

**Spotlight  
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**PROGRESS 1991**

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# THE Spotlight

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The weekly newspaper  
serving the towns of  
Bethlehem and New Scotland

## State aid cuts wreak havoc

### Ringler blasts governor

By Mike Larabee

Gov. Mario Cuomo's proposed 1991 reduction in aid to local governments would hit Bethlehem hard, according to Supervisor Ken Ringler. He said last week the \$470 million cut would cost Bethlehem \$428,000.

Ringler, a Republican now entering his second year in office, blasted the governor for trying to pass the state's budget quandary off on its municipalities.

"Once again, the governor of New York through his absolutely horrendous inability to manage state finances is asking for someone else to solve his problems," Ringler said. "I think it's very sad that the commitment of the state to assist localities is ending."

Cuomo's budget slashes state revenue sharing program monies from the \$940 million originally allocated in 1990 to \$468 million, according to Arthur Markowitz, a deputy chief budget examiner in the governor's budget division (the reduction is only \$374 million when cuts made during the legislature's recent deficit reduction session are considered, he said). While cities would take a 38.5 percent hit to their revenue sharing funds, villages and towns would lose the package altogether.

Ringler and his staff were scrambling Friday and Monday to gather information on the budget proposal, and Ringler emphasized that his comments were based on a "first blush" reading of a "complicated budget plan." He said the revenue sharing cut would be \$340,000, representing the lion's share of Bethlehem's total loss of aid under the package. Additionally, the town would lose 60 percent, or \$45,000, of its Consolidated Highway Improvement Program (CHIPs) aid and another \$21,000 in youth program funds.

Ringler said the town would rely on November-instituted austerity measures to help absorb the cut. Those measures included a hiring freeze, required that the comptroller's office review "non-mandatory" expenditures, and that Ringler personally approve any expenditure over \$1,000.

In addition, Ringler said he is "looking at other contingency plans." Specifically, he said he is considering putting off the planned purchase of new equipment and vehicle purchases and



Ringler

### Voorheesville hit hardest

By Mike Larabee

The Voorheesville School District, which finally reached a tentative contract agreement with its teachers after long-running talks, has a new set of troubles to deal with. Gov. Mario M. Cuomo's proposal to cut school aid by \$891 million in an effort to close the state's projected \$6 billion 1991 budget gap would cost the district a whopping \$516,920 in aid — a reduction of more than 14 percent.

Bethlehem and Ravena-Coeymans-Selkirk Central Schools would fare better under the proposal, with BC's aid increasing \$123,770, or 2.2 percent, and RCS's up \$102,101, or 1.4 percent. But both superintendents Leslie Loomis of Bethlehem and Bill Schwartz of RCS said the increases for their schools are misleading. "The news is... much worse than it seems," Loomis said.

"We had a feeling it would be bad, but we thought in the neighborhood of \$200,000," said Alan McCartney, Voorheesville superintendent. "This is the worst I've ever seen it. Basically the governor's thrown the ball to the senate; where it goes from there I don't know."

"The bottom line is this," he said. "If we have to make cuts as deep as the governor is proposing, we are going to have to cut programs."

According to a spokesperson for the governor's budget office, the proposed formula for school aid includes the elimination of "save harmless" funding (which provides a minimum amount of aid based on the previous year's aid number), elimination of the Excellence in Teaching salary bonus program, a major reduction in supplemental support aid, and the full equalization of transportation aid, essentially reducing aid received by wealthier districts.

According to McCartney, Voorheesville's losses would fall into two basic categories. The elimination of "save harmless" would cost the district about \$243,500 and equalization in transportation funds will mean a loss of roughly \$300,000, he said.

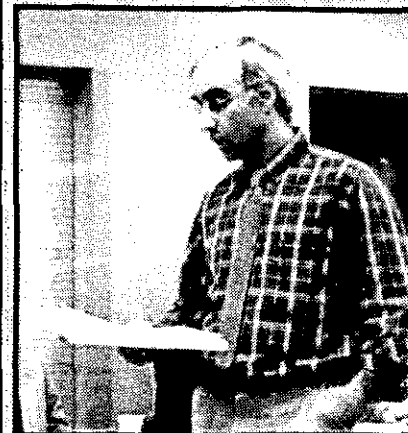
All three schools are coming off an unprecedented mid-year state aid reduction as part of the legislature's effort to close a \$190 million budget shortfall for 1990. In that round of cuts, Voorheesville lost \$99,533 in aid, Bethlehem \$338,871, and RCS \$156,385.

