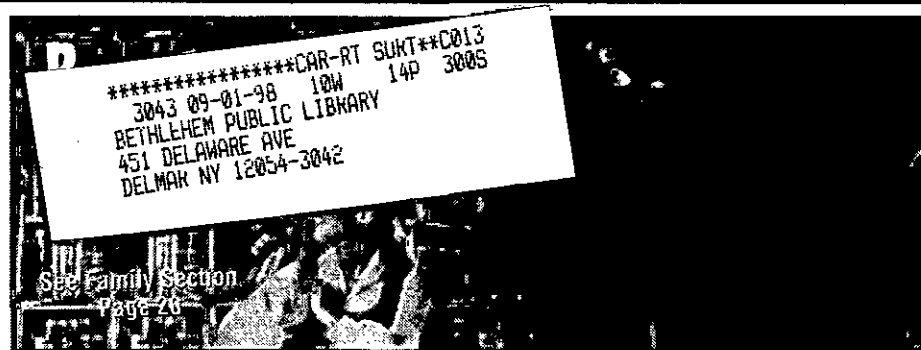


THE SPOTLIGHT



Vol. XLIII No. 3

The weekly newspaper serving the Towns of Bethlehem and New Scotland

January 21, 1998

50¢

King of the hill



Greg McCarty gives Mary DeVries a ride up the hill at Elm Avenue Park.

Paul Deys

Landfill fees take dip

Bethlehem rates drop \$11.52 per ton

By Lisa K. Kelly

The Bethlehem town board approved a four-year extension of its 10-year contract with the city of Albany for the disposal of solid waste at the ANSWERS landfill facility. The board also set tipping fees at its meeting last week.

The extension will mean a decrease in costs for the town. In 1997, the charge was \$61.52 per ton. The contracted costs for this year are \$50 per ton, in 1999 the cost

will be \$55 per ton, and in 2000 and 2001 the cost will rise to \$60 per ton.

Bethlehem Supervisor Sheila Fuller said vendors pay the town to use its ANSWERS permit.

The town doesn't actually pay for the use of the landfill, but bills the private solid waste haulers of individual residents.

The contract extension was made possible after the state Department of

LANDFILL/page 16

Town board could restrict zoning changes

By Lisa K. Kelly

The town board has the authority to restrict zoning changes for the 6.8 parcel of land on Delaware Avenue proposed as a site for CMI senior housing.

CMI is requesting the town rezone the land on Delaware Avenue to a "planned commercial district" from "residential A" property.

The new zoning law, if approved, would create a "planned commercial zone," allowing the town to add any restrictions it wants, said building inspector John Flanigan.

"The town board can restrict it (the zone) for planned senior housing," Flanigan said.

For example, a sunset date could be added. This means that a time limit would

be set on the project. If the project was not completed by that time, the land would revert to its previous zoning.

Flanigan said the sunset date has been used in other rezoning decisions. He said the contractors had to come back to the town to get it rezoned so they could proceed with the project.

At the planning board's Jan. 6 meeting, many residents voiced concerns over the possibility of something other than a senior housing project being built on the site if the CMI project fell



Flanigan

through. They also expressed concern about how changes will affect the town.

Louis Dempf Jr., who attended the meeting, said the situation with CMI is similar to a situation several years ago with Chadwick Square.

"In the exercise of good government and planning, the change of zone was approved, the project, under the control and regulation of the town of Bethlehem was planned, developed and constructed," Dempf said.

Flanigan said a planned district allows for many uses including multiple-family dwellings, retail stores or

ZONING/page 16

Selkirk firm helping ravaged N. Country

Local distributor provides portable generators

By Peter Hanson

A Selkirk-based heavy equipment distributor rushed household generators and other machines to the storm-ravaged North Country last weekend.

The staff of Robert H. Finke & Sons gathered portable generators from around the country to sell in towns such as Champlain and Hemmingford, Quebec, when they heard residents of the North Country were being overcharged for generators.

The North Country was hammered by an ice storm in the first week of January that left hundreds of thousands of homes without power. Niagara Mohawk crews, aided in some towns by firefighters, have restored much of the region's power, but many rural households and towns on the Canadian border remain dark.

The latest bad weather was an ice storm that hit Champlain and its surrounding area last Thursday. Champlain town supervisor Arnold Beal estimated that 95 percent of Champlain's 1,600 households lost power.

Around the time the Champlain storm hit, Finke & Sons president John Finke "heard war stories of (\$600) generators that were being retailed for as high as \$2,500. The bulk of them were being sold for between \$600 and \$850."

The generators in question, such as a 4400-watt Homelite model that Finke sells for \$590 in his store, have been in demand

since ice and falling trees tore down power lines throughout northern New York State and parts of Quebec. At the height of the crisis, a reported two million homes were without electricity.

Last Thursday, Finke began mobilizing his effort to bring power to the North Country. He said his staff worked about 20 hours a day last weekend corralling generators from other distributors and from the Homelite factory in South Carolina.

Finke made arrangements with Clinton County officials, Michael Tobin, the Empire State Development Office's Montréal representative, and Champlain's local government. The officials issued public service announcements informing residents generators would be available at reasonable prices and set

up a voice-mail system to handle incoming orders.

"After seeing the situation up there, all of my people just wanted to help those folks, no matter what it took," Finke said, adding that the company had 24 people working "around the clock" over the weekend. "We got into full swing Friday morning, and our normal stocking inventory (of about 60 generators) was exhausted in three hours."

Using tractor-trailers and other heavy vehicles, Finke's employees brought about 1,000 generators to the North Country. "With the help of the Clinton County Emergency Services Office, National Guard and state police, we were able to get up there very quickly against bad weather conditions."

Beal said the generators arrived just in time. "We were glad because all the generators (at local stores) were bought out," he explained, adding that residents needed generators to power furnaces, lights and sump pumps, which they use to keep their basements dry and their furnaces safe from flooding.

Finke said at least 800 generators have been sold at an average of \$590 apiece. "(Customers) paid the same price that they would've paid in my store on a sunny day in July. We didn't add any freight or (labor) charges."

Some of the generators were sold on faith. Because of the power outages, obtaining credit card approvals was particularly difficult in Quebec, so Finke "released several units on trust."

Finke hopes publicizing the effort his company made will counter what he described as "negative press (about) price gouging" that has appeared on TV and in

HELPING/page 28

Spaulding suspects could face grand jury

By Peter Hanson

Two Rensselaerville men were arrested on Jan. 8 and 9 for possession of medical equipment allegedly stolen from a Voorheesville firm, the Albany County Sheriff's Department reported last week.

James H. Cain, 47, of 15 Jubilee Lane, and Douglas F. Lansing, of Route 145, are accused of taking approximately \$4,000 in tattooing equipment from Spaulding & Rogers, a manufacturer that employs about 60 people at its New Scotland Road location.

Both men were employed by Spaulding & Rogers until December, when Lansing was fired and Cain was laid off. Their employer, Huck Spaulding, was unaware of their alleged criminal activities when the men worked for him.

"We didn't know what they were up to," Spaulding said. "We didn't have tight enough security (then), but we do now. We were a little bit too trusting."

Among the items deputies recovered during a search of Cain's residence were boxes containing

about 18,000 tattoo needles, police said. The two men are also accused of selling the stolen merchandise to local tattoo parlors.

An anonymous tip to Spaulding during the first week of January prompted him to contact the sheriff's department. Spaulding believes the anonymous tip came from a third accomplice who remains at large.

Police said, Lansing, who is currently on parole for an unrelated conviction, was charged with criminal possession of stolen property in the fourth-degree. Cain was charged with the same offense and criminal possession of marijuana.

Lansing was arraigned in Rensselaerville town court by town justice Peter Isaacson, and is being held in the Albany County jail without bail because of the parole violation. Cain was released on his own recognizance.

Sheriff James L. Campbell said the duo's town court appearance was canceled and the case may be presented to a grand jury.

Although he feels a third person still evades justice, Spaulding is pleased with the progress of the investigation, and praised the "wonderful" work by sheriff's department officers.

Still, the robbery has repercussions for other Spaulding & Rogers employees. "Everybody's gonna get a security check from now on," Spaulding said. "But I think (the situation) is nipped in the bud for now."

Airman completes basic training

Air Force Airman Garrett Pape recently graduated from basic training at Lackland Air Force Base in San Antonio, Texas.

Pape is the son of Richard Pape and stepson of Karen Sack of Delmar.

Superintendent suspends BCMS girl for assault

By Peter Hanson

A Bethlehem Central Middle School student who was suspended in December for kicking and punching a teacher will not return to school until the fall, BC Superintendent Les Loomis said last week.

The 13-year-old girl beat health teacher Jeannette Rice about the legs, chest arms and shoulders when Rice intervened in a student fight after school Dec. 1.

Rice was bruised during the altercation, and BCMS Principal Stephen Lobban suspended the student for five days, the maximum penalty he could impose. The girl was also charged with third-degree assault, a Class A misdemeanor.

She was scheduled to appear in Albany County Family Court late last month.

In his official decision on the incident, Loomis suspended the girl for the rest of the school year. "We (at BC) expect all of our students to respond to the reasonable requests of the teachers and staff," he said, "and under no circumstances will we tolerate assaults."

Loomis added that "We certainly take very seriously any situation where a student shows disrespect for a teacher, and it is completely out of bounds for a student to consider assaulting a teacher."

Roberta Rice, president of Bethlehem Central Teachers Association, said last month that Bethlehem schools are "very safe, but people hear more about incidents like this because teachers are pressing charges."

She added that the union encourages teachers to press

charges in assault cases to send a message that such incidents incur serious repercussions.

Loomis said the suspended student "has the right to return to school in good standing at the start of the next school year," provided her behavior conforms to school rules.

"At our middle school, the students are very sure what the standards are for conduct," he said. "These are community standards as well."

Correction

Due to an editorial error, the following names were omitted from Bethlehem Central Middle School eighth-grade high honor roll: Katherine Bonafide, Martin Bonventre, Shannon Boynton, Nichole Bronson, Parker Brown, Elaine Carberry, Rebecca Cariati, Allison Carloni, Brandon Cary, Chase Chaskey, Quinn Coffey, Daniel Cohen, Peter Cooley, Rebecca Corson, Lindsey Crusan, Kelley Curran, Laura Curtis, Ryan Dalton, Miranda David, Lauren DiGiulio, Leslie DiPaolo, Katherine Donovan, Matthew Drislane, Patricia Eames, Andrew Eckel, Seth Erlich, Michael Folléte and Jason Fudin.

Clarification

Linda Smith of Stratton Place in Delmar, who spoke at the Bethlehem planning board Jan. 6 meeting said she was very supportive of senior housing in Delmar. Her objection to CMI's proposed assisted living housing on Delaware is that the facility would be too large and out of place in the residential neighborhood.

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The Standard for Quality of Life in Assisted Living

New board majority faces old problems

By Peter Hanson

The new Republican town board majority in New Scotland found in its first regular monthly meeting that it will have to deal with many of the same old issues, like water and personnel policies, that have faced the town for years.

At last week's meeting, the board continued to discuss contracting with Albany, Bethlehem and/or Guilderland to supply water-poor sections of New Scotland such as North Road and Helderhill.

Several meetings were set for future dates with representatives from neighboring towns, but some practical problems continue to obstruct bringing water into New Scotland.

Supervisor Herb Reilly said Guilderland has insufficient water storage facilities, so it doesn't have a water surplus to share.

Money remains the biggest impediment to improving New Scotland's water situation, with some proposed water districts too expensive to gain approval from the state comptroller's office.

Despite the apparent lack of closure, Reilly said, "We have reasonable optimism that we'll be able to resolve the water shortage."

"New Scotland is a water-poor town," he added. "The main source of water for Bethlehem (the Vly Creek Reservoir) is in the middle of New Scotland, but there are people along the transmission line who don't have water and are very exasperated."

In other matters that have been discussed at board meetings for years, Councilman Michael Fields presented town policies for animal control and the use of public buildings and parks. Both policies are in the rough draft stage, but Fields said the final animal control policy could be adopted next month.

In presenting another policy covering public buildings and parks, Fields said, "What's at issue here is who's walking in and

out of town property and what are we allowing?"

Town Clerk Corrine Cossac said a resident recently asked her what the town's policy is regarding the use of metal detectors on public grounds.

"My view is if something is in the ground, it belongs to New Scotland," Town Attorney Frederick Riester explained.

In a related matter, Riester explained the town's liability with regard to unused town property.

"I would not think that a vacant property owned by the town would be available for public use," he said. "It's not maintained by us. If someone uses it, they're trespassing."

The board also discussed several computer-related matters.

Regarding the town's readiness for the year 2000,

when some computers are expected to crash because of outdated programs, Reilly and Councilman Scott Houghtaling said the necessary corrections to programming have been made and the town's computers should enter the next millennium without difficulty.

Houghtaling also detailed preliminary plans for improvements to the town's Web site, which is currently features a dated list of names. Houghtaling said a student from Clayton A. Bouton Junior-Senior High School has volunteered to engineer the improved Web site, possibly for school credit.

Some of the features that may be added to the Web site include the town zoning law, maps, links to sites featuring relevant state laws and descriptions of local businesses.

In other business:

- The board prepared to close the books for 1997. "Fiscally, we're in very healthy condition," Reilly said. "When I first got here (10 years ago), I used to desperately wait for the mortgage taxes and the sales taxes to come in. Now, we have enough money." The town's biggest expenditure last year was the town hall addition, for which the board took out a \$244,000 bond. The board paid \$26,000 in principal and interest on the bond last year.

- The board approved two new members of the Onesquethaw Volunteer Fire Co. — Kenneth Geurtze Jr. of Clarksville and Matthew Rutnik of Delmar.

- Reilly said the installation of a Sprint cellular phone antenna near the Feura Bush water tower is still uncertain. "We're waiting to hear from Sprint," regarding terms of a lease, he said. "They know we're interested in having the tower."

- The board also observed a moment of silence for former town justice Donald Chase, who died Jan. 9.

The main source of water for Bethlehem (the Vly Creek Reservoir) is in the middle of New Scotland, but there are people along the transmission line who don't have water and are very exasperated.

Herb Reilly

Hudson high waters



The river from which Henry Hudson Park got its name rises over its banks there last week.

Paul Deyss

Board OKs 4 Fisher Hollow stop signs

By Lisa K. Kelly

The Bethlehem town board approved the placement of stop signs throughout the Fisher Hollow subdivision.

The action came after a public hearing Wednesday, Jan. 14, where local residents urged the board to put in signs to slow down traffic.

"We're in favor of all the recommended traffic controls," said

Sandy and Stewart Berke of Daniel Street.

The stop signs will be placed at the following intersections — Daniel Street at Caldwell Boulevard; Caldwell Boulevard at Trumpeter Place; Swan Place at Trumpeter Place; and Trinity Place at Beaverdam Road.

The Berkes requested that the board consider adding a stop sign at the intersection at Daniel Street

and Trumpeter Place. They said the traffic needs to be forced to slow down because the curve in the road reduces sight distance for drivers.

"We can't have traffic control at every intersection," said Lt. Richard Vanderbilt, chairman of the Bethlehem Traffic Safety Committee. "Otherwise we would be hindering the traffic flow."

Vanderbilt added that state traffic guidelines dictate that you can't place a stop sign in the middle of a road and a stop sign cannot be used to control speed.

We can't have traffic control at every intersection.

Lt. Richard Vanderbilt

O'Keefe formally charged with felony grand larceny

By Lisa K. Kelly

A fugitive priest is wanted for two counts of grand larceny by Bethlehem Police.

A sealed indictment was handed up by an Albany County grand jury in November, and a warrant for the arrest of the Glenmont Traditionalist Catholic priest accused of stealing thousands of dollars and church valuables was also issued at that time.

The Rev. Brendan O'Keefe, who hasn't been seen since Oct. 1, is accused of stealing three checks written for \$9,000 and about \$20,000 worth of church property, according to police.

Bethlehem Police Detective John Cox said Monday he believes O'Keefe is in the Midwest or Canada.

"We know he has friends and connections in Canada," Cox said. "At some point we will find him."

The search for O'Keefe is now national. Cox said the warrant for his arrest has been posted on a national computer system.

Bethlehem Police Lt. Fred Holligan said if O'Keefe is stopped for any reason, anywhere in the country, he will be apprehended.

Arnold Proskin, O'Keefe's attorney, had no comment regarding the indictment and declined to say whether he has been in contact with his client.

O'Keefe was the priest at St. Michael's Shrine, a Traditionalist Catholic church, on Route 9W for four and a half years. He allegedly said the money was a buyout of his contract following a parting of ways with the church board and the other items were personal property.

St. Michael's Shrine is not affiliated with the Roman Catholic Diocese of Albany. The shrine was founded in a converted ranch house on the corner of Route 9W and Beacon Road in 1975 by the late Bishop J. Vida Elmer, a Hungarian emigre priest who opposed Vatican II reforms. The Traditionalist Roman Catholic church celebrates the Tridentine Rite Mass in Latin and does not recognize the Roman Catholic Church hierarchy.

"But it's a combination of speed and visibility," said Stewart Berke. "Common sense should lead one to conclude that a stop sign would slow the traffic down and increase visibility for drivers coming around the curve."

Vanderbilt said the traffic safety committee would take another look at the issue.

The board also approved new stop signs at the intersections of Fisher Boulevard and Trumpeter Place, Swan Place, Gullane Drive, Five Drive and Mutterfield Court. In North Bethlehem, the board approved a new stop sign at the intersection of Mosall Drive and Blessing Road.

The board also approved a no-parking-at-all-times sign for the west side of Evelyn Drive from Delaware Avenue to the dead end.

"I think the recommendation was reasonable," said Councilwoman Doris Davis.

Evelyn Drive residents said they feared the street could become so congested during school events that emergency vehicles could not get to homes there.

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Bookworm moves to roomier space

By Lisa K. Kelly

The Bookworm recently moved to 239 Delaware Ave. in Delmar from its original location farther up the avenue.

The two-year old used bookstore stocks more than 10,000 fiction and nonfiction titles, including hard-to-find and popular books.

Owner Chris Madden said she likes the new store because it provides room for the business to grow.

During the holiday season Madden featured a special Irish-American section, which sold out. The Bookworm's current inventory includes such popular authors as John Grisham and Michael Crichton.

Madden's inventory depends on what books people bring in to sell. Some books are donated, but most are purchased.

Madden turns away more books than she accepts. She says her buying policy is very strict. "We're picky and proud of it," is her slogan.

Madden asks that all used books be in very good condition. She won't buy books that are ripped, yellowing, musty or mildewed.

"People have the misconception that we take anything," said Madden. "Sometimes people bring in old, torn and sometimes musty books, and think we should take them."

Madden doesn't buy textbooks, Reader's Digest Condensed Books, former library books or encyclopedias, because they won't sell.



Chris Madden, owner of the Bookworm, enjoys the store's spacious location at 239 Delaware Ave. *Lisa Kelly*

Frank Otto of Delmar thinks Madden will probably take 10 of the 60 books he brought in to sell. "The rest I'll take to the Unitarian church for the May book fair," Otto said. "Maybe they'll want them."

Madden's inventory is computerized and she also keeps a waiting list on the store's computer. Anyone who wants a specific book can add their name to the list. When a copy comes in, the com-

puter alerts her that someone wants it.

The Bookworm moved to its new location after Lois Bub, owner of The Doorway, suggested the move to Madden.

Both store owners agree that business has increased since the move, partly because they use a shared doorway.

"We have a very high level of cooperation," Bub said. "It's two businesses which are compatible without being competitive."

The Doorway is a Christian book and gift store. Bub carries more than Bibles. She stocks Christian fiction and recommends such titles as *A Boat of Intolerance*, and *A Rift in Time*. The store also carries Precious Moments figurines.

For information about the Bookworm's book buying policy call 478-0612

The Doorway's number is 439-7066.

New York Farm Bureau promotes, hires employees

New York Farm Bureau recently hired two new employees and promoted three others at the organization's state office in Glenmont.

Rachel Felter and Kim Callagan are both new to the organization. Pam Rafferty, Cheryl Morrison and Carol Quattrochi have been promoted to new positions with additional responsibilities.

Felter joined New York Farm Bureau in November as secretary and receptionist for the administration department. She grew up on a family farm in Coeymans Hollow, graduated from Ravena-Coeymans-Selkirk High School and received a business degree. Felter lives in Coeymans Hollow.

Kim Callagan joined the New York Farm Bureau in December as a floating assistant for all departments. She earned an associate's degree in executive office assistance at Hudson Valley

Community College. She resides in Troy.

Pam Rafferty was recently promoted to administrative assistant. She grew up in Coeymans Hollow and is a graduate of Ravena-Coeymans-Selkirk High School. Rafferty is enrolled at Hudson Valley Community College of Business Management. She lives in Coeymans Hollow with her husband Walter Borger and daughter Briana.

Cheryl Morrison was promoted to the position of secretary for the organization department. She grew up and graduated from high school in Phoenix, Oswego County. Morrison lives in Selkirk with her husband Neal and children Christopher and Pamela.

Carol Quattrochi was promoted to a position as administrative assistant in the legal department. She lives in Delmar with her husband Bill.

Ballroom dancers to start Capital District chapter

The United States Amateur Ballroom Dancers Association has announced plans to organize a chapter for recreational and competitive dancers in the Capital District.

A local steering committee will be formed to guide the project and enroll members.

The association, a nonprofit volunteer organization, is the governing body for amateur ballroom dancing in the United States and has chapters all over the country.

The basic purpose of each chapter is to create opportunities for affordable ballroom dancing in local communities and to educate the public regarding the physical, mental and social benefits of ballroom dancing.

The local chapter will sponsor monthly social dances for members and the general public.

Typically, each dance will con-

sist of a one-hour dance lesson, followed by three hours of general dancing as well as dance demonstrations. The program will include mixers and line dances.

The chapter will also promote ballroom dance training in local colleges and high schools, and will try to increase the number of business establishments that offer dancing to the public.

Membership will be open to singles as well as couples. For information, call 1-800-447-9047.

New Salem church plans chicken dinner

New Salem Reformed Church on Route 85 in New Salem will dish up a chicken and biscuit dinner on Saturday, Jan. 24.

Seatings will be at 4, 5 and 6 p.m. Reservations are not required.

Full dinners cost \$7 for adults and \$5 for children ages 5 to 10.

For information, call 765-3468.

Fire company to serve breakfast

Onesquethaw Volunteer Fire Company will serve a home-style breakfast on Sunday, Jan. 25, from 7 a.m. to noon, at the Clarksville Firehouse on Route 301.

Breakfast costs \$4 for adults and \$3 for children. Children under 5 eat for free.

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Legislators look to kill fuel sales tax March 1

By Martin P. Kelly

The 1 percent Albany County fuel tax for home heating will be eliminated March 1, following approval by the Albany County Legislature of an amendment to exempt residential energy fuel sources from such tax.

This will represent a savings to county taxpayers of approximately \$1.5 million annually, according to Robert Currier, deputy county comptroller. "In 1998, the exemption will reduce county revenues by \$900,000 to \$1 million," he said.

Home owners and landlords of rental property will realize the full savings in 1999, James Darbyshire, R-Latham, said.

The attempt to eliminate this tax has been ongoing for more than a decade, said Darbyshire, who spearheaded the legislation and was able to attract a large number of legislators, both Democrats and Republicans, to support the bill this year.

A veteran of 18 years in the county legislature, Darbyshire said that 1 percent was cut from the then 3 percent energy sales tax in 1980 and another percent was eliminated in 1986.

"It was difficult to cut the final 1 percent in the early 1990s because of the county's budget crisis," Darbyshire said. "Now, with a surplus in recent budgets, the time was right to eliminate the final 1 percent sales tax on residential heating fuel."

"Whereas the cut in property taxes last year amounted to a savings of approximately \$2.50 for a \$100,000 home in the county, this 1 percent cut can amount to a savings of \$30 a year," Darbyshire noted. "More importantly, it's an indication that we are concentrating on cutting taxes where it counts most. This tax cut is restricted to home owners and residential property and does not affect the fuel taxes paid by businesses and industrial plants."

Darbyshire said that the current difficulty in the ice-bound North Country clearly indicates the serious effects on people's lives when energy is lost. "We are more conscious of how energy and heating facilities affect our lives," he

said. "Fuel is a necessity and shouldn't be taxed."

Currier said that because of different payment schedules, the March 1 cutback of taxes will include payments made for delivery of fuel oil, natural gas and all other forms of energy for home heating after Feb. 15, if the bill comes in March.

The exemption from this 1 percent fuel tax is for all dwellings, including multiple residences, according to Currier. It will also include exemption from taxes for those dwellings which also include a place of business. "However, the use of the energy fuels by the residence will have to be separated," Currier said. "The business portion of the building will still have its heating fuels taxed."

Crowell considered for airport board

The Albany County Legislature will vote at its Feb. 9 meeting on the appointment of William Crowell III of 129 Garnett Lane in Slingerlands to the Albany County Airport Authority board.

His name was submitted by Albany County Executive Michael Breslin to chairman Charles Houghtaling of the county legislature in late December.

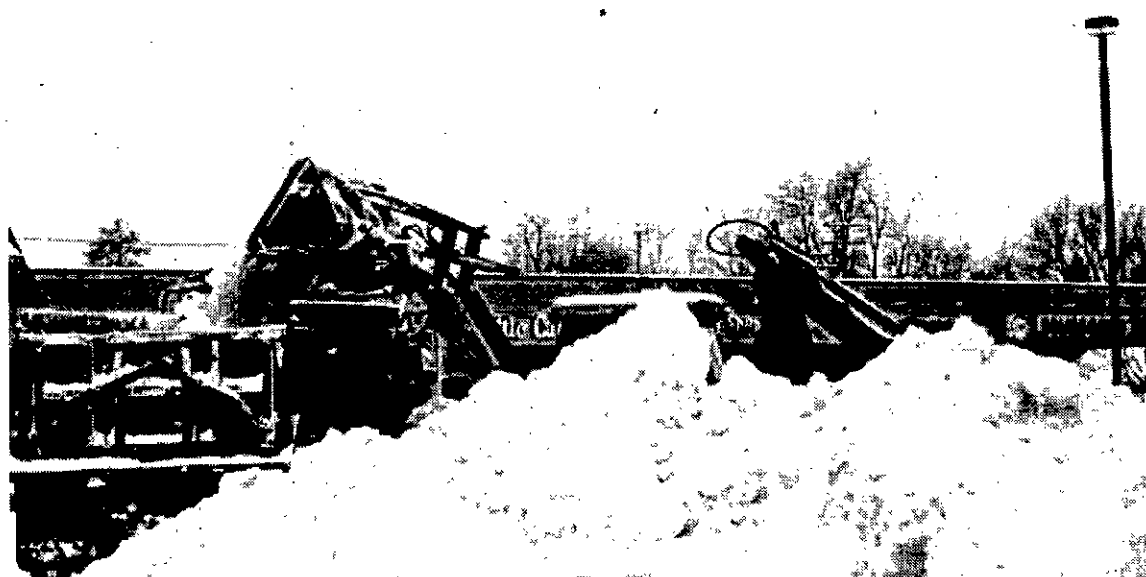
Crowell of the law firm of Hinman, Straub, Pigors & Manning in Albany, graduated from Albany Law School in 1976.

Library career center offers program

Bethlehem Public Library's career resource librarian Denise Coblisch will offer a program on electronic career resources on Tuesday, Feb. 24, at 7 p.m. at 451 Delaware Ave. in Delmar.

To register, call the library at 439-9314.

Plaza pick up



The view of Delaware plaza was all but obscured last week after a snowstorm Friday. Cleanup crews, however, made short work of clearing away the snow. *Paul Deyss*

BC schools to get more aid

By Lisa K. Kelly

Gov. George Pataki's office announced on Monday, Jan. 19, that the Bethlehem Central School District is slated to receive \$754,982 in additional state school aid.

Assistant Superintendent for Business Steven O'Shea said the district office hasn't received details of Gov. Pataki's proposed school aid but is optimistic the figures will be accurate.

"It's certainly an encouraging start," O'Shea said.

Once the figures are confirmed they will be integrated into the 1998-99 school budget. Bethlehem begins the budget process in early February.

O'Shea suspects a good portion of the increase will go to building aid.

ing aid.

Pataki proposed a 4.74 percent funding hike in elementary and secondary school aid statewide.

Bethlehem schools will receive a 7.5 percent increase, Voorheesville expects a 1.29 percent increase and Ravena-Coeymans-Selkirk will see a .79 percent increase.

Delmar library wins foundation grant

The Bethlehem Public Library recently received a \$610 grant from Community Foundation for the Capital Region to offer American Sign Language classes to the public and produce a sign-interpreted library tour video.

In the past year, the foundation has awarded more than \$800,000 in grants to area nonprofit organizations.

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Matters of Opinion

Update '98

In spite of many obstacles business people face in today's world, community entrepreneurs paint an upbeat picture in this week's Update edition.

In our annual business progress report, business men and women throughout the Capital District tell their stories and are featured in photos at their establishments.

We salute these advertisers, who are such an integral part of the community. From one-and-two person operations, to regional banks and markets, the Update section focuses on their special highlights in 1997.

We urge our readers to patronize these establishments who play a vital role in the local economy. Many show their good citizenship time and time again through financial support of local youth, sports and community organizations. Businesses also help fund-raising efforts by promoting many local events through posting fliers and notices.

Let local business people know that you are grateful for what they do, because what they do affects all of us. And remember, this is a great week to patronize business since it is tax-free week in New York.

Help thy neighbors

Two weeks after one of the most devastating weather events in New York state history, the North Country from Lake Ontario to Lake Champlain remains the prototypical disaster area, with tens of thousands without electricity as winter's bitter cold and snow complicate cleanup efforts.

The great ice storm of 1998 has evoked a tremendous community response in the Capital District (and around the country), from hundreds of emergency services volunteers to the thousands who have contributed canned food or batteries at their local supermarket.

But, as the crisis enters its third week, continued community support is vital.

The American Red Cross of Northeastern New York has set up a Winter Storm Disaster Relief Fund (1-800-HELP NOW) and the Salvation Army's Ice Angels campaign will ensure delivery of needed items dropped off at Price Chopper supermarkets, Fleet Bank branches and the Salvation Army warehouse behind Marshall's in Northway Mall in Colonie.

Nonsense secrets

When the Rev. Brendan O'Keefe took off with more than \$30,000 in money and valuables from St. Michael's Shrine in Glenmont in October, it sure looked like a crime or two had been committed.

Although O'Keefe argued via fax he was due the money and had owned the valuables, parishioners thought otherwise, and the fact that he was in parts unknown did little to establish O'Keefe's credibility.

The Bethlehem police noted that preliminary charges against O'Keefe included at least three counts of grand larceny and three counts of forgery, but O'Keefe was not officially charged with anything, and no warrant was issued for his arrest, while the district attorney's office presented the case to the county grand jury.

The grand jury agreed in November that it was probable O'Keefe had committed felony grand larceny, but its indictment was sealed, i.e., kept secret from the public which had shown a great deal of interest in the case.

For about two months, the fact that an absconding priest had been officially charged with stealing from his congregation was kept secret. For what purpose?

Grand juries are too secret as it is, sometimes almost like a Star Chamber doing the bidding of local prosecutors. When a common-sense indictment is kept secret for months for no good reason, it can only weaken public confidence in the criminal justice system.

Editorials

NY taking business initiative

By Daniel B. Walsh

The writer is president and CEO of the Business Council of New York State. He lives in Glenmont.

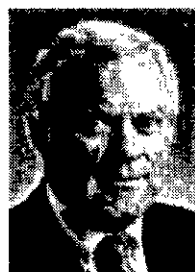
Not so long ago, government in New York state treated business as a villain — a menace to workers and public health, a deep pocket to be raided with heavy taxes, a scapegoat for the decline of our economy.

After we lost more than a half million jobs, New Yorkers came to the painful realization that we need business in this state. We need jobs, so working families can thrive here, and so our children can stay in the Empire State instead of moving elsewhere for opportunity. We need the wealth that business creates — because our high standard of living, to say nothing of tax revenues we need to pay for vital public services, is based on it.

And not so long ago, it often seemed the Capital District didn't think business was very important, either. In Bethlehem and elsewhere, both residents and elected officials sometimes acted as though we could live forever off the salaries provided by state government, and our region's fine educational and health-related institutions, without ever needing private employers.

Now, fortunately, our local elected officials have a different attitude. In Bethlehem, the administration and town board members are expressing the view that seeking new business has to be a top priority.

That's just plain common sense. As Bethlehem school Superintendent Les Loomis often points out, we need a strong tax base — with a healthy proportion of business — to maintain a high quality school system with continuing increases in student enrollments. We want children who grow up here to be able to find jobs nearby when they become adults. And, as the



Point of View

Bethlehem Chamber of Commerce has made clear, we want a community that's made up of more than residential neighborhoods — not only a great place to live, but an attractive mix of homes, commercial areas, public spaces and industry.

At the state level, the new, more business-friendly attitude has been accompanied by real policy changes. Gov. Pataki and the Legislature have cut our state income taxes by an average of 20 percent. (Compare the state tax form you file in the next few weeks with the one you filed three years ago, and you're likely to see a big difference). New York's regulatory agencies, formerly recognized nationally for their hostility to business, now take a more reasoned approach. The cost of creating jobs — workers' compensation premiums and unemployment insurance rates, for example — is going down. And leaders such as Senate Majority Leader Joseph Bruno are calling for further steps to make New York attractive to employers.

Those changes are based on the realization that New York competes with other states for the businesses and jobs we need to thrive. For years, we were losers in that competition. Jobs moved out, and many of our children moved to follow the jobs. Now, our economy is doing better. Businesses have created more than 250,000 jobs in New York during the past three years. And it seems clear that growth will continue throughout 1998. That's truly good news.

Local communities compete with each other, too. If one locality in the Capital District doesn't want a new industrial plant, another town not too far away will be more than happy to take it, along with the jobs and new tax revenue businesses create. If local entrepreneurs find it too difficult to open small businesses in one community, they'll be forced to go elsewhere — and perhaps change resi-

dences as well, contributing to downward pressure on local property values.

One potential roadblock to new business growth is just over the horizon. The state's new STAR program will provide much needed relief from school property taxes for homeowners around the state. In Albany County, the program will provide savings of at least \$480 a year for every homeowner. Most seniors (over age 65) will benefit even more, saving \$800 a year.

The danger is that school boards may perceive reduced voter opposition to increases in tax rates, and raise property taxes on businesses — which do not benefit from STAR. It's extremely important that school districts continue to keep a careful eye on spending, to prevent major business tax increases that would drive employers and jobs away just when we need them most.

Bethlehem, the Capital District and New York state as a whole have tremendous competitive advantages in today's ever changing economy. We have good schools and universities, giving us a well educated work force at a time when "knowledge workers" are more valuable than ever. The state is located at the center of the global economy; our region is a crossroads for the entire Northeast. Access to capital, transportation networks and cultural amenities are all here. Locally, we have excellent sites for industrial development, including property in and around the Port of Albany, and the area near GE Plastics and Owens Corning Fiberglas off Route 32.

Best of all, New York and its Capital District have a long tradition of innovation, and a business community that is smart and determined to grow. Economic pundits say the strong growth we've enjoyed in the past few years can't continue forever. But the truth is that, while slower periods will come, long-term trends look very good. Now that we're truly ready to compete, half of our challenge is met. We know new businesses and new jobs are out there. Let's go get 'em.

THE Spotlight

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Your Opinion Matters

Resident gives CMI proposal resounding 'no'

Editor, The Spotlight:

I am one of the many residents of Delmar who is opposed to CMI's request to rezone to commercial a portion of the oldest residential area of town. CMI has made no secret that they want this done so they can make a profit.

Even with a restriction in the new zoning designation, years down the road CMI, or any other conglomerate they might sell out to, can come back to the town and say, "We're not receiving a reasonable return on our money. We want to turn the assistive housing into apartments (offices, stores ...)." Once the zoning is designated commercial, this is not too difficult to accomplish.

It is not inconceivable either. As was pointed out at this month's meeting, the general trend in institutional housing is to downsize; to place people in community residences with 1/10th as many residents as proposed. The likelihood that a 107 bed residence will fall out of favor in a few years is very high, with the resulting request for a change of use for the building and further commercialization of the area.

The size of the proposed building would make it one of the largest in town. It is approximately 3,000 percent of the size of nearby homes!

Letters

If anyone wants to get an idea of how big this building will be, take a ride out to Washington Avenue and look at the Extended Stay America hotel across from the University, or farther out to Teresian House, which has nearly the same footprint on the surrounding land.

If board member Joseph Rooks does so, he will see for himself why the proposal is not the same as the clustered four unit apartment buildings up the street.

I must disagree with Floyd Brewer. I do not think the proposed design is beautiful and with his great interest in local history and architecture, I am surprised he would say so.

The building looks big and modern. The majority of the surrounding homes have steeply pitched roofs, while CMI offers only the hint of a pitch. The homes have small-paned windows and seldom any large, unbroken flat expanses of wall area.

CMI proposes long walls and large, single pane windows. Even Extended Stay America has divided up their windows into

smaller sections of glass. The design reminds me of the office complexes on Washington Avenue, or the hotels on Wold Road, perhaps a better location for this particular building.

I, personally, am not opposed to senior housing on the site — senior housing of the appropriate size. I am opposed to commercial rezoning. I've lived within a half mile of the site all my life, and currently live less than 200 feet away. The town's zoning code offers senior residence zoning to construct such housing. Commercial rezoning is not necessary to allow seniors to live in the heart of town.

A great deal of thought went into preparing the specifications

of senior residence housing zoning a few years ago. Rather than warehousing senior citizens, these regulations only permit 10 residents per acre, or a total of 67 for the proposed property, about half the number CMI would like to house here.

I'm sure many of my neighbors would be willing to consider, and likely welcome, an appropriately sized and appropriately zoned (not commercial) senior citizen housing proposal of compatible architecture. But as to CMI's oversized, commercial venture, the answer is no.

Bob Marriott

Letters policy

The Spotlight welcomes letters from readers on subjects of local interest. Letters are subject to editing in keeping with our rules of fairness, accuracy, style and length.

All letters must carry the writer's signature, address and phone number. Letters that cannot be verified will not be published.

Write to Letters to the Editor, The Spotlight, 125 Adams St., Delmar 12054. Letters may be faxed to 439-0609.

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Your Opinion Matters

CMI proponent: Plan gift from heaven

Editor, The Spotlight:

The proposed CMI senior housing project for the library area is likely to become the most significant decision the Bethlehem planning board makes regarding senior citizen life for many years to come. Having interviewed more than 200 seniors in my work on our bicentennial books and another 35 seniors in recent weeks, I know how many of them feel.

Dozens of seniors I have met want to be within walking distance of the library, town hall, their

Letters

churches and lifelong friends. They want to be part of the action during their waning years, and they especially want to retain the feeling that younger people care about them.

