICE  
ON THE PHARMACY BUSINESS, YOU'RE WELCOME TO STOP BY MY OFFICE.

↳ BUT WHAT CAN WE POSSIBLY ADD HERE TONIGHT TO THE HIGH

HONORS THAT HAVE BEEN BESTOWED UPON JOE DANZANSKY FOR HIS

PROFOUND COMMITMENT TO MEETING CRITICAL HUMAN NEEDS AND TO

MAKING THE WASHINGTON COMMUNITY A BETTER PLACE TO LIVE FOR ALL

ITS PEOPLE?

Human needs

Pharmacy  
Consult

*u  
son of covenant*

TRULY, THIS IS A "SON OF THE COVENANT" DEDICATED

TO LIVING OUT THE COMMANDMENT THAT "THOU SHALT LOVE THY

NEIGHBOR AS THYSELF. THE B'NAI B'RITH HUMANITARIANISM AWARD

PRESENTED TO JOE IN 1969 WAS A RICHLY DESERVED HONOR, *← like*

HAS DEVOTED HIS LIFE TO THE CREED THAT ALL MEN ARE BROTHERS,

AND HE HAS NOT HESITATED TO SERVE WHERE HE IS NEEDED!

*mayor* *#* ONE QUALITY THAT HELPS EXPLAIN THE OUTSTANDING RECORD OF

MAYOR WALTER WASHINGTON IS THAT HE CAN SPOT A GOOD MAN AND

MAKE THE MOST EFFECTIVE USE OF HIS ABILITIES. *↓* IN 1968, HE CALLED

UPON JOE TO SUPERVISE THE DISTRIBUTION OF FOOD RELIEF TO CIVIL

DISTURBANCE VICTIMS, *then* AND HE ASKED JOE TO PERFORM A SIMILAR

ASSIGNMENT DURING THE SUBSEQUENT POOR PEOPLE'S CAMPAIGN.

*As Harold Baber has said*

↳ BELIEVING THAT MORE WORK IS ALWAYS GOOD FOR THE SOUL. THE

MAYOR AGAIN KNOCKED ON JOE'S DOOR TO ASK HIM TO ACCEPT THE

DIFFICULT ASSIGNMENT AS CHAIRMAN OF THE ECONOMIC DEVELOPMENT

COMMITTEE.

↳ DIFFICULT, YES! IMPOSSIBLE? NOT TO JOE DANZANSKY, <sup>His</sup> A FIRMLY

GROUNDED OPTIMIST IN A BETTER FUTURE FOR ALL THE PEOPLE OF

WASHINGTON, AND A COMMITTED BUSINESSMAN WHO, RATHER THAN JOINING

THE FLIGHT FROM THE INNER CITY, HAS IMPROVED STORE FACILITIES

THERE AND HIRED BLACKS AT ALL POSITION LEVELS. ↳ SO MUCH OF THIS

MAN IS REVEALED IN HIS REMARKS ON ACCEPTING THE CHAIRMANSHIP OF

THE ECONOMIC DEVELOPMENT COMMITTEE, THAT I WANT YOU TO LISTEN

TO THESE QUOTATIONS:

*Joe's Philosophy!*

"THERE ARE PRESSING PROBLEMS WHICH HAVE BEEN A CENTURY IN THE MAKING, AND IT WOULD BE PRESUMPTUOUS OF ME TO SUGGEST THAT WE ARE GOING TO COME UP WITH A SOLUTION OVERNIGHT. WE WELCOME THE SUGGESTIONS OF ALL MEN OF GOOD WILL. OUR ONLY TEST OF AN IDEA WILL BE, 'CAN IT WORK?'"

"... I SENSE THE UNMISTAKABLE FEELING OF MOVING FORWARD. A MOMENTUM HAS BEEN CREATED WHICH IS NOW IRREVERSIBLE, AND THE RESULT IS GOING TO BE A BETTER TOMORROW FOR ALL OF US."

*Optimist!*

h I SUGGEST THAT THE MOMENTUM HAS BEEN TRIGGERED IN LARGE  
PART BY JOE DANZANSKY, WORKING QUIETLY AND DILIGENTLY AS A  
CATALYST IN ORGANIZING SOLID PROGRAMS OF SELF-HELP.

h AND I SUGGEST TO YOU, THAT JOE HAS SET THE MARK FOR ALL  
OF US TO ACHIEVE. THERE IS ONLY ONE WAY TO TRULY HONOR *our friends*  
TONIGHT, AND THAT IS BY EACH ONE OF US MAKING A FIRM COMMITMENT  
TO HELP MEET THE CRITICAL NEEDS OF OUR PEOPLE FOR EFFECTIVE  
HEALTH CARE AND ADEQUATE NUTRITION, FOR DECENT HOUSING,  
*for safe modern neighborhoods*  
FOR GOOD SCHOOLS FOR THEIR CHILDREN, AND FOR NEW JOB OPPORTUNITIES  
TO EARN A GOOD INCOME.

OUR FUNDAMENTAL RESPECT FOR HUMAN DIGNITY DEMANDS THAT WE  
 DO THIS. THE WHEEL OF POVERTY GRINDS SLOWLY BUT SURELY TOWARD  
 THE DESTRUCTION OF THE HUMAN SOUL AND WILL. WHY MUST WE  
 ALLOW COUNTLESS FAMILIES TO ~~REMAIN STRAPPED TO~~ <sup>be ground under by</sup> THIS WHEEL?