"We lost close to \$100,000 in aid we anticipated this year. So you're adding another \$500,000 to it," McCartney said. "You're looking at reduced services in transportation, possibly your

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TOWN CUTS/page 28

## VTA, board reach agreement



VTA President Richard Mele reads a statement at Monday's board meeting. Susan Wheeler

By Susan Wheeler

Voorheesville teachers and the district have reached a tentative agreement after long and difficult contract negotiations.

Board President C. James Coffin began Monday night's meeting by reading a statement to the approximately 125 community members and teachers at the meeting, which began 20 minutes late due to negotiations.

He said a three-year contract agreement was "tentatively reached" by the district and teachers union. A total increase of 8.9 percent new money will be applied to the 1989-90 teacher salary schedule for 1990-91 salaries. A total increase of 8.8 percent new money will be applied to the 1990-91

CONTRACT/page 28

## BC middle schooler made a difference

By Susan Graves

Karen Sievert made a difference in her community.

Karen, of Charles Boulevard in Delmar, was only 12 years old when she died suddenly on Jan. 27 of meningitis, but since then the outpouring of support from her friends has helped her family through the loss.

"There's such an outpouring of love from these children. ... People don't give them enough credit," Karen's mother Maggie said.

One girl, Laura, left a letter on Karen's grave after the funeral. "I wish I had gotten to know you better. ... Trust me, you had hundreds of friends," the



Karen Sievert

letter said. The family has received many similar messages, and are "absolutely stunned" by the children's

concern for their daughter. "She made an impact, they all knew her. She touched a lot of lives," her mother said.

Bethlehem School District Superintendent Leslie Loomis, said Karen's death caused "a great deal of grief and confusion" in the students.

"I think it is always difficult for all of us to face death, but for young people to face the death of a classmate and friend when it occurs so suddenly and appears so senseless is very difficult. I think though that the students themselves have been very quick to recognize everything that Karen meant to them," he said.

The Sieverts have established a scholarship fund in their daughter's memory and they're hoping it will become a perpetual fund.

"What we want is everybody to send — even a dollar — to the Karen E. Sievert Scholarship Fund, Class of 1996 in care of the Bethlehem Central Middle School," Maggie Sievert said, so her daughter's memory will live on.

Many donations have already been made she said, including one for \$400 from the Bethlehem Police Benevolent Association.

Other memorials, some by her

SIEVERT/page 10

# Clarksville water district may get more funds

By Debi Boucher

Having met last week with officials from the Farmers Home Administration (FmHA), New Scotland Town Supervisor Herbert Reilly said the Clarksville Water District has a good chance of getting additional funding from the federal agency.

The water district, funded so far with grant and loan monies from FmHA and the federal Housing and Urban Development Administration, is now approximately \$173,000 over its \$2.2 million budget, according to an audit released last month. The project, designed to provide 165 families with water, will need still more money for development of a new well, since unacceptably high levels of nitrates were found in the original well last spring.

Kevin Phelan of Dunn Geoscience Corp., which began working on the nitrate problem late last August, attended the meeting to give a positive presentation on the status of testing, Reilly said. Also at the meeting were officials from the state and county health departments, and three other councilmen.

Asked if the meeting had violated the state's Open Meetings Law because a quorum of town board members were present, Reilly said the Syracuse-based FmHA officials had requested a private meeting. Since he felt the



Herbert Reilly

meeting was critical, Reilly said, "I was between a rock and a hard place."

At the Tuesday, Jan. 29 meeting, Phelan reported that after nearly two months of simultaneous testing of a production well and an interceptor well (which is designed to divert nitrate-contaminated water from the production well), the nitrate levels were 4.1 parts per million. Ten parts per million is the acceptable level for drinking water. Phelan said Monday that the levels were down to 4.0 parts per million as of the 58th day of testing.