"We've got a lot of good years left," one 83-year-old resident told me. "I want to help the community I love anywhere they need me." He is typical of dozens of people I interviewed.

He has children and grandchildren living here whom he dearly loves and who enjoy visits with him. Affordable, conveniently located housing, such as the CMI proposal, will help him achieve his goals. Still, he says he is lonely. When I asked him if he had ever attended the Second Milers luncheons or senior programs at town hall, he said he wasn't much of a joiner.

The counselor in me sensed that he is a shy man who needs the social magnet mentioned in an AARP booklet called A Change for the Better, which stresses the importance of increasing the variety, accessibility and attrac-

tiveness of places where people meet, whether by accident or appointment.

The booklet offers a sensible philosophy: Few issues are more fundamental to the quality of life than where and how people live. Housing, one's most immediate physical environment, should be responsive to one's changing social, economic and physiological characteristics.

The CMI proposal is like a gift from heaven from my typical respondent, who is growing in numbers with the march of time. I hope the planning board will keep his cause in mind as it decides a matter vital to his future happiness.

Floyd Brewer

Delmar

Fax it to us

Why not fax your letters to *The Spotlight* at 439-0609? Remember, all letters must carry the writer's signature, address and phone number.

Letters are subject to editing in keeping with our rules for fairness, accuracy, style and length.

Resident fed up with business Nimbys

Editor, The Spotlight:

Ho-hum, the new year is here and already some of the locals have their shirts in a knot over the most recent commercial project, a senior center.

Last year, it was a chemical company that focused their ire and the year before it was water from the Hudson.

Perhaps the town motto should be: Don't build it, and they won't come.

One might ask what, if anything, of commercial value can be built in this town? Perhaps we are just a haven for lawyers and malcontents with time on their hands.

A friend who has left the area, said it for me, "This area is a lot like New England without any of its charm."

Reynard K. McClusky

Delmar

V'ville committee plans for centennial

Voorheesville's centennial committee will meet at the village office on Voorheesville Avenue on Wednesday, Jan. 28, at 7 p.m.

Local businesses or organizations that would like to participate in centennial festivities being planned for May 1999 are invited to send a representative to this meeting to discuss planning and coordinating events.

If your organization or neighborhood group would like to take an active part in the celebration but cannot attend this meeting, contact Kathy Martin at 765-2278 or call the village office at 765-2692.

Essay contest open to students

The Young Scholars essay contest is open to students who live and attend high school in New York.

The theme of this year's contest is A Life Worth Knowing.

Each entrant must write an essay about a figure from history whose life holds special meaning to the essayist.

First prize will be a college scholarship of \$5,000, second prize is a \$3,000 scholarship and third prize, a \$2,000 scholarship.

Three runners-up will receive \$500 each. The deadline for essays is April 1.

The Young Scholars contest was first offered in 1993. Last year the contest drew more than 800 entries.

For information, call state Assemblyman John Faso's Albany office at 455-5314.

Hamagrael Preschool slates open house

Hamagrael Preschool will hold an open house on Wednesday, Jan. 28, from noon to 1 p.m.

The school is accepting applications for the 1998-99 school year.

Hamagrael Preschool is a parent cooperative located at Delmar Reformed Church on 386 Delaware Ave. It offers programs for 3 and 4-year-olds.

For information, call Christine Hagan at 439-2815.

Chamber plans luncheon program

Bethlehem Chamber of Commerce will hold a general membership meeting on Thursday, Jan. 22, at noon at Normanside Country Club on Salisbury Road in Elsmere.

Chamber experts will present a program entitled "The Hottest Tips on the Future of Computer Use for You and Your Business." The luncheon program costs \$12. Reservations are required.

For information, call 439-0512.

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Per order of the U.S. Bankruptcy Court claim #9613374, The Albany Auction Gallery will be selling some of the contents of the homes of Harry Gridley consisting of: period furniture, canteen, sterling and decorative items. No reserves.

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FROM SOUTH AND WEST: NYS Thruway to exit 23, immediate right on 9W South, 1 mile to Big M Truck Stop. Left on Corning to the bottom of the hill.

FROM NORTH AND EAST: 787 South to South Pearl Street exit, left 1 mile.

FROM ALBANY: 2 miles south of the Pepsi Arena on South Pearl Street.

FOR INFORMATION, CALL JOAN BOHL, 426-1353.

RCS middle school names high honor, honor roll students

The following students were named to the high honor and honor rolls for the first trimester at Ravena-Coeymans-Selkirk Middle School.

Fifth-grade high honor roll

Melissa Ball, Matthew Buhrke, Kendra Burns, Jeffrey Correll, Moriah Cutro-Kelly, Scott Davison, Meaghan DePaula, Allison Dibble, Amanda Eissing, Elijah Fagan, Joseph Fisk, Joshua Goff, Amy Goodine, Mackenzie Goodman, Samuel Hafensteiner, Andrew Hamilton, Melissa Hamilton, Jacob Henriksson, Jordan Herman, Justin Herne, Daniel Hillman, Matthew Irving, Daisha King, Brandon LeFevre, Andrew Louis, Sean McGrath, Edward Mero, Aric Mine, Thomas Moore, Nicholas Moutopoulos, Annalise Nedeau, Katelin Nicholson, Tyler Norkun, Andrew Norris, Jessamine O'Brien, Alexander Orsi, Cassie Ostrander, Mandi Palmer, Patrick Peck, Laura Perrisco, Vanessa Persico, Allison Poetzsch, Donald Priest, Sabrina Pry, Melissa Ronan, Lauren Sebert, Danielle Sousie, Matthew Stalker, Brett Sykes, Kaylee Thyrring, Christopher Tice, Channing Tullis-Koonce, Susanna Wagner, Daniel Walker, William Weber, Sarah Wilsey, Cassandra Wolfe, Gilbert Zabel.

Sixth-grade high honor roll

Daniel Assael, Aimee Babcock-Ellis, Ashley Beach, Jaclyn Berghela, Danielle Bohl, Jill Breedlove, Casey Bridgeford, Joel Constantine, Angela Datri, Gregory DeLuca, John Dibble, Ajay

Duncan, Alfred Fargione, Robert Fargione, Emily Faul, Megan Felter, Kimberly Finnigan, Sean Gager, Valerie Gordon, Nicholas Hall, Charles Haslam, A'Shon Hughes, Lillian Kowalski, Erin Leavitt, Rebecca Machia, Zachary Mayes, Michael McCue, Chiara McKenney, Martha Moon, Jacqueline Noblett, Allan Northrup, Erin O'Brien, Rebecca Priester, Brendan Principato, Nyssa Przybylowicz, Patricia Rees, Ashley Ritzel, Stephanie Scalzo, Sarah Schools, Krystl Sherman, Sarah Sherman, Nicole Sickler, Kyle Siy, Laura Spoor, Herbert Tompkins, Nicholas Van Dervossen, Kayla Vatalaro, Alexandra Volkheimer, Matthew Zaloga, Eric Zell, Emily Zurakowski.

Seventh-grade high honor roll

Ian Applebee, William Archino, Matthew Bolen, Jason Bonafide, Lauren Buhrke, Ashley Chicaretti, Erin Clary, Nicole Corsi, James Craven, Nina Cutro-Kelly, Nichole DePaulo, Michael Duker, Meaghan Furst, Danielle Holley, Jessalyn Hotaling, Jacob Kriss, Adam Lammly, Nicole Leonard, Courtney Longton, Andrea Lopez, Carolyn Losee, Alyson Martin, Emily Miller, Rebecca Miller, James O'Connor, Joseph Orsino, Meredith Pascale, Jamie Philpott, Jessica Poetzsch, Victoria Pohlid, Jessica Pomakoy, Patricia Race, Laura Rarick, Stacey Schwartz, Steven Shepard, Michael Smith, Katie Stott, Matthew Stott, Russell Thompson, Kiernan Townley, Lorin Weidman, Jes-

sica Whydra, Jennifer Wickens.

Eighth-grade high honor roll

Melissa Andritz, Carly Assael, Robert Babcock-Ellis, Charles Biers, Katherine Bishop, Katy Boomer, Dorayne Boprey, Carla Borrelli, Paul Buhrke, Mandy Connors, Tanya Conrad, Anna Cross, David Cross, Justin Cross, Dustin Deering, Kathryn Edler, Caitlin Fansler, Amy Fernald, Anthony Ferrusi, Jennifer Fink, Michael Prodyne, Jessica Gadani, Kelly Gardner, Amy Giovannetti, Elizabeth Glassanos, Jacob Hafensteiner, Fallon Haldane, Jared Hoose, Christina Latter, Rachelle Luchkiw, Aubrey Maki, Rachel Matousek, Tara McGrath, Megan McGraw, Karly Mosher, John T. Poirier, Amanda Pomakoy, Andrea Preville, Stephanie Przybylowicz, Rachel Quimby, Joseph Rassier, Eva Ray, Courtney Ross, Shauna Sondak, Aubrey Spaulding, Sarah Stott, Adam Sugrue, Megan Tracey, Gillian Vaughn, Lorelei Wagner, Tera Weddell, Philip Whalen, Robert Williams, Katie Wolfe, Rebecca Wilsey, Rebecca Wolfe, Jennifer Yurek.

Fifth-grade honor roll

Matthew Arrell, Amanda Baitsholts, Jessica Bleichert, Derek Boprey, Ryan Brooks, Dustin Byrne, Sheena Childs, Ashley Corsi, John Cramer, Myles DeBacco, Neal Dolan, Frank Fuller, Megan Gadani, Bryan Hardy, Heather Herrington, Stephan Jasinski, Benjamin Keezer, Charles King, Alisha Kuder, Joshua Kurp, Robert LaDuke, George LaMountain, Jeffrey Latter, Roland Levi, Joenua Meyer, Michelle Montini, Gregory Myers, Brienne Nelson, Robyn Northrup, Jason Nunziato, Addison Osterhout, Joshua Parrella, Nicholas Perez, Kathryn

Raab, Adam Ross, Jeffery Ruso, Tiffany Schipano, Michael Sleeper, Benjamin Stumbaugh, Matthew Taber, Laura Tesch, April Therrien, Erin Tracey, Sarah Trombley, Jeffrey Vasquez, Thomas Vatalaro, Brian Wickham, Amanda Yackel, Jennifer Yowell.

Sixth-grade honor roll

Matthew Breithaupt, Ashley Byerwalters, Eoin Carroll, Audrey Constant, Ashley Finke, Natassia Fitzgerald, Kenneth Fuller, Kelly Furst, Jessica Hall, Jessie Hamilton, Jeffrey Hoose, Lawrence LaMountain, Evan Lesser Schmidt, Elissa Long,

□ HONOR/page 16

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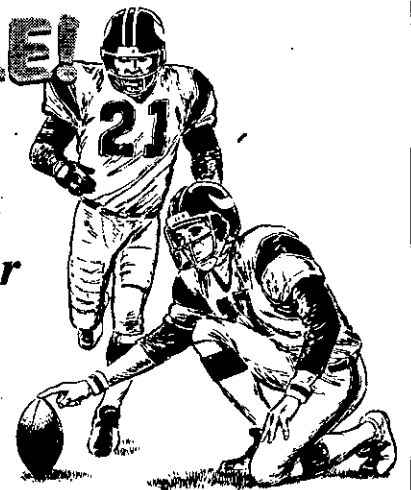
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1.5L Cab. Merlot	\$7.49
Rosemont 750ML Chard.	\$7.99
750ML Cab.	\$7.99
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Coaches Registration Thursday, Jan 22 Room 107
Player Registration Tuesday, Jan 27 Auditorium
Player Registration Thursday, Jan 29 Auditorium

⇒ Eligible player must have been born on or before December 1, 1993
⇒ New players must bring a copy of birth certificate for the Club to keep.



Nursery school slates informational meeting

Community Nursery School of First United Methodist Church of Voorheesville will hold an informational meeting for parents on Monday, Jan. 26, at 7:30 p.m. in the church social hall on Maple Avenue.

Teacher Rosemarie Pakenas and board members will discuss the school's philosophy and answer questions.

The school has been run as a parent cooperative for 31 years.

Children must be 4-years-old by Dec. 1 to enroll. Applications will be available at the meeting and at the church office.

NEWS NOTES

Voorheesville

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Conniff-Dineen
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A lottery drawing will be on Monday, Feb. 9, at 7:30 p.m. to fill the class. Applications will be accepted until 7 p.m. on Feb. 9.

For information, call Ivy Brockley at 765-2108 or the church office at 765-2895.

New Salem church to serve chicken and biscuit dinner

New Salem Reformed Church on Route 85 will dish up a chicken and biscuit dinner on Saturday, Jan. 24, with seatings at 4, 5 and 6 p.m.

Complete dinners cost \$7 for adults and \$5 for children ages 5 to 10. Children under 5 eat for free. Reservations are not needed.

Half day Jan. 23 at elementary school

Friday, Jan. 23, is a staff development day at the elementary school. Students will be dismissed at 11:50 a.m.

Morning kindergarten students will also be dismissed at 11:50 a.m. Afternoon kindergarten will follow a normal schedule.

PTA sponsors roller-skating

The PTA will sponsor roller-skating in the elementary school gymnasium on Friday, Jan. 23, from 12:15 to 2:15 p.m.

Tickets will be sold in advance at school for \$3.50 each and include skate rental.

Skaters should bring lunch and a drink. Children must be picked up in the cafeteria after skating.

Turkey calling planned at Thacher Park

A turkey calling demonstration and animal tracking program will be held at John Boyd Thacher State Park in New Scotland on Sunday, Jan. 25, at 1 p.m.

Allyn Wright will demonstrate turkey calling, and Mark Storti of the Environmental Clearinghouse of Schenectady will discuss animal tracking.

Participant should meet at the Indian Ladder parking area for this free program.

For information and to register, call 872-1237.

Middle level council to meet at high school

The middle level advisory council will meet on Thursday, Jan. 22, at 6:30 p.m. in the junior/senior high school library.

Eighth to ninth-grade transition, home and school communication, and ways to implement the middle level philosophy are on the agenda.

Everyone is invited to attend.

Senior Youth Fellowship to help homeless

The Senior United Methodist Youth Fellowship at First United

Methodist Church of Voorheesville has scheduled its annual Midnight Run for Saturday, Jan. 31.

The group is collecting donations of new blankets, travel size toiletries and money to purchase items for the homeless.

On Jan. 3, the group will meet at 8:30 p.m. at the church to assemble personal care kits.

They will then go to downtown Albany to distribute the kits and blankets to homeless people on the streets and in parks. They will also distribute items at homeless shelters.

To help out, drop off new blankets and travel size toiletries at the church office or social hall foyer on Maple Avenue, or write a check to FUMCV marked "Midnight Run" to help cover costs.

Village board to meet Jan. 27

Voorheesville's board of trustees will hold its first meeting of the new year on Tuesday, Jan. 27, at 8 p.m. at village hall on Voorheesville Avenue.

Friends of Music to meet at high school

Voorheesville Friends of Music will meet on Tuesday, Jan. 27, at 7 p.m. in room 160 at the high

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*Based on a comparison of Fraida Varah's statistics and the Capital Region Multiple Listing Service statistics for Albany County for the period January 1, 1996 to June 30, 1997



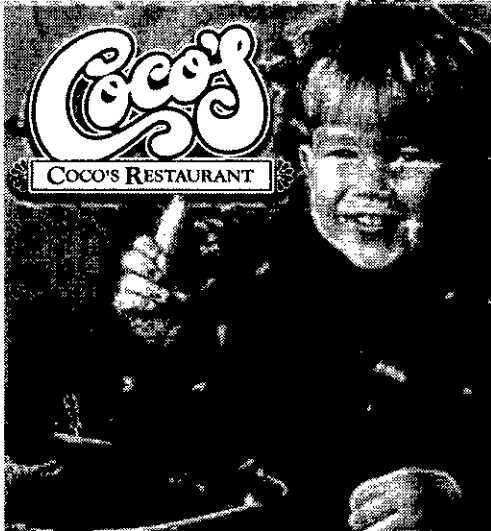
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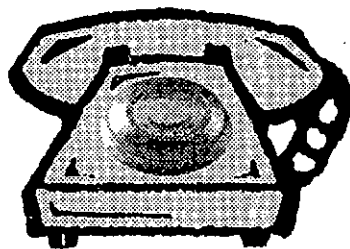


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school.

New members are always welcome to help support music in the school.

Local Methodists help build Habitat House

Members of First United Methodist Church of Voorheesville recently helped construct a Habitat for Humanity house on View Avenue in Albany.

In all, 28 people from Voorheesville worked on the house, along with members of other area United Methodist churches.

Curtis and Beatrice Richardson provided leadership, Dave and Karen Busick worked on heating, Bob Shedd on carpentry and Craig Shufelt did electrical work. The value of labor, materials and cash donated by the Voorheesville church is estimated to be more than \$5,800.

St. Matthew's men's group offering scholarship

St. Matthew's Men's Association is accepting applications for its \$200 college scholarship until Sunday, Feb. 22. High school seniors who are member of the parish are eligible.

Nominations are also being accepted until Feb. 22 for the annual Jim McDonough service award.

Application and nomination forms are on a table in the back of the church.

For information, call the church office at 765-2805.

Ski club sponsors information line

The high school ski club is sponsoring an information line during ski season.

Information about destinations and rates for upcoming trips will be available on the line, as well as any cancellations or changes.

Sign ups are always the Tuesday and Wednesday of the week preceding the trip on a first-come, first-served basis. You can call the information line at 446-4000, ext. 9935.

CHP to hold senior workshops

Community Health Plan will present a series of free informational workshops on understanding Medicare coverage through Senior Advantage on Wednesday, Jan. 28, at 9:30 a.m. at Tool's restaurant on 283 Delaware Ave. in Delmar.

A complimentary breakfast will be served.

The workshop will cover basic information about health care, the limitations of Medicare and the benefits of Senior Advantage, CHP's new Medicare product.

CHP is a community-based, nonprofit health plan that has been serving Medicare beneficiaries for nearly 20 years.

For information, call CHP Senior Advantage at 783-1864, ext. 42002.

Plaza announces drawing winners

Jim Krulcik of Delmar won a \$250 gift certificate, and P.E. Reagan of Delmar won a \$150 gift certificate in Delaware Plaza's holiday drawing.

RCS book fair kicks off PARP week

Ravena-Coeymans-Selkirk Central School District will host a book fair from Monday, Jan. 26 through Wednesday, Jan. 28, at Pieter B. Coeyman's Elementary School on Church Street in Ravena.

Both Pieter B. Coeymans and Becker Elementary schools will kick off Parents As Reading Partners programs starting Jan. 26.

The program is designed to encourage reading habits in youngsters by stressing the importance of parents and children reading together.

Make paper snowflakes at RCS Library

Ravena-Coeymans-Selkirk Community Library will sponsor a paper-crafting workshop for children on Saturday, Jan. 24, at 10 a.m.

Kids and parents can learn the elegant art of folded snowflake cutting and design.

Preregistration is suggested. To register, call 756-2053.

The library is planning to start a book discussion group. Details will be announced soon.

Come to RCS track for a free workout

Free exercise classes are being offered Tuesday and Thursday

NEWS NOTES

**Selkirk
South Bethlehem**
Linda Marshall
756-3520



evenings and Sundays at noon at the high school track on Route 9W. All ages are welcome.

For information, call 756-3237.

Library to host children's story hours

RCS Community Library in Ravena will host a children's story hour today, Jan. 21, at 7 p.m.

A story hour is also scheduled for Thursday, Jan. 22, at 10 a.m.

Children can come to the evening story hour in their pajamas.

Preschool and day care groups are welcome to attend Thursdays.

Call the library a day ahead at 756-2053 if you are bringing a group.

Delmar library offers program for toddlers

Bethlehem Public Library on Delaware Avenue in Delmar will offer a toddler program of stories, songs and a craft about cold weather on Saturday, Jan. 24, at 10:30 a.m.

The program, entitled "Hey Baby, it's Cold Outside," will be repeated on Monday, Jan. 26, at 10:30 a.m.

To register, call 439-9314.

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State parks announce February lottery for park reservations

Saratoga-Capital District State Park Region recently announced the picnic shelter reservation system for John Boyd Thacher, Grafton Lakes, Cherry Plain, Saratoga Spa, Moreau Lake, Mine Kill and Max V. Shaul State Parks.

The lottery system for Thacher, Grafton, Cherry Plain and Saratoga Spa enables park users to mail in the lottery application for the shelter they prefer, eliminating the need to make reservations at the park.

Reservations for shelters at Moreau, Mine Kill and Max V. Shaul can be made by calling the individual park offices.

To participate in the lottery, a patron must obtain a reservation application from the park office. The completed application should be returned no later than 8 a.m. on Monday, Feb. 2.

At that time a lottery drawing

will be held to assign picnic shelters. Shelter reservation confirmations will be mailed to patrons by Feb. 14.

Shelters can usually be reserved from early May through mid-October, with some variations from park to park.

After the lottery drawing, the remaining shelter reservations will be handled on a first-come, first-served basis.

John Boyd Thacher State Park, located 10 miles west of Albany on Route 157, has nine shelters available through the lottery. Shelter capacities vary from 100 to 200 people.

For information on these facilities and a lottery application, call the Thacher State Park office at 872-1237.

Grafton Lakes State Park, located 12 miles east of Troy on Route 2, has three shelters and

one tent available through the lottery.

The capacity of two of the shelters is approximately 125 people and the remaining shelter and tent each accommodate about 30 people.

Cherry Plain State Park, located off Route 22, 1.5 miles north of Stephentown, has one shelter available through the lottery. It can hold 75 to 100 people.

For more information on these facilities and a lottery application, call the Grafton Lakes State Park Office at 279-1155.

Saratoga Spa State Park, located in the city of Saratoga Springs, three miles north of Northway exit 13N, has eight shelters available through the lottery. Shelter capacities vary from 85 to 500 people.

For information on these facilities and a lottery application, call the Saratoga Spa State Park office

at 584-2535.

Moreau State Park, located in Northern Saratoga County, off Northway exit 17S in the foothills of the Adirondacks has one shelter and one tent which can be reserved.

The shelter accommodates approximately 120 people and the tent about 30 people.

For information on these facilities and a reservation application, call the Moreau State Park office at 793-0511.

Mine Kill and Max V. Shaul State Parks, located on Route 30, south of Middleburgh each have one shelter which will accommodate approximately 80 to 100 people.

For information on these facilities and a reservation application call the Mine Kill State Park office at 827-6111.

Engineers group to award scholarships

The Capital District chapter of the New York State Society of Professional Engineers awards scholarships to young people pursuing engineering as a career.

The chapter is offering three \$500 awards to students who have applied to a college or university with an accredited engineering program.

Applicants for the awards will also be eligible to receive three national scholarships offered by the National Society of Professional Engineers.

At the state level, the newly formed Foundation for Engineering Education will award a \$1000 Past Officer's Scholarship to the child of a member of the state society.

Applications are available at area high school guidance offices. For information, call Leo Hetling at 439-2102.

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Sports

BC wrestlers destroy Schalmont

By Gregg Ciprioni

The Bethlehem boys wrestling team rebounded from a tough home loss to Burnt Hills last week to crush Schalmont 53-18 on Wednesday, Jan. 14, at Schalmont High School.

"It (the meet) showed we're still a power in the (Suburban) Council," said sophomore Eamon McNiff, who won a forfeit victory at 160 pounds to improve his record to 1-1 on varsity this season.

Although losses in the middle weight classes hurt the Eagles last week, that was not the case against Schalmont. Bethlehem won five matches

in a row from 119 to 145 pounds, beginning with freshman Bill Tierney's forfeit victory.

The flurry continued with wins by seniors Tim Leonard, 125, Matt Brookshire, 130, Phil Demarest, 135, and junior Dean Kawczac, 140.

Bethlehem put Schalmont away with strong efforts in the higher weight classes from senior Dave Sherrin, 171, senior Mike DeLucco, 189, and sophomore Dennis Lenhardt, 215.

Bethlehem's next match is Wednesday, Jan. 21, at Bethlehem Central High School against Columbia at 6:30 p.m.

Bethlehem cagers win one, lose one

By Karly Decker

The Bethlehem boys basketball team broke its losing streak this week with a victory over Gunderland Tuesday, Jan. 13.

Leading by three points after the first quarter, the Eagles scored 17 to Gunderland's nine in the second quarter.

Geoff Hunter, who led the Eagles in points, scored eight of his 15 points in the second quarter.

Going into the second half leading 34-23, Bethlehem lost the third quarter, 22-18, but picked it up in the final quarter to go home with an 11 point win over the Dutchmen, 68-57.

Mark Svare, Kevin Russell, Pat Hughes and Chuck Abba contributed 12, 10 and eight points, respectively.

"Guilderland was a good win for us," said Eagles coach Chuck Abba. "We were happy to beat a team who we had lost to earlier in the season."

Bethlehem had previously lost to Guilderland in the Helderberg Tournament over the holidays.

The Eagles battled Shaker on Saturday and came up the loser by two points, 64-62.

The Eagles lost the first three quarters and went into the fourth trailing 35-51. However, Bethlehem

picked up its intensity, winning the final quarter, 27-13.

With a 3-5 league mark and 6-6 overall record, the Eagles play again Friday, Jan. 23, at 8 p.m. at home against Niskayuna.

Voorheesville volleys to a win

By Chris Bonham

The Voorheesville varsity volleyball team continued its winning season by defeating Cairo-Durham 3-1 on Wednesday, Jan. 14, in a close match. The Blackbirds now have a 4-1 record.

Cairo was undefeated going into the match against Voorheesville. In the first game, Cairo jumped ahead, grabbing an 8-0 the lead. The Blackbirds came back and stole the first game. In the second game, Blackbirds took an early lead, but Cairo strung together a sequence of points, which enabled them to defeat the 'Birds.

In both the third and fourth games, there was a see-saw battle between the teams for the lead. The Blackbirds endurance and drive won them both games, giving them the match.

"Our win was a total team effort," said coach Rich Melnyk.

"It was the most hustle I've seen in a while," said senior Eric Schedlbauer, a four-year veteran. "Nobody played for themselves."

Our win was a total team effort.

Rich Melnyk

But with the New Lebanon match being canceled because of last week's snow storm, Cairo will have a chance for revenge.

The teams were set to meet for a second chance on Cairo's home court on Tuesday, Jan. 20.

Melnyk said he will leave the same game plan in place when the 'Birds face Cairo again.

The coach also hopes Voorheesville will do well in the Columbia Greene College Invitational Volleyball Tournament in Hudson on Saturday, Jan. 24.

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BC hockey team trips up on the ice BC girls track shows promise

By Andrew Hartman

The Bethlehem Hockey team played one game last week in an overtime battle against Troy-Columbia on Saturday, Jan. 17, at the Knickerbacker Arena.

Bethlehem suffered a 3-2 loss after a Troy goal in the extra period.

The game was a defensive duel, as junior goalie Adam DiMuria stopped 27 shots for Bethlehem, while the Troy goalie grabbed 23. Both teams struggled to put the puck in the net, and it showed on the scoreboard.

Senior Greg Cooper scored both of Bethlehem's goals, but they proved to be not enough, as Troy got the job done in overtime.

The Eagles had the goal of reaching the .500 mark as a focus for the Troy-Columbia game, which made the very close, well-played loss hurt all the more.

Now the Eagles, at 4-6-1, have some work on their hands, as their remaining schedule dictates that they only have only a handful of chances to redeem themselves.

Bethlehem was expected to be

especially pumped up for a showdown with the Brothers of CBA on Tuesday, Jan. 20.

Jeff Smith, a senior right wing for the Eagles, pointed out that the best way to shake off the Troy-Columbia loss was to defeat CBA.

"We need to beat CBA on Tuesday," Smith said. "We are so mad. It could have gone either way. Their goalie won it for them."

"Adam did a great job in goal," he continued. "It is too bad we lost this one."

Bethlehem Pop Warner slates officers' vote

Bethlehem Pop Warner will hold its annual meeting Monday 7 p.m. at Bethlehem Town Hall, located at 445 Delaware Ave. in Delmar.

The public is invited.

Bethlehem Pop Warner members will have an opportunity to vote for the 1998 board of directors and officers.

For information call Mitch Griffin at 439-5671.

By Tara Gerber

The girls indoor track team has had a successful and promising season. Already this year, after seven league meets, the girls have had three first-place finishes. The last time the girls placed first in a meet was more than 10 years ago. The meet on Monday proved again to be a strong one for the girls.

In the 4X200-meter run, Katie Noonan, Caryn Leonardo, Liz Cappiello and Diana Woodworth, for the third time this season, broke the school record with a time of 1:52.8, placing them first.

"We are finally making a name for ourselves," said Noonan, a sophomore and a three-year varsity runner.

Woodworth also placed fifth in the 55-meter hurdles with a time of 9.5.

In the high jump, the team was led by senior and co-captain Liz Hart. She easily cleared the 4-foot 9-inch bar.

The last time the girls placed first in a meet was more than 10 years ago.

"We attribute most of our success as a team to the increased depth that we have acquired," said Hart.

"We are going all the way,"

said head coach Jen Hickman. She added she plans on taking 10 girls to the state qualifiers, where she thinks her team will also be strong.

Already this year, Woodworth set a school record in the 55-meter dash with a time of 7.2 along with Kim Link, who broke the school record in the 300-meter run with a time of 42.06.

Hickman also is expecting continued excellence by Addie Blabey in the 60-meter run and the 4x400-meter relay run, which consists of Noonan, Leonardo, Woodworth and Blabey.

The next meet is a relay Saturday, Jan. 24, at RPI.

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Lady Eagles offering Sunday basketball clinics

The newly formed Bethlehem Lady Eagles Basketball Club is conducting clinics on Sundays during the basketball season.

Girls in the grades, three through eight are invited and encouraged to attend the skills clinics.

For information, call 439-2007.

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Del Lanes lists high scorers

The following people earned bowling honors at Del Lanes during the week of Monday, Jan. 19.

Senior Citizen Men: **Fréd Oliver Jr.**, 268 and 928 in three games; **Dave Griffin**, 521 in three games; and **Steve Walley**, 595 in three games

Senior Citizen Women: **Cora Kubisch**, 187; and **Phyllis Smith**, 457 in three games.

Men: **Bill Cornell**, 300 and 1048 in four games; **Mike Stone**, 298; and **Joe Bartczak**, 785

Women: **Josephine Vinditti**, 246; **Sue Duncan**, 630; and **Heather Selig**, 813.

Adult Junior Men: **Phil Hausman**, 279 and 724 in three games; and **Lou DeVoe**, 244, and 627 in three games.

Adult Junior Women: **Marie Yaggle**, 203 and 518 in three games

Junior Classic: **Mike Westfall**, 267 and 911 in four games; **Chris Williams**, 241; **Courtney Radick**, 278; and **Amanda Clapper**, 222

Majors: **Mark Eberhard**, 233 and 597 in three games; **Chris Sifka**, 219; **Mary Westfall**, 196; and **Bridget AuClaire**, 191.

Juniors: **Nick Kallner**, 207 and 528 in three games; **Matt Harter**, 170; **Katie Duncan**, 201; and **Ashley Levine**, 212

Preps: **Mike Connelly**, 171 and 468 in three games; **Paul Parker**, 153; **Jessica Starr**, 156; and **Amanda Curtin**, 132

The following people earned

Del Lanes offers new night out

Del Lanes off Delaware Avenue in Delmar will offer a merchants' night out program on Thursdays beginning Jan. 22 from 9:15 to 11 p.m. and running through April 9.

The cost of \$8 per week includes two games, a new bowling ball and a party in April. The cost is \$5 per week without a ball. For information, call 439-2224.

bowling honors at Del Lanes during the week of Monday, Jan. 12.

Senior Citizen Men: **Bob Lynk**, 266 and 917 in three games; and **Richard Neumann**, 552 in three games.

Senior Citizen Women: **Eleanor Moak**, 200; **Ruth Logan**, 515 in three games; and **Marilyn Broomberg**, 182

Men: **Phil Hausman**, 300 and 1010 in four games; and **Joe Mazuryk**, 298 and 1052 in four games.

Women: **Erin Barkman**, 267 and 908 in four games.

Adult Junior Men: **Ed Leno**, 269 and 680 in three games; and **Steve Vnuk**, 237, and 620 in three games.

Adult Junior Women: **Beth Mathews**, 247 and 573 in three games; and **Maria Yaggle**, 188 and 458 in three games

Junior Classic: **Joe Stapleton**, 289 and 870 in four games; **Erin Fagan**, 208; and **Rich Antonio**, 228 and 830 in four games.

Majors: **Mary Westfall**, 218; and **Matt Harter**, 207 and 581 in three games.

Juniors: **Kati Weeks**, 151; and **Shaunna Sondak**, 176 and 454 in three games.

Preps: **Rebecca Plog**, 118; **Mark Bryan**, 80; and **Jake Raymond**, 163 and 411 in three games.

Dolphins compete at Canajoharie

Eight Dolphin swimmers traveled to Canajoharie earlier this month to participate in a United States Swimming meet for developmental swimmers.

Scott Solomon finished first in the 200-yard freestyle and second in the 50-yard breaststroke in the 11- and 12-years-old category.

A first place finish in the 50-yard freestyle and 50-yard butterfly was won by 10-year-old **Larry Gloeckler** while 10-year-old **Lauren Grady** finished second in the 50-yard backstroke. Lauren also came in fourth in the 50-yard butterfly.

In the 8-and-under category, **Jimmy Kivlen** of Selkirk finished second in the 25-yard backstroke and the 25-yard breaststroke.

Katie O'Donnell, 7, finished first in the 25-yard backstroke and second in the 50-yard freestyle.

Alyssa Sullivan brought home the gold with first place finishes in both the 25-yard freestyle and the 25-yard breaststroke.

Kristen Gloeckler, with just two months of competitive swimming experience, finished third in the 25-yard backstroke and fifth in the 25-yard breaststroke and freestyle.

Martha Grady swam her personal best, earning BB qualifying times in the 50-yard freestyle and 25-yard butterfly.

Starfish to teach swimming

The Albany-Voorheesville Starfish Swim Club will conduct swimming lessons for children ages 4 through 14 this spring. Lessons will begin Saturday, Feb. 7, and continue for 10 weeks through May.

Lessons will be held at the pools at SUNY Albany Saturday mornings and at Siena College Sunday afternoons, Albany High School Monday evenings, Albany Public Bath 2 Tuesday evenings and Voorheesville High School Thursday and Friday evenings.

Classes are 45 minutes and follow the American Red Cross plan, with Red Cross certified instructors.

Individual classes are kept small to maximize learning, especially for younger swimmers.

All classes include swimmers of all levels, so children in a family can attend the same class.

For complete schedules and registration information, call 765-4267 or visit the Starfish on the world wide web (after Jan. 24) at <http://members.aol.com/Avstarfish/starfish.htm>

The A-V Starfish Swim Club is a not-for-profit, tax-exempt organization established to train youth in swimming and to promote the sport.

It has been in existence since 1964 and in 1996-1997 the club provided swimming lessons to more than 1,200 children throughout the Capital District.

The club also operates a competitive swim team and a masters swimming program for adults.



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Landfill

(From Page 1)

Environmental Conservation gave ANSWERS permission to fill remaining space in the landfill.

"Their (ANSWERS) engineers estimate it will last four years," said Gregg Sagendorph, Bethlehem highway superintendent.

Sagendorph said the town has used this landfill since the early 1980s along with 13 other municipalities.

In other business, the board agreed to apply for a \$18,079 grant from the state Division of Youth.

David Austin, administrator of the Parks and Recreation Department said the grant is \$643 more than 1997's allocation. The money will offset costs of the youth employment program, Project Hope and summer recreation programs.

The youth employment program matches high school stu-

dents 14-years-old and older with town residents who request assistance with various jobs around the house.

Austin said babysitting, shoveling snow, raking leaves and pet care are among the most popular requests from residents who use the program.

"Most students are willing to do that type of job," said Austin. "But it really depends on the student."

The youth employment division is like a matchmaker. It connects people, but doesn't negotiate wages between employer and employee.

"It's an opportunity for young people to get a taste of what a commitment to a job is all about at a very young age," Fuller said.

Students who would like to be part of the employment program, can call Sharon Felson Tuesdays,

Wednesdays and Thursdays between 2 and 4:30 p.m. at 439-0503.

Project Hope, supported by the town, provides counseling to troubled teenagers and their families.

Fuller said the town provides a line in the budget for Project Hope every year, but does not directly provide services.

In other matters, the board appointed Bernard Kaplowitz, town attorney, at a salary of \$37,397 per year, and Bruce Secor, commissioner of public works, at a salary of \$76,263 per year, at its January organizational meeting.

New Salem church to serve breakfast

New Salem Reformed Church on Route 85 will serve an all-you-can-eat pancake breakfast on Saturday, Feb. 7, from 7:30 to 11:30 a.m.

Zoning

(From Page 1)

shopping centers, business or professional offices, banks or other monetary institutions, data processing centers, motels, restaurants, personal service shops or any other suitable use recommended by the planning board and approved by the town board.

Flanigan and Supervisor Sheila Fuller said they don't know what decisions will be made on the CMI project.

Flanigan added that in his personal opinion, the Delaware Avenue site is a perfect spot for the CMI project.

Delmar library hosts Saturday story times

Bethlehem Public Library's youth services department continues its series of Saturday morning story times to accommodate children of working parents.

Sessions are scheduled for Saturdays, Jan. 31, Feb. 7, 21 and 28, and March 28, at 10:30 a.m. at the library on 451 Delaware Ave. in Delmar.

Saturday Storybreak is for children ages 3 to 6. Parents must attend with their children. For information, call 439-9314.

Honor

(From Page 9)

Gladys Lugo, Thomas Mabee, Julie Masa, Thomas McDonald, Jessica Musso, Charles Olinger, Marcie Pry, Clarissa Quackenbush, Alyssa Raynor, Richard Rider, Douglas Schalble, Christie Shields, James Snider, Brittany Sutton, Chelsea Vautrin, Charles Williams, Jason Yurek.

Seventh-grade honor roll

Michael Adams, Parker Beach, Marc Bohl, Candace Brooker-Thyrring, Dara Byrne, Christopher Cary, Holly Clifton, Tyler Collins, Steven Correll, Megan DeAndrea, Laura Delahaye, Sarah Dennis, Amanda Farrant, Brian Frangella, Katie Garcia, Krystal Geraldson, Kristina Harris, Brian Hart, Erin Herman, Jessica Ingraham, Jessica Jimenez, John Jones, Christopher Jordan, Christopher Kot, Ravi Kriss, Matthew Krzykowski, Heather LaMorre, Sean LaMora, Harrison Lehmann, Krista Lent, Robert Lozano, Daniel Macie, Jennifer Masa, Carolyn McMullen, Jennifer Mero, Pamela Morrison, Pamela Moutopoulos, Stephanie Mulligan, Bryan Noble, Beckie Nowak, Richard Olinger, Desiree Palmatier, Catherine Parisi, Jason Parker, Analiesia Quattlebaum, Katherine Ribley, Crystal Ringler, Kelly Rysedorph, Benjamin Salovitz, Johanna Scalzo, Justina Schipano, Kari Schoenig, Eliza-

beth Smith, Jill Stumbaugh, Benjamin Walker, Mark Wallace, Alana Williams.

