



To sell the baskets she made, Phebe had a home party to display them. That was five years ago. She now averages three parties a week and has needed to hire other weavers to fill orders.

## Baskets 'N More

(Continued from Page B15)

beg people to have parties, but I average three parties a week."

With the basket weaving, party demonstrating, delivery, and bookkeeping, Phebe said, her Baskets 'N More business is more than a full-time job for herself. In addition, she has some part-time weavers and another woman who holds basket demonstrations.

When she's in a jam, her husband, Don, helps with packing and delivery. Her son, Tim, 13, also helps with the packing. And when her daughter Katrina, 18, "is in dire need of money, she helps weave." The Good's two oldest children, Ed, 25; and Lavon, 22; are married.

Phebe said, "The nice part of the job is that it offers a variety. Weaving is relaxing to me although I would not want to do it full time. I'm glad I can use my bookkeeping skills, and I like meeting people."

The down side of working out of your home, Phebe said, is that the work is always here and people often ask you to do things, because you're home.

"I learned to say 'no.' Sometimes pressure builds up when there are many orders to fill, but Phebe said that overall, having your own business has definite advantages.

Because her business evolved without much planning, Phebe said that after her business was established, she read a book about starting your own business and was relieved that she basically did everything right.

"I got business cards, invoices with my name and price sheets," she said. One thing she does not have is a computer. She has been reluctant to get one since she has never used one, but she said her business is at the point where she really needs to invest the money and time in getting one.

An upstairs bedroom has been converted into her work room. It contains all the supplies and the working space that Phebe needs to make baskets. The reed is soaked in a dishpan of water to make it more pliable for weaving. Staining is done in the garage during winter and outside during the summer.

Some hostesses prefer to have drop-in parties, which makes it easier for Phebe since it does not require her to spend an evening demonstrating. On the other hand, she said, "It's rewarding to go to a party and see how thrilled the guests are with baskets."

Basket parties are not limited to female hostesses. Recently, a man booked a party and invited his fellow firemen to order baskets for

Easter gifts. "Wives were delighted. Several called me and ordered more baskets," Phebe said.

Most of her guests are working women and she finds that younger women are inclined to spend more money because they don't have as many things to fill their homes.

She said, "I'm amazed at how high sales are. I feel no effects of a recession. Orders have increased; in fact, it's been like Christmas.

"The secret to a successful business is perseverance, and the attitude that the customer is always right," Phebe said.

"I'm at a point where I need to decide whether or not to branch out or keep it small. I considered having a catalogue printed, but it would soon be outdated because I keep adding new basket styles."

Presently, Phebe has photographs of baskets that she labels for hostesses who want to take orders before the party. For those who request unusual-shaped baskets, Phebe will weave according to their specifications for an additional \$3 special order charge.

Phebe also teaches basket weaving for craft stores, churches, and Mother's programs.

For more information about Baskets 'n More, call (717) 898-2500 or write to 3713 Nolt Road, Landisville, PA 17538.

## York Extension To Teach Parents How To Live With Teens

Do you, or the parents of teens that you know, sometimes wish your teens and pre-teens could be sent away for a few years and then returned to you as cooperative young adults? Or maybe, as the parents of teens, you and your friends just want some direction on how to guide adolescents through their most troublesome years. Well, now there's help - an innovative video-based parent education program designed specifically for parents of teens - and pre-teens. Called Active Parenting of Teens, the program is being sponsored by Penn State Cooperative Extension starting Wednesday, April 17 and continues through May 22.

Active Parenting of Teens will be taught in six, two-hour sessions by Lois Kinzie, private parent

education consultant. The program features over 60 video vignettes on issues both relevant and timely to raising a teenager, including how to prevent substance abuse and how to openly discuss sexuality. After viewing the various scenarios, parents participate in group discussion, role plays and other activities.