Stephen Lukowski, director of the Albany County Department of Health's Environmental Health Division, confirmed Monday that

at the meeting, he and ACDOH colleague Clifford Forando. Lukowski had asked Dunn Geoscience to increase the level of pumping by about 20 gallons per minute. If the increased pumping has no adverse effect on nitrate levels, he said, then the wells have a good chance of approval by the county and state health departments. He could not give a timetable for how soon that approval might come, however, or how long tests would continue.

Phelan said Monday that pumping at the interceptor well had been increased to 113 gallons per minute that day, and that he would increase production well pumping to 60 gallons per minute. Testing at that level "will probably need to go a week or 10 days," he said.

Lukowski said the source of the nitrates has presumably been eliminated, he said, since the fields surrounding the area are no longer farmed and are thus not subject to the fertilization that probably caused the contamination, but there is no way to tell how long it will be before all the nitrates are gone.

As discussed at the meeting, Phelan said he will submit a proposal by Dunn Geoscience to draft a management plan for the well field to the town board at its meeting tonight (Feb. 6). The management plan will include anticipated costs of developing the wells,

engineering costs and water conservation measures to protect the wells from exceeding capacity.

David Miller, state engineer with FmHA, who attended the meeting with FmHA loan specialist Keith Jennison, said the town must develop a management plan to determine how much more money is needed to get the water district up and running. The town can then apply to FmHA for additional funds, he said, which would be awarded in a 55-45 percent combination of grant and loan monies. The town could apply for funding from the Housing and Urban Development Administration to help defray costs of the loan portion, Reilly said.

Miller also said the agency would most likely release \$372,000 still outstanding from its \$1.2 million grant to the water district if the town board passed a resolution requesting those funds. Reilly said that would be on the agenda for tonight's meeting. FmHA held those funds, Reilly said, because the district is not yet operational. The town will need the money in April, he said, when a 1986 Bond Anticipation Note comes due.

Reilly contends most of the water district's overrun can be attributed to engineering costs, which he said were \$154,000 over budget as of Dec. 31, 1989, according to the audit by the accounting firm Williams, Matt & Rutnik.

Ronald J. LaBerge, of LaBerge Engineering & Consulting Group Ltd., disputed that charge at the meeting, according to Reilly, and suggested an outside party review the 1983 contract between the town and his firm. "I acknowledge that the engineering costs were more than anticipated at the onset of the project," he said on Monday, adding that he would be willing "to sit down" with someone representing the town to review the original contract.

LaBerge said he had yet to review the audit, which he received a copy of the day before the meeting. "If we've made a mistake in our billing, or we've overbilled, we would rectify that," he said.

## Library to note Valentine's Day

In observance of Valentine's Day, on Monday, Feb. 11, the Voorheesville Library will present "Paper Packets", an after-school craft and film program beginning at 4 p.m.

All are asked to wear red to "Hearts and Darts and Loves and Doves," a Valentine Bedtime Story Hour, which will be presented on Wednesday, Feb. 13, at 7 p.m. All family members are welcome.

Children who are bringing in valentines for the annual Valentine Heartline at the library must do so before Feb. 9. All contributions will be distributed to the residents of area nursing homes.

Story Hours are held each week on Mondays at 10:30 a.m., Tuesdays at 10 a.m., Wednesdays at 4 p.m., and Fridays at 10:30 a.m. and 1:30 p.m.

## Academy names honor students

The Albany Academy has named the following Delmar area students to its honor roll:

Michael Endres, J. Matthew Maloney, Bradford Miller, John Newton, Michael Wood, Jeremy Barlow, Marc Einhorn, Mark Houston, James Kelly, Duncan McCaskill, Johathan Scholes, James Fraser, Irusha Peiris, and Andrew Reilly.

## Center plans winter environment program

A program entitled, "Sharing Winter With Children" will be held at Five Rivers Environmental Education Center, Game Farm Road, Delmar, on Tuesday, Feb. 19, at 10 a.m. and repeated on Thursday, Feb. 21, at 10 a.m.

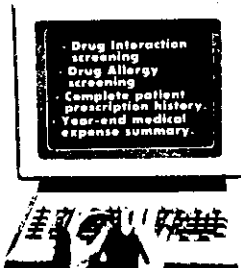
During this indoor/outdoor hands-on program, animals' winter lives will be explored, focusing on expanding knowledge and appreciation of the winter environment. A program fee of \$1 per person will be charged; pre-registration is required. Children must be accompanied by an adult.