Eighth-grade honor roll

Ashley Armer, Mitchell Baitsholts, Crystal Baldwin, Michael Baumes, Alisha Bennett, Amy Billetts, Laura Boehlke, Chrystal Bowen, Jeffrey Bradley, Shannon Coale, Christopher Currey, Matthew Dardani, Adrienne Davis, Stephanie Davison, Jennifer DeForge, Amanda Dell, Amy Denson, Sara Dolan, Pamela Dunican, Elizabeth Fink, Robert Fisk, Brian Fuller, Kimberly Gardner, Amanda Hamilton, Mark Hamilton, Jason Hartley, Jeremy Irwin, Kristofer Jeune, Davin Krzykowski, Rachel Kuhnman, Robyn Machia, Stefanie McLaren, Conor Morgan, Katherine Mullarkey, Thomas Nevinger, William Orsi, Katelyn Pauly, Christopher Penalver, Darrick Priester, Alison Raab, David Raimo, Victoria Roth, Jessica Seaburg, James Stanton, Dallas Trombley, Joel Trombley, Jesse Turner, David Whydra, Samantha Zazycki.

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Obituaries

Harvey W. Snye

Harvey W. Snye, 89, of South Main Street in Voorheesville died Friday, Jan. 16, at St. Peter's Hospital in Albany.

Born in Ausable Forks, he was a longtime resident of Voorheesville.

Mr. Snye worked for the state Department of Health, retiring in 1972 as a chief engineer.

He was a communicant of St. Matthew's Church in Voorheesville and a member of the Knights of Columbus in Altamont.

He was the husband of the late Genevieve Crawford Snye.

Survivors include a daughter, Beverly LaRock of Voorheesville; 11 grandchildren; and 20 great-grandchildren.

Services were from the Reilly & Son Funeral Home in Voorheesville and St. Matthew's Church.

Burial was in Our Lady of Angels Cemetery in Colonie.

Contributions may be made to Community Hospice of Albany County, 315 S. Manning Blvd., Albany 12208.

Fortune J. Mirabile

Fortune J. Mirabile, 63, of Glenmont died Saturday, Jan. 17, at Stratton Veterans Affairs Medical Center Hospital in Albany.

Born and educated in Albany, he was a veteran of the Korean War.

Mr. Mirabile was a truck driver for Holmes Transportation for more than 30 years.

Survivors include a sister, Josephine S. Mirabile of Glenmont.

Services are scheduled for today, Jan. 21, at 8:45 a.m. from the Daniel Keenan Funeral Home, 490 Delaware Ave., Albany, and at Our Lady Help of Christians Church at 9:30 a.m.

Burial will be in Our Lady Help of Christians Cemetery in Glenmont.

Grace C. Newkirk

Grace C. Hillman Newkirk, 79, of Selkirk died Friday, Jan. 16, at her home.

Born in Albany, she was a longtime resident of Selkirk.

She was a member of First Reformed Church of Bethlehem and Bethlehem Sunshine Senior Citizens.

Mrs. Newkirk was the widow of Alfred T. Newkirk.

Survivors include two daughters, Louise Goes of Florida and Barbara Pickup of Selkirk; three sons, John Newkirk of Glenmont, and Donald Newkirk and Edward Newkirk, both of Selkirk; two brothers, John Hillman and Henry Hillman, both of Selkirk; 12 grandchildren; and nine great-grandchildren.

Services were from First Reformed Church of Bethlehem. Burial was in Elmwood Cemetery in Selkirk.

Arrangements were by the Babcock Funeral Home in Ravena.

Contributions may be made to St. Peter's Hospital Home Care, 315 S. Manning Blvd., Albany 12208 or Bethlehem Volunteer Ambulance Service, PO Box 246, Selkirk 12158.

Gertrude Bonham

Gertrude Gladden Bonham, 92, of Deer Cliff Road in Voorheesville, died Thursday, Jan. 15, at Our Lady of Life Health Center in Guilderland.

Born in Leavenworth, Kan., she lived in Voorheesville for the past nine years.

Mrs. Bonham was the widow of Raymond R. Bonham.

Survivors include a son, Larry Bonham of Voorheesville, and a grandson.

Services were private.

Arrangements were by the Reilly & Son Funeral Home in Voorheesville.

Contributions may be made to the Activities Fund, Our Lady of Life Center, 2 Mercycare Lane, Guilderland 12084.

Michael H. Munyan

Michael H. Munyan, 58, of Woodlake Road in Guilderland and formerly of Voorheesville, died Thursday, Jan. 15, at his home.

Mr. Munyan was an engineer for IBM, retiring last year.

He was a Navy veteran. He was a member of the Voorheesville men's bowling and golf leagues.

Survivors include his mother, Gertrude Hall Munyan of Slingerlands; his wife, Mary McVee Munyan; two daughters, Suzanne Munyan Jensen of Altamont and Laura Munyan Michel of Madison, Conn.; two sons, David Munyan of Altamont and William Munyan of Delmar; two sisters, Margaret Baker of Rochester and Sally TenEyck of Voorheesville; a brother, John Munyan of Rochester; and two grandchildren.

Services were private.

Arrangements were by the Reilly & Son Funeral Home in Voorheesville.

Contributions may be made to Community Hospice of Albany County Home Care, 315 S. Manning Blvd., Albany 12208.

John J. Platel

John J. Platel, 79, of Delmar died Wednesday, Jan. 14, at his home.

Born in Albany, he was educated in Rensselaer.

Mr. Platel was an Army veteran of World War II, serving in the European Theater.

He was a brakeman for the former New York Central and Conrail for 39 years before he retired.

Survivors include his wife, Lorraine E. Platel; five sons, Mark J. Platel of Delmar, John Platel of

Highland, Richard P. Platel of Rensselaerville, Robert Platel of Cohoes and Craig A. Platel of Kansas; two daughters, Karen L. Bruhn of Esperance and Patricia A. Platel of Schenectady; a sister, Mary Hepinstall of Rensselaer; and 15 grandchildren.

Services were from the New Comer-Cannon Family Funeral Home in Colonie.

Mr. Platel will be buried in Saratoga National Veterans Cemetery.

Contributions may be made to Community Hospice of Albany County, 315 S. Manning Blvd., Albany 12208.

Robert J. Westervelt

Robert J. Westervelt, 82, of Albany and formerly of Feura Bush died Monday, Jan. 12, at Community Hospice of Albany County.

Born in Albany, he was a longtime resident of Feura Bush before returning to Albany.

Mr. Westervelt was a welder for Freuhauf Trailer in Menands for 17 years. He then worked as a truck mechanic for Red Star until he retired in 1976. He was a communicant of St. Margaret Mary's Church in Albany.

Survivors include his wife, Margaret Reis Westervelt; four sons Robert J. Westervelt of Loudonville; Frank L. Westervelt and Joseph R. Westervelt, both of Selkirk, and Rodney J. Westervelt of Rensselaer; two daughters, Karen Hendrickson of New Baltimore and Ann Marie Vertifuville of Syracuse; and seven grandchildren.

Services were from the McVeigh Funeral Home in Albany and St. Margaret Mary's Church.

Entombment was in Memory's Garden in Colonie.

Contributions may be made to Community Hospice of Albany County, 315 S. Manning Blvd., Albany 12208 or Daughters of Sarah Nursing Home, Washington Avenue Extension, Albany 12203.

Zoning board cancels meeting

The Bethlehem Zoning Board of Appeals meeting scheduled for Wednesday, Jan. 21, has been cancelled. The next regular meeting will be Feb. 4.

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V'ville nursery sets info night

Community Nursery School of the First Methodist Church of Voorheesville will hold an informational meeting for parents on Monday, Jan. 26, at 7:30 p.m. in the church social hall on Maple Avenue in Voorheesville.

Teacher Rosemarie Pakenas and board members will discuss the school's philosophy and answer questions.

The school has been run as a parent cooperative for 31 years.

Children must be 4-years-old by Dec. 1 to enroll.

Applications will be available at the meeting and at the church office.

A lottery drawing will be held on Monday, Feb. 9, at 7:30 p.m. to fill the class. Applications will be accepted until 7 p.m. on Feb. 9.

For information, call Ivy Brockley at 765-2108 or the church office at 765-2895.

Five Rivers offers Owl Camp

The natural history, ecology and conservation of the owls of New York State will be the focus of a parent/child sleep over program to be held Friday, Jan. 30, through Saturday, Jan. 31, at the Five Rivers Environmental Education Center on 56 Game Farm Road in Delmar.

Owl Camp '98 will be a fun overnight experience geared to middle school comprehension.

Campers will go on owl prowls, learn how to identify owls by sight and sound, analyze owl pellets, construct an owl nest box and more.

Tuition is \$25 per parent/child team and \$20 for Five Rivers Limited members.

Registration will be on a first come, first served basis. The deadline is Monday, Jan. 26.

For information, call 475-0291.

Snowshoe walk offered

Five Rivers Environmental Education Center on Game Farm Road in Delmar will offer a snowshoe walk on Saturday, Jan. 24, 2 p.m.

The program will present the basics of snowshoeing, including the history of snowshoes, different types and styles and how to choose the right one for you.

Participants will learn some

techniques of travel on snowshoes, accompanied by a naturalist. If there is insufficient snow, the hike will be done on foot.

Call to reserve snowshoes, or bring your own. Children must be in fourth-grade or higher to fit into Five Rivers' snowshoes.

Participants should dress for the outdoors. For information, call 475-0291.

Library schedules SAT review

A representative from the Princeton Review will discuss techniques to improve PSAT and SAT scores on Saturday, Jan. 24, at 1 p.m. at Bethlehem Public Library

on Delaware Avenue in Delmar.

High school sophomores and juniors and their parents are encouraged to attend. For information, call 439-9314.

Crisis center seeks volunteers

The Albany County Rape Crisis Center is seeking adult volunteers to staff its 24-hour emergency hot line.

Training sessions will be held Tuesdays and Thursdays, Feb. 3 to March 17, from 6 to 9 p.m. at the Albany County Office Building on 112 State Street in Albany.

Volunteers staff the hotline from home, responding to crisis calls from past or current victims of sexual assault.

They can also provide assistance and support at hospital emergency rooms or police departments within the county.

Volunteers sign up in advance for seven-hour shifts, covering

mornings, afternoons, evenings or overnights.

Volunteer Court Advocates are also needed to accompany victims of violent crime to area courts. Volunteers assist victims when they talk to members of the district attorney's office and other court personnel, and support the victim when he or she is testifying.

For information, call 447-7100.

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Newberry winners on tap for kids

The Newberry Medal Award winners in Children's literature have been announced, and the library is pleased that we have all of them available for your child's reading pleasure.

Voorheesville Public Library



The annual awards are presented for the most distinguished contributions to American literature. Joyce Laiosa, youth services librarian, contributes her own observations about the winners:

Out of the Dust by Karen Hesse — in free verse form, this story of

a 14-year-old, who is injured in a burning accident which takes her mother's life, is heartbreaking and rewarding.

Ella Enchanted by Gail Carson Levine — a wonderful choice. Brings new life to the Cinderella tale.

Lily's Crossing by Patricia Reilly Giff — the sights and sounds, fears and deprivations of World War II affect the summer vacation of 10-year-old Lily.

Wringer by Jerry Spinelli — a 10-year old boy grapples with the questions of conformity and peer pressure. This book should stay with you forever, a great coming-

of-age story.

Laiosa has also produced a list for potential mad scientists which spotlights books on science projects, such as *Super Science Concoctions* — 50 mysterious mixtures for fabulous fun. And *101 Great Science Experiments easily done with household items*, *Science Experiments Your Can Eat*, *Gee Whiz* and *How to Mix Art and Science*.

Let your kids spend some winter Saturdays experimenting in the kitchen or basement with principles of color, light, sound, water and nature.

Barbara Vink

The world is yours at information center

An A to Z selection of useful and timely information is housed in the library's collection of pamphlet files. Maintained by reference librarian Meryl Norek, they are kept in a bank of brown cabinets near the general encyclopedias and health information center.

The collection is divided into two sections — travel and miscellaneous — with travel files subdivided in to U.S. and International. The U.S. files are arranged alphabetically by state,

with separate folders for well-known tourist sites such as Cape Cod and Yellowstone. The international files, also arranged alphabetically, contain a separate file especially for cruises. (Patrons might wish to consult that particular file after attending "Considered a Cruise Lately?" a library program on Monday, Feb. 9, at 7:30 p.m. offering tips on choosing a vacation cruise). Call the library to register. All travel files contain current brochures, travel guides, touring maps and other helpful information.

The miscellaneous files are weighted toward current medical, educational and social concerns such as Alzheimer's disease, attention deficit disorder, date rape, drunk driving, long-term care and Reyes syndrome.

General interest files include a smorgasbord of topics. New files added since last July include breast cancer, estrogen, hormone replacement therapy, child abuse, investment clubs, state consumer protection and automobile leasing. A very recent addition contains laws, precedents and general information about assisted suicide.

Pamphlet file information takes many forms: brochures, pamphlets, reprinted articles and hard copy from computerized sources such as Infotrac, the Internet and our soon-to-be installed on-line periodical index Ebscohost.

Pamphlet files can be a helpful supplement to research projects because they track issues of current public interest and debate. Pamphlet files are also a valuable source of names, addresses and phone numbers of service organizations and their representatives.

For the most part, materials have been obtained free of charge from chambers of commerce, cruise lines, travel magazines, advocacy groups and various health and community services organizations.

Most can be borrowed for two weeks. Selections are brought to the reference desk where they are packaged in special envelopes and checked out.

Materials that are in especially heavy demand are non-circulating, simply to keep them available to patrons at all times. All materials are continually reviewed and replenished. Reference staff are on hand to help patrons use this excellent resource.

Louise Grieco

Bethlehem G.O.P. Cocktail Reception

NORMANSIDE COUNTRY CLUB

Elsmere, New York

Thursday Evening, January 29, 1998

5:30 to 8:30 p.m.

Carving & Pasta Stations · Cash Bar

\$25.00

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Special on Wmht CHANNEL 17

Scientific American Frontiers: Nordic Sagas
Wednesday, 8 p.m.

Ballykissangel
Thursday, 8 p.m.

Umberto D
Friday, 10 p.m.

America's Family Kitchen With Vertamae Grosvenor
Saturday, 1 p.m.

Nature: Cats
Sunday, 8 p.m.

The Irish in America: Long Journey Home, Part I
Monday, 9 p.m.

NOVA: Supersonic Spies
Tuesday, 8 p.m.

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Melissa Bendt and Stephen Ainsworth

Bendt, Ainsworth to marry

Melissa Elaine Bendt, daughter of Kathleen and William Bendt of Charleston, S.C., and Stephen Daniel Ainsworth, son of Karen and John Ainsworth of Delmar, are engaged to be married.

The bride-to-be is a graduate of Clemson University. She works for Doctors Sanders, Del Norte,

Ramsey and Bielsky in Charleston, S.C.

The groom is a graduate of Bethlehem Central High School and Rensselaer Polytechnical Institute. He is currently a Ph.D. candidate at Clemson University.

The couple plans a May 23 wedding.

Bolens celebrate 50th

Chet and Joan Bolen of Maple Avenue in Selkirk celebrated their 50th anniversary on Oct. 11 at a party given by their children at Pineview Community Church in Albany.

The couple was married Oct. 11, 1947 at the University Chapel at the University of Virginia in Charlottesville, Va.

Chet is retired from Sterling Winthrop Research Institute in Rensselaer, and Joan is retired from Pineview Pre-School in Albany, where she was a teacher.

The couple has seven daughters; Ginny LaGoy and Missy McGrath of Albany, Nancy Brennan of Delmar, Jill Gregory of Slingerlands, Mary Lou Walker of Selkirk, Cathy Gettys of Lexington Park, Md. and Jennifer Riemer of Brockton, Mass., and six sons; Bruce Bolen of Delmar, Bob Bolen of Selkirk, Jim Bolen of Fredericksburg, Va., Wally Bolen of Nokesville, Va., Rich Bolen of Columbia, S.C. and Chip Bolen of Columbia, Md.; 32 grandchildren and five great-grandchildren.

Births

St. Peter's Hospital

Boy, Erich Stephen Remiker, to Janet and Richard Remiker of Delmar, Dec. 28.

Girl, Bailey Paige Kruss, to Kelly and Stephen Kruss of Glenmont, Dec. 30.

Girl, Ellinor Hannah Rutkey, to Jennifer and Stephen Rutkey of Selkirk, Dec. 31.

Boy, Brennan Patrick Buhr, to Patricia and Henry Buhr Jr. of Glenmont, Jan. 2.

Girl, Catherine Eileen Amodeo, to Mary and Mark Amodeo of Delmar, Jan. 8.

Out of town

Boy, Max Jacob Satow, to Barbara and Michael Satow of Manhattan, Jan. 1. Maternal grandparents are Dr. Harold and Dorothy Marden of Delmar.

Dean's List

Alfred University — Lynn Ansaldo of Delmar.

Boston College — Emily Spooner of Delmar.

Maria College — Lori Frazier of Delmar, Beatrice Henriksson of Glenmont (president's list), and Danielle Lanni and Eileen Marks (president's list), both of Slingerlands.

Class of '97

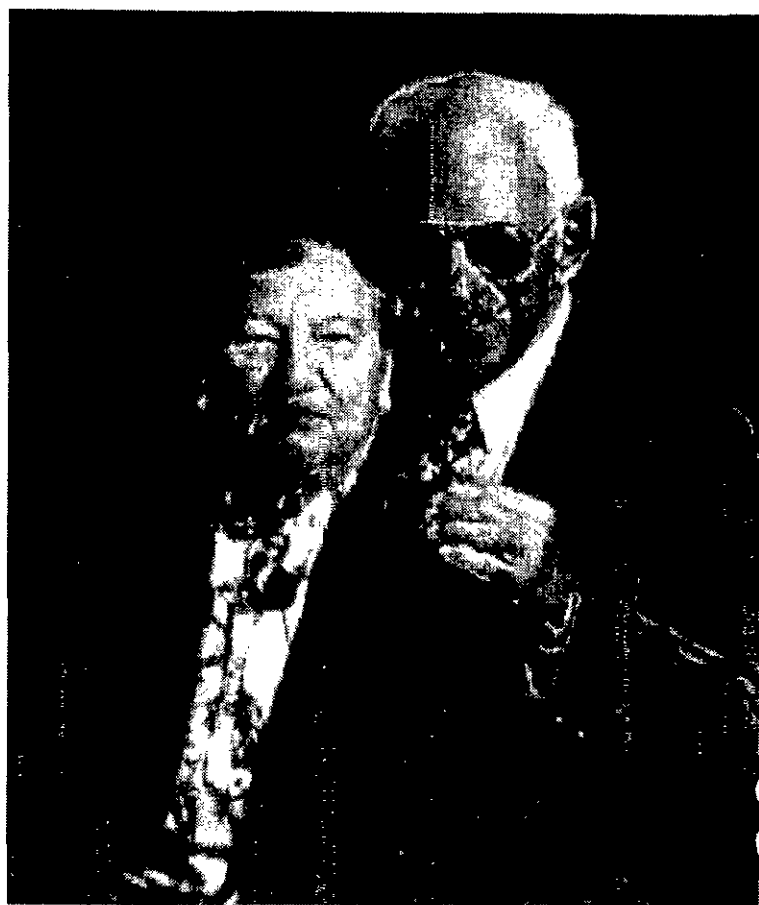
Memorial Hospital School of Nursing — Deborah Fox of Selkirk (with honors), and Rhonda Meixner (with honors) and Betsy Williams, both of Voorheesville.

Bethlehem officers win awards

Bethlehem police officers Jeffrey Vunck and Robert Markel recently received Speed Enforcement Awards from the Albany County Traffic Safety Board.

Vunck was cited for education efforts at the Zone 5 Police Academy.

Markel won the award for diligent enforcement of state vehicle and traffic speed laws.



James and Clara Brown

Browns celebrate 50th

James and Clara Brown, of Grand Island, Erie County, formerly of Clarksville, celebrated their 50th wedding anniversary with a renewal of their vows at a Mass at St. Stephen's Roman Catholic Church in Grand Island on Jan. 17, followed by a family gathering in the Eagle House Restaurant in Williamsville.

The couple was married Jan. 19, 1948 at St. Patrick's Church in Niagara Falls, Ontario.

James is a retired accountant, Clara is also retired.

The couple has daughter, Colleen Furnia of Grand Island, and a son, James Brown of Havre de Grace, Md., and five grandchildren.

Mail weddings, engagements

The Spotlight would like to publish your engagement, wedding or anniversary announcement and photo. There is no charge for this community service.

Black and white photos are preferred, but color photos are acceptable. Polaroid photos cannot be printed.

For information and submission forms, call 439-4949. Mail announcements to 125 Adams St., Delmar 12054.



Glenmont School sets Snowflake Carnival

Glenmont School on Route 9W will host a Snowflake Carnival with games, prizes, Mr. Bouncey Bounce, face painting, a raffle drawing and much more on Saturday, Jan. 24, from noon to 4 p.m.

Game and raffle tickets will be sold at the door.

Here's to a *Wonderful Wedding!*

INVITATIONS

Paper Mill Delaware Plaza. 439-8123
Wedding invitations, announcements,
custom orders, personalized accessories.

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Harold Finkle, "Your Jeweler" 1585
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RECEPTIONS

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SPOTLIGHT ON

Family Entertainment

CALENDAR • ARTS & ENTERTAINMENT

Beast on Ice

Disney On Ice skates into Pepsi

By Peter Hanson

After its monstrous success as a movie, video and Broadway musical, *Beauty and the Beast* is back, this time as a live ice-skating performance which will be presented at the Pepsi Arena in Albany tonight (Wednesday, January 21) through Sunday (January 25).

The latest production of the "Disney on Ice" program, *Beauty and the Beast*

The movie spawned a hit theme song by Celine Dion and Peabo Bryson, storybooks, toys, a musical and, most recently, a straight-to-video sequel, *Beauty and the Beast: The Enchanted Christmas*.

The "Disney on Ice" performance features ice skating accompanied by the original soundtrack of the film, highlighting the familiar voices of Angela Lansbury as Mrs. Potts, Jerry Orbach, of television's *Law & Order*, as Lumiere, and Robby Benson as the Beast.

"I feel our medium of presentation — a beautiful, lavish, ice skating extravaganza featuring an international cast and the Disney stars — will enhance the magic and adventure of the movie classic," producer Kenneth Field said.

"In a (movie) theater, you are a total spectator," he added. "At Disney on Ice, you feel a sense of immediacy. You are a participant."

One of the most enduring aspects of the 1991 movie was the Oscar-winning music by composer Alan Menken and the late Howard Ashman, whose clever, satirical lyrics distinguished such films as *Little Shop of Horrors* and *The Little Mermaid*.

The Menken-Ashman score was retained for the Broadway production and also appears in the "Disney on Ice" performance. "We use one song, 'Human Again,' in (the ice show) that was never a part of the movie," said music director Jerry Bilik. "The original voice talent re-recorded dialogue and songs for us."

Presenting a show as complicated as



features skaters in elaborate costumes playing the parts of the characters from the 1991 animated film, including the headstrong heroine Belle, the matronly teapot Mrs. Potts and the singing candlestick Lumiere.

In addition to confirming the Disney revitalization that began with 1989's *The Little Mermaid*, *Beauty and the Beast* was the first cartoon nominated for a Best Picture Oscar, and it became the basis of one of Disney's biggest franchises.



this one requires a great deal of equipment and a sizable crew, including 40 skaters and 16 technicians, who spend eight to ten hours installing lights and sets each time the tour arrives in a new town.

The show features 178 costumes, with an average of six costume changes per show for each skater, and the massive lighting truss which paints the show in colors that recall the movie's rich palette weighs 30,000 pounds and includes 450 lighting fixtures.

"(Producer) Kenneth Field is a perfectionist," said company manager Trey Bell.

"We are responsible for insuring the integrity of his show. The production will look as crisp to audiences in a city two years into the tour as it did the day it opened in Lakeland.

"After all," Bell added, "Field could be in the audience any night in any place. We always want him to be proud of this production."

Tickets range from \$9.50 to \$16.50; children under 12 save \$3. Performances are at 7 p.m. tonight through Saturday. Matinees are at noon and 3:30 p.m. on Saturday and 1 p.m. on Sunday. For tickets, call 476-1000.

Reprise of *Always...Patsy Cline* at Capital Rep fun-filled and tuneful

The decision by the Capital Rep Theater in Albany to bring back last August's production of *Always...Patsy Cline* is a solid creative choice.

What this presentation has is a fine balance of music and comedy, primarily because actress Cathy Barnett has joined the two-woman cast as the outspoken fan of country singer Patsy Cline. This performer who obviously saw Polly Holliday play Flo, the wise-cracking waitress in the 1970s television series, *Alice*, is outrageously funny as the narrator and fun-seeking fan of the legendary singer.

Coupled with Jennifer Douglas's recreation of last summer's performance as Cline, the evening sparkles with fast-paced comedy and a variety of soulful songs and rockabilly uptempo road house melodies.

Set in the environment of a roadhouse with some audience members sitting at tables in front of the stage, Barnett's character, Louise Seger (based on an actual fan), controls the audience from the first syllable. She is wonderfully outrageous in dress, hair style and mannerisms of the early Sixties in the southwest and is unrelenting in her admiration of Cline. The plot by Ted Swindley provides background through Barnett's narration and a meeting with Cline in a Dallas roadhouse where the friendship blossoms.

Although Barnett was a late starter to this production because of illness in the family of the original Louise, the actress has played the role throughout the country and is as comfortable in it as if wearing well-worn slippers.

She leads the band, dances, prances, romances ringside patrons and even danced with Bill Kennedy who was sitting at a table observing his 70th birthday. The Pulitzer Prize-winning author kept step with the kinetic actress and later laughingly attributed



Martin P. Kelly

SPOTLIGHT

By Martin P. Kelly

his skill to Saturday night high school dances at Christian Brothers Academy.

As for Douglas as Patsy Cline, the actress/singer captures all the varied styles the country singer commanded in her short career (she died in a plane crash at age 31). She goes from country, to rock to Cole Porter in a wink and has marvelous control of the material and the stage. She is as effective with a soulful "Crazy" as she is ending the show with the exuberant "Bill Bailey." These two performers combine to make a winning duo backed by a fine quintet of musicians with the tongue-in-cheek name of the Bodacious Bobcats.

The production runs through Feb. 15 with some dinner theater accommodations available. Reservations and information are available at 462-4531.

Theater Voices presents Peter Shaffer's *Letice and Lovage* in staged reading

Four readings of Peter Shaffer's *Letice and Lovage* will be presented by Theater Voices' company this weekend. Performances will be Friday, Jan. 23 at 8 p.m.; Sat. Jan. 24 at 3:30 and 8 p.m. and Sun. Jan. 25 at 3 p.m. All performances are free and will be given at the Albany Center Gallery with the upper floor entrance used at Chapel and Orange Streets in Albany.

The plot revolves around an aging tour guide in a stately English home who has her own way of giving life to humdrum history. Her conflict with her stuffy boss provides the comedy and in the show and eventually they combine to add new dimension to an old and stuffy home.

Robert Whiteman, a director and teacher at the New York

Theater Institute, is staging this reading. In May, he will direct *On the Twentieth Century* for the Schenectady Light Opera Company. The five-member cast includes Mairin Quinn, Kathryn Zok, Christine Elle, Dan Ruge and Pierre Radimak.

Shaw's *Don Juan in Hell* due for Proctor's in May

In the 1950s, a quartet of famous actors, including Charles Laughton, Judith Anderson, Tyrone Power and Charles Boyer, performed the third act of George Bernard Shaw's *Man and Superman* in a form of recital.

They stood before podiums and read the *Don Juan in Hell* sequence from Shaw's play and had a respectable run on Broadway before leaving on tour throughout the country over a period of three years. Now, four contemporary actors are emulating their forebears by taking the same *Don Juan in Hell* on a concert tour, arriving at Proctor's

Theatre May 14 for one performance. Known now as the Second Drama Quartet, the group includes Ed Asner, Rene Auberjonois, Cherry Jones and Harris Yulin. The company has played in New York, London and Los Angeles while performing also at regional theaters such as Proctor's throughout the country. The original quartet were copying the radio dramatic style which has now become almost commonplace as reader's theater on stage. The actors assume the characters, gaining the comedy and drama in Shaw's famed play.

Almost since it was written, stage productions of *Man and Superman* rarely did this elongated postscript and by the 1940s, the *Don Juan in Hell* sequence was never done. It took the first quartet of actors in 1951 to revive this remarkable piece of writing by Shaw.

Information and reservations for this production are available at 346-6204.

Around Theaters!

Lend Me A Tenor at Albany Civic Theater through Jan. 24. (462-1297)

ARTS and ENTERTAINMENT

THEATER

"BEAUTY AND THE BEAST"

Walt Disney's World on Ice, The Pepsi Arena, 51 South Pearl Street, Albany, Wednesday, Thursday, Friday, Jan. 21, 22, 23, 7 p.m., Saturday, Jan. 24, noon, 3:30 and 7 p.m., Sunday, Jan. 25, 1 p.m. Cost, \$22.50. Information, 487-2000.

"A MUNICIPAL REPORT"

written and directed by Richard Creamer, Impulse Theatre and Dance (ITAD), Doane Stuart School, Doane Stuart Road, Albany, Thursdays through Saturdays, 8 p.m., Sundays, 3 p.m., Jan. 29 through Feb. 22. Cost, \$10, \$7 student. Information, 797-3684.

"DRAGONWINGS"

directed by Ron Nakahara, Schacht Fine Arts Center of Russell Sage College, 155 River Street, Troy, Feb. 1 through 14. Information, 274-3200.

"JULIE HALSTON"

comic evening, cabaret series, The Empire Center at the Egg, Albany, 8 p.m., Friday, Jan. 23. Cost, \$18. Information, 473-1845.

"LETICE AND LOVAGE"

comedy by Peter Shaffer, directed by Robert Whiteman, 8 p.m., Friday, Jan. 23, 3:30 and 8 p.m., Saturday, Jan. 24, 3 p.m., Sunday, Jan. 25, Albany Center Galleries, Upper Level, Corner of Chapel and Orange Streets, Albany.

"A CHORUS LINE"

winner of 9 Tonys, 5 Drama Desk Awards, Pulitzer Prize, Proctor's Theater, 432 State Street, Schenectady, 8 p.m., Feb. 4 and 5. Cost, \$26.50-\$36.50. Information, 382-3884.

"ROMEO AND JULIET"

Shakespeare, performed by The Acting Company, Proctor's Theater, 432 State Street, Schenectady, 8 p.m., Tuesday, Feb. 10. Cost, \$22.50-\$26.50. Information, 382-3884.

"JULIUS CAESAR"

London's Aquila Theater Company, Shakespeare, The Empire Center at the Egg, Albany, 7:30 p.m., Friday, Feb. 6. Cost, \$18. Information, 473-1845.

"ROBIN HOOD"

American Family Theater adventure, The Empire Center at the Egg, Albany, 1 p.m. and 4 p.m., Sunday, Feb. 8. Cost, \$10. Information, 473-1845.

"ALWAYS...PATSY CLINE"

Ted Swindley, Capital Region's Award-Winning Professional Theatre, Capital Repertory, 111 North Pearl Street, Albany, through Feb. 15. Information, 462-4531 ext. 293.

"AUTHORS THEATRE WINTERFEST"

Ted Swindley, Capital Region's Award-Winning Professional Theatre, Capital Repertory, 111 North Pearl Street, Albany, Jan. 26 through Feb. 9. Information, 462-4531 ext. 293.

MUSIC

YING HUANG

International star of film version of "Madame Butterfly", Troy Savings Bank Music Hall, Troy, 8 p.m., Saturday, Jan. 31. Information, 462-0318.

CLASSICAL MUSIC EVENING

Berlin Symphony Orchestra, with violinist and conductor Joseph Silverstein, pianist Derek Han, Troy Chromatic Concerts, Troy Savings Bank Music Hall, Troy, 8 p.m., March 4. Information, 462-0318.

NAT PHILLIPS

piano, blues rock, The Van Dyck, 237 Union Street, Schenectady, 6 to 9 p.m., followed by George Boone Blues Band, 9:30 p.m. Information, 782-0577.

NICK BRGNOLA QUARTET

baritone sax player, Cafe Espresso, Albany, Friday, Jan. 30, 8 p.m. Information, 482-5800.

CHRIS SMITHER

on tour with B.B. King, Palace Theatre, 19 Clinton Ave., Albany, Wednesday, Jan. 28., Benedum Center, 719 Liberty Ave., Pittsburgh, Sunday, Feb. 1. Information, 465-0581.

THE COLUMBIA WOODWIND QUINTET

unique percussion concert, North Point Cultural Arts Center, 62 Chatham Street, Kinderhook, Sunday, Jan. 25, 3 p.m. Information, 758-9234.

SWING MUSIC AND DANCING

Michael Benedict Big Band, toe tapping music, North Point Cultural Arts Center, 62 Chatham Street, Kinderhook, Saturday, Feb. 28, 8 to 11 p.m. Information, 758-9234.

EIGHTH STEP

open stage, 14 Willett St., Albany, 8 p.m., Wednesdays, \$7. Information, 434-1703.

ALLAN ALEXANDER

guitar and lute player, Allegro Cafe, Troy, Saturdays, 7 to 11 p.m.

CALL FOR ARTISTS

AUDITION

for Capital Hill Choral Society for the 1997-98 season. All voice parts. Information, 465-3328 or 374-4399.

MONDAY MUSICAL CLUB WOMEN'S CHORUS

Invitation for new members to join them singing classical and popular songs, Third Reformed Church, 20 Ten Eyck Ave., Albany, Tuesdays, 7:30 p.m. Information, 477-4454.

CAPITAL COMMUNITY VOICES

singers needed, rehearsals at Columbia High School, 7 to 9 p.m., Tuesdays. Information, 477-8308.

CLASSES/LECTURES

MUSEUM ART CLASSES

ongoing, Albany Institute of History & Art, 125 Washington Ave., \$25. Information, 463-4478.

DANCE CLASSES

ongoing, all levels, ballet, jazz and modern, New School of Ballet, 1098 Parkwood Blvd., Schenectady, Mondays to Thursdays and Saturdays. Information, 346-1096.

ART CLASSES

watercolor and oil, beginner and advanced, taught by Kristin Woodward. Information, 783-1828.

VISUAL ARTS

THE 1998 NEW YORK STATE BIENNIAL

second biennial of contemporary art, New York State Museum, Albany, Feb. 6 through April 26. Information, 474-5877.

FROEBEL GALLERY

local, regional, national and international artists, 287 Lark St., Albany. Information, 449-1233.

LEGAL NOTICE

NOTICE TO BIDDERS

NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem hereby invites sealed bids for MILLING for the Town of Bethlehem for the year 1998 as and when required.

Bids will be received up to 3:30 p.m. on the 3rd day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, New York. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor, Town of Bethlehem, 445 Delaware Avenue, Delmar, New York. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. Original and one copy of each bid shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, New York.

The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK

Dated: January 14, 1998
(January 21, 1998)

LEGAL NOTICE

NOTICE TO BIDDERS

when required. Bids will be received up to 3:10 p.m. on the 4th day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, New York. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor, Town of Bethlehem, 445 Delaware Avenue, Delmar, New York 12054. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. Original and one copy of each shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, New York.

The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK

Dated: January 14, 1998
(January 21, 1998)

LEGAL NOTICE

bids for the purchase and installation of Guide Rails to be used by the Highway Department along various roads throughout the Town of Bethlehem.

Bids will be received up to 3:30 p.m. on the 4th day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, NY. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor of the Town of Bethlehem, 445 Delaware Avenue, Delmar, NY 12054. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. Original and one copy of each bid shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, NY.

The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK

Dated: January 14, 1998
(January 21, 1998)

NOTICE TO BIDDERS

NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem hereby invites sealed bids for the rental of a Large Track Excavator for use of the Highway Department of said Town, as and when required.

Bids will be received up to 3:00 p.m. on the 4th day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, New York. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor, Town of Bethlehem, 445 Delaware Avenue, Delmar, New York 12054. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. Original and one copy of each shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, New York.

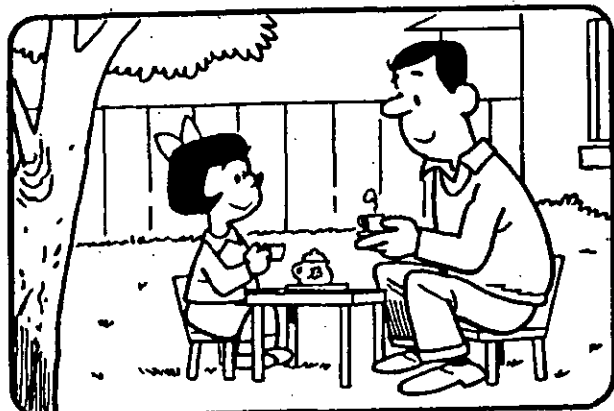
The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK

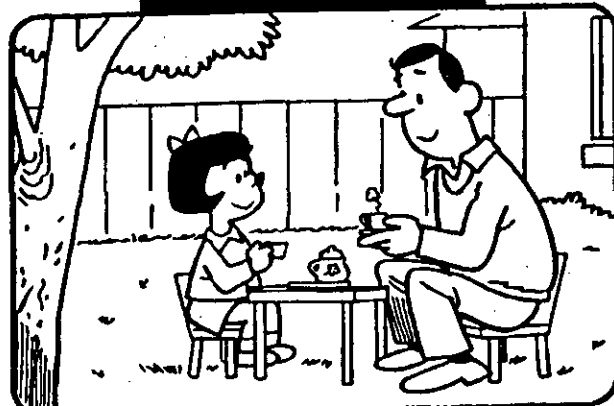
Dated: January 14, 1998
(January 21, 1998)

NOTICE TO BIDDERS

NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem hereby invites sealed bids for the rental of heavy construction equipment for use by the Highway Department and the Department of Public Works, as and



HOCUS-FOCUS



FIND AT LEAST 6 DIFFERENCES BETWEEN PANELS.

Differences: 1. Bow is smaller. 2. Skirt is shorter. 3. Table leg is missing. 4. Teapot is moved. 5. Hair is different. 6. Cuffs are missing.

