

BUSINESS PROFILES

Carlisle shop offers shoppers flavor of Kentucky

Hand-made items from area professionals involve community with shop

By Heather Mathes
of the Carlisle Mercury Staff
Carlisle, Ky. — A new and innovative business in Carlisle, Country Collectibles, owned and operated by Carol Sparks, will open sometime in April and carry everything from a brick teapot, fine china and crystal to affordable, yet quality, gift items ranging anywhere from \$3 to above the \$20 mark.

"My daughter, Pam, lives in an efficiency apartment and keeps me on footings that are decorative in one or more that serve a purpose and do double duty in something the eye can appreciate and what is practical," Sparks said.

Why would someone want to begin a business when the weather was so bad? Had the time to study intensely just what made a good business.

"I found out that if I shop for what is interesting to me, because I have relatively conservative taste, I can make a business out of it. I also think that if one has quality merchandise at extremely reasonable prices, identify the needs of the shopper, exceptional and individual gift wrapping and in a convenient location then things can really come together," said Sparks.

"Plus, I think a business person must be long on service. They must have, literally, what people want, when they want it and be willing to go that extra bit to make it more convenient for the customer to receive it," Sparks added.

Sparks has tried to hit all the bases with a wide range of gifts to please everyone.

"My holiday registry includes 27 china place settings from formal to informal and crystal from lead to the more inexpensive.

"Also, a line of 40 different kits including some never heard and less expensive and ornate toys," Sparks said.

"I try to take the approach of buying that, although the price is small we are willing to work to get the look the buyer wants," Sparks added.

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"... if one has quality merchandise at extremely reasonable prices, identify the needs of the shopper, exceptional and individual gift wrapping and in a convenient location, then things can really come together," Carol Sparks

In the \$5 range Sparks has a pair of socks, handkerchiefs and card stock with a decorative touch.

"I was wanted to own a business for years, and since my kids grow up, my family encouraged me to fulfill that dream," she said.

"During January when the weather was so bad I had the time to study intensely just what made a good business.

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other dishes among many novel items.

Sparks has had vast support in the community.

"I had thought about surprising everyone but I decided to let the interest generate.

"People have come on, inquisitive as what is already displayed, encouraged me and even helped me hang 'fishbowl' on the wall.

But Sparks wants more than community interest; she wants to see growth.

"I have contacted some local craftsmen and want more to contact me so that in our own community can be established on and pieces may be in the shop on commission."

For example, Loretta Mae has made some rags for her mother Patsy Ockerman is doing some crafts and I want to include even more," Sparks said.

"In addition, Judy Judge has been my right arm in taking on this project.

"And most know occasions where just an small inexpensive gift is needed and not an extravagant one," Sparks said.

Sparks also offers a line of aprons.

"I have a hand made chifferobe, a large table I bought at Ann Shearer's sale that my husband straghtened. The base on and other several small primitive country pieces including wood crated things because I think they complement each other," Sparks commented.

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She has unloaded, arranged, organized, cleaned, been on buying trips and had some excellent ideas that really influenced the look we have achieved.

In Country Collectibles an incentive for more businesses to hopefully migrate to Carlisle? "I would hope that my business is an open invitation to many business to relocate or start here because I really do not think it would prove a competition but as a compliment," said Sparks.

In conclusion, the new business woman feels that retail is the business for her.

"I think there is a great chance for business here, and I am not making judgments on expense alone, but for myself, I feel that I can provide a valuable and affordable service and enjoy it at the same time."

"Anyway, I think people are hopeful when they are business and hopefully, I will be so happy as can be," Sparks concluded.



Carol Sparks, above, has displays of items set up at Country Collectibles, including dishes, glassware, handkerchiefs and University of Kentucky paraphernalia. — City Mirror Photo



Carol Sparks, above, has displays of items set up at Country Collectibles, including dishes, glassware, handkerchiefs and University of Kentucky paraphernalia. — City Mirror Photo

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Quality for Everyone

AGRI-NEWS

Burley producers, purchasers to be assessed by government next year

By H. Carlisle Beaman III
Burley tobacco producers and purchasers alike will be assessed two tenths of a cent per pound of leaf they sell or buy during the 1988-89 marketing season, according to the U. S. Department of Agriculture.

The assessment is required by the Gramm-Rudman-Hollings budget deficit law, Department officials said.

The department also set the as-

sessing price level for the 1988 crop at \$1.59 per pound, or 1.2 cents a pound from last year's average of \$1.406.

The budget deficit assessment is required in accordance with amendments made to the Agricultural Act of 1949 by the Commodity Credit Corporation Act of 1987.

These amendments provide for a reduction in the level of price supports by 1.4 percent or, alternatively, for the imposition of an assessment on producers and purchasers of tobacco in order to

achieve an equal reduction in net-ley by the Commodity Corporation.

The latter alternative has been adopted for the 1988 crop, which is much more in favor of the producer.

The 1.4 percent that would have been deducted from the price support average of \$1.59 would be less than the total of 4 tenths of a cent per pound being shared by both producer and purchaser.

Even though the burley producer has an additional assessment this year he will be the most likely of taking home more money than he did in 1987.

A producer with an average crop will be guaranteed \$1.30 a pound, an increase of 1.2 cents a pound. The budget deficit assessment total two-tenths of a cent less per pound, 20 cents less per 100 pounds, or \$21 less per 1,000 pounds, for a net increase of one cent a pound, \$1 per 100 pounds, or \$10 per 1,000 pounds.

The only other factor in addition to warehouse charges in determining the producer's take-home pay is the net-net cost assessment.

"By negotiating differences in body condition," he said, "one can plan a supplemental feeding program so that cows are maintained in satisfactory condition for best performance through calving and rebreeding."

Condition of beef cows is critical at calving

Because of hay and pasture shortages last fall, many Kentucky cows are now too thin at the start of this calving season.

Smart farmers will begin a supplemental feeding program to ensure their cows will have easier and be rebred earlier.

The fresh cows of spring calving cows, both before and after calving are born, is a definite indicator of the cow's ability to produce milk and their capability to be rebred quickly.

To be profitable in the beef business, cows should be rebred so that calving occurs every 365 days. This allows for a four or five week period to be rebred.

"However, cows which are thin at calving will take longer to breed, or they may not rebred at all in a 60 to 90 day exposure to the bull."

At least one Kentucky county has resorted to an old, frontier technique to control producers like the coyote—the bounty hunter.

Others are talking about it, and some are considering a legislative proposal for a statewide bounty program in the state of coyotes.

"It's not a good idea," said Fred Serwillo, Extension wildlife specialist with the University of Kentucky College of Agriculture.

"And I've never worked anywhere that had it."

NOTICE
The Circuit Clerk's office will close at noon Friday, April 1, in observance of Good Friday. The office will be open Saturday, April 2, from 9 until 12.

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