AND WHY SHOULD NOT THE NATION'S CAPITOL BECOME THE FINEST

EXAMPLE OF A BEAUTIFUL CITY OFFERING A BETTER LIFE FOR ALL

ITS PEOPLE? <sup>?</sup> WHAT A DRAMATIC CELEBRATION OF AMERICA'S

200th  
 Birthday

BICENTENNIAL COULD BE ACHIEVED BY PRESENTING TO THE WORLD A

CITY OF HOPE AND PROMISE -- A CITY OF SOLID AND SUSTAINED

ECONOMIC GROWTH <sup>with</sup> OF FULL EMPLOYMENT, OF TOP-QUALITY PUBLIC

SERVICES <sup>in Health, Educ, Recreation & Police.</sup> A CITY WITH A FULL COMPLEMENT OF DIRECT-ASSISTANCE

SOCIAL SERVICES TO HELP PEOPLE HELP THEMSELVES: <sup>a city</sup>

Carefully planned to assure pleasant  
 surroundings & extensive opportunities  
 for Recreation + Cultural Enrichment

AND A CITY WHOSE GROWTH IS CAREFULLY PLANNED TO ASSURE  
PLEASANT SURROUNDINGS AND EXTENSIVE OPPORTUNITIES FOR  
RECREATION AND CULTURAL ENRICHMENT.

WITH *most of our cities* ~~THE CITIES ACROSS AMERICA~~ FACING A FISCAL CRISIS

IN STRUGGLING TO EVEN MAINTAIN PRESENT PUBLIC SERVICES, AND WITH  
WELFARE COSTS CLIMBING, AND WITH THE NUMBER OF POOR

PEOPLE INCREASING FOR THE FIRST TIME IN A DECADE AFTER A

STEADY DECLINE, THIS IS NO TIME TO SIT BACK AND SAY, "LET

THE GOVERNMENT TAKE CARE OF IT." THERE IS A MAJOR TASK BEFORE

*we the people*  
US, TO MAKE AMERICA AGAIN A LAND OF HOPE AND PROMISE, AND WE

MUST SET OURSELVES TO THAT TASK NOW, AND THAT MEANS EVERY ONE

OF YOU HERE TONIGHT. CERTAINLY, YOU WHO OCCUPY POSITIONS OF

RESPONSIBILITY, OF LEADERSHIP, AND OF INFLUENCE ARE MOST ABLE

TO HELP.

WHAT FINER TRIBUTE COULD WE PAY TO JOE DANZANSKY THAN TO MAKE THIS PLEDGE TONIGHT: THAT THERE CAN AND WILL BE A BETTER FUTURE FOR ALL THE PEOPLE OF WASHINGTON. JOE IS ALREADY HEAVILY INVOLVED IN THIS WORK, HAVING CHAIRED THE UNITED GIVERS FUND FOR TWO YEARS, AND NOW COMMITTING HIMSELF QUIETLY **BUT EFFECTIVELY** TO SERVE ~~THE~~ THE PEOPLE THROUGH SUCH ORGANIZATIONS AS THE URBAN COALITION, THE URBAN LEAGUE, AND THE CENTER FOR METROPOLITAN STUDIES. HE COULD BE SATISFIED WITH AWARDS FROM THE YMCA, THE ALEXANDRIA BOYS' CLUB, AND THE METROPOLITAN WASHINGTON COUNCIL OF GOVERNMENTS, BUT HE IS NOT SATISFIED WHEN THERE IS SO MUCH MORE THAT CAN AND MUST BE DONE.

FOR WE ARE TALKING ABOUT THE NEEDS OF PEOPLE, TOO OFTEN  
IN GOVERNMENT WE FOCUS ON PROGRAMS AND PROJECTS, ON FINANCES  
AND FUNDING, ON THE STRUCTURE AND INSTITUTIONS OF GOVERNMENT,  
WHEN WE SHOULD BE LOOKING AT PEOPLE.

*over theme - our dedication -*

*Part 2* WE MUST AGAIN CARE. WE MUST CARE ABOUT THE TEENAGER OUT  
*care about people*

OF SCHOOL AND OUT OF WORK; ABOUT THE MOTHER WHO CANNOT AFFORD

EVEN A DAY'S SUPPLY OF FRESH MILK FOR HER CHILDREN; ABOUT THE

MAN WHO HAS LOST HIS SELF-RESPECT BECAUSE HE LACKS THE SKILLS

TO GET A DECENT JOB; AND ABOUT THE ELDERLY WIDOW FORGOTTEN

AND NEGLECTED.

*our neighbors, our fellow citizens*

~~But~~ THESE ARE HUMAN BEINGS, WITH NEEDS, WITH CONCERNS,

WITH HOPES AND DREAMS. AND WE GIVE THE LIE TO OUR FINE ~~WORDS~~ *words*

ABOUT BROTHERHOOD, IF WE DO NOT CARE ABOUT THE ~~MAN~~ *people*, THE

~~WOMAN, AND THE CHILD WHO STANDS BEFORE US TONIGHT AND ASKS~~

~~FOR OUR HELP.~~

~~It~~ IT IS THE GREATNESS OF MEN THAT PRODUCES A NATION

OF GREATNESS. THANK YOU *Joe* FOR SETTING THE EXAMPLE. ~~LADIES AND~~

~~GENTLEMEN, THERE IS WORK TO BE DONE.~~

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