Super Crossword

ACROSS	winner)	cavity	Instruction	ships	songs
1 Trattoria treat	45 Ship's officer	65 Vincent	4 Vocal	40 Star of the	77 Court
6 Slip of the	46 Recognize	Lopez theme	qualities	Perry Mason	barriers
11 Cinderella's	48 Rose-colored	86 Powerful	5 Having a	shows	79 Deauville
conveyance	dye	89 Becomes	handle	42 Paul Muni	donkey
16 He played	49 Calcutta	less stubborn	6 Summer	portrayed	81 Greek
Moses	garment	91 Horse's gait	refresher	him	underground
17 Nobelist Root	50 Sought to	95 City on the	7 King of	44 Prom	83 It settles in
18 Fixed portion	overthrow a	Rhone	comics	follower	liquid
20 Dining	verdict	96 Yield	8 Bowler's	45 Remove the	84 Unnatural or
niceties	54 Small barrel	97 Very, in	target	rind	forced
21 Lord's	55 Imitated	Versailles	9 Look for	47 Comfortable	86 Georgia city
domain	without	99 Struck hard	bargains	shoes	87 Sarcastic
22 Landed	understand-	100 Bills' partners	10 Part of EEC	49 Banjo's	88 Gazed with
properties	ing	101 Rajah's wife	11 Greek Island	Japanese	malicious
24 Mischievous	59 Irrational	102 Heidi's home	native	cousin	pleasure
child	number	104 Go away!	12 "Midnight at	50 Late bloomer	89 Western city
25 Think	60 Hacienda	105 "Cat — Hot	the — (song)	51 Cleanse of	90 Broker's
logically	brick	Tin Roof"	13 "— boy!"	impurities	word
27 Shakespeare	62 Dishonor or	106 Hits and	14 It succeeded	52 Last King of	92 Settles in a
heroine	disgrace	rebounds	the OSS	Troy	place
29 Dad's retreat	64 Bargain	108 Cow	15 Popular	53 Giver	93 Giant
30 Expectant	bonanza	catchers	stadium fare	55 Loses color	grasses
dares, in	65 Corn or color	110 Raided the	16 Large picnic	56 Fortune-	94 "For — Sake"
Soho?	lead-in	fridge	basket	teller's card	(movie)
32 Stupely	66 Wildebeest	111 Chemical salt	17 Avoid	wedding	96 Gentle touch
33 Green	67 Yale man	113 "— Frome"	19 Goad or	expenses	98 Seeds
veggies	68 Get overly	115 Connects or	heckle	discourage	101 Badger's
34 Word with	ripe	associates	20 She wept for	through fear	cousin
moral or	69 Euphemistic	117 Discontinues	her children	61 Begin to	103 Stone slab
genetic	oath	118 Artless	23 Smile	develop	106 Juan's house
35 Uncle Miltie	71 Electron tube	119 Escapes	derisively	63 Daughter of	107 Fish or flower
37 Special times	73 Consecrate	detection	26 Chapter of	Loki	lead-in
39 Bag or pole	75 Literary	120 Business	the Koran	70 Tableware	108 Jewelry
lead-in	Alexander	transactions	28 Kind of	71 June 6, 1944	setting
40 Military	76 Memory prod	121 Cornered	property	72 Roman	109 Hit with the
alarm?	78 Pigeon pea	Wise ones	31 Quenched	magistrate	fist
41 Artificial	80 Half a	DOWN	34 Rare articles	73 Brutally frank	112 TV's
43 War — (1937	college year	1 Red, green	36 Sight or site	74 Urban	Charlotte
Kentucky	82 Black and	and sweet	in Sicily	problem	114 Hasten
Derby	Red	2 Inquire	38 Cure hams	75 Sacred	116 American
	83 Anatomical	3 Recipe	39 Prisons on		humorist

AROUND THE AREA

**WEDNESDAY
JANUARY 21**

SENIOR WALKING CLUB
meet at Colonie Center at 8:30 a.m. in the food court on the second floor. Exercise class at 8:45. Information, 783-2823.

TOPS CLUB
weight loss support group, Good Shepherd Lutheran Church, 1 Shaker-El Drive, 1 p.m. Information, 458-9378.

DANCE CLASSES
swing, Latin and ballroom dance classes, led by Patricia Rumore, Jazzercise Studio, 116 Everett Road, 7:30 p.m. Information, 435-1200.

SQUARE DANCE
sponsored by the Colonie Elks and Does Square Dance Club, Colonie Lodge of Elks, Elks Lane, Latham, 8 p.m. Information, 785-9477.

LISHAKILL SENIORS
1653 Central Ave., 9 a.m.

COLONIE JAYCEES
monthly membership meeting, visitors welcome, Colonie Community Center, 1653 Central Ave., 7 p.m. Information, 932-7976.

COLONIE-GUILDERLAND ROTARY CLUB
Parc V Cafe, 661 Albany-Shaker Road, 12:15 p.m. Information, 458-9000.

HART SOCIAL CENTER
bridge, 18 Wilson Ave., 1 p.m. Information, 869-3371.

HERBERT B. KUHN SENIOR CITIZENS CENTER
advanced square dancing 10 a.m. to noon, blood pressure 10 a.m. to noon, lunch by reservation 11:45 a.m., beginner square dancing 1 to 2:30 p.m., poker 10 a.m. to 2:30 p.m., woodworking 10 a.m. to 2:30 p.m., 2 Thunder Road. Information, 869-7172.

AA MEETING
Newtownville Methodist Church, Route 9 and Maxwell Road, 6 p.m.

**THURSDAY
JANUARY 22**

KING LECTURE
Coretta Scott King Lecture Series on Race and Non Violent Social Change, Siena's Alumni Recreation Center, Loudonville, 7:30 p.m. Information, 783-2431.

TOPS
Take Off Pounds Sensibly, weight loss club, Lisha Kill Reformed Church, 2131 Central Ave., 7 p.m. Information, 456-5099.

RECOVERY FILM
shown at AiCare, 445 New Karner Road, 7 to 8 p.m. Information, 456-8043.

12 STEP PROGRAM
dealing with co-dependence and addictions, Our Savior's School, Mountain View Avenue, 7 p.m. Information, 459-2248.

LATHAM KIWANIS
Mill Road Acres Golf Course, Mill Road, Latham, 6:30 p.m. Information, 783-6718.

HART SOCIAL CENTER
bingo and "Everything Day," 18 Wilson Ave., 1 p.m. to 4 p.m. Information, 869-3371.

HERBERT B. KUHN SENIOR CITIZENS CENTER
crafts 10 a.m. to noon, 2 Thunder Road. Information, 869-7172.

AA MEETINGS
St. Ambrose School Library, Old Loudon Road, Latham, 7:30 p.m.; Siena College, Siena Hall Room 107, Route 9, Loudonville, 4:30 p.m.

**FRIDAY
JANUARY 23**

SENIOR WALKING CLUB
meet at Colonie Center at 8:30 a.m. in the food court on the second floor. Exercise class at 8:45. Information, 783-2823.

COLONIE KIWANIS CLUB
Platt's Place, 44 Wolf Road, visitors welcome, 12:15 p.m. Information, 489-1422.

ROESSLEVILLE LEISURE CLUB
social meetings, 10 a.m., 1 No. Elmhurst Ave. Information, 459-2819.

HART SOCIAL CENTER
swimming at the State University at Albany, bus departs from center, 18 Wilson Ave., 1:30 p.m. Information, 869-3371.

AA MEETINGS
Pine Grove United Methodist Church, 1580 Central Ave., 9 p.m.; Clinical Services and Consultation, 636 New Loudon Road, Latham, 7:30 p.m.; St. Matthew's Episcopal Church, 129 Old Loudon Road, Latham, noon.

**SATURDAY
JANUARY 24**

ALCOHOLISM INFORMATION PROGRAM
open to the public, 559 Troy-Schenectady Road, Latham, 1 p.m., and Wednesdays, 6 p.m. Information, 785-6123.

FARMERS' MARKET
St. Ambrose Church, Old Loudon Road, Latham, 9 a.m. to 1 p.m.

AA MEETINGS
St. Matthew's Episcopal Church, 129 Old Loudon Rd., Latham, 7:30 p.m.; Calvary Methodist Church, Belle Avenue and Ridge Place, Latham, noon.

**SUNDAY
JANUARY 25**

BREAKFAST
Robert L. Weininger VFW Post, VFW Drive off Rifle Range Road, 8 a.m. to noon, \$3.50 for adults, \$1.50 for children 5 to 10. Information, 456-7794.

AA MEETINGS
Calvary Methodist Church, Belle Avenue and Ridge Place, Latham, 8 p.m.; Siena College, Siena Hall Room 119, Route 9, Loudonville, 6:30 p.m.; Bethany Presbyterian Church, Lyons Avenue, Menands, 7:30 p.m.

**MONDAY
JANUARY 26**

ST. FRANCIS DE SALES SENIOR CITIZENS
cards, bingo, crafts and line dancing, St. Francis de Sales Church, 1 Maria Drive, 10 a.m. to 3 p.m. Information, 459-4272.

BINGO
Colonie Lodge of Elks, Elks Lane, Latham, 6:30 p.m.

LATHAM ROTARY CLUB
Mill Road Acres, Mill Road, Latham, 6:30 p.m. Information, 785-6092.

HERBERT B. KUHN SENIOR CITIZENS CENTER
sewing 12:30 to 2:30 p.m., woodworking shop 10 a.m. to 2:30 p.m., bingo 10 a.m. to 2:30 p.m., 2 Thunder Road. Information, 869-7172.

AA MEETINGS
St. Francis de Sales Church, 15 Exchange St., noon; St. Matthew's Episcopal Church, 129 Old Loudon Road, Latham, 7 p.m.

**TUESDAY
JANUARY 27**

MEMORIAL LITURGY
"Hope and Healing", St. Pius X Church, 23 Crumline Road, Loudonville, 7 p.m. Information, 462-1336.

DANCE CLASSES
swing, Latin and ballroom dance classes, led by Patricia Rumore, Jazzercise Studio, 116 Everett Road, 7:30 p.m. Information, 435-1200.

NARCOTICS ANONYMOUS
Pine Grove Methodist Church, 1580 Central Ave., 7 p.m. Information, 447-5776.

ALBANY AIRPORT ROTARY CLUB
Albany County Airport, 7:30 a.m.

HART SOCIAL CENTER
painting 10 a.m., bowling at Sunset Lanes 1 p.m., 18 Wilson Ave. Information, 869-3371.

HERBERT B. KUHN SENIOR CITIZENS CENTER
cards 10 a.m. to 2:30 p.m., exercise class 9:30 to 10:30 a.m., woodworking class 10 a.m. to 2:30 p.m., 2 Thunder Road. Information, 869-7172.

LISHAKILL SENIORS
1653 Central Ave., 9 a.m.

SWEET ADELINES
Latham Circle Chapter meeting, Our Lady of Hope Residence, Old Loudon Road, Latham, 7:30 p.m.

AA MEETING
Pine Grove United Methodist Church, 1580 Central Ave., noon.

**WEDNESDAY
JANUARY 28**

SENIOR WALKING CLUB
Meet at Colonie Center at 8:30 a.m. in the food court on the second floor. Exercise class at 8:45. Information, 783-2823.

TOPS CLUB
weight loss support group, Good Shepherd Lutheran Church, 1 Shaker-El Drive, 1 p.m. Information, 458-9378.

DANCE CLASSES
swing, Latin and ballroom dance classes, led by Patricia Rumore, Jazzercise Studio, 116 Everett Road, 7:30 p.m. Information, 435-1200.

LISHAKILL SENIORS
1653 Central Ave., 9 a.m.

COLONIE-GUILDERLAND ROTARY CLUB
Parc V Cafe, 661 Albany-Shaker Road, 12:15 p.m. Information, 458-9000.

HART SOCIAL CENTER
bridge, 18 Wilson Ave., 1 p.m. Information, 869-3371.

HERBERT B. KUHN SENIOR CITIZENS CENTER
advanced square dancing 10 a.m. to noon, blood pressure 10 a.m. to noon, lunch by reservation 11:45 a.m., beginner square dancing 1 to 2:30 p.m., poker 10 a.m. to 2:30 p.m., woodworking 10 a.m. to 2:30 p.m., 2 Thunder Road. Information, 869-7172.

AA MEETING
Newtownville Methodist Church, Route 9 and Maxwell Road, 6 p.m.

**THURSDAY
JANUARY 29**

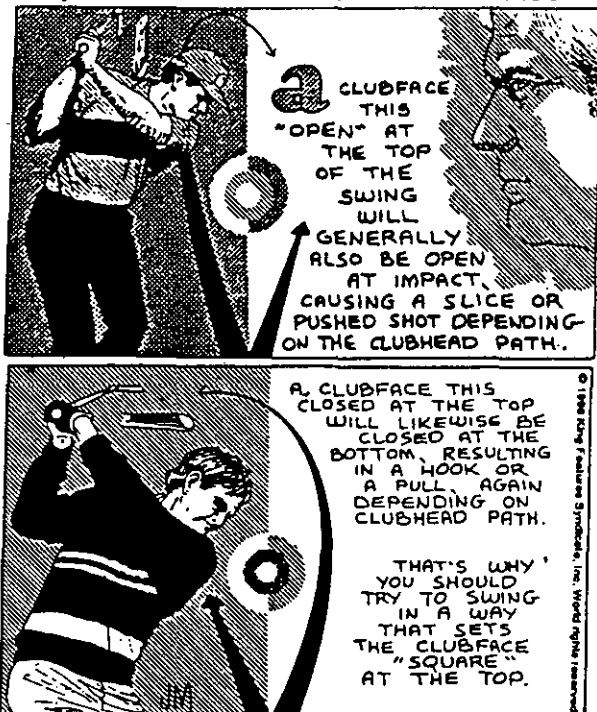
TOPS
Take Off Pounds Sensibly, weight loss club, Lisha Kill Reformed Church, 2131 Central Ave., 7 p.m. Information, 456-5099.

RECOVERY FILM
shown at AiCare, 445 New Karner Road, 7 to 8 p.m. Information, 456-8043.

12 STEP PROGRAM
dealing with co-dependence and addictions, Our Savior's School, Mountain View Avenue, 7 p.m. Information, 459-2248.

FIRE COMMISSIONERS BOARD MEETING
Verdy District, Troy-Schenectady Road, Latham, 7:30 p.m. Information, 785-7291.

Play Better Golf with JACK NICKLAUS



Classified Advertising... It works for you!

Classified Advertising runs in 3 newspapers —

THE Spotlight **THE Loudonville Weekly** **Colonie Spotlight**

**Spotlight Classifieds Work!!
WRITE YOUR OWN...**

Individual rate minimum \$10.00 for 10 words, 30¢ for each additional word, payable in advance. Commercial rate minimum \$12.50 for 10 words, 30¢ for each additional word, payable in advance. Ad deadline 4 p.m. Friday for publication in Wednesday's newspaper. Phone number counts as one word. Box Reply \$3.00.

Write your classified ad exactly as you want it to appear in the newspaper. Do not abbreviate. Telephone # is one word. Be sure to include the telephone # in your ad. It is not necessary to include the category in your ad.

45,000 READERS EVERY WEEK
CLASSIFIED DEADLINE - 4:00 PM FRIDAY for next Wednesday's papers

1	2	3	4	5
6	7	8	9	10
\$10.30	11 \$10.60	12 \$10.90	13 \$11.20	14 \$11.50
15	16 \$11.80	17 \$12.10	18 \$12.40	19 \$12.70
20	21 \$13.00	22 \$13.30	23 \$13.60	24 \$13.90
25	26 \$14.20	27 \$14.50	28 \$14.80	29 \$15.10
30	31 \$15.40	32 \$15.70	33 \$16.00	34 \$16.30
35	36 \$16.60	37 \$16.90	38 \$17.20	39 \$17.50
40	41 \$17.80	42 \$18.10	43 \$18.40	44 \$18.70
45	46 \$19.00	47 \$19.30	48 \$19.60	49 \$19.90

Classified ads may be phoned in and charged to your MasterCard or VISA at 439-4949 or submit in person or mail with check or money order to:
Spotlight Newspapers
125 Adams Street
Delmar, NY 12054

Category _____
I enclose \$ _____ for _____ words
Name _____
Address _____
Phone _____

Please run my ad on the following Wednesday issues: 1x 2x 3x 4x ☐ 'Til I Call to Cancel

MAGIC MAZE

AIR HOCKEY

Q L I F C Z W T O N K I F C Z
W U R P M J S R E T S A M H E
C Z X U S Q E E N L R J G E C
Z X V K S U R F A C E E T R P
N L J H C E V F E S Y L C A Y
W V T R F U E O T D A I U P N
T L K E I G P E N A L T Y O E
C A R B Z X L C W U P E S R F
P O B M S L I A R L O J I I G
E D S L A O G F B A W Y X H W
U T S M E N I L R E T N E C S

Find the listed words in the diagram. They run in all directions-forward, backward, up, down and diagonally.

Center line	Goals	Referee	Surface
Elite	Mallets	Table	Two players
Faceoff	Masters	Serve	
Foul	Penalty	Shield	

The Spotlight CALENDAR

WEDNESDAY
JANUARY 21
BETHLEHEM
BC SCHOOL BOARD

district office, 90 Adams Place, 8 p.m. Information, 439-7098.

ZONING BOARD OF APPEALS
town hall, 445 Delaware Ave., 7:30 p.m. Information, 439-4955.

BINGO

Blanchard American Legion Post, 16 Poplar Drive, 7:30 p.m. Information, 439-9819.

BOY SCOUT TROOP 58

Elsmere Elementary School, 247 Delaware Ave., 7:30 to 9 p.m. Information, 439-4205.

YOUTH EMPLOYMENT SERVICES
Parks and Recreation Office, Elm Avenue Park, 2 to 4:30 p.m. Information, 439-0503.

WELCOME WAGON

newcomers, engaged women and new mothers, call for a Welcome Wagon visit, Monday to Saturday, 8:30 a.m. to 6 p.m. Information, 439-1531.

BETHLEHEM LIONS CLUB

Days Inn, Route 9W, Glenmont, 7 p.m. Information, 439-4857.

BETHLEHEM ELKS LODGE 2233

Route 144, Cedar Hill, 8 p.m. Information, 767-2886.

ONESQUETHAW CHAPTER, ORDER OF THE EASTERN STAR
Masonic Temple, 421 Kenwood Ave., 8 p.m. Information, 439-2181.

TESTIMONY MEETING

First Church of Christ, Scientist, 555 Delaware Ave., 8 p.m. Information, 439-2512.

SOLID ROCK CHURCH

1 Kenwood Ave., evening prayer and Bible study, 7 p.m. Information, 439-4314.

NEW SCOTLAND
VOORHEESVILLE PLANNING COMMISSION

village hall, 29 Voorheesville Ave., 7:30 p.m. Information, 765-2692.

NEW SCOTLAND SENIOR CITIZENS

Wyman Osterhout Community Center, New Salem, call for time. Information, 765-2109.

AA MEETING

First Methodist Church of Voorheesville, 68 Maple St., 8 p.m. Information, 489-6779.

AL-ANON MEETING

First United Methodist Church of Voorheesville, 68 Maple St., 8 p.m. Information, 489-6779.

FAITH TEMPLE

Bible study, New Salem, 7:30 p.m. Information, 765-2870.

MOUNTAINVIEW EVANGELICAL FREE CHURCH

evening service, Bible study and prayer, Route 155, 7:30 p.m. Information, 765-3390.

THURSDAY
JANUARY 22
BETHLEHEM
RECOVERY, INC.

self-help for chronic nervous symptoms, First United Methodist Church, 428 Kenwood Ave., 10 a.m. Information, 439-9976.

CHORAL CONCERT

Bethlehem Central High School, 7:30 p.m., Admission is free.

MEETING OF CHAMBER OF COMMERCE

Normanside Country Club, Salisbury Road, 12 p.m. \$12. Reservations are required. Information, 439-0512.

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 2 to 4:30 p.m. Information, 439-0503.

BETHLEHEM SENIOR CITIZENS

town hall, 445 Delaware Ave., 12:30 p.m. Information, 439-4955.

AA MEETINGS

Slingerlands Community Church, 1499 New Scotland Road, noon, and Delmar Reformed Church, 386 Delaware Ave., 8:30 p.m. Information, 489-6779.

BETHLEHEM LUTHERAN CHURCH

children's choir, 6:30 p.m., senior choir, 7:30 p.m., 85 Elm Ave. Information, 439-4328.

BETHLEHEM COMMUNITY CHURCH

women's Bible study, 9:30 to 11:15 a.m. or 7:30 to 9:15 p.m. in a local home, children's program and nursery provided for morning session, 201 Elm Ave. Information, 439-3135.

CLASS IN JEWISH MYSTICISM

Delmar Chabad Center, 109 Elsmere Ave., 8 p.m. Information, 439-8280.

FRIDAY
JANUARY 23
BETHLEHEM
AA MEETING

First Reformed Church of Bethlehem, Route 9W, 7:30 p.m. Information, 489-6779.

CHABAD CENTER

Friday services, discussion and kiddush at sunset, 109 Elsmere Ave. Information, 439-8280.

NEW SCOTLAND
YOUTH GROUP MEETINGS

United Pentecostal Church, Route 85, New Salem, 7 p.m. Information, 765-4410.

SATURDAY
JANUARY 24
BETHLEHEM
AA MEETING

Bethlehem Lutheran Church, 85 Elm Ave., 7:30 p.m. Information, 489-6779.

PRINCETON REVIEW AT LIBRARY

Bethlehem Public Library, 41 Delaware Ave, Delmar, 1 p.m. Information, 439-9314.

SNOWSHOE WALK

Five Rivers, 56 Game Farm Rd., 2 p.m. Information, 475-0291.

AL-ANON MEETING

The Crossroads, 4 Normanskill Blvd., 5:30 p.m. Information, 489-6779.

CHICKEN & BISCUIT DINNER

New Salem Reformed Church Route 85, New Scotland Road, Voorheesville, 4 p.m., 5 p.m., and 6 p.m. Cost, adults \$7, ages 5-10, \$5. For information, 765-2354.

SUNDAY
JANUARY 25
BETHLEHEM
DELMAR REFORMED CHURCH

traditional worship, 9 and 11 a.m., T.G.I.Sunday contemporary worship, 5:30 p.m., nursery care and Sunday school for children during all services, 386 Delaware Ave. Information, 439-9929.

UNITY OF FAITH CHRISTIAN FELLOWSHIP CHURCH

Sunday school and worship service, 10 a.m., 436 Krumkill Road. Information, 438-7740.

FIRST CHURCH OF CHRIST, SCIENTIST

Sunday school and worship service, 10 a.m., child care provided, 555 Delaware Ave. Information, 439-2512.

BETHLEHEM COMMUNITY CHURCH

Sunday school and worship service, 10 a.m., nursery provided, 201 Elm Ave. Information, 439-3135.

ST. STEPHEN'S EPISCOPAL CHURCH

Holy Eucharist, 8 and 10:30 a.m., coffee and fellowship, nursery care provided, church school, 9:30 a.m., Poplar Drive and Elsmere Avenue. Information, 439-3265.

SELKIRK CONGREGATION OF JEHOVAH'S WITNESSES

Bible lecture, 10 a.m., Watchtower Bible study, 11 a.m., Elm Avenue and Feura Bush Road. Information, 439-0358.

HOME-STYLE BREAKFAST

Clarksville Fire House, County Route 301, 7 a.m. to noon. Adults \$4, children, \$3.

SLINGERLANDS COMMUNITY UNITED METHODIST CHURCH

worship service and church school, 10 a.m., fellowship hour, nursery care provided, 1499 New Scotland Road. Information, 439-1766.

SOUTH BETHLEHEM UNITED METHODIST CHURCH

Sunday school, 9:30 a.m., worship service, 11 a.m., followed by coffee hour, Willowbrook Avenue. Information, 767-9953.

DELMAR PRESBYTERIAN CHURCH

worship service, church school, nursery care, 10 a.m., fellowship and coffee, 11 a.m., adult education, 11:15 a.m., family communion service, first Sunday, 585 Delaware Ave. Information, 439-9252.

DELMAR FULL GOSPEL CHURCH

Sunday services, 8:30 and 10:30 a.m., 292 Elsmere Ave. Information, 439-4407.

FIRST REFORMED CHURCH OF BETHLEHEM

church school, 9:30 a.m., worship service, 11 a.m., child care provided, Route 9W, Selkirk. Information, 767-2243.

GLENMONT COMMUNITY CHURCH

Sunday school and worship service, 10:30 a.m., child care available, 1 Chapel Lane. Information, 436-7710.

CHURCH OF ST. THOMAS THE APOSTLE

Masses — Saturday at 5 p.m. and Sunday at 7:30, 9, 10:30 a.m. and noon, 35 Adams Place. Information, 439-4951.

SOLID ROCK CHURCH

worship service, 11 a.m., 1 Kenwood Ave. Information, 439-4314.

FIRST UNITED METHODIST CHURCH

church school, 9:45 a.m., worship service, 9:30 a.m., adult classes, 11 a.m., 428 Kenwood Ave. Information, 439-9976.

BETHLEHEM LUTHERAN CHURCH

worship services, 8 and 10:30 a.m., Sunday school and Bible classes, 9:15 a.m., nursery care, handicapped-accessible, large-print materials and assistive listening devices, coffee and fellowship following services, 85 Elm Ave. Information, 439-4328.

MOUNT MORIAH MINISTRIES

Sunday school, 9:45 a.m., morning worship, 11 a.m., youth group, 6 p.m., evening service, 7 p.m., Route 9W, Glenmont. Information, 426-4510.

NEW SCOTLAND
BETHEL BAPTIST CHURCH

Sunday school, 9:15 a.m., worship service, 10:15 a.m., Auberge Suisse Restaurant, Route 85. Information, 475-9086.

FAITH TEMPLE

Sunday school, 10 a.m., worship service, 7 p.m., New Salem. Information, 765-2870.

ST. MATTHEW'S ROMAN CATHOLIC CHURCH

Masses Saturday at 5 p.m. and Sunday at 8:30 and 10:30 a.m., Mountain View Road, Voorheesville. Information, 765-2805.

JERUSALEM REFORMED CHURCH

worship service, 10:30 a.m., followed by coffee hour, child care provided, Route 32, Feura Bush. Information, 439-0548.

NEW SALEM REFORMED CHURCH

adult Bible study, 9 a.m., junior choir or chime choir practice, 9 a.m., worship service, 10 a.m., recorder group practice, 11 a.m., nursery care provided, Route 85. Information, 439-6179.

ONESQUETHAW REFORMED CHURCH

worship service, 9:30 a.m., Sunday school, 10:45 a.m., Tarrytown Road, Feura Bush. Information, 768-2133.

UNIONVILLE REFORMED CHURCH

Sunday school, 9:15 a.m., worship service, 10:30 a.m., followed by fellowship, Delaware Turnpike. Information, 439-5001.

PRESBYTERIAN CHURCH IN NEW SCOTLAND

worship service, 10 a.m., church school, 11:15 a.m., nursery care provided, Route 85. Information, 439-6454.

UNITED PENTECOSTAL CHURCH

Sunday school and worship service, 10 a.m., choir rehearsal, 5 p.m., evening service, 6:45 p.m., Route 85, New Salem. Information, 765-4410.

FIRST UNITED METHODIST CHURCH

early worship, 8:30 a.m., worship celebration, 10 a.m., church school classes for nursery through high school, 10 a.m., choir rehearsals, 11:15 a.m., 68 Maple Ave., Voorheesville. Information, 765-2895.

MOUNTAINVIEW EVANGELICAL FREE CHURCH

worship service, 9:30 a.m., nursery care provided, Route 155, Voorheesville. Information, 765-3390.

CLARKSVILLE COMMUNITY CHURCH

Sunday school, 9:15 a.m., worship service, 10:30 a.m., followed by coffee hour, nursery care provided, Route 443. Information, 768-2916.

MONDAY
JANUARY 26
BETHLEHEM
INDOOR PISTOL SHOOTING

Albany County Pistol Club, Winne Place, 7 to 9 p.m. Information, 439-0057.

MOTHERS' TIME OUT

Christian support group for mothers of preschool children, Delmar Reformed Church, 386 Delaware Ave., nursery care provided, 9:30 to 11 a.m. Information, 439-9929.

DELMAR KIWANIS

Days Inn, Route 9W, 6:15 p.m. Information, 439-5560.

DELMAR COMMUNITY ORCHESTRA

rehearsal, town hall, 445 Delaware Ave., 7:30 p.m. Information, 482-1100.

AA MEETING

Bethlehem Lutheran Church, 85 Elm Ave., 8:30 p.m. Information, 489-6779.

NEW SCOTLAND
QUARTET REHEARSAL

United Pentecostal Church, Route 85, New Salem, 7:15 p.m. Information, 765-4410.

TUESDAY
JANUARY 27
BETHLEHEM
INDOOR PISTOL SHOOTING

Albany County Pistol Club, Winne Place, 7 to 9 p.m. Information, 439-0057.

TREASURE COVE THRIFT SHOP

First United Methodist Church, 428 Kenwood Ave., 9 a.m. to 6 p.m.

BINGO

at the Bethlehem Elks Lodge, Route 144, 7:30 p.m.

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 2 to 4:30 p.m. Information, 439-0503.

DELMAR ROTARY

Howard Johnson's, Route 9W. Information, 439-9988.

BETHLEHEM AARP

chapter meeting, Bethlehem Town Hall, 445 Delaware Ave., Delmar, 1 p.m.

NEW SCOTLAND
VOORHEESVILLE VILLAGE BOARD

village hall, 29 Voorheesville Ave., 8 p.m. Information, 765-2692.

ZONING BOARD OF APPEALS

town hall, Route 85, 7 p.m. Information, 765-3356.

NIMBLEFINGERS/QUILTERS

Voorheesville Public Library, 51 School Road, 1 to 3 p.m. Information, 765-2791.

Spotlight on Dining

THE OTHER COMPANY
 Restaurant
 376 NORTHERN BLVD.
 (LOUDON PLAZA) ALBANY
 (across from the Memorial Hospital)
 463-2208
 Reservations Suggested

Opening for Fine Dining

Saturday Nights Only
 with a Special Menu

Starting

Come
 join us.

Early Birds and Dinners served 3-8 PM Mon.-Fri. Serving Until 9pm

元寶屋 DUMPLING HOUSE

Chinese Restaurant

Specializing in Dumplings, Lunches, Dinners,
 Cocktails, Mandarin, Szechuan, Hunan & Cantonese.
 Eat in or Take Out. Open 7 days a week.

458-7044 or 458-8366

120 Everett Road, Albany • (Near Shaker Road)

Sam's Italian & American Restaurant

125 Southern Blvd., Albany • 463-3433

Serving LUNCH Tues.-Fri. 11:30-1:30 Daily Specials
 Serving DINNER Tues.-Sat. 4:30-10:30 Closed Sun. & Mon.

\$10.00 Dinner Special

Tues., Wed., Thurs. Only

ENTREES INCLUDE:

Chicken Cacciatore, Veal & Peppers, Broiled Salmon
 served with penne or spaghetti, and soup or salad

Fresh Ham Dinner

With All The Trimmings, Dessert Too!

January 24, 1998

2:00pm - 5:00pm

\$7.00 per person

SPECIAL FOR SENIORS... \$4.00

BETHLEHEM ELKS

1040 River Rd. Selkirk

Reservations Preferred

Walk-ins Welcome • Takeout Available

For Reservations Call 272-3148

LEGAL NOTICE

NOTICE OF FORMATION OF DOMESTIC LIMITED LIABILITY COMPANY (LLC).

The name of the LLC is ACA Merchandising, LLC. The Articles of Organization of the LLC were filed with NY Secretary of State on December 26, 1997. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is c/o Hamilton News Co., Inc., 41 Hamilton Lane, Glenmont, New York 12077. (January 21, 1998)

NOTICE OF FORMATION OF DOMESTIC LIMITED LIABILITY COMPANY (LLC).

The name of the LLC is Yorkshire Properties, LLC. The Articles of Organization of the LLC were filed with NY Secretary of State on January 6, 1998. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is Segel, Goldman & Mazzotta, P.C., 5 Washington Square, Washington Avenue Extension, Albany, New York 12205, c/o Paul J. Goldman, Esq. (January 21, 1998)

NOTICE OF FORMATION OF DOMESTIC LIMITED LIABILITY COMPANY (LLC).

The name of the LLC is First Columbia, L.L.C. The Articles of Organization of the LLC were filed with NY Secretary of State on December 9, 1997. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 6 Majestic Court, Loudonville, New York 12211-0122. (January 21, 1998)

NOTICE OF FORMATION OF A DOMESTIC LIMITED LIABILITY COMPANY (LLC).

The name of the LLC is Columbia Carman Group, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on December 16, 1997. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 30 Corporate Circle, Albany, New York 12203. (January 21, 1998)

LEGAL NOTICE

NOTICE OF FORMATION OF A DOMESTIC LIMITED LIABILITY COMPANY (LLC).

The name of the LLC is A. SHERER, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on December 5, 1997. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 1 Cardinal Avenue Albany, New York. (January 21, 1998)

NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY

Articles of Organization of Fishco, LLC ("LLC") filed with the Secretary of State of New York ("SSNY") on December 17, 1997, effective upon the date of filing. Office Location: Albany County. SSNY has been designated as agent of the LLC upon whom process against it may be served. SSNY may mail a copy of any process to the LLC c/o 76 Exchange Street, Albany, NY 12205. The purpose for which the LLC is formed is to engage in any lawful act or activity for which limited liability companies may be organized under the LLC. (January 21, 1998)

NOTICE OF FILING OF ARTICLES OF ORGANIZATION OF LIMITED LIABILITY COMPANY UNDER SECTION 203 OF THE LIMITED LIABILITY COMPANY LAW

1. The name of the limited liability company is: Paoletti & Co., LLC.
2. The Articles of Organization of the limited liability company were filed with the Secretary of State of New York on July 25, 1997.
3. The limited liability company maintains its office in Albany County.
4. The Secretary of State is designated as agent of the limited liability company upon whom process against it may be served. The post office address within this state to which the Department of State shall mail a copy of any process served against it is: 297 Murray Avenue, Delmar, NY 12054.
5. The purpose of the limited liability company is to engage in any lawful act or activity for which limited liability companies may be organized under the Limited Liability Company Law. (January 21, 1998)

NOTICE
NOTICE OF FORMATION OF A DOMESTIC LIMITED LIABILITY COMPANY (LLC). The name of the LLC is ARFS, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on November 26, 1997. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 30 Corporate Circle, Albany, New York 12203. (January 21, 1998)

LEGAL NOTICE

LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is c/o Segel, Goldman & Mazzotta, P.C., 5 Washington Square, Washington Avenue Extension, Albany, New York. Attention: Paul J. Goldman. (January 21, 1998)

NOTICE
NOTICE OF FORMATION OF A REGISTERED LIMITED LIABILITY PARTNERSHIP (LLP). The name of the LLP is Sherrin & Glase, LLP. The Certificate of Registration of the LLP was filed with the NY Secretary of State on December 17, 1997. The purpose of the LLP is to practice law. The office of the LLP is to be located in Albany County. The Secretary of State is designated as the agent of the LLP upon whom process against the LLP may be served. The address to which the Secretary of State shall mail a copy of any process against the LLP is 74 North Pearl Street, Albany, New York 12207. (January 21, 1998)

NOTICE
NOTICE OF FORMATION OF A FOREIGN LIMITED PARTNERSHIP (FLP). The name of the FLP is The Feeney Family Limited Partnership. The Application for Authority to do business in New York State of the FLP was filed with the NY Secretary of State on November 28, 1997. The jurisdiction of organization of the FLP is the State of Georgia. The date of organization of FLP is October 30, 1997. The principal office of the FLP is located at 16 Leto Road in the Town of Guilderland, County of Albany and State of New York. The NY Secretary of State is designated as the agent of the FLP upon whom process against the FLP may be served. The address to which the Secretary of State shall mail a copy of any process against the FLP is 16 Leto Road, Albany, New York 12203. The purpose of the FLP is to engage in any lawful act or activity. A list of the names and addresses of all general partners of the FLP are available from the Secretary of State. The name and address of the authorized officer of the FLP in the State of Georgia where a copy of its Certificate of Limited Partnership is filed is the Georgia Secretary of State, Suite 315, West Tower, 2 Martin Luther King, Jr. Drive, Atlanta, Georgia 30334-1530. (January 21, 1998)

NOTICE OF FORMATION OF A DOMESTIC LIMITED LIABILITY COMPANY (LLC).

The name of LLC is J&T Associates, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on November 20, 1997. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 10 Walker Way, Albany, New York 12205. (January 21, 1998)

LEGAL NOTICE
EMIZACK, LLC

NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY
Articles of Organization filed with Secretary of State of New York (SSNY) on November 24, 1997. Office location: Albany County. SSNY is designated as agent of the LLC upon whom process against it may be served. SSNY may mail a copy of any process to the LLC at Friedman & Manning, P.C. PO Box 69, 2 Normanskill Blvd., Delmar, New York 12054. No registered agent. Latest date to dissolve is 12/31/2026. Purpose: for all legal purposes. (January 21, 1998)

NOTICE OF FORMATION OF GORDON DEVELOPMENT SERVICES, LLC (PURSUANT TO SECTION 203 OF THE LIMITED LIABILITY COMPANY LAW)

NOTICE IS HEREBY GIVEN that the Articles of Organization of GORDON DEVELOPMENT SERVICES, LLC (the "Company") were filed with the Secretary of State of the State of New York on December 11, 1997.

The Company is being formed to engage in the ownership, leasing, purchasing, selling, development, and mortgaging of property and any activities necessary or incidental to such purpose and any other lawful act or activity for which limited liability companies may be organized under the LLC.

LEGAL NOTICE

The office of the Company is to be located in the County of Albany, State of New York. The Secretary of State has been designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is 50 State Street, Albany, New York 12207. (January 21, 1998)

NOTICE OF RECEIPT OF TAX ROLL AND WARRANT

TAKE NOTICE, that I, Nancy Karins Mendick, the undersigned Receiver of Taxes and Assessments for the Town of Bethlehem, have received the tax roll and warrant for the collection of taxes and will receive payments thereon Monday through Friday from 8:30 AM to 4:30 PM at the Bethlehem Town Hall, 445 Delaware Avenue, Delmar, New York for the properties assessed upon such roll.

NO COLLECTION FEE DURING JANUARY
1% collection fee during February
2% collection fee during March

TAKE FURTHER NOTICE, that pursuant to the provisions of law the tax roll of the Town of Bethlehem will be returned to the County of Albany Director Finance on April 1, 1998.