This program is open to the public and participants should dress for the outdoors. For information, call Five Rivers at 475-0291.

# GRAND UNION

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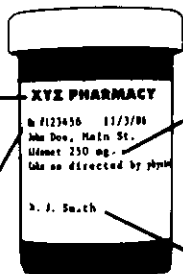


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## Good Sam could take VA patients

By Susan Graves

If necessary, Good Samaritan home on Rockefeller Road in Delmar could make room for more patients.

"If it came to an emergency situation, we could accommodate 36 people," said Good Samaritan Executive Director Leon Bormann.

But those accommodations would not include even one bed and no equipment or staff, he said. What Good Samaritan does have is space, which may be needed.

In the event of the Samuel S. Stratton Veterans Administration Medical Center Hospital in Albany having to accommodate wounded from the war in the Persian Gulf, some patients there would have to be moved to other facilities.

The state Health Department recently surveyed local facilities to determine those that might be able to house patients from the

veterans hospital, Bormann said.

He said that in the event of a war emergency or a natural disaster, the veterans hospital patients would be placed in various local facilities. "We would need a lot of support if more than four or five patients" were moved to Good Samaritan, he said.

Bormann said he thinks the Veterans Administration would reimburse Good Samaritan or pay "the going rate" for what it would cost to care for additional patients.

One reason the Delmar facility would be good for the veterans, he said, was that many of them currently in the Albany hospital are really there as long-term care nursing home patients.

Bruce Fage, long-term care director for the state Department of Health Northeast area office, said his agency monitors nursing home facilities on a regular basis. "From time to time, things come

up that necessitate beds, so we maintain an inventory of available space," he said.

So when war in the Persian Gulf began, 76 nursing homes in a 17-county area were called.

He said calling to update the inventory was "not something out of the ordinary."

But, "When this thing (war) broke out, we wanted to be a step ahead," of having to find room for patients should the need arise. "It was also a good opportunity to make things current."

Fage said the veterans hospital in Albany has not indicated a need for nursing home beds, and that his agency would be advised in advance if nursing home beds were going to be needed.

When patients are moved, time is needed so they will be placed in the most suitable environment, he said.

## New boundaries to affect 120 pupils

By Susan Wheeler

Approximately 120 elementary school students will change schools in September in accordance with the boundary modifications approved at last week's Bethlehem Central Board of Education meeting.

Board members passed the modifications with four of five proposed amendments. Two of the changes involve one family each, Superintendent Leslie Loomis said. The changes allow the two families' children to remain in their current school, while a third change retains Westphal Drive in the Glenmont school boundary. The board voted to extend the grandfather option, the choice to remain in the home school or go to the new school, to next year's fourth and fifth-graders, Loomis said.

The fifth amendment, to retain Colonial Acres in the Glenmont school area, failed 6 to 1, Loomis said. Board member Bernard Harvith voted for the proposal.

The district worked with Roger Creighton Associates, Inc. of Delmar, transportation and regional planning consultants, in preparing the boundary modifications. The

amendments to the modifications reduce the number of students geographically affected by five, according to Loomis. He said 45 of the 120 students are covered by the grandfather option.

Glenmont parent Pat Bush said she's "afraid they're not pulling enough kids out of Glenmont." Glenmont, which is overcrowded this year, will "probably" remain so next year, according to Bush. "I know the board has to give a little bit, but I don't want to see Glenmont in trouble."

The "sole issue" is not how many children are affected by the modifications, but how the student to teacher ratio will be affected, according to Delmar resident and parent Lynn Corrigan.

The number of elementary school teachers will not be reduced, according to Loomis. During the upcoming budget process, he said the board will decide "how many, if any, teachers can be added" for the next school year.

Some parents were disappointed with the boundary modifications. While Glenmont parent and Colonial Acres resident Michael Kornstein said he was "obviously disappointed" with the

boundary changes, he said he'll "do everything" he can to make sure his son has a "smooth transition" next fall to Hamagrael.

