



This gift box is a Christmas favorite, as are the chocolate trees, wreaths, snowmen, candy canes and reindeer, found at the Evans Candy Store.

Sweet Business

(Continued from Page B12)

years, she decided her heart was in the family business. She is now employed fulltime as a candy maker.

Karen's brothers, Tim and Tom, helped construct the new restaurant, and they will be the chefs when it is open.

"And they help out in candy, if we holler extra hard," Karen laughed.

Karen's other brothers, Duane and Steve, are still in school, but they also help with the candy when school is over for the day.

Karen's father "oversees everything," according to Karen, and her mother is mainly responsible for selling the candy in the store.

The Lancaster County business has also expanded into the extended family as Tim's fiancée, Tammy Zorbaugh, will be the hostess in the new restaurant. And grandparents and aunts "stop in and help," Karen said.

Everyone has their specific duties, but, according to Karen, "Any of us can jump from one to another of the jobs."

While the extra help is always appreciated, it is especially needed during busy seasons such as Christmas and Easter. Karen explained that they usually sell between two and three tons of chocolate at Easter and estimated that about half a ton is sold at Christmas.

According to Karen, the hollow chocolates are big hits at Easter, while during Christmas customers are more interested in chocolate-covered creams and pretzels.

"All the chocolate items are made here," Karen explained, adding that some specialty items are imported.

Do they have a secret recipe for their candy?

"As far as the chocolate goes, it is pure chocolate and that's the secret," Karen said with a smile. "Pure chocolate is what tastes

best."

She explained that there is nothing added to the chocolate which makes for some extra work and care. The chocolate must be heated to 110 degrees (for milk chocolate). It is then cooled to 89 degrees and "seeded," which means that chocolate shavings from the original bar are added. Those chocolate shavings, according to Karen, have never been melted. After seeding, the chocolate is cooled to 86 degrees. It is then ready for sale.

While it sounds like a lot of work,

Karen had a positive answer to the question of what the benefits are of working in a family business. "Tons of them," was her response. "Our family was always close and it keeps it close," Karen said. "That's special. Also Dad taught us business right in the home."

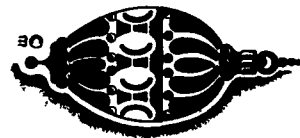
Are there drawbacks?

"We have conflicts when we're making decisions, but there's always one made in the end," Karen said.

The hours for the candy store are from 10 a.m. to 6 p.m. Tuesday through Saturday. They are closed Sunday and Monday.



Shelves of delicious chocolate candy, as well as some imported treats, line the walls of the Evans Candy Store, located on Willow Street Pike, Lancaster.



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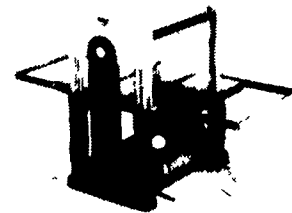
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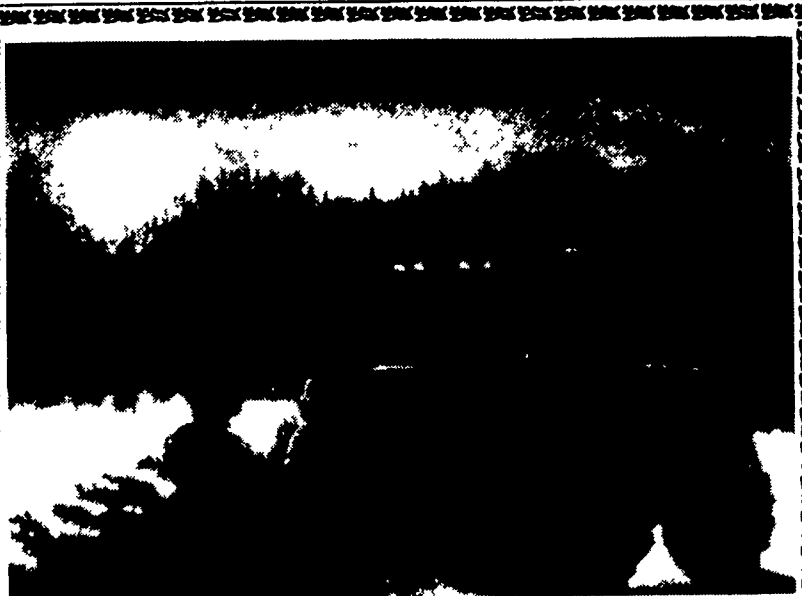
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