Dated: January 1, 1998
Nancy Karins Mendick
Town of Bethlehem
Receiver of Taxes & Assessments
(January 21, 1998)

NOTICE FOR PUBLICATION PURSUANT TO NY LLC LAW SECTION 206(C)

The name of the limited liability company is WARREN OFFICE ASSOCIATES, LLC. The date of the filing of the Certificate of Conversion with the Secretary of State was December 9, 1997. The County in which the office of the LLC is to be located is Albany. The agent of the LLC upon whom process against it may be sent is the Secretary of State and such shall mail a copy of any process to: 650 Warren Street Albany, New York 12208. The business purpose of the LLC is to engage in any lawful act or activity for which LLCs may be organized under the LLC. (January 21, 1998)

SUMMONS AND NOTICE OF OBJECT OF ACTION TO FORECLOSE A MORTGAGE

State of New York Supreme Court: Albany County — KeyBank National Association, Plaintiff vs. Judith Ann Chandler; Harry Kushner; Helene Kushner; "Sam and Sue Smith"; "John and Jane Doe", Defendant(s).
Premises: 156 South Swan Street, City of Albany
Index No. 5089-97
TO THE ABOVE NAMED DEFENDANT(S):

YOU ARE HEREBY SUMMONED to answer the complaint in this action, and to serve a copy of your answer, or if the complaint is not served with this summons, to serve a notice of appearance on the plaintiff's attorney within twenty (20) days after service of this summons, exclusive of the day of service, where service is made by delivery upon you personally within the state or within thirty (30) days after completion of service, where service is made in any other manner. The United States of America, if designated a defendant in this action, may answer or appear within sixty (60) days of service hereof. In case of your failure to appear or answer, judgment will be taken against you by default for the relief demanded in the complaint. Trial is desired in the County of Albany. Dated: August 1, 1997

LISCHER & SCHOP, Attorneys for Plaintiff, Brisbane Building, 403 Main Street, Suite 225, Buffalo, New York 14203, (716) 853-0543.

TO Judith Ann Chandler, DEFENDANT IN THIS ACTION:
The foregoing summons is

LEGAL NOTICE

served upon you by publication pursuant to an Order of the Supreme Court, Albany County, Supreme Court Justice Harold J. Hughes presiding, granted December 15, 1997, and filed with the Complaint and other papers in the Office of the Clerk of the County of Albany in the City of Albany, New York.

The object of this action is to foreclose a mortgage excluding the defendant(s) from a vested or contingent interest or lien upon the real property described in that certain mortgage bearing the date of September 15, 1987, executed by Judith Ann Chandler to plaintiff or plaintiff's predecessor(s) and/or assignor(s), to secure the principal sum of \$120,000.00 and interest, recorded in the Office of the Clerk of the County of Albany on September 16, 1987 in Liber 2543 of Mortgages at Page 1.

The real property described in said mortgage is commonly known as 156 South Swan Street, situate in the City of Albany, County of Albany, and State of New York, more particularly described as follows: Beginning at a point in the westerly line of South Swan Street distant about fifty-one and five hundredths (51.05) feet southerly from the point of intersection of the westerly line of South Swan Street with the southerly line of Madison Avenue, which point of beginning is also the intersection of the center line of the party wall on the premises hereby intended to be conveyed and the premises next adjoining on the north, now known as No. 154 South Swan Street with the westerly line of South Swan Street, thence from said point of beginning westerly and through the center of said party wall and on a line approximately parallel to the southerly line of Madison Avenue for a distance of about twenty-eight (28) feet; thence continuing westerly and on a line in continuation of the last described line for a distance of about twenty four (24) feet; thence southerly and on a line approximately parallel to the westerly line of South Swan Street for a distance of about thirty-three and six-tenths (33.6) feet; thence easterly and on a line approximately parallel to the southerly line of Madison Avenue for a distance of about twenty-six (26) feet; thence northerly and on a line approximately parallel to the westerly line of South Swan Street for a distance of about fifteen (15) feet; thence easterly and on a line approximately parallel to the southerly line of Madison Avenue for a distance of about twenty-six (26) feet; to a point in the westerly line of South Swan Street; thence northerly and along the westerly line of South Swan Street for a distance of about eighteen and seventy-five (18.75) feet to the point and place of beginning. The above described premises are now known as Street Number 156 South Swan Street, Albany, New York. Subject to all enforceable covenants, easements, conditions and restrictions of record affecting said premises.

Dated: December 29, 1997, Buffalo, New York
LISCHER & SCHOP, P.C., Attorneys for Plaintiff, Brisbane Building, 403 Main Street, Suite 225, Buffalo, New York 14203. (January 21, 1998)

NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY ("LLC").

Name: Second Street Realty, LLC. Articles of organization filed with sec. of state of NY ("SOS") on 1/2/97. Office location: Albany County. SOS is designated as agent of LLC for service of process. SOS shall mail copy of process to LLC, 1770 N.W. 64th Street, Suite 500, Fort Lauderdale, Florida 33309. Purpose: any lawful business purpose. (January 21, 1998)

PUBLICATION NOTICE OF ORGANIZATION OF LIMITED LIABILITY COMPANY

FIRST: The name of the Limited Liability Company is Davey Jones Locker, LLC (hereinafter referred to as the "Company").
SECOND: The Articles of Organization of the Company were filed with the Secretary of State on December 30, 1997.

THIRD: The county within New York State in which the office of the Company is to be located is Albany.

FOURTH: The Secretary of State has been designated as agent upon whom process against

LEGAL NOTICE

The Company may be served. The post office address to which the Secretary of State shall mail process is 386 Delaware Avenue, Albany, New York 12209.

FIFTH: The latest date on which the Company is to dissolve is December 31, 2047.

SIXTH: The purpose of the business of the Company is any lawful activity permitted under the Limited Liability Company Law. (January 21, 1998)

NOTICE TO BIDDERS

NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem hereby invites sealed bids for the furnishing of Washed Crushed Stone for the year 1998 for the use of said Town, as and when required.

Bids will be received up to 3:00 p.m. on the 3rd day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, New York. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor, Town of Bethlehem, 445 Delaware Avenue, Delmar, New York 12054. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. ORIGINAL and ONE COPY of each shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, New York.

The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD
OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK
Dated: January 14, 1998
(January 21, 1998)

NOTICE TO BIDDERS

NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem hereby invites sealed bids for the furnishing of Gravel for the year 1998 for the use of said Town, as and when required.

Bids will be received up to 3:10 p.m. on the 3rd day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, New York. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor, Town of Bethlehem, 445 Delaware Avenue, Delmar, New York 12054. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. Original and one copy of each shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, New York.

The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD
OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK
Dated: January 14, 1998
(January 21, 1998)

NOTICE TO BIDDERS

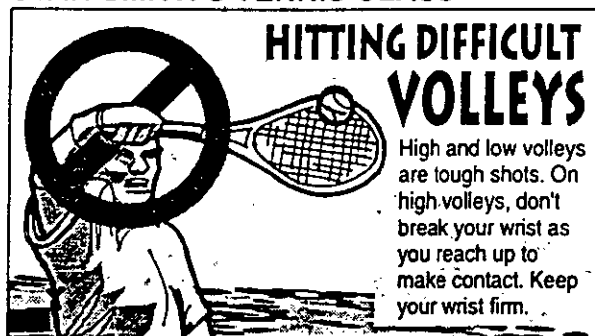
NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem hereby invites sealed bids for the furnishing of TOPSOIL for the use of said Town for the year 1998 as and when required.

Bids will be received up to 3:20 p.m. on the 3rd day of February 1998 at which time such bids will be publicly opened and read aloud at the Town Hall, 445 Delaware Avenue, Delmar, New York. Bids shall be addressed to Mrs. Sheila Fuller, Supervisor of the Town of Bethlehem, 445 Delaware Avenue, Delmar, New York. Bids shall be in sealed envelopes which shall bear, on the face thereof, the name and address of the bidder and the subject of the bid. Original and one copy of each bid shall be submitted. Copies of the specifications may be obtained from the Town Clerk at the Town Hall, Delmar, New York.

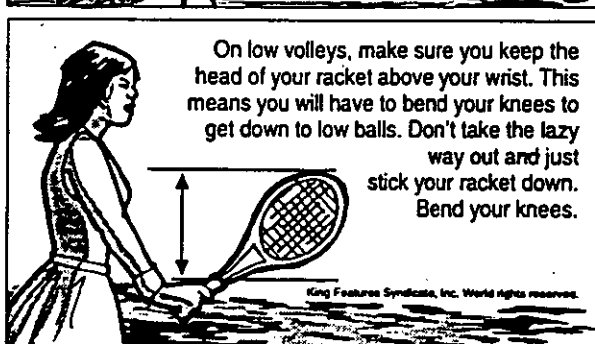
The Town Board reserves the right to waive any informalities in and/or to reject any or all bids.

BY ORDER OF THE TOWN BOARD
OF THE TOWN OF BETHLEHEM
KATHLEEN A. NEWKIRK, CMC
TOWN CLERK
Dated: January 14, 1998
(January 21, 1998)

STAN SMITH'S TENNIS CLASS



High and low volleys are tough shots. On high volleys, don't break your wrist as you reach up to make contact. Keep your wrist firm.



On low volleys, make sure you keep the head of your racket above your wrist. This means you will have to bend your knees to get down to low balls. Don't take the lazy way out and just stick your racket down. Bend your knees.

WEDNESDAY
JANUARY 28

BETHLEHEM

TOWN BOARD

town hall, 445 Delaware Ave., 7:30 p.m. Information, 439-4955.

BETHLEHEM TOASTMASTERS

The Clubhouse, Adams Station Apts., 1 Juniper Drive, Delmar, 7:30 p.m. Information, 439-0871.

BINGO

Blanchard American Legion Post, 16 Poplar Drive, 7:30 p.m. Information, 439-9819.

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 2 to 4:30 p.m. Information, 439-0503.

WELCOME WAGON

newcomers, engaged women and new mothers, call for a Welcome Wagon visit, Monday to Saturday, 8:30 a.m. to 6 p.m. Information, 439-1531.

TESTIMONY MEETING

First Church of Christ, Scientist, 555 Delaware Ave., 8 p.m. Information, 439-2512.

SOLID ROCK CHURCH

1 Kenwood Ave., evening prayer and Bible study, 7 p.m. Information, 439-4314.

NEW SCOTLAND

NEW SCOTLAND SENIOR CITIZENS

Wyman Osterhout Community Center, New Salem, call for time. Information, 765-2109.

AA MEETING

First Methodist Church of Voorheesville, 68 Maple St., 8 p.m. Information, 489-6779.

AL-ANON MEETING

First United Methodist Church of Voorheesville, 68 Maple St., 8 p.m. Information, 489-6779.

FAITH TEMPLE

Bible study, New Salem, 7:30 p.m. Information, 765-2870.

MOUNTAINVIEW EVANGELICAL FREE CHURCH

evening service, Bible study and prayer, Route 155, 7:30 p.m. Information, 765-3390.

HAMAGRAEL PRE-SCHOOL TO HOLD OPEN HOUSE

Delmar Reformed Church, 386 Delaware Ave. 12-1 p.m. Information, 767-9783.

THURSDAY
JANUARY 29

BETHLEHEM

RECOVERY, INC.

self-help for chronic nervous symptoms, First United Methodist Church, 428 Kenwood Ave., 10 a.m. Information, 439-9976.

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 2 to 4:30 p.m. Information, 439-0503.

BETHLEHEM SENIOR CITIZENS

town hall, 445 Delaware Ave., 12:30 p.m. Information, 439-4955.

AA MEETINGS

Slingerlands Community Church, 1499 New Scotland Road, noon, and Delmar Reformed Church, 386 Delaware Ave., 8:30 p.m. Information, 489-6779.

BETHLEHEM LUTHERAN CHURCH children's choir, 6:30 p.m., senior choir, 7:30 p.m., 85 Elm Ave. Information, 439-4328.

BETHLEHEM COMMUNITY CHURCH

women's Bible study, 9:30 to 11:15 a.m. or 7:30 to 9:15 p.m. In a local home, children's program and nursery provided for morning session, 201 Elm Ave. Information, 439-3135.

CLASS IN JEWISH MYSTICISM

Delmar Chabad Center, 109 Elsmere Ave., 8 p.m. Information, 439-8280.

FRIDAY
JANUARY 30

BETHLEHEM

AA MEETING

First Reformed Church of Bethlehem, Route 9W, 7:30 p.m. Information, 489-6779.

CHABAD CENTER

Friday services, discussion and kiddush at sunset, 109 Elsmere Ave. Information, 439-8280.

NEW SCOTLAND

YOUTH GROUP MEETINGS

United Pentecostal Church, Route 85, New Salem, 7 p.m. Information, 765-4410.

SATURDAY
JANUARY 31

BETHLEHEM

AA MEETING

Bethlehem Lutheran Church, 85 Elm Ave., 7:30 p.m. Information, 489-6779.

AL-ANON MEETING

The Crossroads, 4 Normanskill Blvd., 5:30 p.m. Information, 489-6779.

SUNDAY
FEBRUARY 1

DELMAR REFORMED CHURCH

traditional worship, 9 and 11 a.m., T.G.I. Sunday contemporary worship, 5:30 p.m., nursery care and Sunday school for children during all services, 386 Delaware Ave. Information, 439-9929.

UNITY OF FAITH CHRISTIAN FELLOWSHIP CHURCH

Sunday school and worship service, 10 a.m., 436 Krumkill Road. Information, 438-7740.

FIRST CHURCH OF CHRIST, SCIENTIST

Sunday school and worship service, 10 a.m., child care provided, 555 Delaware Ave. Information, 439-2512.

BETHLEHEM COMMUNITY CHURCH

Sunday school and worship service, 10 a.m., nursery provided, 201 Elm Ave. Information, 439-3135.

ST. STEPHEN'S EPISCOPAL CHURCH

Holy Eucharist, 8 and 10:30 a.m., coffee and fellowship, nursery care provided, church school, 9:30 a.m., Poplar Drive and Elsmere Avenue. Information, 439-3265.

SELKIRK CONGREGATION OF JEHOVAH'S WITNESSES

Bible lecture, 9:30 a.m., Watchtower Bible study, 10:25 a.m., Elm Avenue and Feura Bush Road. Information, 439-0358.

SLINGERLANDS COMMUNITY UNITED METHODIST CHURCH

worship service and church school, 10 a.m., fellowship hour, nursery care provided, 1499 New Scotland Road. Information, 439-1766.

SOUTH BETHLEHEM UNITED METHODIST CHURCH

Sunday school, 9:30 a.m., worship service, 11 a.m., followed by coffee hour, Willowbrook Avenue. Information, 767-9953.

DELMAR PRESBYTERIAN CHURCH

worship service, church school, nursery care, 10 a.m., fellowship and coffee, 11 a.m., adult education, 11:15 a.m., family communion service, first Sunday, 585 Delaware Ave. Information, 439-9252.

DELMAR FULL GOSPEL CHURCH

Sunday service, 9:30 a.m., with Sunday school and nursery, home groups, women's Bible studies and youth group, 292 Elsmere Ave. Information, 439-4407.

FIRST REFORMED CHURCH OF BETHLEHEM

church school, 9:30 a.m., worship service, 11 a.m., child care provided, Route 9W, Selkirk. Information, 767-2243.

GLENMONT COMMUNITY CHURCH

Sunday school and worship service, 10:30 a.m., child care available, 1 Chapel Lane. Information, 436-7710.

CHURCH OF ST. THOMAS THE APOSTLE

Masses — Saturday at 5 p.m. and Sunday at 7:30, 9, 10:30 a.m. and noon, 35 Adams Place. Information, 439-4951.

SOLID ROCK CHURCH

worship service, 11 a.m., 1 Kenwood Ave. Information, 439-4314.

FIRST UNITED METHODIST CHURCH

church school, 9:45 a.m., worship service, 9:30 a.m., adult classes, 11 a.m., 428 Kenwood Ave. Information, 439-9976.

BETHLEHEM LUTHERAN CHURCH

worship services, 8 and 10:30 a.m., Sunday school and Bible classes, 9:15 a.m., nursery care, handicapped-accessible, large-print materials and assistive listening devices, coffee and fellowship following services, 85 Elm Ave. Information, 439-4328.

MOUNT MORIAH MINISTRIES

Sunday school, 9:45 a.m., morning worship, 11 a.m., youth group, 6 p.m., evening service, 7 p.m., Route 9W, Glenmont. Information, 426-4510.

NEW SCOTLAND

BETHEL BAPTIST CHURCH

Sunday school, 9:15 a.m., worship service, 10:15 a.m., Auberge Suisse Restaurant, Route 85. Information, 475-9086.

FAITH TEMPLE

Sunday school, 10 a.m., worship service, 7 p.m., New Salem. Information, 765-2870.

ST. MATTHEW'S ROMAN CATHOLIC CHURCH

Masses Saturday at 5 p.m. and Sunday at 8:30 and 10:30 a.m., Mountain View Road, Voorheesville. Information, 765-2805.

JERUSALEM REFORMED CHURCH

worship service, 10:30 a.m., followed by coffee hour, child care provided, Route 32, Feura Bush. Information, 439-0548.

NEW SALEM REFORMED CHURCH

adult Bible study, 9 a.m., junior choir or chime choir practice, 9 a.m., worship service, 10 a.m., recorder group practice, 11 a.m., nursery care provided, Route 85. Information, 439-6179.

ONESQUETHAW REFORMED CHURCH

worship service, 9:30 a.m., Sunday school, 10:45 a.m., Tarrytown Road, Feura Bush. Information, 768-2133.

PROFESSIONAL
OFFICE SPACE
AVAILABLEDATE:
February 1998 available
for occupancyLOCATION:
408 Feura Bush Rd.
Glenmont, New YorkAREA:
Woods... Lawns... Private...
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5 office rooms... 1200 sq. ft.
- full basement for storage...
additional space
on 2nd floor.CONTACT:
Owner... 1-802-824-5180

CLASSIFIEDS

Individual rate minimum \$10.00 for 10 words, 30 cents for each additional word, payable in advance. Commercial rate minimum \$12.50 for 10 words, 30 cents for each additional word, payable in advance. Ad deadline 4 p.m. Friday for publication in Wednesday's newspaper. Box Reply \$3.00. Submit in person or by mail with check or money order to Spotlight Newspapers, 125 Adams Street, Delmar, New York 12054. Phone in and charge to your Mastercard or Visa.

439-4949

REAL ESTATE CLASSIFIEDS

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\$425+ UTILITIES, 2nd floor, 2 bedroom, laundry and storage. Off street parking. 130 Maple Avenue, Selkirk. References, security deposit. No pets. Available immediately. 434-9783-212-665-5251

\$500+ UTILITIES - ALBANY, 3 bedrooms, second floor flat, washer/dryer included. Large living room, dining room, kitchen, enclosed porches. Security and references. 869-6497.

\$515 ELSMERE, heat and hot water included. Modern one bedroom. 489-7583.

\$525 - 1 BEDROOM, ground floor, front and rear entrance, heat, hot water. Bus line. 439-6287.

\$600 HEAT INCLUDED, 2 bedroom flat, Glenmont. Available February 1. 475-0380.

\$600 INCLUDES HEAT AND HOT WATER, second floor, one bedroom. Village Drive Apartments, Delmar. Available February 15. Security and references. 434-9783.

\$600 INCLUDES HEAT, 2 bedrooms, remodeled, garage, washer/dryer hook-up, yard. 479-0647.

\$625 INCLUDES HEAT AND HOT WATER, second floor, 1 bedroom plus den. Village Drive Apartments. Available immediately, security and references. 518-434-9783 or 212-665-5251.

\$650 INCLUDES HEAT AND HOT WATER 1st floor, 2 bedrooms. Village Drive Apartments, Delmar. Available December 15. Security and references. 434-9783 or 212-665-5251.

\$750+ COXSACKIE - Charming 4/2, redecorated, garage, option, \$93,000. 731-6646.

1 OR 2 BEDROOM apartment, Delmar. Heat, fireplace, porch, yard, parking, bus. 475-0617.

2 BEDROOM APARTMENT - SELKIRK. Heat, hot water, no pets. Security deposit \$550. 767-2115.

2 BEDROOM DUPLEX. 1 1/2 bath, garage, washer/dryer hook-ups. Available immediately. \$760 utilities included. Call KM Management, 439-3365.

3 BEDROOM - SELKIRK DUPLEX, appliance, no pets. Security deposit \$625. 767-2115.

DELMAR - 1 BEDROOM apartment, country setting, 1 1/2 miles from Bethlehem High School; \$350 plus utilities. Evenings - 439-9021.

DELMAR - Senior Residence DRastically REDUCED SPECIAL \$550, quiet, 2 bedrooms, bus line, garage and laundry facilities. 238-0867.

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ARTIST STUDIO for rent, lots of light. For information, 478-0645.

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3/4 ACRE LOTS, water, sewer available, Colonie. \$39,900.

5 ACRE APPROVED building lot, wooded, ready to go! \$59,900.

COLONIAL - 3 bedroom, 1 1/2 baths, 8 years, super condition, priced to sell, \$93,900.

FOUR YEAR OLD contemporary on 2 acres, super condition, pond, Voorheesville Schools, \$189,900. Priced to sell.

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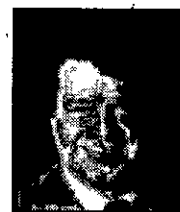
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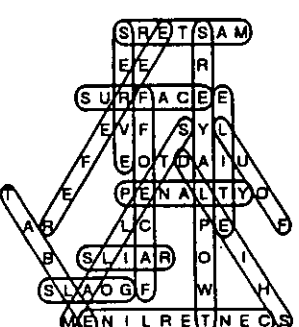
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Helping

(From Page 1)

newspapers during the crisis.

When the first shipment of 150 generators was delivered to the North Country on Jan. 17, Finke had difficulty getting the machines to customers. "The problem was, people couldn't get out (of their houses)," Finke said, "so we went to them."

In addition to delivering generators to some homes, Finke's employees also helped customers install and start the machines.

"If someone had trouble with a generator, in some cases, (my employees) would go out to their houses and help them," Finke said, adding that house calls are "very unusual" in his business. "It would be like Sam's Club coming out to look at your generator. It doesn't happen."

Although he's several days away from an exact figure of what the relief effort cost, Finke doesn't believe he lost money by helping the North Country. Instead, he expects to break even.

"I don't think there will be a tremendous amount of profit," Finke said. "I know our payroll grew, and we had new phone lines installed. Our (cellular) phone bill alone is going to be \$5,000 or \$6,000." Finke's employees did most of their business in the North Country by cellular because regu-

lar telephone service is still out in much of that area.

Finke rankles at the notion he sold the generators to exploit people in need or grab publicity for his company. He said he's been commended by residents and public officials alike for his efforts.

Beal confirmed Finke's comments, saying that if Finke's company hadn't brought the generators, "we would have had a lot of cold people in the North Country."

"My hat's off to our entire staff," Finke said. "They worked, on average, 20 to 23 hours a day. Yes, they were compensated, but I don't think they could have cared less about that."

"Our firm has laid out in the neighborhood of \$50,000 — without the cost of the (generators) — to support this," he continued. "Payroll alone is over \$40,000."

Finke's expenses include the donation of several generators to fire departments in the affected area and to state organizations helping farmers get back in business. A reported 72 cows have died of mastitis in the North Country because milking machines are not operating. Mastitis occurs when cows are not milked frequently enough.

Finke's employees also brought a load of blankets to Quebec. The blankets were donated to a school in a town that doesn't expect its power back until Jan. 25. Beal said some sections of Quebec will remain powerless until mid-February.

"Most of the problems now are in northern Quebec," Finke said. "It appears that the U.S. side of things is getting caught up, (although) Canton, New York, is still in rough shape."

Book sales benefit AIDS Council

Two Delmar book stores, I Love Books and Friar Tuck Book Store, are selling Entertainment Books to benefit the AIDS Council of Northeastern New York as part of the volunteer project Helping through Books and Music.

More than \$7,000 has been raised through the project.

I Love Books and Friar Tuck Book Store will sell Entertainment Books through January. For information, call 482-5602.

Delmar woman studies in Ireland

Cindy Dunn, daughter of Fred and Marlyn Dunn of Delmar, completed her fall semester of study abroad at the University of Galway in Ireland.

She is a junior at the University of Denver in Colorado.

Choral concert planned at BCHS

Bethlehem Central High School music department will present a choral concert on Thursday, Jan. 22, at 7:30 p.m. at the school on Delaware Avenue in Delmar.

Five groups comprised of more than 120 talented musicians will perform under the direction of Joseph Farrell.

The concert will feature music portraying rich cultural diversity including songs in French, Spanish, Russian and Japanese.

Other songs will represent the music of Finland, Nova Scotia, Venezuela and French Canada.

The program also includes numerous classical contemporary pieces by such pop icons as Don McLean, Alan Menken, Brian Wilson, Neil Sedaka and the Coasters.

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reviews of
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their progress in 1997 —
their plans and
hopes for
1998.

update 1998

Local economy has unique strengths

By John Ortego

As a member of the Center for Economic Growth's economic forecast committee, I would like to make some distinctions in the standard division of New York into upstate and downstate.

A recent article in *The New York Times* concluded that upstate was lagging behind the more prosperous downstate. Put in a longer-term perspective that conclusion may be a bit premature.

The Capital District is quite different from the rest of upstate New York. The economic cycle here doesn't slavishly follow either downstate or upstate fluctuations.

Manufacturing must not, and will not, disappear from our region. Our larger manufacturers are sizing themselves to markets and competitive forces within industries. To survive, they often shed jobs in an effort to reduce costs and enhance their competitive position in the marketplace. This attracts media attention, which in turn shapes public perception that local manufacturing industry is in trouble.

A look at smaller manufacturers (those with less than 500 jobs) tells an entirely different story. Members of the Chief Executives Network for Manufacturing

(CEN), a networking organization of 100 CEOs of small manufacturers who promote economic and technology development, show an opposite job growth trend from their larger counterparts.

Last year, the companies of CEN estimated that collectively they increased employment by 20 percent. When you realize that these businesses are predominantly locally owned and operated, the long-term economic potential becomes clearer.

They manufacture high-end-of-the-market products, rely heavily on new technology to maintain their competitive advantage, require technically skilled people and pay higher wages.

Specialty Silicones in Ballston Spa, GEM Urethane in Amsterdam, Passonno Paints in Watervliet, DynaBil Industries in Coxsack and Ed Levin Jewelry in Cambridge are some of these small companies.

The defining factor of economic life here is the state capital, with all of its advantages and disadvantages. State government payrolls constituted 12.8 percent of regional employment in 1997, down from 14.3 percent in 1990. Total state government payrolls account for 3.1 percent of jobs in New York.

From 1990 to 1996, state jobs were cut by more than 10 percent both in the region and in the state.

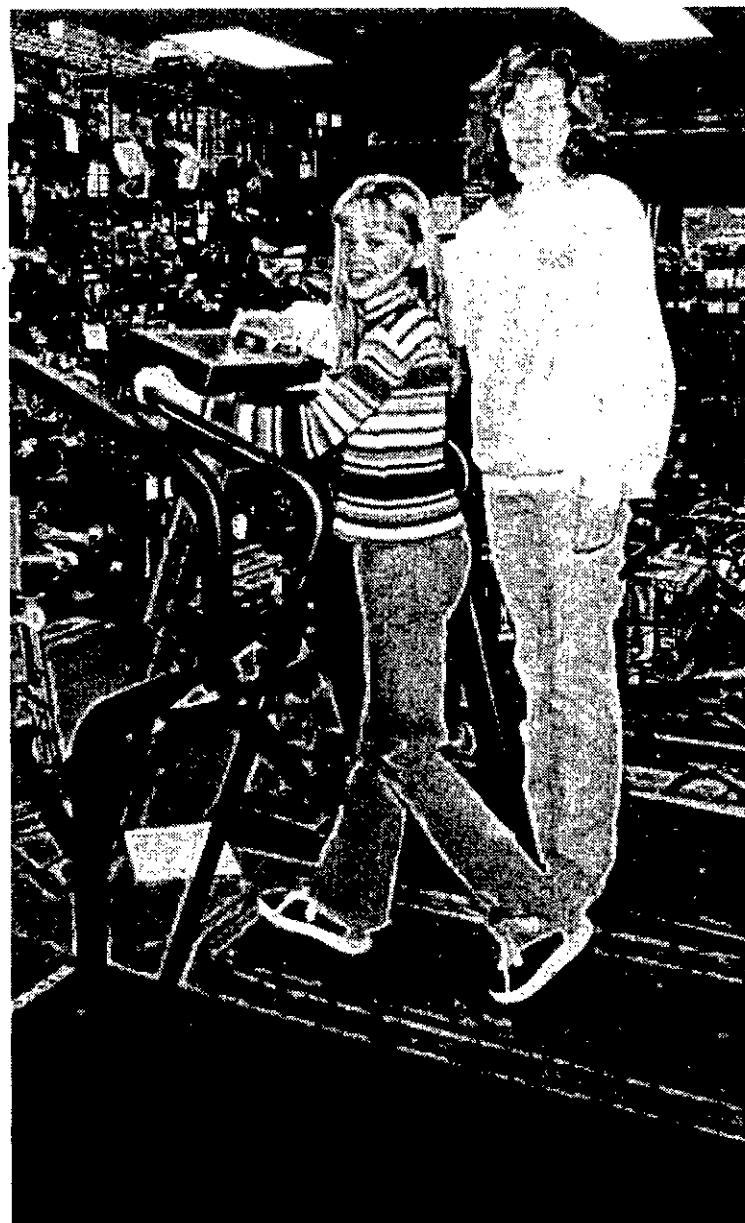
While a 10 percent reduction in state employees is equal to only 0.3 percent of statewide nonagricultural jobs, it is equal to nearly 1.3 percent of jobs in our region.

The base year 1990 was selected for comparison since it represents the pre-recession employment peak for the Capital District.

In 1997, our area has gained 100 state government jobs even though state wide government jobs shrunk.

Ortego is an economist with KeyCorp and an economic adviser to the Center for Economic Growth.

Play it again



Dottie Vonk, owner of Play It Again Sports on Route 7 in Latham, gives her daughter Shannon some pointers on working out on a treadmill.

Constance Pakatar

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update 1998

Bethlehem chamber aims to improve Delmar's business district

With a record-setting active roster of 620 business, professionals and individuals, the Bethlehem Chamber of Commerce is a strong and viable voice in and around the Bethlehem area.

Eighty-four new members joined the chamber in 1997, another record for the group, which celebrated its 40th anniversary last year.

One of the most important new initiatives for the chamber is the formation of a retail council, to be established under the umbrella of the Bethlehem First Task Force.

The retail council's goal is the improvement of Delmar's business district by encouraging merchants to join together in solving problems and attracting more consumers to Bethlehem.

Right now, the council is primarily made up of merchants along Delaware Avenue. However, the



McCarroll

This year, the chamber's goal is to increase business involvement in Feestelijk.

chamber plans to recruit more retail and service businesses as events and promotions are planned.

Some events the retail council has planned include a town-wide sidewalk sale and festival, a business fair with events for students at the high school, holiday decorating contests, a cleanup day and more.

Chamber members will once again be involved in planning and executing the town-wide performing arts festival called Feestelijk,

which was a tremendous success last May. This year, the chamber's goal is to increase business involvement in Feestelijk.

The results of the chamber's town-wide survey will be available soon. Nearly 20,000 surveys were mailed and more than 2,000 have already been returned. The survey was developed by Pamela Robbins and Henry Steadman of Policy Research Associates in Delmar and focused on economic development and the determination of business services that are



Venezia

lacking in the Bethlehem area. The chamber will use the results of the survey to attract new business.

The survey also sought to learn why some people do not support local businesses. The results of this section will help businesses find ways to serve their customers more effectively.

The idea of a town-wide community center is currently back on the drawing board and chamber members are actively involved in the discussions. Using written and telephone questionnaires, the chamber is busy gathering input to pursue this topic.

Chamber president Marty DeLaney recently announced new members of the board of directors, who assumed their positions at the Jan. 8 organizational meeting.

The officers for 1998 are: Frank Venezia, CPA, of Marvin & Co., chairman; Christine McCarroll, of McCarroll's The Village Butcher, vice chairwoman; Elisabeth Ruthman, of Adams Station Apartments, secretary; and Nick Valenze, of Bethlehem Physical Therapy, treasurer.

Cathy Griffin, of Prudential Manor Homes, is immediate past chairwoman.

The board members are: Mark Bryant, Dan Colacino, Rose Walker Cook, Bill Fisher, Louise Havens, Elaine Loder, Judith Kehoe, Christina Madden, Wendy Murabito, Dennis O'Shaughnessy and Greg Turner.

Albany-Colonie Regional Chamber expects growth in 1998

By Kevin Mitchell

During the new year the Albany-Colonie Regional Chamber of Commerce, a 2,600 member



Altes

organization dedicated to promoting economic development, has high aspirations for Albany County and the Capital

District as a whole.

"We represent all areas of the business community from large companies to mom and pop establishments," said Jo Ann LeSage, the chamber's director of communications and governmental relations. "Last year, in conjunction with the county, 1,250 jobs were either created or re-

tained because of our efforts. We assisted 150 companies with issues such as site selection, financing and business plan preparation. We hope to continue these services in the coming year. Not only do we hope to attract new companies to the region, but we want to continue serving those already here."

Technology is expected to be a major growth area in Albany County. "We're going to try to bring in more high-tech firms because they've been successful in terms of employment opportunities and sales generated. They're going to play an important roll in the future of our region," LeSage said.

The chamber is also committed to preparing young people for employment.

"During the summer, we offer a Corporate Internship Program,

open to women and minorities and that's been very successful," LeSage said. "These internships provide work experiences to students in a corporate environment. Participants also take classes in written and oral communication, which enable them to be better prepared for work after graduation."

"We also offer internships to business students from the College of Saint Rose, which are not paid experiences," she added. "Many employers are willing to train students and that benefits everyone."

The chamber also sponsors a Teaching Internship Program.

"This enables teachers to do internships with companies so they can share their understanding of the working world with students. Teachers tell us that it's helpful to relate what kids are

learning to what's expected on a job," LeSage said.

This year, the chamber plans to expand the discount program offered to members.

"We provide many benefits to members and their employees such as discounts on travel, car rentals and other services," LeSage said. "And our medical and

dental plans are also quite attractive."

The chamber's 2,600 members employ approximately 80,000 people and will continue creating jobs and increasing the economic vitality of Albany County in 1998, LeSage concluded.

The chamber is excited about its plans for 1998.

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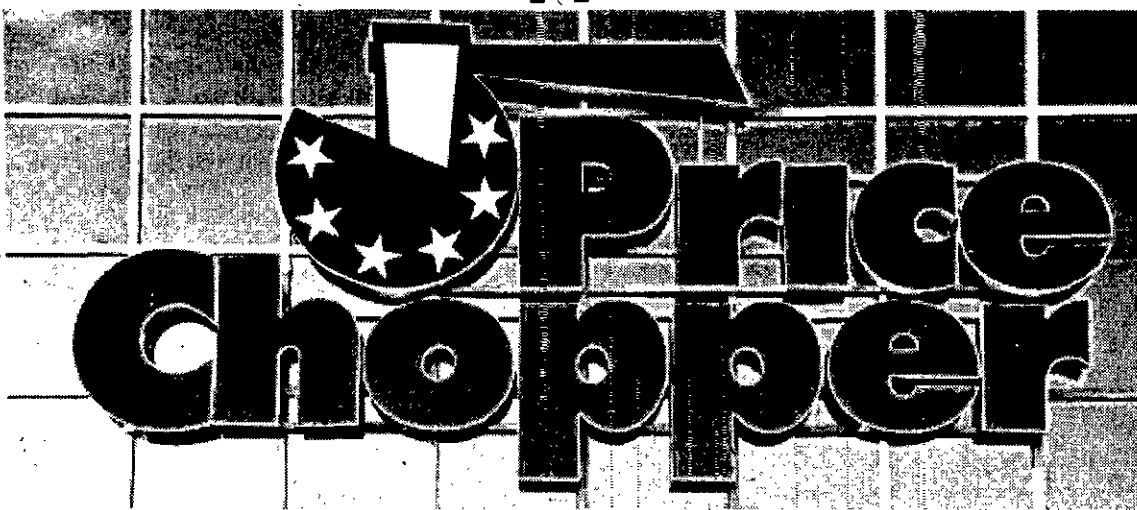
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* Actual savings based on group size/useage

New Price Chopper is the Cadillac of chain's stores



By Bill Fonda

The Golub Corporation waited 30 years to open a store in Bethlehem.

"We've been dying to have a store (here)," for many years, said Joanne Gage, Golub's vice president for consumer and marketing services.

The company couldn't find a site that was large and convenient enough until it settled on a parcel near the intersection New Scotland Road and Cherry Avenue in Slingerlands.

But because the land needed to be rezoned and there was opposition from some Slingerlands residents, the town of Bethlehem turned down Golub's initial design because the proposed store was too large.

Ten years later, when Golub presented a scaled-down version as part of a smaller strip mall, it was approved by the town. The

store opened its doors June 24 last year.

Gage said the plan for a smaller store was not the only reason why it was approved.

"The town residents let it be known that they wanted another supermarket," she said. Many

We just want to continue running a great store.

Joanne Gage

Bethlehem residents wanted more than one supermarket chain in town.

Since it opened, Gage said the store has been extremely popular, and people frequently tell her how much they like it.

The store has a large display of prepared food in the front so people

who are in a hurry can easily see it and make a quick purchase, but also includes a new feature for Price Chopper — a sushi bar.

Gage said that a sushi bar has been in the works for a while, but they never found a store they felt comfortable testing it in until the Bethlehem store opened.

Company executives felt Bethlehem's clientele was sophisticated enough to make the sushi bar a success. This has led to plans to add sushi bars to other Price Choppers.

Gage said there are no additions planned for the Bethlehem store in 1998. "We just want to continue running a great store."

Cohoes Savings Bank also has a branch inside the new store so people can grocery shop and do their banking at the same time.

Empire Vision Center and Slingerlands Wine & Liquor have also opened in the plaza.



Customer Kevin DeLong joins Chef Sa and Vince Rassano, Price Chopper assistant manager, at the new sushi bar at the market, which opened last year near the intersection of New Scotland Road and Cherry Avenue in Slingerlands.

Constance Pakalari



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Bank on it



Nicolle Labombard, left, assistant branch manager and Linda Thomas, branch manager, outside the Amsterdam Savings Bank located in the New Loudon Road, Latham Price Chopper. The bank is open seven days a week and offers all banking services from checking accounts to mortgages.

Constance Pakatar

Beyond Rainbow is dream come true

Beyond the Rainbow Nursery School is a dream come true for two long-time friends. This past summer was the right time for Laurie Jones and Linda Hoyt, better known as Miss Laurie and Miss Linda, to combine their 20 years of teaching experience and open this delightful new nursery school together.