Kornstein said he thought the Glenmont parents made a "persuasive argument that tied Colonial Acres to the Glenmont school." In previous input sessions with the board, several Glenmont parents, including Kornstein, asked the board to leave Colonial Acres within the Glenmont attendance boundary.

He said the boundary modifications "split communities and families" and that there are "rivalries" within individual families who have one student remaining at the home school, with one transferring to the new school in the fall.

Glenmont parent and Westphal Drive resident Joseph Urschels said he was "very delighted and very appreciative to the board" for letting him voice his concerns and agreeing with his request. In prior meetings with the board, he asked that Westphal Drive remain in the Glenmont attendance area so that the neighborhood remains intact. "The board handled themselves very well," he said.

## Flag vandalized in Delmar



Bob Havill looks disgustedly at the flag that was vandalized at his business last week. Havill had bought the flag to display outside his auto-body shop on Adams Street in January. As of Tuesday, police had no leads in the incident.

Dev Tobin

## BETHLEHEM

### Town to recycle batteries in voluntary program

By Mike Larabee

If you've been holding onto batteries because of fears they would be landfilled or burned, now is your chance to get rid of them. The town of Bethlehem this week started a new household battery recycling program.

The voluntary town program was approved by the town board last month. It is intended to divert battery components posing potential health hazards, like mercury, cadmium, and silver, from the general residential waste stream, according to Sharon Fisher, Bethlehem recycling coordinator.

Mercury Refining Company Inc. (Mereco), which has a plant on Railroad Avenue in Colonie and offices in Latham, will be taking the batteries from the town for a fee of \$29 per 100 pounds, Fisher said.

"The way this works is that stores and town facilities will have a household battery recycling box and people will bring their household batteries to them," she said. "The town will be responsible for emptying those boxes about once a week and when they have a sufficient quantity transporting it up to Railroad Avenue."

Household batteries account for more than half of the cadmium and mercury content of household waste, according to a Mereco pamphlet. Each household in the U.S. discards an average of 1.77 pound of batteries each year. That's 177 million pounds of batteries entering the household waste stream each year, the company said.

Fisher stresses the word "household" when talking about the town recycling program, emphasizing, "No vehicle batteries are allowed." Dry cell batteries — nine-volts of all sizes, various button batteries from devices like calculators, watches, cameras,

hearing aid, pocket pagers, and rechargeable batteries — are acceptable.

Mercury and cadmium are two of the heavy metals often cited as posing health hazards when found in the ash or emissions of waste incinerators.

"These are toxic materials, something that people should not be breathing. The incinerators, as a whole, do not have the proper materials to handle these things," said David Cohen, Mereco vice president.

"There's an awful lot of mercury in these mercury batteries," he said. "That's the idea the founders" of Mereco had when the company was formed 35 years ago, Cohen said.

Cohen said that once a load of batteries is brought in, it is sorted into five categories. Mercury and silver oxide batteries are processed at Mereco's facility. Lithium batteries, often used in things like photography equipment and watches, are brought to a treatment facility in Buffalo, while nickel-cadmium batteries — rechargeables — will be shipped to a recycler in France. No company is currently recycling nickel-cadmium batteries in the U.S., according to Cohen.

Alkaline and carbon zinc batteries are shipped to a Chemical Waste Management hazardous waste landfill. While both contain a small quantity of mercury, it is not cost-effective to extract the element, Cohen said. "The value of the contained mercury is very low in comparison to the cost of getting it out," Cohen said.

Town collection boxes are a little bigger than a shoe box and carry the Bethlehem town logo. There will be 14 to start, at various town locations.

For information, call 767-9618.

## Officials say bacteria no threat

By Mike Larabee

In an effort to stave off misinformation surrounding the sudden death of Karen Sievert, a Bethlehem Middle School seventh-grader, Bethlehem district students were sent home with a copy of a letter from Albany Health Department Commissioner Dr. William A. Grattan last week.

The letter was sent to correct the false impression that the bacteria which caused Sievert's illness was contagious and represented a health threat, according to school Superintendent Dr. Leslie Loomis. The 12-year-old Delmar girl died Sunday, Jan. 27, at Albany Medical Center Hospital of complications related to meningitis, an inflammation of the membrane enveloping the brain and spinal cord.

