

**'Farmer's Daughter' produce stand:**

# Megan Shaub created a 4-H success story

By JOYCE BUPP  
York Co. Reporter  
SHREWSBURY, Pa. - "It started six years ago with a five-step stand, a chair, and a little girl sitting by the side of the road."  
And thus begins one of York County's most successful 4-H stories. The author is Megan Shaub, age 17, and the daughter of Mr.

and Mrs. Robert Shaub, 350 West Railroad Avenue, Shrewsbury. She composed the opening quote as the introduction to her own 4-H story.  
While the road is still there, what's along the side has changed considerably. No longer a little girl, Megan is preparing for her senior year at Susquehannock High

School and looking ahead to college selections.  
The five-step selling stand has matured as well. It developed when a brooder house was remodeled and sales were moved into its more spacious capacity. Increasing business demanded cooling and storage, which led to the purchase of a eight-door

refrigeration unit. Finally, the mushrooming business overflowed into another expansion, the open air sales area.  
This youthful story of success actually began more than six years ago, when Robert Shaub planted canning factory string beans in a field near the family home. As an enterprising

seven-year-old, Megan picked some of those beans and began selling them along the road in front of her house.  
"I sold them for 25 cents a pound 10 years ago - and I still charge the same amount per pound," Megan notes, commenting on the cost-price squeeze faced by agricultural producers.

Business branched out the following year, when the family decided to include a one-acre patch of sweet corn for the string bean customers. But all the plants in the plot matured at the same time, sending the entire family peddling ears of corn throughout the streets of nearby towns. For the third year sales, sweet corn was spaced for intermittent harvests.  
By this time, regular buyers at the growing business began requesting more variety. Megan's involvement in 4-H gardening grew, the acreage devoted to the produce stand grew, and the Shaub's support of the project as a family endeavor grew. "The Farmer's Daughter" fresh produce stand was off and running.

requiring someone there a full 11 hours daily.  
"I'm here every day, except when I go away on 4-H trips," Megan relates. "They're my vacations."  
Through the sales business, this pretty dark-haired young lady has become somewhat of an expert on fresh fruits and vegetables. She grows and sells cantaloupes, peppers, squash, tomatoes, corn, lima and string beans, cucumbers, eggplant, cabbage, and red beets for Summer customers.  
"About Labor Day, people are looking ahead to Fall, and sort of losing interest in garden vegetables," she notes. "But then, in a month they begin coming back and asking for fresh sweet corn again."

And, although fresh corn is gone by then, something else is ready to take its place. Gourds, Indian corn, and pumpkins are great sellers the Shaub's have found. Chilly Fall evenings bring Halloween, Thanksgiving, and pumpkin pie planners flocking to Megan's cash register.  
But even the best planned garden cannot always meet buyer demands, especially when the weather doesn't cooperate, as it didn't this Summer. So, some weeks find Megan and her father making a trip during the early hours of a morning to the Baltimore Wholesale Produce Market, where they can purchase needed additions to available homegrown offerings. Regular purchases include peaches, potatoes, and onions. Baskets of other commodities are bought as gaps develop in the harvesting of the Shaub's acreage.

"Business each year has about doubled," according to Megan's records. Her 4-H garden now covers about a full acre. From the family's 350 acres of land, 25 have been set aside to raise continuous supplies for the always-busy stand.  
"Sweet corn is still our best seller," emphasizes Megan, as she cuts and arranges it for her customers. "Most people will eat the yellow varieties until the white is ready, and then switch. It averages out to about a 50-50 demand."

Opening on July 4, the business will serve area residents through November. It's a full time venture,

[Continued on Page 108]

# SAVE ENERGY! SAVE MONEY!



with an Energy Saver Loan  
from the Friendly First—  
NOW AT A SPECIAL  
LOW RATE\*

**WINTERIZE NOW!**

You can cut down on your energy bills while you help our nation save energy with an Energy Saver Loan. Come in to any of the Friendly First's five convenient offices and tell one of our loan officers about your home energy saver project - eligible borrowers can borrow \$1,000 to \$10,000 with up to 5 years to repay at a new special low annual percentage rate of only 8.95%. See typical payment schedule below.

**LOANS AVAILABLE FOR 1 TO 5 YEARS**  
Here's a typical example of a 3-year-loan.

Amount Financed	36 Monthly Payments	Finance Charge	Total Payments	*
\$1000	\$ 31.78	\$ 144	\$1,144	ANNUAL PERCENTAGE RATE 8.95%
\$3000	\$ 95.34	\$ 432.	\$3,432	
\$5000	\$158.89	\$ 720	\$5,720	

Life Insurance, Accident and Health Insurance not included above



The Friendly First

**THE FIRST NATIONAL BANK OF STRASBURG**

Millersville • Strasburg • Lancaster • Buck • Willow Street

Member F.D.I.C

OFFER GOOD THROUGH OCT. 31, 1977



you'll find it...  
...here



... at your  
**modern farm systems center-**

the complete line of mfs "Stor-Age" grain bins, high-speed drying, conditioning, and handling equipment. See your mfs dealer now for full information on the equipment you need - take advantage of his many years experience in grain systems planning - a professional service available to you at no cost and with no obligation. Let him show you why mfs "Stor-Age" is the best equipment choice you can make... for now and for the future!

**NEW Transport Augers in stock 8" x 55' long complete with tires, PTO drive and plastic hopper \$1,745.00**

**ONE TRAILER LOAD OF BINS, FANS, FLOORS AND CLEANERS WILL BE READY FOR DELIVERY ON SEPTEMBER 22, 1977**

**THOMAS A. BACHMAN & SONS**

2501 Fallston Rd.  
Fallston, Md. 21047

Ph: 301-557-7529 301-838-7478



8-77