— Beyond The Rainbow is located just off Wolf Road at the intersection of Metro Park Road. It is a school made up of new ideas and high aspirations.

Beyond the Rainbow offers a positive learning pre-K academic curriculum for 4-year-olds to prepare them for kindergarten. The 3-year-old program is set up to prepare children for what might be their first separation from their

parents.

"We try to teach the children responsibility and independence, but most of all we try to build their self-confidence," said Hoyt. Everything a child accomplishes, from drawing a circle to tying their shoes, is a child's great personal accomplishment.

The best references come from the parents. Tracy Mullen of Colonia described Beyond the Rainbow by saying that "I can't think of a better place to send my son to school. Miss Laurie and Miss Linda are the two warmest, friendliest and most energetic people I know. They have made my son's nursery school experience a wonderful one. He is getting quality education and enjoying every minute of it. It is a great

Engel's proud of being fresh

For more than 100 years, folks have been heading out to Engel's Farm & Market to buy their produce.

Ed Engel, the family company's president, said, "It's a tradition that's here to stay."

The business has been at 681 Albany-Shaker Road in Colonia since 1870. In fact, Engel's Farm was honored as the town's oldest business during Colonia's recent centennial celebration.

The farm and market is run by Ed and his brother John, with a lot of help from their dad, "Big Ed."

It will again be opening for the season in early May, "with beautiful hanging baskets and lovely bedding plants, both annual and perennial, all grown in our own greenhouses, all winter long," Engel said.

No matter what veggie you're in the mood for, Engel's probably has it until the market closes for the winter in November. And Engel's also carries a full line of fruits.

The farm and market offers something to tempt the sweet

tooth in everyone, featuring home-made pies, brownies, chocolate chip and peanut butter and raisin oatmeal cookies.

"We also offer carrot cake made

We also offer carrot cake made with our own carrots, grown on the farm.

Ed Engel

with our own carrots, grown on the farm," Engel said.

Some of the other home-grown vegetables and baked goods Engel's sells include potted tomato plants, fresh corn, Vermont cheese, fresh strawberries and

Heidelberg breads.

Seasonal items featured at Engel's include fall favorites like apple cider and cider donuts, plus pumpkins and mums.

He attributed the business's success to service, the goods offered and its convenient location on Albany-Shaker Road, just off Exit 4 of the Northway, on the way to the Albany County Airport.

"We haven't given in to development," Engel said. "We've had many offers and declined to accept any — this is our home."

After more than 100 years, there's a closeness between the owners and their customers.

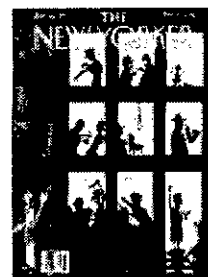
"We look forward to seeing our many customers every year," Engel said. "Many have become like friends."

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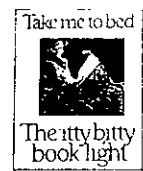
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Girls Academy looks toward third century

Since Albany Academy for Girls was founded in 1814, it has made its home at various addresses, and each new location has reflected changes in the student body and academic program.

Within its first two years of existence, the original one-story building on Montgomery Street had to be doubled in size to meet growing demand.

Today, with strong enrollment and expanding programs in technology, science, athletics, the arts and other areas, the school is again facing the challenge of achieving its goals within its current facility. To accomplish the necessary expansion and renovations, the board of trustees and headmistress Caroline Mason launched an ambitious capital campaign, aptly named Building Toward Our Third Century.

The initiative focuses on two areas: enhancements to the facility, including a new library/media and student center, and growth to the endowment.

The school enlisted the aid of Ghiorse & Sorrenti, a New Jersey-based consulting firm, to make the campaign a reality. "Our consultants told us a low-end figure and a high-end figure of what we could raise," said Michelle Susko, chief development officer at AAG. "We've consistently hit the high end."

Prior to the campaign's public launch on Sept. 25, a series of personal solicitations to alumnae and parents led to \$1.75 million in donations. "Our gifts range all the way down to the \$10 range," Susko said.

"The response has just been tremendous," she added. The large private donations allowed AAG to raise its goal from \$2 mil-

The campaign's success is due to the school's high standing among alumnae, parents and the Capital District community.

lion to \$2.5 million.

The campaign will fund:

- The 8000-square foot library and media and student center, which AAG will share with Albany Academy.

- Renovations to athletic fields.

- Renovations to science classrooms and laboratories. "They haven't been touched since the original structure was built," Susko said, "and that was in 1959."

Today, the campaign has raised slightly more than \$2 million. The success of the campaign — the largest fund-raiser in the school's history — can be attributed to the school's high standing among its alumnae, parents and the Capital District community.

Another reason for the campaign's success is the commitment of the school's board of trustees, chaired by William Kahl and Caroline Mason. With Building Toward Our Third Century, the board and the headmistress have laid out a strategic direction for AAG in the 21st century — a direction that capitalizes on their knowledge of how and in what environment girls learn best.

The campaign continues the tradition established by AAG's nearly 200-year history and ensures that, in its third century, the Albany Academy for Girls will continue to provide an outstanding educational experience.

Cosy and comfy decor



In its remodeled warehouse and bedroom showroom, Kugler's Red Barn on 425 Consaul Road in Colony offers a wide variety of Early American furniture and accessories.

Constance Pakatar

A.G. Edwards offers new accounts

By Mary S. Yamin

As A.G. Edwards & Sons enters its 111th year of serving customers' financial needs, it will focus on the changing world of Individual Retirement Accounts — traditional as well as new types of accounts — Roth, simple IRA and educational IRAs.

"Americans, especially baby boomers, are rapidly learning to become savers rather than spenders," said John Hastings, senior vice president of investments. "Keeping this in mind, this year our focus will be on IRAs."

Roth IRA accounts are available for the first time this year. They offer tax-deferred earnings, although the investment itself is not tax-deductible. They are tax and penalty-free if withdrawn for a qualified distribution, such as education costs, first home purchase or medical expenses. Distribution

is also penalty-free after age 59 1/2.

Despite their advantages, Roth accounts are not for everyone, Hastings warned.

"You are eliminated from participating if, singly, your adjusted gross income is more than \$100,000 or if your joint return is \$150,000 or more," Hastings explained. "The advantages are you can put up to \$2,000 in annually and, if you leave it in for five years, when you begin to withdraw, either mandatory or after age 59 1/2, you do it completely free of taxes."

The simple IRAs are for self-employed people who don't want to establish their own 401(k) accounts.

"If you are the principal in the firm, you can contribute up to \$6,000 annually. If both husband

and wife are principals, the maximum contribution is \$12,000," Hastings said.

Educational IRAs are also new this year.

"The account is designated as an educational IRA, into which up to \$2,000 can be contributed annually. The earnings are tax-free and must be used by the child's 30th birthday," Hastings added.

Hastings sees 1998 as a difficult but ultimately rewarding market year. "There will still be growth, but instead of the 13 to 15 percent growth we have witnessed it will be more like 6 to 8 percent," he said. "It will be difficult for corporations to exceed the profits they made last year. We have been in an upward, bull market for six years and, while we are still in a bull market, it will be slower. There is nothing wrong with that."



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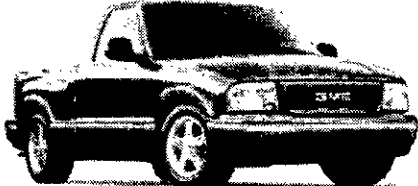
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7TC7A	91 DODGE CARAVAN	89335	\$8,995.00	\$6,995.00
7C11A	93 CHRYS. NEW YORKER	62370	\$9,995.00	\$7,995.00
7LH3B	94 MERC. SABLE WAGON	75030	\$9,995.00	\$7,995.00
7V26A	92 PLY. VOYAGER	72527	\$9,995.00	\$7,995.00
7B30A	95 PLY. ACCLAIM	19728	\$10,995.00	\$8,995.00
7V71 A	92 PLY. VOYAGER	67590	\$10,495.00	\$8,995.00
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6SC12A	95 DODGE INTREPED	44722	\$13,995.00	\$11,995.00
7S189A	95 SUBARU LEGACY AWD	61101	\$13,995.00	\$11,995.00
7T150A	93 GMC 1 TON 4X4	71053	\$16,995.00	\$14,995.00
7W14A	95 SUB. LEGACY LS AWD	31343	\$16,995.00	\$14,995.00
7T158A	94 CHEVY 1/2 TON 4X4 EXT.	74394	\$16,995.00	\$15,495.00

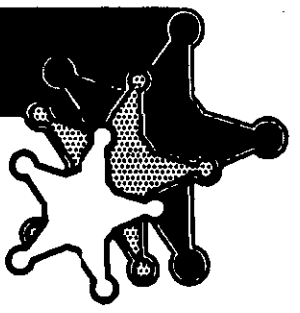
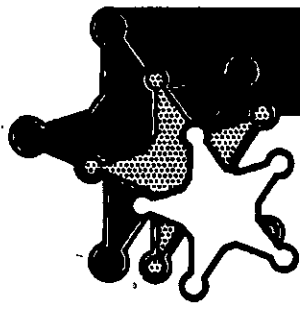
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New wine and liquor store



Sheila McNeil and Gretchen Blum show off part of the wide selection of imported and domestic wines at Wines & Spirits of Slingerlands, which opened in 1997 in Price Chopper Plaza.

Constance Pakatar

The Village Shop grows in Slingerlands location

By Peter Hanson

Since moving into the new Price Chopper Plaza in Slingerlands last October, Village Shop Gifts has seen increases in everything from the number of male customers to the volume of total business.

Owner Stephanie Biscone estimated that business was up 20 percent over last year for the holiday season.

"It was the best Christmas season we've had to date," she said. "That had a lot to do with the retail climate, which has been up for everyone."

Previously located in Delaware Plaza, the Village Shop was already an institution when Biscone bought it six years ago. 1998 marks the store's 37th year.

Specializing in handmade and

unusual craft items ranging from candles and jewelry to crystal and handbags, the shop offers customers items that are difficult to find elsewhere and an intimate, one-on-one retail atmosphere.

"I really enjoy finding gift companies that I have to root around for, that aren't that easy to find," Biscone said. "The challenge is to find items that aren't available in other stores just around the corner."

As an example of the unique gifts available at the Village Shop, Biscone indicated a display of handmade brooches and hairbands made by Rosebuds, a small local company, that range from \$10 to \$30. The ornate, delicate pieces integrate elements such as lace and handmade ribbon flowers.

"Ever since I've been in business, I've really stressed supporting other local businesses," Biscone said. "What's difficult is that one person who makes every item can't produce items (in the volume) we need."

The new location has been helpful to the Village Shop in several ways. First, it's about 200 square feet larger. Second, it attracts about a third more foot traffic than the Delaware Plaza store did.

"The male traffic is a lot more than at the other store," manager Helen Warner noted. "People just go to the Price Chopper and see this nice store, and then they come in."

Warner said the shop is busiest when people are getting out of work between 4 and 6 p.m.

"We tended to be more of a destination shop at the old location," Biscone said.

With the new influx of casual shoppers, Biscone and Warner have noticed their clientele represents a broader geographic area than it did before.

Whereas most of their customers used to be Bethlehem and Delmar area residents, now they're seeing customers from as far away as Westerlo, Greenville, Troy and Schenectady.

Biscone said moving to the Price Chopper Plaza was worth the hassle, although if she'd known the new store wouldn't open until shortly before Christmas, she might have had second thoughts about moving when she did.

"Every week you're closed during the holidays represents lost income," she said.

Now that the holidays have died down, Biscone is catching up with projects she couldn't get to last year, such as shipments she's kept in a warehouse for several months.

With the hectic activity of setting up the new shop at the same time as her Christmas displays, she has everyday items that have yet to hit the sales floor.

Although Village Shop Gifts offers items in a range of styles, Biscone said her favorite things in the store tend to be classic in nature.

"I probably enjoy Victorian-looking items the best," she said. "Anything that has an antique cast about it."

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St. Peter's leads wide-ranging medical services network

By Elizabeth Conniff-Dineen

St. Peter's Hospital, established in 1869, has grown from humble beginnings into a major regional healthcare network.

Now known as the MercyCare System of Care — after the Religious Sisters of Mercy, who cared for the sick and poor — the network includes St. Peter's Hospital, Our Lady of Mercy Life Center, Mercy Cares for Kids, St. Peter's Addiction Recovery Center, the Community Hospice, St. Peter's Hospital Foundation and St. Peter's Auxiliary.

St. Peter's Hospital, a 452-bed

acute care facility on New Scotland Avenue at Manning Boulevard in Albany, remains committed to advancing the healing ministry of the Catholic church by respecting the dignity of individuals, enhancing quality of life and using human and financial resources to serve those in need.

St. Peter's is widely respected for its comprehensive inpatient and outpatient surgical programs and medical services. The MercyCare System also includes:

- Outstanding Women's and Children's Services, makes St. Peter's the hospital of choice for

expectant mothers. About 2,500 babies are delivered at St. Peter's annually, and a 24-hour Level III Neonatal Intensive Care Unit offers multi-disciplinary patient care teams.

- St. Peter's Cancer Care Center, the only comprehensive cancer care facility in the region.
- St. Peter's Cardiac Care Center, which uses a holistic approach that focuses on prevention.
- The Capital Region Sleep/Wake Disorders Center provides comprehensive diagnosis and treatment.
- State-of-the-art medical im-

aging and laboratory facilities.

- Occupational Medical Services offers an array of immunization, screening and counseling, as well as a health safety information resource center.

• St. Peter's Ambulatory Care Network provides health care services to all age groups at following primary care sites — St. Peter's Altamont Health Center, St. Peter's Delmar Women's Health Care Associates, St. Peter's Dental Clinic, St. Peter's Family Health Center, St. Peter's Health Center for Children, Mercy Internal Medicine at St. Peter's Hospital, Rensselaer Health Center, Mercy Internal Medicine, Maternal Fetal Medicine, Anna W. Perkins Helderberg Health Center and the Siena College Health Center.

- St. Peter's Addiction Recovery Center in Guilderland, a 40-bed addiction services center.

• St. Peter's Home Care offers physician-directed care to patients in Albany and Rensselaer Counties.

- St. Peter's Home Medical Equipment Service helps home-care patients maintain their independence.

• Mercy Cares for Kids, located on 310 S. Manning Boulevard in Albany, offers child care for infants and preschool age children and also has a kindergarten program.

- CHOICES provides access to a wide range of services for the elderly.

• Community Hospice, gives support and care to people in the final stages of life.

• Our Lady of Mercy Life Center in Guilderland, a 160-bed skilled nursing facility that encourages residents to be active and self-fulfilled.

• St. Peter's Auxiliary supports the educational and health care needs of the community with special services and programs.

• The Hospital Foundation conducts annual fund-raising campaigns to support facilities and program development.

As part of Eastern Mercy Health System, St. Peter's participates in a network of 13 hospitals and extended care facilities on the East Coast. The Eastern Mercy system joined the health systems of the Franciscan Sisters of Allegheny and the Sisters of Providence to form Catholic Health East in 1997.

The organization spans 10 states and includes 23 hospitals and 26 long-term care facilities.

Steven Boyle, CEO and president of MercyCare and St. Peter's Hospital, said, "As members of Catholic Health East, we will strengthen our collaborative mission to provide locally responsive, spirit-driven, high quality health care."

MercyCare moves into 1998 committed to serving the health, psychological, emotional and spiritual needs of the community through an integrated system of care.

Cohoes Savings bankers in Colonia



Taking care of customers at the Cohoes Savings Bank branch in the Price Chopper at 1892 Central Ave. are, from left, John Ryan, branch manager John McCann and Dalilah Dadyter. Constance Pakatar

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Marshall's places premium on personal service

Family-owned business founded in 1932 will have Internet presence in 1998

By Kevin Mitchell

During a somewhat difficult period for small businesses, a 66-year-old family establishment continues to offer quality service to its customers.

"Last year was relatively stable and we're optimistic about 1998. A solid business foundation is always a good sign," said Craig Albano, general manager of Marshall's Transportation Center in two locations on Route 9W in Ravena, about 20 minutes south of Albany.

The dealership's new vehicle lines include Chrysler, Plymouth, Jeep, Eagle, Subaru and GMC trucks.

Our staff does not try to pressure the consumer in any way.

Craig Albano

According to Albano, "One thing which makes us different from other car dealers is the personal service provided by our sales representatives. When someone buys a car from us, one person handles the entire sale from start to finish. Because we train our employees this way, it isn't necessary for customers to deal with



Admiring the new Subaru Outback and a 1998 GMC Suburban at Marshall's Transportation in Ravena are, from left, John Sterrett, Subaru sales manager; Ed Barrett, used car manager; Mike Keel, GMC Truck manager; and Sam Purcell, sales representative.

Constance Pakatar

different individuals for each phase of the sale. Whoever assists a person in selecting a car also knows how to arrange financing and warranties as well. Our staff does not try to pressure the consumer in any way."

Like many businesses,

Marshall's plans to make its products and services visible on the Internet.

"This development will play a major role in business for years to come," Albano noted. "People will be able to send us e-mail and they'll have access to information about

products from all the manufacturers we represent. This will enable someone to look at new models before visiting our facility. Although this is in the early development stage, it's something we're excited about."

Marshall's also has a large num-

ber of quality used vehicles available. "Our inventory has always included a wide variety of pre-owned trucks, vans, and family cars," Albano commented.

The staff at Marshall's expects to see an increase in sales during the spring and summer months this year.

"Spring is when we have some good deals on remaining new vehicles from the previous year, and fall is a time to introduce new models, and in between we have a summer clearance sale," Albano added.

"In general, the car market has been steady during the last few years with no major increase or decrease in sales," Albano said. "Although this is a good sign, we'd like to generate more sales. This year, we expect used vehicles to be a growing part of our business."

In the new car area, Albano said, "Instead of buying new cars, more people are choosing to lease with the option of purchasing a vehicle in the future. We see this trend among retired people and among young people. Leasing allows them to make smaller monthly payments payments."

In both sales and service, Marshall's continues its high ratings in customer and service satisfaction indexes maintained by manufacturers.

"To define what you really believe, you have to know what everyone else believes."

- Marc Rivera, class of 1998

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Shipping firm is back on its feet after fire

Mail Boxes Etc. of Delmar is back on its feet after a devastating fire last fall and is looking forward to expanding its services in 1998.

The fire, which gutted Richard and Marcia Schaefer's shipping business on Delaware Avenue in late September, also affected three other businesses, but Mail Boxes Etc. was hit the hardest.

Despite the extensive damage, the Schaefer's had 90 percent of the store's operations up and running at a temporary location at 163 Delaware Ave. within a week after the fire. The Schaefer's now expect to resume business at their original location, 159 Delaware Ave., sometime next month.

"We really were awed by the support of the fire departments, police and community at the time of, and following, our devastation," Richard Schaefer said.

Schaefer added that his landlord, Peter Baltis, was a great help during the company's time of need.

Both the Schaefer's extended their thanks to the emergency personnel who responded to the fire.

The Schaefer's offer a family-owned and operated alternative in the corporate world of shipping and office services. Their store offers "many services for individuals" as well, Richard said.

Those services include Xerox color copies, regular copies, fax services and mailboxes with 24-hour access. Richard describes his

store as an "office away from home" for his customers.

Mail Boxes Etc. is also an authorized Federal Express and United Parcel Service shipping location and offers unique services such as personalized calendars and passport photos.

But the business' main function is shipping, and Richard says his store can send everything from fragile items like electronic devices to huge jobs like grand pianos. "We feel we are a part of people's successful businesses," Richard said.

The successful business that the Schaefer's are proudest to be a part of is their own. After the trials of last fall, Mail Boxes Etc. is back on its feet and had what Richard described as an "upbeat holiday season."

"We certainly appreciate loyal employees working under stressful conditions," he said.

Furthermore, the Schaefer's are hoping to bounce back from a difficult 1997 by expanding their business in 1998. Richard said he has some "sophisticated" new services on the drawing board that will keep Mail Boxes Etc. in step with changes in copying technology.

No matter what the Schaefer's add to their business, shipping will always be their main focus. Their motto promises, "Ship it safer with Richard and Marcia Schaefer."

Mike Mashuta's makes fitness a personal matter

By Ellen Gelting

The philosophy behind fitness at Mike Mashuta's Training Center in Elmsmere is simple — personalize the program.

Mashuta, a former bodybuilder and one of only 30 professional bodybuilding judges in the world, says that "the key to fitness is personalizing a program for every level of de-conditioned person that walks through the door."

In other words, Mashuta can design a program for you.

"Our specialty is the personal aspect of training. We work with our clients on a regular basis, continually updating their programs so they constantly improve and achieve what they are looking for," explained Mashuta.

Mashuta's club is family oriented and his approach appeals to a wide range of people determined to improve their own personal level of fitness. He uses his expertise in strength and cardiovascular training to design effective programs and his club is well-equipped to deliver success.

Workout equipment at Mashuta's includes a wide variety of strength training and aerobic equipment such as the new versatile climbers, treadmills and recumbent bikes.

Recently, Mashuta added four new elliptical cross trainers and increased the area and equipment dedicated to free weight training.

"These changes allow us to incorporate the latest advances in cross training with variable resistance machines, high-tech cardiovascular equipment and free weight training," explained Mashuta.

During 1997, the training center experienced a large increase in the number of senior citizens interested in improving fitness. Mashuta is enthusiastic about this because it means that more people are becoming aware of just how important physical strength and condition are.

"These people recognize the importance of regular exercise in preventing muscle loss, increasing metabolic rate and bone density, and in reducing body fat," explained Mashuta. "Plus, regular exercise will improve arthritic conditions, balance and coordination," he added.

Another growing aspect of Mashuta's business is exercise for specific sports, most frequently golf. This is particularly well suited to Mashuta's philosophy because each individual has a special, specific goal they wish to achieve. For example, Mashuta can design a custom routine that will maximize swing performance and reduce back stress by increasing spinal mobility, flexibility and strength.

Remember, spring is just around the corner. You just might want to give Mashuta a call at 439-1200.

School's Out is quality care for K-5



School's Out offers before and after-school care for children in kindergarten through fifth-grade in the Bethlehem Central School District. Kindergarten enrichment and vacation care are also offered. Kindergarten enrichment coordinator Anne Gainer works on letter blocks with, from left, Sam Striar, Chris Giliberto, Katy Barone, Ian Taggart and Christopher McGinn.

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Destiny Threads finds and sells unique, eclectic merchandise

By Mary S. Yamin

Attention shoppers. For those in search of something original to wear, something that won't be found in a department store, or for those who love to discover unexpected possibilities on the way to finding that special gift, Destiny Threads is the place for you.

In its second year of business, Destiny Threads of Delmar offers an eclectic mix of woven, finished fabric goods, including sweaters, purses and craft items.

While business could have been better last year, owner Larry Marcus is optimistic for 1998.

"We are in a testing mode. This is the type of business where word of mouth is the best advertising," he said. "That takes time."

Marcus boasts that the store's inventory is not something you would find in a typical craft store.

"We purchase our merchandise at wholesale craft shows from around the country. We will be

attending one in Baltimore next month," Marcus explained.

"Most of the work is done by artists who have been in business for a number of years," he said. "The items are not something you would find at country fairs."

Marcus explained that Destiny Threads' merchandise will appeal to "those who are noted for their distinctive taste in accent clothing; those who are living with, and using, artistically-made objects in their daily lives; those whose appreciation for a beautifully-made basket or quilt comes from their own experience in making things; or those who prize high quality, whether it is in something for hanging on the wall, for keeping cozy on the couch or to wear to a fund-raiser."

While most of the store's customers are women, Marcus does see an occasional man checking out the merchandise.

"Usually their wife or girlfriend has sent them," he said.

Crafts shop fits well with hamlet's heritage

By Katherine McCarthy

Sharon Costello's new shop, Mill Cottage Crafts, is just one more reason to make a foray to the picturesque Helderberg village of Rensselaerville.

Costello, a fiber artist herself, opened her shop Labor Day weekend, in what she considers a fitting venue, given that she sells her Black Sheep Designs felt products at Mill Cottage Crafts.

"The economy of this hamlet was originally based on feltmaking back in the early 1800s. You can still see the remains of the original Huyck Felt Mill just a short walk from the shop in the Huyck Nature Preserve," Costello said.

"Felting has a special appeal because it is the oldest method for

turning fiber into fabric," she explained. "Through the centuries, people have made everything from clothing to houses out of felt. Starting with richly dyed loose wool fiber, I can make a finished piece using little more than hot water and controlled agitation, which cause the fibers to permanently interlock."

Costello's products include hats, bags, slippers and other wearables.

Mill Cottage Crafts also showcases artists from the Hudson Valley and Catskill Mountains. The high-quality, original crafts include ceramics, jewelry, fiber art, blown glass and woodwork.

Regional specialties such as homemade jams, honeys, locally roasted coffees and teas are also available. Costello said she hopes to open a tea room in the coming year.

Costello has been thrilled with both the artists and customers she has found so far.

"Rensselaerville and its neighboring towns are home to a very diverse group of people who combine the best of rural ease and friendliness with urban sophistication," she said.

Costello sees a special synergy between her shop and the village of Rensselaerville.

"I hope to help revitalize this beautiful and historic hamlet through an appropriate business development that is compatible with the rural nature of the town," she said.

Mill Cottage Crafts is in an 18th-century cottage across from the intact Grist Mill and is only a few steps from the Huyck Nature Preserve.

Mill Cottage Crafts' address is 5042 Delaware Turnpike in Rensselaerville, just 27 miles southwest of Albany on Route 85.

After visiting her shop, Costello recommends a stroll through the nature preserve, a visit to R'ville Books, or a stop at the award-winning Palmer House restaurant, all on Rensselaerville's Main Street.

Mill Cottage Crafts is open Wednesday through Sunday, 11 a.m. to 5 p.m., Saturdays until 9 p.m. Other hours can be arranged by appointment.

Albany sites host biggest home show

The 18th annual Great Northeast Home Show will be coming to the Pepsi Arena and the Empire State Plaza Convention Center in Albany Feb. 6 to 8.

The show, the largest in the area, will feature more than 500 exhibitors of home products and services — from pools to solariums and from landscaping to remodeling — at the two sites.

Admission is \$6 for adults, with children under 14 accompanied by an adult admitted free. There is a \$2 discount for those who present a Price Chopper AdvantEdge card.

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Trio of local consignment stores debunks the stereotypes

By Bill Fonda

Thanks to three local businesses, the old image of consignment stores filled with ratty, old and unwanted items is falling by the wayside.

Anita Stein and Deirdre Jameson had been to other areas of the country where consignment stores thrived, and they wondered why consignment shops weren't commonplace in this area.

As parents, they knew how expensive it is to keep children clothed, so in 1993, they opened In and Out the Window at 125 Adams St. in Delmar. The store specializes in children's and maternity wear, but also carries toys, cribs, cradles and car seats.

"There was definitely a market for it," said Stein.

In 1996, they built on their success at In and Out the Window by

starting a newsletter for parents called *Motherspeak*, which has more than doubled in size since its first issue. *Motherspeak* covers issues like choosing a nursery school, sending kids back to school and eating out with children.

Even though In and Out the Window is doing well, Stein said people have always asked when they were going to start carrying

women's clothing.

Stein said she leaves women's clothing to two other consignment stores, Something Olde/Something New and Past Perfect.

Located in Stonewall Plaza in New Scotland, Something Olde/Something New provides clothing for women and men, along with bedspreeds, curtains, tablecloths and furniture.

Selling men's clothing makes Something Olde/Something New unique among consignment stores. Since women are the primary consignment shoppers, men's clothing traditionally does not sell as well.

However, when Julie Hillard and Karen Frisch opened the store last September, they didn't want to limit themselves.

"We wanted to give equal opportunity to everything," Hillard said. "The response has been great, which tells us that there's definitely a need for an alternative to the mall."

Hillard said she gets a lot of requests for furniture, but the store only has room to display two or three pieces of furniture. She hopes to expand the store by the end of the year, but in the meantime, they display photographs of furniture that isn't stored on the premise give interested customers additional information.

Lillian Downes opened Past Perfect on 226 Delaware Ave. in Delmar last September because, like Stein and Jameson, she had

seen consignment stores do well elsewhere.

Past Perfect specializes in upscale ladies' clothing, from prom and bridesmaid's dresses to jewelry, fur coats, suits, handbags and jeans.

"A lot of these items are worn (only) once," Downes said. "People don't want to pay a fortune for things they will wear only one time."

Downes is able to charge a much lower price than other stores for the same high-quality, mint-condition items. She splits purchase prices with consignees, and often sells clothes to women who come in looking to resell other items.

Downes, who modeled for 15 years, also serves as a personal shopper.

Downes feels her experience lets her know what clothes look good on people. In fact, she said she will never let someone leave her store with something she doesn't think looks good on them.

Stein is pleased Something Olde/Something New and Past Perfect have been successful.

"We're happy because the more popular consignment is, the better all consignment stores will do," she said.

She said consignment stores have done well in this area because people are quality-minded and like to update their wardrobes without spending a lot of money.

Scharff's delivers oil and service



Scharff's Oil and Trucking Co., located on Mosher Road in Glenmont, offers 24-hour service to its customers. Scharff's has been in business for 39 years and has remained strong by staying true to its "Local people serving local people" motto. Pictured are Charles (left) and John Scharff.

Constance Pakatar

What would it take to understand the impact of the new tax law — another act of Congress?

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Prudential Manor Homes Realtors offers improved services for 1998

By Kevin Mitchell

With the beginning of the new year, Prudential Manor Homes Realtors of Delmar is prepared to offer improved services to its clients.

"I expect things to be very good this year, but I don't think real estate prices will go up. We're in a challenging market where low interest rates will increase activity. We sold 60 more homes in 1997 than in 1996. I'm optimistic, but I don't see any major changes in the market. Increases in business will come from selling our existing homes," said Cathy Griffin, manager of Prudential Manor Homes Realtors of Delmar.

Last year, the Delmar office added a customer service department, which will be open evenings and weekends,

as well as weekdays.

"That department has five employees. Their duties include, updating sellers on marketing procedures, and showings. These efforts improve communication so we can respond

I expect things to be very good this year, but I don't think real estate prices will go up.

Cathy Griffin

quick to client's needs. The progress reports will keep customers informed about anyone interested in their prop-

erty. Updates aren't designed to take the place of talking to an agent," Griffin stated.

The Delmar office employs 22 agents. "We've been in business for 75 years as part of a larger organization, known as Blake Realty. Although our office is affiliated with Prudential, we're owned by a local gentleman, Jeffrey Christiana," Griffin said.

Although more homes are being sold through her office, Griffin has not seen major improvements in the local real estate market.

"Things haven't gotten worse, but they're not expected to get better either. The Capital District has a lot of homes, but there aren't many buyers coming here. We have more supply than demand," she commented.



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Brown School opens expanded classrooms and facilities

By Katherine McCarthy

The Brown School, which started as a nursery school in the GE plot section of Schenectady, is more than 100-years-old. The co-educational, nonsectarian school still has a nursery school, but students can now remain through sixth-grade. Children attend classes in a building that opened just last year, at 150 Corlaer Ave. in Schenectady.

"The new facility is wonderful," vice principal Lauren Bernstein said. "There are big rooms, a nice science lab, great field space, a playground, gymnasium and stage. And there's room for growth."

Brown School is definitely growing. Last year the school added sixth-grade, and is looking at offering seventh-grade next year.

Individual attention and small class size are the school's strengths, Bernstein said. "We're very focused on giving individual attention to children, and letting them progress at different levels," she explained. "We're dedicated to small classes — the maximum size is sixteen students. In the younger classes, there's a teacher and an assistant, which means even more personal attention."

Brown School works hard to

provide a nurturing environment while challenging children to do their best. "We build their self-confidence while stretching them to learn the most they can," Bernstein said.

The curriculum is comprehensive, and is usually driven by science or social studies. "For instance," Bernstein said, "if a child is learning about science, he or she might make a rocket ship in art class, and then in math, calculate how long it would take to get from here to the moon. They read about a lot of things happening in the world. We try to integrate that into the curriculum."

Bernstein also had high praise for the staff at Brown School. "Most of them have been here for years," she said. "They're very creative and caring, and very skilled at what they do."

Teachers are parent's primary contact at Brown School, which promotes the role of parents as partners in the educational process. The school's relatively small size lets it be flexible, and react quickly to the changing needs of students.

Students and parents speak positively of their experiences at Brown School. "This is my second year and I wish I had gone here since nursery school," said Daniel Allegretti-Freeman, a sixth-grade student from Voorheesville. "We learn by doing really great stuff, not just by textbooks."

Extended day care is available from 7:15 a.m. to 5:45 p.m. The school offers a sibling discount and opportunities for financial aid.

Adult care residence is a welcome alternative to nursing homes

By Lily Fitzpatrick

The writer is the administrator of Colonie Manor.

Where do you turn when living alone is no longer possible or desirable for your parents? Maybe the house is too big to care for. Maybe Mom or Dad can't get out as much as they once did, and they no longer feel safe and secure.

They may even need some help with personal care — and you're worried that they may have difficulty taking their medications on schedule. You help as much as you can, but your parent doesn't want to be a burden or feel dependent on you.

If this scenario sounds familiar, an adult care residence may be the solution.

At Colonie Manor, we speak with people facing these issues every day. Today's marketplace is exploding with options for the mature adult, including retirement living, enriched living, assisted living, adult care residences, nursing homes and many more.

These options often include services in addition to living quar-

ters, but one common misconception is that nursing homes and adult care residences are the same thing. Adult care residences are not nursing homes.

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In 1989, Colonie Manor, on Watervliet-Shaker Road in Colonie, opened to help residents maintain their independence, based on individual needs. These active, mature adults needed some extra assistance, supervision and medication management.

Their families needed the peace of mind assured by our services.

Our residents enjoy private rooms and baths with sit-down showers and individually controlled heat and air conditioning. Three nutritious meals a day are served in an elegant dining room allowing residents to enjoy conversation and companionship.

Colonie Manor also provides laundry and linen services and weekly housekeeping.

Our nurse/care manager

works with residents' personal physicians to coordinate their health care, and our resident aide staff is available 24-hours a day to assist residents with personal care needs and medication.

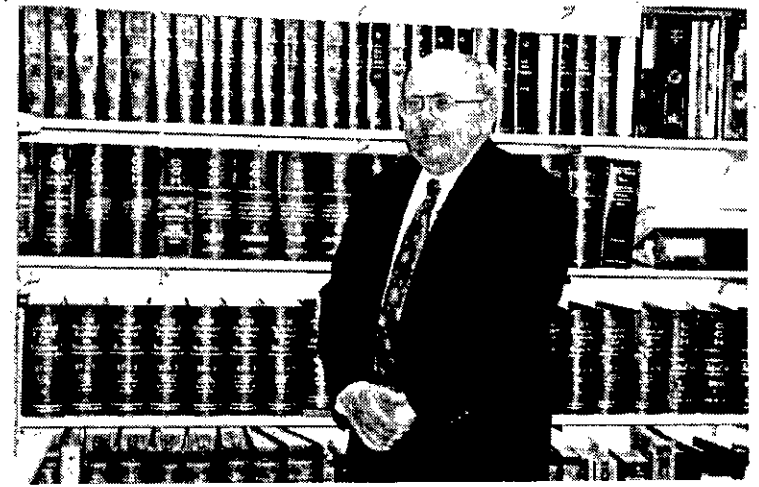
Emergency call systems in every room give residents the assurance that someone is always there to provide assistance.

Without the worries of cooking meals, keeping up homes, and coordinating health care, residents can relax and socialize with their peers, visit friends and take part in well-planned activities. Exercise, card games, arts and crafts, musical programs and more are open to all residents and family members.

When is the right time to make the move to an adult care residence? Many of our residents say they wish they had come here sooner! When someone needs a supportive environment where they can maintain their independence, the time is right to pursue admission.

Colonie Manor is located on 626 Watervliet-Shaker Road. Call us at 425-0210 to arrange a visit.

Money man



Arthur Place & Company, 1218 Central Ave. in Colonie, offers auditing, computer, taxation and consulting services. The firm designs accounting systems, installs computer systems and does business valuations and tax planning.

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Orange Mazda Saab pledges to keep customers happy



By Lisa K. Kelly

The golden rule is the first priority of the staff at Orange Mazda-Saab in Colonia. To stay focused on this, General Manager James Sauntry and his employees developed a mission statement:

"We, the employees of Orange Mazda and Saab, are totally dedicated to meet and exceed (customer) expectations. We will strive to keep your loyalty and happiness by going that extra mile."

Sauntry said his staff is working hard to make all of Orange's customers happy. The staff is doing this by offering lower prices and unprecedented customer service.

"This is not rocket science," Sauntry said. "If we keep our customers delighted, they will definitely be back. If we don't, they probably won't."

Sauntry, who has been managing the dealership since 1996, said he changed the company's policies because he wanted to stand

We, the employees of Orange Mazda and Saab, are totally dedicated to meet and exceed (customer) expectations. We will strive to keep your loyalty and happiness by going that extra mile.

out from other dealerships.

"I want to earn a customer's business for life," Sauntry said.

Customer relations manager



Jerry Guido, left, service manager of Orange Mazda-Saab on 1970 Central Ave. in Colonia, and Brian Gonyea, parts manager, use their decades of experience to improve customer service.

Constance Pakatar

Robin Kretzler said every customer receives a call from the dealership after making a purchase to make sure they drove away happy.

"Ninety-eight percent of my calls are to happy people," Kretzler said. "With the other two percent, we all work as a team to correct their difficulties and make them happy too."

The employees at Orange

Mazda are involved in the development of customer service policies through focus groups. Sauntry said the mission statement was a result of the focus groups, as was the newly designed customer waiting area.

The area is divided into cubicles for customers who want to wait in a quiet area and get work done while their car is being serviced.

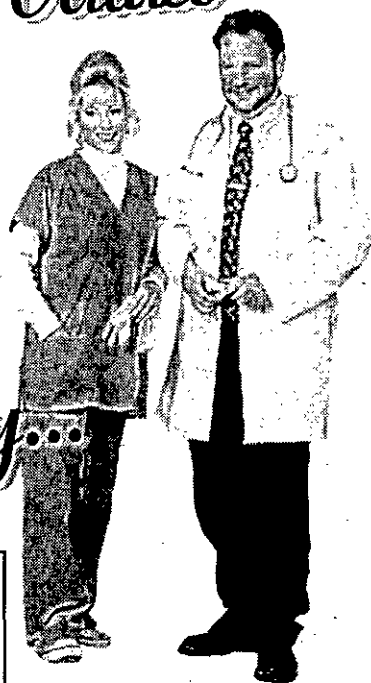
Sauntry said the greatest gain

of the new policy is that the company has become a team.

"To me that is the biggest benefit," Sauntry said. "By being a team we are able to make our customers happy."