Active Parenting of Teens is not psychotherapy, but rather a common-sense approach to parenting. There is not dwelling on blame, only a move-ahead attitude that shows it is never too late to improve parent-child relationships.

In addition to the sessions dealing with substance abuse and teenager sexuality, Active Parenting of Teens includes vignettes on: instilling courage and self-

esteem; developing responsibility; and winning cooperation through communication. The realistic video sequences stir reactions like, "Yes, that's just how I feel" or "That's our teenager, all right," and demonstrate positive ways to resolve conflict.

To sign up for the Active Parenting of Teens program, call Penn State Cooperative Extension at 757-9657. The cost of the program is \$15.00 per participant, or \$25.00 per couple. The first session will be held Wednesday, April 17, 7:00 p.m. at the Extension Meeting Room, 112 Pleasant Acres Road, York with subsequent sessions to be held over the course of the following five weeks.

For further information about Active Parenting of Teens, call 757-9657.

## See your nearest NEW HOLLAND Dealer for Dependable Equipment and Dependable Service.

### PENNSYLVANIA

**Annville, PA**  
BHM Farm  
Equipment, Inc  
RD1, Rte. 934  
717-867-2211

**Beavertown, PA**  
B&R Farm  
Equipment, Inc.  
RD 1, Box 217A  
717-658-7024

**Carlisle, PA**  
R&W Equipment Co.  
35 East Willow Street  
717-243-2686

**Davidsburg, PA**  
George N. Gross, Inc.  
R.D. 2, Dover, PA  
717-292-1673

**Elizabethtown, PA**  
Messick Farm  
Equipment, Inc.  
Rt. 283 - Rheem's Exit  
717-367-1319

**Gettysburg, PA**  
Yingling Implements,  
Inc.  
3291 Taneytown Rd.  
717-359-4848

**Greencastle, PA**  
Meyers  
Implement's Inc.  
400 N. Antrim Way  
P.O. Box 97  
717-597-2176

**Halifax, PA**  
Sweigard Bros.  
R.D. 3, Box 13  
717-896-3414

**Hamburg, PA**  
Shartlesville  
Farm Service  
R.D. 1, Box 1392  
215-488-1025

**Honey Brook, PA**  
Dependable Motor Co  
East Main Street  
215-273-3131  
215-273-3737

**Honey Grove, PA**  
Norman D. Clark  
& Son, Inc.  
Honey Grove, PA  
717-734-3682

**Hughesville, PA**  
Farnsworth Farm  
Supplies, Inc.  
103 Cemetery Street  
717-584-2106

**New Holland, PA**  
A.B.C. Groff, Inc  
110 South Railroad  
717-354-4191

**Oley, PA**  
C.J. Wonsidler Bros  
R.D. 2  
215-987-6257

**Pitman, PA**  
Schreffler Equipment  
Pitman, PA  
717-648-1120

**Quakertown, PA**  
C J Wonsidler Bros  
R.D. 1  
215-536-1935

**Tamaqua, PA**  
Charles S. Snyder, Inc.  
R.D. 3  
717-386-5945

**West Grove, PA**  
S G Lewis & Son, Inc  
R D 2, Box 66  
215-869-2214

### MARYLAND

**Churchville, MD**  
Walter G Coale, Inc  
2849-53  
Churchville Rd  
301-838-6470

**Frederick, MD**  
Ceresville  
Ford New Holland, Inc  
Rt. 26 East  
301-662-4197  
Outside MD,  
800-331-9122

**Hagerstown, MD**  
Antietam Ford Tractor  
301-791-1200

### NEW JERSEY

**Bridgeton, N.J.**  
Leslie G. Fogg, Inc.  
Canton & Stow Creek  
Landing Rd.  
609-451-2727  
609-935-5145

**Washington, NJ**  
Smith Tractor &  
Equip., Inc.  
15 Hillcrest Ave.  
201-689-7900

**Woodstown, NJ**  
Owen Supply Co.  
Broad Street &  
East Avenue  
609-769-0308