Service director Jerry Guido and parts director Brian Gonyea have over 42 years of experience in the auto business. They said their only job is to please customers, because at Orange Mazda-Saab, the customer is the boss.

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Eddy plans new facility for Niskayuna site

By Katherine McCarthy-

Retirement living is changing, and The Eddy is at the forefront of this change.

The Eddy is a not-for-profit network of health care and community services that provides care for seniors throughout the Capital District.

The Eddy has developed two retirement communities — Beverwyck, in Slingerlands, and Beechwood, in Troy. 1998 will see the groundbreaking for its third independent retirement living project, Glen Eddy, in Niskayuna.

Glen Eddy will be built on 35 acres at St. David's Lane and Consaul Road in Niskayuna, just west of the Colonie town line. Its 174 units will consist of 131 large one and two-bedroom apartments, 16 cottages, and 27 assistive living units. The complex will be completed in the year 2000.

Tammy Hauck Lubbe, director of marketing for housing for The Eddy, said its retirement communities provide a number of possibilities for seniors.

"Where and how we live is one of the most important decisions we make," Lubbe said. "Now more than ever, we have choices. By choosing Glen Eddy, residents can maintain a fulfilling lifestyle without compromising their independence."

Glen Eddy's design includes features for seniors used to being active and involved. There will be a health and fitness center with up-to-date equipment, a pool and aerobics classes.

A number of mentally stimulating features will also be offered, like art classes and a gallery of

paintings.

Residents can also pull out a book and sit by the fire in the community's library.

Organized trips will take residents to local theaters, as well as Tanglewood and SPAC in the summer.

Glen Eddy will provide full interior and exterior maintenance, from plumbing to snow removal, and a 24-hour security and emergency call system provide an added feeling of safety.

Residents have their choice of three different dining rooms, and there are also guest suites for family and friends.

The outside of the facility will have professionally landscaped grounds and courtyards, a spectacular greenhouse, outdoor gardens and a putting green.

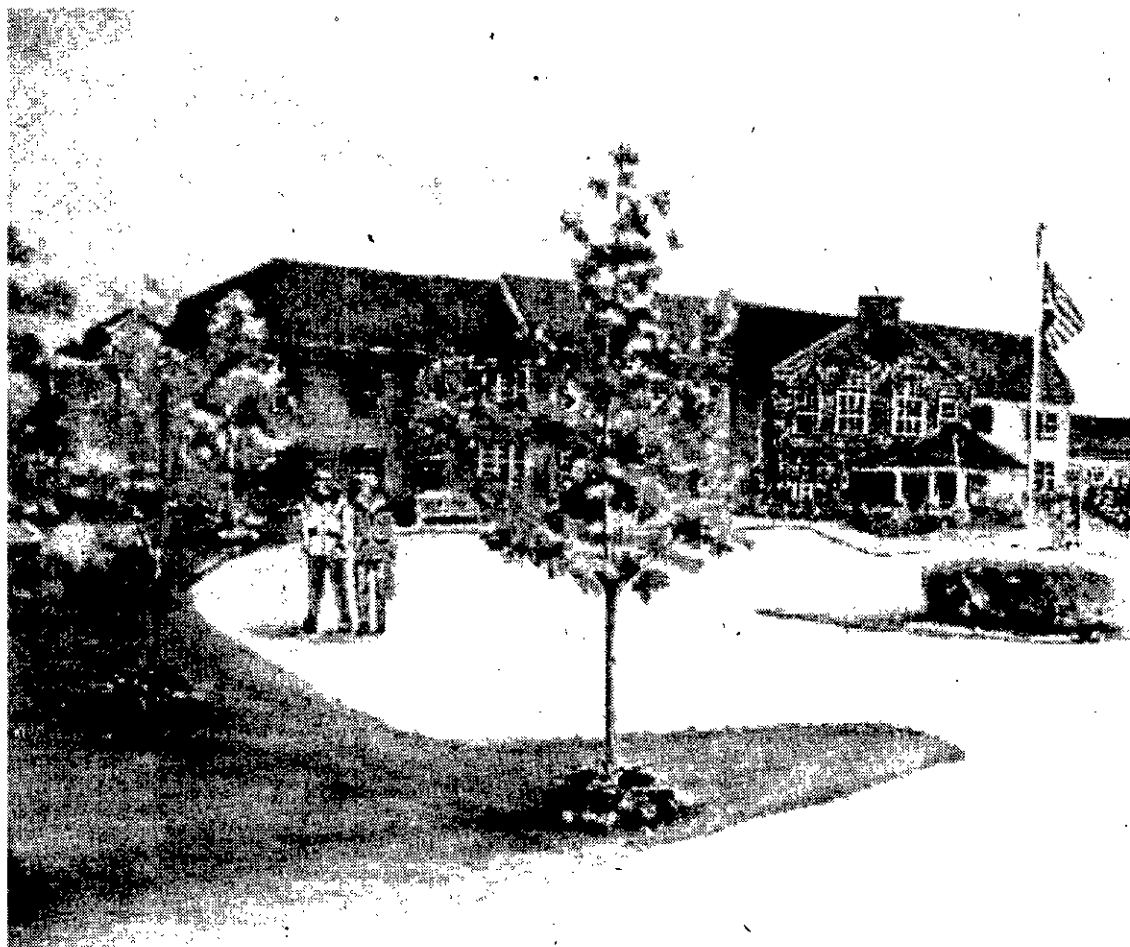
A move-in coordinator will be on staff at Glen Eddy, offering workshops on subjects ranging from how to select a realtor to financial and tax planning.

A resident services coordinator will facilitate access to health care, human services and other professional needs, and a social director will coordinate activities for residents.

Units at Glen Eddy will range in price from \$139,000 for one-bedroom apartments to \$229,000 for 1,800 square foot cottages. There is a 75 percent refundable lease option, and monthly rentals are also available.

Glen Eddy's information center is in the Raymour & Flanigan Plaza next to Mohawk Mall on Balltown Road and State Street in Schenectady.

Best of both worlds



Retirement living at the Beverwyck in North Bethlehem offers many special features, not the least of which are all the comforts of home. The new facility in Niskayuna will follow in this tradition.

A full-scale model apartment is open for viewing, as are miniature model houses, floor plans, and renderings.

Retirement counselors will be on hand to assist those interested in learning more about their options.

For information, call Maureen O'Brien at 393-4333.

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Dr. Cohen is a distinguished researcher and clinician in the fields of aging, memory impairments and long-term care. She is chair of the Department of Aging and Mental Health at the University of South Florida and author of several books, including *Loss of Self*. Dr. Cohen is also a member of the Professional Advisory Board for Alternative Living Services, proprietor of Clare Bridge.



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SPARC's acupuncture needles help addicts recover

By Katherine McCarthy

St. Peter's Addiction Recovery Center has served the residents of the Capital District for 25 years, and one of its newest programs is thousands of years old.

At its two in-patient rehabilita-

tion sites, in Guilderland and on Second Avenue in Albany, needles are putting a positive point on addiction recovery. Not just any needles, though.

The ancient art of acupuncture is playing an important role in

today's recovery process, according to SPARC community liaison Anita Ramundo.

"Clinical research has found that acupuncture can greatly aid substance-abusing patients through the early withdrawal period," Ramundo said. "By administering acupuncture, the symptoms of body aches, fever, irritability, sleeplessness, anxiety and other emotional problems can be alleviated. This allows the patient to achieve a greater level of physical and emotional well-being, which lets them participate in their treatment program more fully."

Caitlin St. George has worked at SPARC for three years. She is an activities therapist and does regular case management, and has been an acupuncture detox specialist for the past year.

"I've seen a difference in the patients who use it," St. George said, adding that about one quarter to one third participate in the acupuncture program. "They experience a real sense of peace, especially when they first come out of the treatment."

St. George explained that she and the other seven detox specialists insert very fine needles into a patient's outer ear at specific sites.

"The Chinese look at the ear like an inverted fetus," she said. "Each point in the ear represents one in the body. When we stimulate a particular point, we are sending 'qi' to the corresponding meridian in the body."

"Qi" — pronounced "chee" — is the body's natural healing energy.

St. George and her colleagues focus primarily on the kidneys, liver, lungs and sympathetic nerves, where they believe an addict's "qi" might be blocked.

Acupuncture is a choice that St.

George sees as a key to recovery for SPARC patients.

"Patients who choose acupuncture are taking an active role in their recovery, and are able to see the results," she said, adding that the immediate results from acupuncture are calming ones, and

the physical effects are cumulative.

"Each session builds on the last," St. George said. "Acupuncture helps deal with cravings, and relieves stress. It's very calming. The room is darkened, and there's nice music."

Friar Tuck adds telegrams

By Mary S. Yamin

Calling Western Union.

Soon that is what customers of the Friar Tuck Bookshop in Delaware Plaza in Delmar will be able to do.

"We are going to be a Western Union outlet within the next few months," said Donna Rose, store supervisor. "People will be able to send telegrams, send or receive money, even make their car payments through Western Union's quick collect service."

Friar Tuck is a small neighborhood store that prides itself in personal service and carrying books on almost any subject of interest to its customers.

"We are happy to do special orders for any book a customer is searching for," said Rose. "As small businesses are declining, we are trying to maintain a neighborhood atmosphere. Our emphasis is on personal service and recognizing that our customers are what makes us unique."

Friar Tuck also has a book club for its clientele.

"We keep track of a customer's purchases and after they buy a certain quantity they receive a \$15 credit on anything in the store. There is no charge for this service and many people take advantage of the club," Rose explained.

Another feature of the store is the large magazine selection — one of the most varied in the area.

"We carry 40 feet of magazines. We receive over 4,000 a week. We offer a diverse selection of titles, including health and lifestyle, history and titles for young readers," Rose said.

Friar Tuck also sells greeting cards, stuffed animals, compact discs and 1998 Entertainment Books, with all of the proceeds being donated to the local AIDS Council.

Gendron's Truck Center



Ready to serve customers at Gendron's Truck Center on Sixth Avenue in Troy are, from left, Bob Bryar, Victor Le Duc, Mark Russman, Woodie Schwartz, Charles Trojan, Rick Waldron and Don Gendron.

Constance Pakatar



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ADULT CARE RESIDENCES

Sylvan teaches students how to excel

By Katherine McCarthy

The Sylvan Learning Center in Pine West Plaza in Albany provides supplemental education programs for kindergarten through college-aged students.

Sylvan has been in business for 17 years, and has more than 600 centers in the United States and Canada. It's been working with students in Albany for two years.

"We have two main philosophies," center director Cathy Hull said. "One is 'Success with every student.' We believe that every student can achieve a level of success. We find out where they are, and help them achieve from there. Our second motto is 'Success is learned.' We work a lot with motivation and self-esteem. Once students have the experience of success, they'll build on that, and go on to even greater success."

Sylvan's strong motivational program builds positive learning attitudes, Hull said. Sylvan stays in touch with school guidance counselors and classroom teach-

ers, and provides parents with objective progress assessments at regularly scheduled intervals.

"Our student-to-teacher ratio is 3:1," Hull said. "Each group is working on its own program. Also, our teachers are all certified, something we think is very important."

Students usually come to Sylvan for two reasons, Hull explained.

"One is for remediation," she said. "They might be having difficulties in school, and be below or at average. Parents might then look to us for extra assistance."

"We also have a number of high-achieving students who come to us for enhancement," she continued. "One thing we're starting is a writing program for middle schoolers in conjunction with Johns Hopkins Institute for Academically Able Youth. This is designed for students achieving at the upper end."

The Albany Sylvan Learning Center was chosen as only one of 12 centers nationwide to offer this class, Hull noted.

One of the important things Sylvan stresses is learning how to learn.

"We offer study skills at the middle school, high school, and college levels," Hull said. "These are study strategies like listening, note-taking, and organization and time management."

Sylvan also offers individual or group SAT preparation.

Working closely with students' schools is important to Sylvan, Hull explained.

"We contact the school system, and work with the most appropriate person, be it someone in guidance, or a teacher," she said. "We serve as a support system - with our small size, we can get much closer to a student's needs. Most schools are pleased to have this kind of benefit."

Sylvan Learning Centers are the only supplemental education programs to offer school credit for course work. Sylvan is a corporate sponsor of the National Geography Bee.

Mixed nuts



Kathryn Cassimeris, Nicholas Cassimeris and David Stricos mix it up at the Peanut Principle, 1158 New London Road in Latham.

Constance Pakatar

Tri-City Funding offers flexible services

By Katherine McCarthy

Frank Himes III has been in the lending business since 1972. In 1997, to celebrate his 25th year, he bought Tri-City Funding, a mortgage loan brokerage located at 971 Albany-Shaker Road in Latham.

"We're registered with the New York State Banking Department," Himes said. "We provide purchasing and refinancing loans for both residential and commercial properties. We can also provide alternative financing for people who've had credit problems. I have 13 employees, and we do about \$45 million per year in mortgage loans."

Tri-City Funding represents about 25 banks, which means its clients can get the best possible pricing on funding.

"The client tells us what they

want to do, and we go to our menu of products and find what suits them," Himes said.

"Another advantage to working with Tri-City Funding," he added, "is that we can be very flexible. Our loan counselors can meet customers at the place most convenient for them, their homes or workplaces - once somebody had a meeting at Denny's."

Although Tri-City Funding covers a lot of area, from Plattsburgh to Westchester County, and Syracuse to the Massachusetts border, Himes adds to his company's customer-oriented approach by processing loans locally.

"The benefit to local transactions is more customer convenience," Himes said. "We have a relationship with our investors and do the processing locally. In this area, we use law firms in Clifton

Park, Albany and Troy, to name a few. That way our customers don't have to travel to finish their transactions."

Himes started his lending career by spending 13 years with Pioneer Bank. Later, he was executive vice president and chief operating officer of Statewide Funding. After Statewide merged with M&T Mortgage Corporation in 1995, he stayed on for a while, eventually moving to Homestead Funding to set up its servicing. While there, he started the wheels rolling to purchase Tri-City Funding.

Himes had always wanted his own business, and is especially pleased to have stayed in the field he's come to know so well. "This business is clean and friendly," he said. "It's very people-oriented. When someone's done with us, it's a happy ending."

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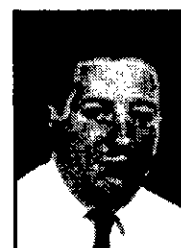
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What a shine



Ed Ciccone, owner of E&S Detailing, puts the finishing touches on a customer's car. The 20-year-old shop, located at 62 Hannay Lane in Glenmont, is a full-service auto body shop. *Doug Persons*

Sweat Shop stands out among fitness centers

By Ellen Gelting

The Sweat Shop is a fitness and wellness facility that stands out among the crowd for several reasons.

First, the Sweat Shop has been in business for more than 11 years. During those years, many gyms have come and gone, but the Sweat Shop, fueled by owner Judith Torel's enthusiasm and professionalism, has persevered and gained a healthy reputation for quality.

Torel says that the Sweat Shop is different from other fitness centers because, "We are a fitness and wellness center, not just an exercise center. We are dedicated to our client's physical, mental and emotional well-being."

She added that, "We also stand out because we consistently offer professionally conducted classes for everyone, from the senior citizens to seasoned athletes. We are known around the Capital District for having the very best exercise classes around," explained Torel.

For a challenging workout, the Sweat Shop has two full rooms of free weight and circuit equipment including a complete circuit of Body Master equipment, Pace hydraulic circuit equipment, and a free weight room with Olympic benches and various weight stations.

You will also find step machines, Landice and Quinton treadmills, Lifecycle stationary bikes and Precore Transports.

At the Sweat Shop, safe, well-maintained equipment is the norm. But in addition to the equipment, you will find a wide range of ser-

vices to help you achieve your fitness or wellness goals.

For example, some of the best personal trainers in the area available to assist in the design and execution of your workout. Classes for sedentary and overweight individuals are offered and so are high energy classes for the advanced athlete.

Wellness counseling is another service available at the Sweat Shop for the pursuit of fitness and wellness. Wellness counseling involves personal exploration, paying special attention to the psychological and spiritual aspects of the client's life.

"We provide the services to help people re-balance the body with mind and spirit" explained Torel. "Without this balance, a person will not be able to make lasting body changes," she said.

The Sweat Shop locker rooms are fully stocked with body lotion, grooming aids and blow dryers. There is also a child care facility with lots of toys and a TV and VCR. Tanning beds are also available.

The Sweat Shop is truly a full service fitness center, catering to every possible need.

They offer support groups for people battling body image and eating issues, and plan special presentations on alternative medicine and fitness issues throughout the year.

The Sweat Shop is conveniently located in the Blockbuster Video Plaza on Central Avenue in Albany. Many membership plans are available, so stop in soon for a tour and details.

For information, call 459-6542.

New dental facility makes patients' smiles shine bright

By Katherine McCarthy

They're still open, as anyone who drives along Delaware Avenue near the bridge to Albany knows. Dr. Virginia Plaisted's dental office is undergoing an enormous renovation, which will result in a state-of-the-art facility with an emphasis on patient education.

"We're implementing a new dental system that strives for a chartless office," dental assistant Julie Penny explained. "We'll be using digital radiography, which will mean a shorter exposure time for patients getting their teeth x-rayed."

Patients won't have to wear lead vests anymore, and the film of their teeth will be developed and stored on the office's computer system.

Dr. Plaisted will also be using an intraoral camera to examine her patients' teeth. The camera is at the end of a small wand, which has a light on it.

"A person's mouth is too dark to

really see," Penney explained. "The light on the wand holds the camera and lets the dentist see what's going on in a patient's mouth."

The findings of the intraoral camera are then viewed on a computer screen.

We'll be using digital radiography, which will mean a shorter exposure time for patients getting their teeth X-rayed.

Office administration is also being updated, with a computer program that provides up-to-date insurance and employer information. "For instance, I can type in your employers' name and know in a glance what sort of insurance coverage you have," Penney explained.

The number of treatment rooms is increasing from two to four.

"We're expanding to meet our patients' needs," Penney explained. One of the operatories will serve as a continuing education office for patients.

"This room will have pictures describing procedures, and models showing prosthetics like dentures and bridges," Penney said. "We'll be able to go over instructions with patients using these models."

Dr. Plaisted sees patients of all ages, and the patient education room will also be where a child makes their first visit to the dentist.

The renovations are now about three quarters done. There is a parking lot next to the building again, and the new equipment should be up and running in February.

Completion is scheduled for April, but new and current patients will still receive full-service treatment.

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Amadon's bold move is successful

By Bill Fonda

Last January, Nina Amadon and the Noreast Real Estate Group made a bold move by opening a new office on 264 Osborne Road

in Loudonville.

Amadon chose to expand in spite of downsizing, consolidation and mergers in other local real estate firms, citing consistent real

estate growth in Latham, Loudonville and Colonie.

The move is paying off for Amadon, the owner and manager of the office. She said sales were good last year given the small number of sales associates in the office. The number of sales associates has since tripled, and more will be added this year.

Opening a real estate office today requires a huge investment in technology and marketing materials, as well as constant attention to the rapid changes in the industry.

It is important to know that in my 15 years in the real estate business, I have never seen a better time to buy a home.

Nina Amadon

For example, the Capital Region Multiple Listing System appeared on the Internet last year, giving the public immediate access to real estate information.

Amadon said her office stays on top of trends by reading all the real estate publications, the business section of the newspaper and the Hot Sheet, a summary of all real estate activity in the area.

Additionally, Amadon makes sure all her sales associates stay abreast of any legislation that could affect the real estate business. Sales associates can also get help from either of Noreast's other offices in Latham and Guilderland.

Amadon has high expectations for the 1998 selling season and looks forward to the continued growth of Noreast's market share in the Colonie area.

"It is important for the public to know that in my 15 years in the real estate business, I have never seen a better time to buy a home," Amadon said. "Mortgage rates are low, housing inventory is high and sellers are offering their homes in top-notch condition."

Marvin-Neitzel gamble still paying off today

By Bill Fonda

When the Marvin-Neitzel Corporation held a "dock sale" of overstocked items in 1975, it was supposed to be a one-time sale, but it has become much more.

The response was so overwhelming that in 1997, the Troy-based garment manufacturer opened a small retail store on a limited basis in its factory office on River Street.

The store now offers a complete line of scrubs and uniforms for health-care professionals as well as parochial school uniforms.

"We just kind of grew with the demand, and then we took a chance last year and grew beyond the demand," retail manager Barbara Ganey said. It has worked out so well that Marvin-Neitzel added Girl Scout uniforms to its inventory.

Ganey said the outlet has allowed the company to increase local business and serve its community better.

Community is important to Marvin-Neitzel, which has been in Troy since 1845. "It's been a struggle, but we're committed to (staying here)," Ganey said.

The company has stayed because of loyalty to its employees and because owner David Grimm has a long family history in Troy. It hopes to be more involved in local activities in the future and plans to participate in Troy's urban revitalization.

"We think exciting things are happening in Troy, so we're very optimistic about our future here," Ganey said. "I think there's just a sense of excitement as to what's going to happen."

Year 2000 not a problem for bank network transfers

What will happen when the world's calendars reach Jan. 1, 2000?

There's a lot of concern about that as business and government leaders begin to grapple with a simple but troubling fact: Many computers may have a nervous breakdown.

That's because a lot of computer systems were designed to think of years as two-digit numbers, '97 for 1997, for instance.

When we reach the new millennium, will our computers think it's 2000 or perhaps 1900?

The year 2000 problem won't affect the electronic transfer of payments, according to a report by the National Automated Clearing House Association. NACHA

represents 13,000 financial institutions through its 35 regional associations and six councils

Electronic commerce includes direct deposit of paychecks and the direct payment of consumer bills.

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Located at 267 Delaware Ave. in Delmar, the law firm of Kaplowitz, Murphy, Runion, Fritts and Whiting offers a wide range of legal services including the areas of elder law, estate planning, trusts and estates, personal injury, municipal law, education law, criminal law, business and corporate matters and contract law. Pictured are, left to right, Sam Whiting, Brian Murphy, Bernard Kaplowitz, Roger Fritts and Aaron Anderson. *Doug Persons*

Albany Guardian continues tradition of excellence

The Albany Guardian Society Home is committed to enriching the quality of life for seniors by offering professional services in a caring residential setting.

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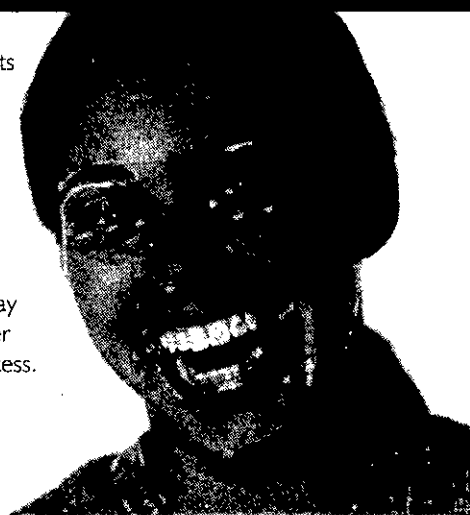
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Constance Pakatar

Barkman dispenses investment advice

By Elizabeth Conniff-Dineen

Certified Financial Planner Gary Barkman is not a salesman.

"I'm different from the typical stockbroker in that the primary thing I sell is advice, not investment products," he noted.

With a bachelor's degree in economics from the University at Albany and a master's degree in financial planning from the College for Financial Planning in Denver, Colo., (a division of the National Endowment for Financial Education), Barkman noted that he is well qualified to give investment advice.

Clients pay an asset management fee. It puts us on the same side of the table.

Gary Barkman

since 1984, is community minded and is an avid golfer at Normanside Country Club in Elmsmere.

Barkman manages millions of dollars for clients all over the country.

"I prefer to work with a small number of clients who have larger assets, because of the research time involved," he said.

"The minimum investment amount for new clients is \$100,000," he added.

Barkman also noted that "my average client is 72-years-old."

LPL financial advisers are not

paid higher commissions to recommend one fund or stock over another. In fact, they don't sell any proprietary products.

Barkman likes this system.

"Clients pay an asset management fee," he said. "It puts us on the same side of the table."

Looking back, he noted, "1997 has been a terrific year for investors."

Barkman hopes to expand his local and national client base in 1998.

"I'd also like to increase the amount of research I do," he added.

Barkman's office has been at its current location on 208 Delaware Ave. in Delmar since 1994.

For an unbiased opinion on your current investments from an adviser who doesn't have a conflict of interest, call him at 478-7204.

He is one of 2,500 Linsco Private Ledger financial advisers throughout the country who own their own businesses. LPL financial advisers provide fast, accurate, day-to-day servicing of accounts and access to all stock exchanges, including the New York Stock Exchange, American Stock Exchange and NASDAQ Over the Counter market.

According to *Financial Planning* magazine, LPL is the No. 1 independent brokerage company.

The typical LPL financial adviser is independent minded, has years of experience, a strong sense of community and likes to play golf.

Barkman, who grew up in Greenville and has lived in Bethlehem for the past 20 years, fits the profile.

He has been a financial advisor

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1st National Bank of Scotia stresses personal service

By Linda DeMattia

While large banks are getting larger and more impersonal every day, First National Bank of Scotia has kept the same vision it had when it began 75 years ago — a vision of personalized banking service.

"With all the bank mergers and consolidations of the larger banks, a portion of the banking business has fallen by the wayside — taking good care of individual and small business customers," said John Wyatt, the bank's advertising executive.

"We recognize that these customers are our strength," he emphasized.

Two of the most recent additions to First National Bank of Scotia's services are a branch in Rotterdam, at 2695 Hamburg St., and a drive-through ATM at its busy branch in Guilderland.

"Unlike most banks, we don't surcharge customers for using our ATM machines," Wyatt said.

First National Bank of Scotia is known for its great rates on personal and auto loans, fixed rate home equity loans and low fees, if any, on checking accounts.

"If somebody calls, they not only talk to a person, but they also will get to talk to the correct person," Wyatt said. "We have never changed our focus. We have always given people a personal touch, that's why we have stayed in business for so long."

First National Bank of Scotia recently held an open house and gave out calendars in celebration of its 75th anniversary celebration.

More special events are in the works in the coming year, Wyatt said.

If somebody calls, they not only talk to a person, but they also will get to talk to the correct person.

John Wyatt

Fitness for Her pumps up for 1998

By Mary S. Yamin

Fitness for Her is pumping up for a fitness-filled year.

Owner D.J. Taylor has again expanded the facility at 333 Delaware Ave. in Delmar, adding new classes and equipment, all in the name of meeting the fitness needs of her customers.

"We have added a number of new classes, now up to 14 a day, including an early class for our older members and an afternoon class for teenagers from the junior and senior high schools. Both have been extremely successful," Taylor said. "We have also added an aerobics class which is half step, half air boxing."

She continued, "Our classes are different. While some have a lot of choreography, they all work specific muscle groups for a full-body workout. You get the benefits of a machine while you are getting a

cardiovascular workout. You get a lot of bang for your buck."

Since Fitness for Her first opened its doors in 1994, there has been a major expansion each year. This year is no different.

"After creating a separate, expanded weight room, we decided to take over the space behind that room and make it one large area," she explained. "We are going to add more cardiovascular equipment, including two additional elliptical trainers, which are a cross between a stepper, a bike and a treadmill. They work like running underwater and are good for anyone with knee or orthopedic problems."

Taylor prides herself on the

facility's attention to detail and her caring, observant staff.

"I am proud of my staff, the quality of their knowledge and their work with the clientele," she said. "They all have four-year de-

grees in their field. No matter how wonderful a gym's equipment might be, the quality of the staff can make the difference."

Taylor said, "After four years, our rates are still the same. We still do not require a contract or long-term commitment from members. We believe the quality of our services stands on its own and forcing people into long-term commitments won't make them stay if they are unhappy with the service."

We have added a number of new classes, now up to 14 a day.

D.J. Taylor



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Doane Stuart striving to ready kids for college

By Bill Fonda

Doane Stuart School's primary objective is to academically prepare young men and women for college. Based on this year's senior class, the objective is being met.

Two of the 13 members of the class of 1998 were National Merit Scholarship semi-finalists, another won commendation. Two other students were commended by the National Achievement Scholar-

ships Program. dents feel comfortable asking questions and taking risks," said admissions director Pam Dearstyne.

By teaching critical thinking and analytical skills, instead of rote memorization, teachers at Doane Stuart make it easier for students to succeed in college.

Doane Stuart's variety of extracurricular activities such as interscholastic sports, clubs, student government, after-school and enrichment programs allow students to learn leadership and team skills while improving their self-confidence.

"Doane Stuart is the kind of school where anyone can participate in anything they want," Dearstyne said. "The opportunities are endless, and everyone can be involved."

With an enrollment of only 226 students and an 8-1 teacher-to-faculty ratio, Doane Stuart allows for close communication between students, parents and faculty. This enables students to take better advantage of learning opportunities.

Doane Stuart School was formed 22 years ago as the result of a merger between St. Agnes Episcopal School and Kenwood Academy of the Sacred Heart. It is the only independent coeducational kindergarten through 12th-grade college preparatory school in Albany.

Doane Stuart is the kind of school where anyone can participate in anything they want.

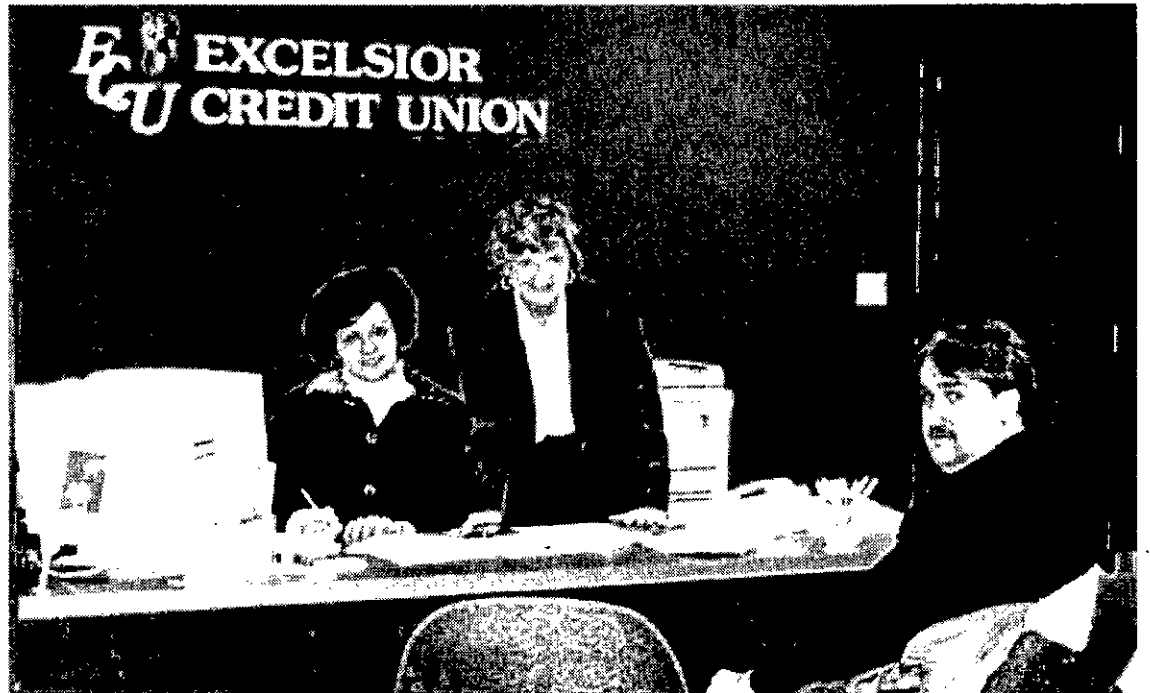
Pam Dearstyne

ship Program.

Members of this year's senior class averaged 654 on the verbal portion of the SAT and 620 on the math portion, compared to the national average of 500 for each. Seniors have received early-decision acceptances from Harvard University and the pre-med program at Siena College.

What is the secret to Doane Stuart's success? "I think a lot of it has to do with faculty members creating an atmosphere where stu-

Credit cooperative



Carmella Domalewicz, left, member services coordinator of Excelsior Credit Union, and Caryle Guyatte, assistant treasurer/manager, arrange a car loan for member Larry Breedlove. Chartered in 1915, the member-owned, nonprofit financial cooperative provides financial services such as no-fee checking accounts, competitive loan rates and direct deposit to more than 11,000 members. Excelsior's executives pride themselves in the service, convenience and value they offer to members.

Constance Pakatar

Family Danz gives best, gives back

At Family Danz Heating and Air Conditioning, quality, customers and the community come first. Owner Tim Danz and his staff take great pride in offering the best in heating and air conditioning products and service to residents throughout the Capital District.

"We pride ourselves on good quality, honest service," said Service Manager Todd Danz. We are available 24 hours a day. If you call us at 1 a.m., you will get a call back right away," he stated.

For over 10 years now, the Danz

family has been involved in heating and air conditioning and they have built a business that not only offers great products and service, but is responsive to the needs of the community as well.

"We are community based and want to stay that way," said Danz.

For the past five years, Danz has been the sole sponsor of the Bethlehem Tomboys, a softball league that was in danger of folding due to lack of support.

Family Danz is also involved in Babe Ruth Little League, Mickey

Mantle baseball, the Senior Celebration, and the Slingerlands playground project.

Family Danz values the relationships and friendships made throughout the years. Everyone on the staff has enjoyed the activities, the people and the satisfaction that comes from helping out.

And they plan to keep it up for 1998 and on into the future.

For your heating and air conditioning needs, please call Family Danz at 439-2549.



Intelligent System Solutions, Inc.

Owners Jeff Bazinet and Bob Janelli have 15 years combined computer consulting experience. Three years ago, both left a large consulting company to form their own business and fill the increasing demand for hardware and software business solutions in the workplace.

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ISS produces several software products including their Document Analysis System, which automates the processing of customer forms into database systems. It provides automated processing of data entry and data analysis for data processing and decision systems. It is marketed to financial and sales/marketing companies but can be easily adapted to any company that is involved with customer forms and complex database entry systems.

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Conservative approach marks broker's excellence

By Bill Fonda

Edward Jones, headquartered in St. Louis, is one of the most highly-regarded investment firms in the nation.

In August, the Wall Street Journal ranked it first in performance of recommended stock for the 12 months ending June 30.

In September, Kiplinger's Personal Finance ranked Jones sixth among private companies in family friendliness, and in October, it ranked Jones first in broker conduct out of eight national full-service firms. Jones was also featured in the October edition of Fortune magazine.

We stick to the basics ... We buy quality and we hold quality. We don't try to time the market in any way.

Jerry Pittz

Jerry Pittz is Jones' broker in Delmar, and he said the company is successful for a very simple reason.

"We stick to the basics. We don't get involved with options. We don't get involved with futures. We don't get involved with commodities," Pittz said. "We buy quality and we hold quality. We don't try to time the market in any way."

Jones' conservative approach is what attracted Pittz when the

lifelong Delmar resident left Trustco five years ago to become a broker. While he will accommodate requests to invest in higher-risk companies, he only advises people to invest in high-quality, blue-chip companies.

Pittz also likes the face-to-face interaction with clients and the convenience that comes with running a small office.

"One of the advantages of Ed Jones is that we open up offices in suburban areas," he said.

Although the average CEO of a large corporation probably wouldn't come to Delmar to meet with shareholders and potential investors, Jones' satellite system can bring the CEO to Delmar.

Interviews are conducted in Jones' St. Louis office, and are sent live via satellite to the local offices. After the interview, there is a question-and-answer session. "It's a great benefit," said Pittz.

Pittz also has a own page on the World Wide Web that allows people to either follow their own stocks or look at stock quotes. He believes clients will eventually be able to look at their statements and place orders through the Web page as well.

Pittz' office is at 316 Delaware Ave. in Main Square Shoppes. He can be reached at 475-7642.

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Bethlehem Auto offers personal touch

Customers can watch repairs or relax in 'homey' waiting room

By Linda DeMattia

There is something unusual about Bethlehem Auto Service — the waiting room is comfortable and very clean.

"Our waiting room is not your average auto service center waiting room," said owner John Quirk.

"It's modern and homey. We stress cleanliness and professionalism."

That professionalism is also the rule when it comes to servicing cars.

Bethlehem Auto's ASE certified master technicians have more than 20 years of experience.

"We offer a full explanation of services as well as personal visual instruction regarding services

needed," Quirk said.

Customers can watch their cars being worked on through a viewing window in the shop.

We offer a full explanation of services as well as personal visual instruction regarding services needed ... We are tuned in to our customers and their cars.

John Quirk

Bethlehem Auto's new shop at 62 Hannay Lane is conveniently located 1.1 miles from the end of I 787 behind the former Stone Ends restaurant in Glenmont.

They offer a shuttle to down-

town Albany each morning at 8:15 a.m. and can provide transportation to other locations in the area.

As a long-time member of the community, Quirk goes the extra mile when it comes to supporting community organizations. Junior Girl Scout Troop 52 from Clarksville recently enjoyed a two-hour car care clinic at Bethlehem Auto Service.

"We are involved in our community and provide individual attention to our customers. We have four technicians and two office people to explain what needs to be done," Quirk said.

"We are tuned in to our customers and their cars," he added.

Education is key goal for CAP COM in 1998

By Mary S. Yamin

CAP COM Financial Services, Inc., hopes to make 1998 a year of awareness for its clientele.

"Education and public awareness are our main goals," said Nicole Crosier. "We conduct free public seminars seven times a year on topics ranging from retirement and estate planning to income taxes."

We conduct free public seminars seven times a year on topics ranging from retirement and estate planning to income taxes.

Nicole Crosier

CAP COM is a subsidiary of Capital Communications Federal Credit Union. As a discount brokerage, CAP COM offers a full range of financial services.

Originally designed to benefit credit union members, the company also serves the general public.

Financial consultants receive a regular salary, not

commissions. Like other financial institutions, CAP COM is promoting the latest in Individual Retirement Accounts.

"We are handling the Roth IRAs. They are new this year as a result of the Tax Payer Relief Act of 1997. The contributions are nondeductible," Crosier reported. "Earnings are tax deferred while you are investing and are tax and penalty free if you withdraw them for a qualified distribution such as education costs, a first home purchase, disability or medical needs."

She continued, "Distribution is penalty free after you reach age 59 1/2, similar to a regular IRA. You must leave it in for five years and the annual contribution is \$2,000 per person."

CAP COM will also handle the new educational IRAs. "These accounts can be set up as an educational fund. The earnings are tax deferred and must be used by the child's 30th birthday," stated Crosier. "Basically it is a college savings plan."

This is CAP COM's fifth season preparing state and federal income taxes. A free seminar on taxes and IRAs will be offered on Thursday, Jan. 22, from 6:30 to 8:30 p.m. at the New York State Nurses Association's Conference Center in Latham.

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Senior Service Centers remain vital Colonie link

Colonie Senior Service Centers was established as a not-for-profit corporation in 1981. The corporation provides vital services for older adults and family members who reside in Colonie and surrounding communities.

CSSC provides many essential services for older citizens including Bright Horizons Adult Day Service, a congregate meal program, health and recreation programs, the TLC support group for care givers (in conjunction with the Senior Resources Department), health screenings, transportation services, and senior housing, to name a few.

Bright Horizons Adult Day Service Program is structured for people 50 or older. The program offers the isolated elderly an opportunity to stay in the mainstream of life for as long as possible and avoid early institutionalization.

With the assistance of caring employees, volunteers, director Emma Poletto, the members of Bright Horizons enjoy socialization with their peers in a safe environment during the day while their care givers fulfill other obligations.

The program operates five days a week and includes nutritious lunches and snacks, light exercise, group activities and reinforcement of daily living skills.

The Congregate Nutrition Program, administered by Joni Schenkel, operates five days a week. All meals meet one-third the daily requirement for older adults. Meals are served Monday through Friday at Colonie Senior Service Centers, Tuesday and Thursday at Bishop Broderick Apartments, Wednesday at Towers of Colonie and Colonie Community Center, Tuesday at Carondelet Apartments, Thursday at Bethany Presbyterian Church and Friday at Sanderson Court.

Transportation services, under the management of Joseph Colello, arranges about 15,000 trips a year. CSSC vans bring seniors to medical appointments, pharmacies, nursing

homes, club activities and on other errands. Some vehicles are wheelchair accessible and door-to-door service is available.

Over the last eight years, the number of CSSC programs and participants has increased greatly while sources of funding have either remained fixed or declined. For this reason, Kathleen Caulfield, executive director, recruited Victoria Jones as development director to concentrate on bringing in needed funds to maintain and increase and services offered.

Coming in the spring of 1998 will be the opening of Sheehy Manor, a low-income housing facility for seniors. Sheehy Manor consist of 50 units with an elevator, laundry room and community room.

Another senior housing alternative under development at CSSC is the Beltrone Living Center. The Beltrone Living Center will offer quality, affordable one and two bedroom apartments specifically designed for seniors.

For information, call 783-2823.

Newest Empire location



Empire Vision Center recently opened its 37th location in Price Chopper Plaza in Slingerlands. There Empire will carry on its "whatever it takes" philosophy to continue to be the area's first choice for those in need of eye exams, sunglasses, contact lenses and eyecare products.

Constance Pakatar

Personal attention distinguishes remodeling firm

Three decades ago, Frank Webb turned his aptitude for remodeling into a small firm that billed \$3,500 for its first job. Today, Webb's company, Coventry Construction, is no stranger to six-figure renovation projects.

But instead of letting employees take over the work, Webb still does everything from digging foundation ditches to hammering nails for his acclaimed company.

Coventry is such an intimate operation that it only has two full-time employees, Webb and carpenter Michael Van Gelder. Although helpers and subcontractors participate in Coventry jobs, the only other person involved with the company every day is Webb's wife Ana, who deals with office functions and client relations.

Webb's close attention to detail has earned him a reputation as a

perfectionist who won't rest until a job is done right. One pledge he makes to customers is that subcontractors will be in and out as quickly as possible, which keeps their billable hours to a minimum.

The good karma that Webb develops with his clients has returned to him in a series of accolades that peaked with the 1997 National Remodeling Quality Gold Award, which Coventry won last October.

The highest prize in the remodeling industry, the Gold Award is sponsored by the National Association of Home Builders Research Center and *Remodeling* magazine, which ran a lavish feature on Coventry in its October issue.

The article cited Webb's "organizational genius" and praised his attention to detail on every job.

"In remodeling, the hard way

is the right way," Webb told the magazine.

Another advantage to running a tight ship is that clients don't have to jump through hoops to speak with their contractor, and there's no waiting around while questions

are sent back to the home office.

Van Gelder told *Remodeling* that having Webb on site often makes work go more quickly because decisions can be made on the spot.

For information on Coventry Construction, call 439-6042.

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Family affair at Havill's



Old-fashioned service and attention to detail remain the trademarks of doing business at Havill's Autobody Repair at 692 Delaware Ave. in Albany, where Bob Havill holds his 6-month-old daughter Rachel while his wife Helen coaxes a smile from the couple's other daughter, Nicole.

Integrative Care offers mix of holistic choices

By Ellen Gelting

Integrative Care NP, PC, was born in the minds of Georgia Decker and Linda Rimmer three years ago.

However, the two longtime nurses did not open their doors until 1997. Today, they run a holistic nursing practice that brings a unique mix of therapies to a wide range of clients throughout the Capital District.

Integrative Care was designed to provide holistic health care to clients who want to take an active role in the restoration or maintenance of their health and wellness.

Decker explains that at Integrative Care, "Each client is seen as metabolically and psycho-socially unique, and therefore an individualized treatment program is developed with specific recommendations."

Decker and Rimmer design individual treatment plans that may include modalities like homeopathy, herbal medicine, hands-on healing, imagery and pharmacology.

A unique aspect of Integrative Care is the ability to tailor-make any program to fit the specific

needs of the client.

"For example," Rimmer explained, "if the client is a group or business, we can bring several practitioners in and try different modalities for different problems, such as fatigue or stress."

One of the modalities they may employ is Reiki. "Reiki is an ancient natural healing that balances a person's energy field," said Rimmer.

To determine which therapies best meet the needs of each client, Decker and Rimmer take extensive histories and assessments and tailor the different modalities to meet those needs.

Instead of plugging a patient into a pre-set course of treatment, here, the treatments are combined and adjusted to fit each client's specific needs.

Other holistic therapies that may be used are guided imagery, iridology, nutrition counseling, reflexology, Reiki, therapeutic massage, oncology rehabilitation, program planning and development and aromatherapy.

Integrative Care is located on Executive Park Drive in Albany. For information, call, 459-2252.

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Delmar Wine & Liquor grows



Proprietor Steve Edic notes that moving into a new larger space at 340 Delaware Ave. has allowed his Delmar Wine & Liquor store to increase its selection of fine wines.

Constance Pakatar

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Kids warm up to Little Cooks parties

"Cooking is magic." That's what children say after experiencing a Little Cooks birthday party.

America's love affair with cooking is long-standing, but a child's exposure to cooking has only just begun. Children are curious and creative and the two mixed together are a recipe for success.

Gina Flanagan, owner and creator of Little Cooks, has enjoyed both cooking and being around children for many years.

"Boys and girls of all ages liked to cook in a relaxed and fun-filled atmosphere," Flanagan said. "This gave me the idea that there existed an untapped business opportunity, teaching children the joy of cooking through parties and special occasions."

At a Little Cooks birthday party, children learn to measure, pour, and mix their own delectable creations. Then they always get to eat

and enjoy them. They even decorate their own aprons.

"It's great to see the kids' enthusiasm for cooking and how excited they become when they see the final result," Flanagan said. "They always get to bring their

and decorating supplies, chef's hats and aprons, and party favors (whisks, measuring spoons, etc.).

Flanagan's recipes have all been tested for workability and simplicity. They have funny names such as Tic Tac Dough Pizza, Creamie

Freddie, (fettucine alfredo), Sweet-heart Sticks (homemade lollipops), etc. She even has a line of scary recipes called "Fright Bites," which boys love.

Gina Flanagan

It's great to see the kids' enthusiasm for cooking and how excited they become when they see the final result.

creations home, packaged especially for them. It's also great because it saves parents a lot of work. I bring all the supplies and the kids do all the cooking.

The concept is quite simple and parties include invitations, laminated recipe cards, all ingredients

Little Cooks also does holiday parties. Baking and decorating holiday treats can be loads of fun for children of all ages.

For any occasion, Little Cooks will surely be a great hit among all your child's friends. For information or to book your next party, call Flanagan at 465-8533.



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A podiatrist is a foot's best friend

By Ellen Gelting

Dr. Joseph Manzi has been offering the best in podiatric care to Capital District residents for 14 years. He and his staff are committed to making the latest technologies in podiatric medicine available and accessible.

Manzi's office offers all aspects of foot care using either medical or surgical treatments. The type of care available includes treatments for diabetics, pediatric problems, traumas and sports injuries.

Manzi also offers in-office foot surgery whenever possible. He uses laser surgery for the treatment of warts, ingrown toenails, painful scars and the elimination of unsightly skin disorders.

"Laser surgery is done under local anesthesia in the office, said Manzi. "Using local anesthesia

minimizes physical and mental stress," he explained.

Major foot surgery is performed on an out-patient basis at local hospitals, "also under local anesthesia," said Manzi. "This is because local anesthesia is less traumatic than general anesthesia.

Minimal incision foot surgery is a new technique that Manzi is now performing in his office. He explains that "The minimal incision

Using local anesthesia minimizes physical and mental stress.

Joseph Manzi

technique reduces both trauma and pain. It also lessens the chances of complications, and all of this speeds up the healing pro-

cess."

Manzi's office also offers several other services for patients. For example, prescription orthotics can be fabricated to fit any type of shoe and are dispensed directly from the office.

Manzi's staff is friendly and knowledgeable. They can assist with all insurance matters related to services that are rendered through Manzi's office.

The office is entirely on ground level, with no steps or hindrances to the elderly or disabled patient. Manzi's office is conveniently located on the bus line.

Manzi is a Diplomate of the American Board of Foot Surgery and a Fellow of the American College of Foot and Ankle Surgeons. Recently, he was appointed to the New York State Board for Podiatry by the state Board of Regents.

Signmaking firm keeps up with changes in technology

By Bill Fonda

Technology has made a major impact on commercial signmaking over the last decade, changing the way signs are made as well as the people who make them.

Previously, the industry was comprised of traditional craftsmen painting signs all day on wood and metal. Today, designers create images on computers that are sent via transfer tape to background substrates made from synthetic materials.

Sign Express owners Roger and Diane White have watched technology revolutionize their industry since they bought the company 15 years ago.

Their company produces many types of commercial signs, including banners and sponsor signs for events, charts and graphs for meeting presentations, interior and exterior signs for business identification, vehicle lettering and magnetic signs.

Roger first heard about the possibilities of computer technology from Gerber Scientific Products, but the technology was used for cutting fabric, not making signs.

"It was actually a spin-off from the garment industry," he said.

Regardless of its origin, computerized signmaking is much more efficient than the traditional method. Roger White said the combination of a design computer and high-speed plotter is equal to old-fashioned labor by five or six painters.

Sign orders that used to take two or three weeks to fill can be prepared in three to five days. Depending on the situation, some orders can be

filled in one day.

Future advances in technology will make the process even faster. In fact, Sign Express upgraded its computer last June, but will have to upgrade again this June because the current one is already obsolete.

One change the Whites made last year that didn't involve a computer was moving Sign Express to the Cumberland Farms Plaza on Route 9W in Glenmont from its original location on Elk Street in Albany, where it had been since 1915.

Moving gave them an opportunity to work closer to their home in Selkirk — and to their increasing client base in Glenmont — while holding onto their Albany customers.

"The transition went very smoothly," White said. "When we moved down here, we knew a lot of the people already."

The company had to give up making larger signs because their new location is half the size of the previous one, but they more than made up for it by establishing a document center, which makes them unique among signmakers.

The Sign Express Document Center offers services including business cards, faxes, copies, lamination and desktop publishing.

Roger is hoping for "a lot more of the same" in 1998. Sign Express will feature expanded copy capabilities, along with a state-of-the-art fax machine and the computer upgrade.

"I think we do pretty well to keep up (with technology) as much as we do," he said.

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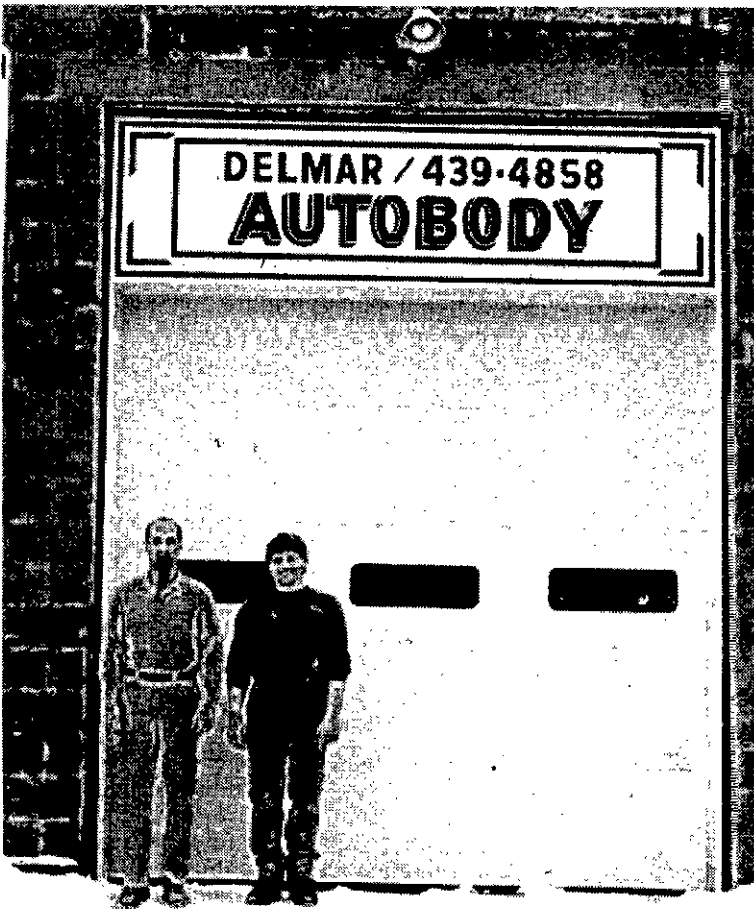
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Striving to be best



Delmar Auto Body owner John Burst, (left) and Rick Schwarz strive to give their customers high-quality service and use only the best available parts for all repairs. Burst said that their main concerns are long-lasting and safe repairs.

Constance Pakatar

KingsWay home care service agency is new

By Mary S. Yamin

Are you or a loved one in need of assistance at home? KingsWay has added a licensed home care services agency to its KingsWay 15-acre campus. It provides a variety of services in the areas of nursing assessment, medication assistance and 24-hour live-in care.

KingsWay can also help people who require assistance with the activities of daily living such as meal preparation, laundry and errands. Hourly coverage is also offered with a two-hour minimum. "We wanted to complete the package of services we offer, especially to seniors," said Jean Barnoski, director of marketing and public relations for KingsWay. "We already had a nursing home, an assisted living facility, an adult social day care, an independent living center and a child day care center. Since our opening in September, we have serviced 60 clients."

Barnoski continued, "This is for people who need assistance. Some people need to be reminded to take their medication, while others may need help with personal things like

tying their shoes, zipping zippers or bathing. If a doctor is involved, we adhere to the person's medical plan. Periodically, a nurse will come to the home to check on the client and staff to make sure everything is happening correctly."

Since our opening in September, we have serviced 60 clients.

Jean Barnoski

The length of service depends on the needs of the client. Anyone is eligible for care. "For the most part, we are seeing more elderly people, but it is not limited to them. It could be a child coming home from the hospital and mom has to go back to work," Barnoski stated.

KingsWay Nursing Home has begun construction of a garden room connecting two wings. It is also building a number of subacute care rooms. Both projects should be completed by April.

"The subacute care rooms are for those who happen to leave the hospital too early and still need nursing care. It can be for a short-term or long-term stay," Barnoski said. "In general, you will see nursing homes going this way if they want to be up-to-date and vital."

Area shop boasts international flavor

By Mary S. Yamin

Tucked away in the town of Knox is a shop that houses the finest in everything. It carries dinnerware, crystal, sterling, sculptures and hand-carved furniture from all over the world. The shop's location is as special as what you'll find inside.

Pleasant Valley Exquisitum is "an international shop where you can purchase top-notch, one-of-a-kind, quality merchandise in every price range," said owner Gudron Bellerjeau. "I care about what I sell. Everything is hand-made by the world's finest masters."

Bellerjeau, who sees her store more as a museum than a shop, is the area's exclusive representative for many products such as Meissen porcelain, Europe's finest hand-painted dinnerware;

Herend hand-painted porcelain; crystal flatware and art pieces by Rosenthal; limited edition music boxes, including one made for the 200th anniversary of the invention of music boxes by Reuge; G. Armani's master works; hand-carved inlaid furniture with marble tops; exquisite crystal; hand woven tapestries from Belgium, France and Germany; and custom-made jewelry.

"While everyone who comes here is searching for something different, my customers are looking for quality items they can pass on to their children — things that can't be found anywhere else. I have special merchandise that will increase in value. Many of the items I designed myself," stated Bellerjeau.

She continued, "I do a tremendous amount of research before I

put an item in my shop. I know where it was made, how it was made and its history. I have something for every taste — as long as it is good taste — and price range."

If a customer doesn't see what they are looking for, Bellerjeau will custom design something for them.

"That happens often. If a couple is getting married and the parents want to give them something special, I will hand paint tea sets or coffee sets."

In business for 30 years, Bellerjeau still enjoys what she does. "I put my heart and soul into my work. People appreciate the personal service they receive. I have never had an unhappy customer," she said. "That is the most important thing to me. We always have fun finding the perfect item, no matter what the occasion."



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Home sales increase in 1997 Local credit union looks to future

By Linda DeMattia

Blackman & DeStefano, now in its 12th year in the town of Bethlehem, has something other real estate companies can't offer — large company services with hometown knowledge. With seven branch offices in the Capital District, Blackman & DeStefano is the largest independent real estate business in the area, and currently sells more homes in the town of Bethlehem than any other.

"We've got all the bells and whistles of a larger company — we're part of the largest relocation network in the country and we have an award-winning website," said Bill Alston, manager of the Delmar office. "But real estate in this area is still a small town business and we've got a sales staff who really know the area. Everybody who works in this office has lived here a long time."

The more than two dozen Blackman & DeStefano agents have lived in Bethlehem an average of 20 years and have more than 12 years experience selling real estate. Recent additions to the staff are sales associates Chuck Bassett and Sally Izzard.

All that experience resulted in the best year ever for the company,

which had a record-breaking month in June.

"It is a credit to the experience and expertise of our agents," Alston said. "They know the Bethlehem market."

Alston said he expects the coming year to be even better than the last. "The market is showing signs of firm-

We've got all the bells and whistles of a larger company ...

Bill Alston

ing up. More people are beginning the process of looking for a house — going to open houses to see what is out there. Add that to the favorable mortgage rates, and we anticipate that this will be a great year." The office represents four new construction sites; Glen Manor and Somerset Woods in Bethlehem, Woodlands in Guilderland and Devonshire Hills in Slingerlands.

Blackman & DeStefano is located in the heart of Delmar's commercial district in a white Victorian house with signature blue shutters and a bright green door at 231 Delaware Ave.

In 1953, a credit union was formed to serve New York Telephone employees. The primary purpose was to provide an alternative to traditional banking as an employee benefit. Each member who joined had a "share," or rather, a "say" in how the credit union operated.

That was 44 years ago. The once-minute credit union, now called Capital Communications Federal Credit Union, has grown into a full-service financial institution owned by 37,700 members.

What began as a New York Telephone (Bell Atlantic) employee benefit is now a benefit shared by over 100 employer groups and their family members.

Membership is for life, regardless of a job change or relocation.

The credit union's offices are located at 18 Computer Drive East in Albany and 4 Century Hill Drive in Latham. The Latham branch is equipped with two drive-through lanes and an ATM lane where members can make deposits and perform other transactions.

The 90s have marked record progress at Capital Communications FCU. The credit union now boasts \$193 million in assets, 110

employees and a subsidiary organization, CAPCOM Financial Services, Inc.

Technological advances pushed Capital Communications FCU into the future as the credit union went online recently. Its Website is www.capcomfcu.org. Numerous other changes have occurred, all designed to help the credit union better serve its growing membership.

Capital Communications FCU's vast line of products and services are a change from traditional financial institutions. As a member-owned institution, governed by a volunteer board of directors, the credit union does not have to charge excessive fees.

Features such as low-cost checking, low loan rates, high certificate yields and free audio response service prove that members can take advantage of necessary services — without being burdened by high fees.

A full spectrum of accounts and services are available, from savings vehicles to certificates, from mortgages to auto loans, from IRAs to financial planning (provided by CAPCOM Financial Services, Inc.) and from youth programs to

discounts at amusement parks.

Capital Communications, led by president and chief executive officer Dennis Halpin, provides members the convenience to maintain all of their financial affairs under one roof.

Today, a nationwide battle is raging. Banks and banking trade associations have banded together and brought suit in numerous courts to attack the National Credit Union Administration's authority to expand a credit union's field of membership.

These attacks brought about a federal court order in October 1996 which prevents federally-chartered credit unions from accepting new employee groups outside their original field of membership.

Although the United States Supreme Court heard the field of membership case in October 1997, a decision isn't expected until early this year.

The field of membership issue is one that Capital Communications is watching closely, and it's an example of the ways the credit union is fulfilling the promise of its motto, "Providing for today. Preparing for tomorrow."

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Weisheit Engine Works was founded in 1985 by Bill and Rose Weisheit. Weisheit Engine Works is a full service power equipment dealer, selling premium brands of lawn and garden equipment.

At Weisheit, you will find a well-equipped service and parts department with over 16,000 parts in stock. The staff includes two highly trained small-engine mechanics.

Weisheit has been in the power equipment business for over 27 years. In that time, he has seen a lot of changes in technology, marketing, service and competition. In the past, small independent dealers sold 75 percent of the power equipment in the U.S. Today, 80 percent is sold by large retailers.

The trend toward the large dis-

count retailers has effected Weisheit's business, but Weisheit has risen to the challenge by making the changes necessary to stay afloat in this age of huge home centers and warehouse superstores.

Weisheit now sells fewer of the premium pieces of equipment and services many more of the less expensive mass merchant brands.

He is an authorized servicing dealer for MTD and Murray Power Equipment, two of the largest manufacturers of mass merchant power equipment in the U.S.

"There are fewer servicing dealers today compared to 10 years ago," said Weisheit. "The big places do not service at all. If you purchased a piece of power equipment at a big mass market merchant, you would not find a service

department. But we can service equipment bought at almost 90 percent of the places out there," Weisheit explained.

With small engines becoming more complex every year, keeping current can be tough. Weisheit combats this by attending annual service schools. "The days of the shade tree mechanic are over," he said.

Weisheit and his staff work hard to keep up with technology and provide an important service to the community. After all, where are you going to have your snow blower fixed after the next blizzard? I bet not at the superstore.

Weisheit Engine Works is located on Weisheit Road in Glenmont. You can reach them at 767-2380.

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Coldwell Banker offering Best Buyer protection

By Lisa K. Kelly

For over 90 years, Coldwell Banker has made home sellers and buyers confident in the homes they are buying. The real estate company has now taken it one step further by offering its customers home selling and buying warranty insurance.

The Best Buyer Home Protection Plan protects home buyers and sellers during the listing period and for one year after the sale.

Don Smith, Delmar office manager, said the insurance plan protects home sellers and buyers from unexpected repairs to things like hot water tanks, roofs or any other damage that would create unexpected expenses in the home buying and selling process.

For \$395, the Best Buyer Plan and a minimal deductible will pay for those repairs. Smith said that if the seller did not buy the plan, the buyer of the house can buy the plan at the time of closing.

Coldwell Banker estimates that a seller who buys the Best Buyer Plan will be able to sell the house at a 2.2 percent higher price, would have a 29 percent higher chance of the selling the house and will sell the house 15 percent faster. The Best Buyer Plan is underwritten by Aon Home Warranty Services Incorporated.

For 30 years Aon has been underwriting specialty consumer warranty programs for electronics, appliances, personal computers, cellular phones and automobiles.

Smith said he expects the new program will add to the success of his office. In just its second year of business, 1997, its sales were 25 percent over 1996 sales.

"Just 10 years ago in 1987, Coldwell Banker was a four-agent company in the Capital District with one office," said Smith. "In 1996, it was the number one real estate broker in the Capital District."

Smith credits the success of the company to the 110 percent effort its more than 350 sales people put into its customer services, the Coldwell Banker services and the Best Seller guarantee.

"The Delmar office has a group of the most top notch professional agents in the Capital District," Smith said.

Colonie doctor puts patients first

Internist Giuliano enjoys diversity of practice

By Bill Fonda

Dr. Carmen Giuliano of Colonie is a primary care physician committed to wellness and preventive health care.

As an internist, Dr. Giuliano can provide his patients with a number of options, including counseling on preventive medicine, treatment for acute illnesses and chronic medical conditions and referrals to specialists.

Dr. Giuliano likes the flexibility of his practice because it's easier for him to help patients.

"The patient's best interest comes first," he said.

Last August, Dr. Giuliano joined Community Care Physicians, a private network established in 1984

70 specialists and primary care physicians serving Albany, Schenectady, Rensselaer, Saratoga, Columbia and Montgomery counties.

"It's an organization that has great hopes," he said.

Dr. Giuliano said he enjoys working with Capital Care Physicians because it maintains a family-oriented, private structure, as opposed to an HMO.

Dr. Giuliano, who is fluent in Italian and Spanish, is a graduate of the University of Messina School of Medicine in Italy, and has an education master's in Psychology from Springfield College in Springfield, MA.

While in Springfield, he co-founded a program at Springfield

Technical Community College for children of single parents.

He completed his residency at Berkshire Medical Center in Massachusetts.

He also co-authored an article titled, "Postpartum Paralysis of the Long Thoracic Nerve", which appeared in the fall 1996 Berkshire Medical Journal.

Dr. Giuliano's practice is located at 139 Vly Road, just east of the Route 155/Watervliet-Shaker Road intersection.

To schedule an appointment, or find out more about the practice, call 862-1153.

Office hours are Monday through Friday, 8 a.m. to 5 p.m. Giuliano typically returns calls after office hours.

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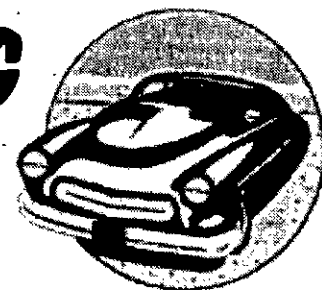
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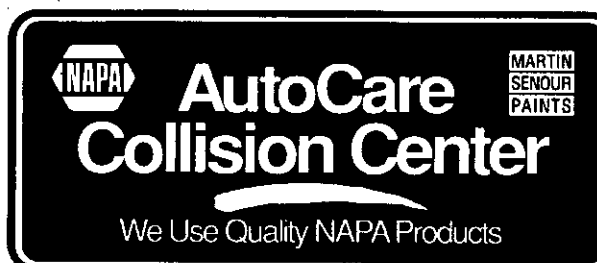
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Good Samaritan continues growth

Good Samaritan Homes in Delmar is nearing the completion of several ambitious projects that will deliver new and expanded services to area residents.

Good Samaritan Homes offers three levels of care on one campus. The newest addition is a 67-bed

In assistive living, residents are helped with tasks they can no longer perform, such as cooking and cleaning. It is less clinical than a nursing home and more recreational and social.

"The assistive living facility still has some openings and we are looking to fill them," Borman said.

The nursing home, also located on campus, is nearing the final phase of its expansion and renovation.

"We had a 25-year-old building and added a new 40-bed wing that is completely up-to-date in every aspect. We also reduced the size of the two existing wings, creating much needed space for storage and services," said Borman.

"In the past, we couldn't care for certain types of patients because we lacked the space needed for the necessary equipment. But now, we can care for the most debilitated patient, patients who would have had to go

outside the community for care," Borman explained.

Also in the works is licensed home health care, which will bring a new dimension of service to area residents and allow people to stay in their own homes longer.

"Home health care will be available to residents in Good Samaritan's low-income senior housing and the assistive living facility very soon," Borman said.

He expects that home health care will be available to the community in the near future. "Now that the buildings are built, the focus is on the programs," Borman said.

Examples of program ideas include day care for seniors, an intergenerational day care program and programs for patients with Alzheimer's disease.

For information about Good Samaritan's services and facilities, call 439-8116.

Service and convenience set Hughes Opticians apart

By keeping business all in the family, Hughes Opticians is able to offer eyewear at affordable prices.

The 11-year-old shop at 411 Kenwood Ave. in Delmar is run by Thomas Hughes and his son, Thomas Jr. Father and son both focus on close personal attention to customers and keeping track of the latest styles.

Additionally, Hughes Opticians has two professionals on hand who take the guesswork out of shopping for eyeglasses — an optometrist and a frame stylist. Working with Tom Hughes Sr., the optometrist and the stylist make sure customers leave with glasses or contact lenses that look good and function well.

"Here, we fit eyeglasses and contacts instead of just selling them," Hughes said.

Hughes prides himself on his store's competitive pricing. "Product for product, our prices are considerably lower than the mall stores," he said.

The store has established several discount group vision care plans in the area, with the Bethlehem Central Teachers Association, the Dormitory Authority and, most recently, the Bethlehem Library.

One reason Hughes feels his store can meet most customers' needs is his practice of keeping the latest designer styles in stock. "Something I always hear is that people have to go to the big cities

— New York, Boston — to get what they want," Hughes said. "Well, I have those things here — (frames by) Calvin Klein, Armani, Polo.

"Another thing is that with the addition of the (optometrist) that I have here, we're able to provide eye exams every day and on two nights," he continued. "I don't think anyone else in town can do that.

Hughes said the latest style to become popular is transition lenses, which darken in sunlight. As these lenses are now available in lightweight plastic, they're more practical than old transition lenses, which were heavy glass.

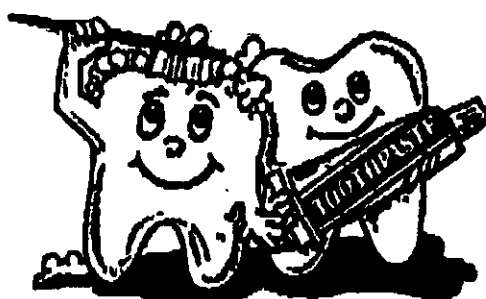
As a convenience for its customers who work 9-to-5, Hughes offers evening eye exams on Tuesdays and Thursdays, when the store is open from 9 a.m. to 7 p.m.

Monday, Wednesday and Friday store hours are 9 a.m. to 5:30 p.m., and the store is also open on Saturday from 9 a.m. to 1 p.m.

As a convenience for its elderly customers, Hughes staff will pick up and deliver glasses. Convenience, service and quality merchandise have been the mainstays of Hughes' business for more than a decade, so he's not about to change a formula that's working.

He knows his customers appreciate dealing with a small shop that treats clients like people. "We're owned and operated by myself and my son," Hughes said. "There's no big man on top

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Plenty of new services at AAA Hudson Valley

By Peter Hanson

With services ranging from travel advice to low-interest credit cards, AAA Hudson Valley Inc. has redefined the role of auto clubs. In addition to traditional services like towing and motel discounts, AAA Hudson Valley expanded in 1997 to include financial services and innovative new travel programs.

"We just finished our year at 93,000 members," president and chief executive officer Robert Seroka Jr., said. "It would be great to hit 100,000 by the year 2000. That's a personal goal."

Seroka will get his wish if AAA Hudson Valley continues to satisfy members the way it has in recent years. "On average for the last 10 years, the club has grown 3 percent," Seroka said, "which is a good, steady rate of growth."

That steady growth won Seroka's club the "Most Improved Renewal Rate" award in 1995. The award recognized that AAA Hudson Valley had the highest customer satisfaction rate among AAA's 40 million members nationally. "I was really proud of that," Seroka said.

Some of the services that AAA Hudson Valley added in 1997 are:

- A full line of financial programs including credit cards, refinancing and car loans. Seroka described AAA's interest rates as "some of the most competitive around."

- A Website, www.aaa.com, where members can request travel information that will arrive at their homes in approximately two or three working days.

- An auto insurance program.

- Special cellular phones programmed with one-touch dialing to AAA's road service hotline and 911 emergency services.

- "Movease," a program to help members coordinate permanent, long distance moves.

- A program that finds people to drive cars south for members who want to fly to Florida for the winter.

In addition to these new programs, AAA Hudson Valley still offers travelers checks, maps, trip planning, discounts to movie theaters and amusement parks and other entertainment venues.

Seroka said more services are expected in 1998 that will be "very beneficial" to members.

Basic membership in AAA Hudson Valley is \$43 per year. After completing one year of enrollment, members may be entitled to upgrade to AAA-Plus for an additional \$21 annually. AAA-Plus members receive 100 miles of free towing, compared to three miles for Basic members.

Additionally, a membership in AAA Hudson Valley connects drivers to AAA clubs and discounts across the United States and Canada. For more information, call 426-1000.

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As a patient, you benefit by having both general dentists and a wide variety of specialists right here to help you. The Rose team

includes: Director Robert Santoro, DMD; general dentists Alan Goldman, Champaka Lakshmi, Victor Liang, and Ronald Pierce; Kenneth Sandler, orthodontist; Another Ficara, periodontist.

Here's how we work: On your first visit, you'll meet with one of our general dentists. On subsequent visits, you'll continue with this practitioner for general dentistry, and if necessary, you will be referred to one of our in-house specialists.

At Rose, we're equipped with up-to-date technology and follow the latest techniques in dentistry. Our regular services include periodontics, orthodontics and endodontics and additional services such as cosmetic dentistry, dental implants and TJM therapy.

The Rose team makes things convenient for our patients in several ways. First, the wide range of services and practitioners makes

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SEFCU still committed to quality and service

With more than 84,000 members, State Employees Federal Credit Union is the largest member-owned financial cooperative in the Capital District.

The credit union was formed in 1934 during a period of the nation's history marked by financial insecurity and unfulfilled social needs. From the start, this was an organization of people coming together to ensure quality, low-cost financial services were available for themselves and their families.

Sixty-three years later, SEFCU continues that philosophy of providing high-quality, convenient and competitive financial products and services. Evidence of that commitment is apparent through SEFCU's expansion of its financial service center and locations of ATMs throughout the Capital District, Bing-hamton and Syracuse.

SEFCU is a full-service financial institution offering competitive rates on checking and savings accounts; share certificates and

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112 State Street, Albany (518) 432-1752

120 Troy Rd. (Rt. 4), East Greenbush (518) 477-2771

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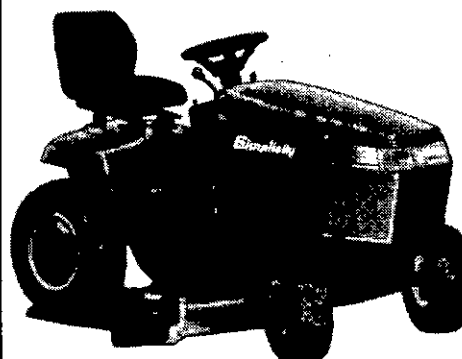
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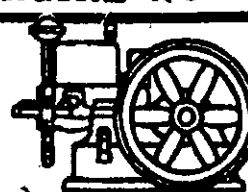
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1997 was also a year of expansion for Main-Care Energy, with the acquisitions of Chatham Fuel Company and Express Gas & Oil. These additions permitted Main-Care to increase bulk fuel storage capacity, add experienced delivery and service personnel, and offer more programs and services to benefit their customers.

For example, customers desiring one-stop fueling and servicing for dual fuel use can benefit from Main-Care's 24-hour staffing, experienced personnel, servicing agreements and convenient, multi-fuel budget payment plans.

One example of a popular program is Main-Care's exclusive 24-Hour Watchman Heating System Monitoring. A small transmitter is installed in the home with sensors to monitor the temperature and heating system. If a problem is detected, the monitoring system automatically notifies Main-Care technicians, who react quickly to provide emergency services.

Main-Care Energy, an employee-owned company, has offices in Albany, Catskill, Chatham, Windham, Roxbury and Greenwich and divisions include Commercial Services, Natural gas, Propane Gas and Environmental Services.

For more information, please call 436-9704.

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Clare Bridge trademark: custom care

Clare Bridge of Niskayuna is a residence dedicated to providing an ideal environment for individuals with memory impairments.

The physical environment at Clare Bridge minimizes confusion and maximizes independence, without the need for pharmaceutical or physical restraints. Alternative Living Services, the proprietor of Clare Bridge, has been serving residents with Alzheimer's disease and dementia since 1981.

Clare Bridge residents and their families take comfort in knowing that personal care assistance, mealtime assistance and medication monitoring are provided by a well-trained, professional staff.

Staff members assist residents with all of their daily needs, which helps them identify physical and emotional changes in residents

and quickly modify care.

Clare Bridge uses personalized Life Enrichment Programs to help residents enjoy new experiences and participate in lifelong rituals.

At Clare Bridge of Niskayuna, individuals with memory impairments can age with dignity while continuing to enjoy meaningful lives as members of their families and our community.

Residents decorate their suites with personal mementos and favorite furnishings to stimulate memories while creating a comfortable and familiar surrounding.

Residents are aided by visual cues. Neighborhoods are color-coded and a memory box, filled with photos and mementos, is placed outside each resident's bedroom.

Clare Bridge was designed with an interior walking circuit, and garden areas allow residents

to explore safely without becoming overwhelmed. Community rooms are designed like rooms in a single-family home, with living rooms, dining rooms, family rooms, dens, offices and a variety of activity rooms.

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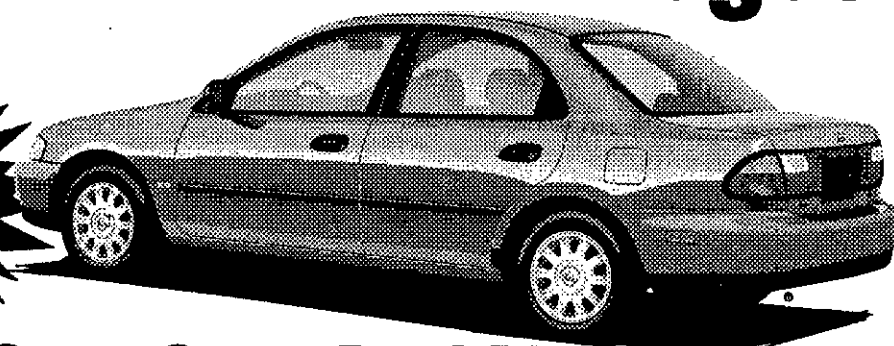


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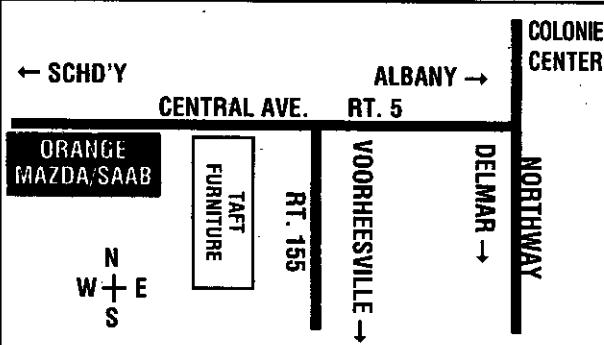
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