"It is erroneous to state that this is a highly contagious disease," Grattan wrote. "The risk that an individual over 4 years of age will contract this disease after having been in contact with the person who may have such an infection is very, very remote."

Dr. Teresa Briggs, deputy county health commissioner, said the department generally sees about eight or nine cases of bacterial meningitis a year. But she said that the kind which affected Sievert, which was caused by a bacteria called Haemophilus influenza type B (HIB), is "virtually

unheard of" in individuals over age four.

"This child is an unusual situation because she's a 12-year-old who contracted the disease," said Briggs. "We do not see this happening generally."

Briggs said that nearly all people are exposed to HIB at some point during early childhood and develop antibodies to the bacteria. Consequently, she said, HIB is not considered a threat to individuals over four.

Grattan said in his letter that there have been no other cases on record of HIB-caused meningitis among adolescents in Albany County and that "in the entire state the disease has rarely been reported in that age group."

"It is our stand at this point to basically tell people in the community that if a child is ill with sore throat, headache, stiff neck, fever, they obviously need to be seen by a physician for evaluation," said Briggs. "However, we do not expect any other cases as a result of this one."

Loomis said that school officials, school physician Dr. Andrew Sullivan, and the health department all received calls from community members following initial media coverage of Sievert's death. He said many of the calls were in reaction to what he termed an "inaccurate newscast" on one local network which reported that the disease was contagious.

## Bethlehem Police arrest five on DWI charges

Bethlehem Police arrested five drivers for misdemeanor driving while intoxicated over the past two weeks.

Edward Kane Jr., 21, of Commonwealth Road, Glenmont was arrested for DWI on Friday, Jan. 28, after he was stopped for traffic violations near the intersection of Feura Bush Road and Brightonwood Road, police said. He was scheduled to appear in Bethlehem Town Court on Feb. 5.

Mark Cookfair, 22, of Booth Road, Delmar was arrested for DWI on Saturday, Feb. 2, after he was stopped for traffic violations near the intersection of Delaware Avenue and Grant Street, police said. He is scheduled to appear in town court on Feb. 20.

George Eidberger, 68, of Louise Street, Delmar was arrested

for DWI on Thursday, Feb. 1, after he allegedly backed his automobile onto the lawn of another Louise Street residence, police said. He was scheduled to appear in town court on Feb. 5.

Gregory Gerhard, 19, of Greenwood Lane, Delmar was arrested for DWI on Sunday, Feb. 3, after he was stopped for traffic violations near the intersection of Route 85 and Blessing Road, police said. He is scheduled to appear in town court on Feb. 20.

Sandi Lee Woody, 19, of Colorado Springs, Colo. was arrested for DWI on Sunday, Feb. 3, after she was stopped for traffic violations near the intersection of Route 396 and Beaver Dam Road, police said. She was scheduled to appear in town court on Feb. 5.

## In the courts



Sandra Haight, 21, of Elsmere Avenue, Delmar, arrested Dec. 15, 1990, for driving while intoxicated (DWI), pleaded guilty to a reduced charge of driving while ability impaired (DWAI), a violation, in New Scotland Town Court on Jan. 3. She was fined \$250 with a 90-day conditional license suspension, and ordered to attend a drinking and driving program and a victim impact panel.

suspension, and ordered to attend a drinking and driving program and a victim impact panel.

Linda Umholtz, 30, of RD 1, Westerlo, arrested Oct. 21, 1990, for DWI, pleaded guilty to DWI in New Scotland Town Court on Jan. 3, and was fined \$350 with a license revocation, and ordered to attend a victim impact panel.

Charlotte Birch, 30, of Route 85A, New Salem, arrested Dec. 6, 1990, on two counts of issuing bad checks, pleaded guilty to a reduced charge of disorderly conduct in New Scotland Town Court on Jan. 3, and was ordered to make restitution.

Amy Twiss, 23, of Voorheesville Avenue, Voorheesville, arrested Dec. 9, 1990, for DWI pleaded guilty to a reduced charge of DWAI, a violation, in New Scotland Town Court on Jan. 3. She was fined \$250 with a 90-day conditional license

## Spotlight on the Service



Navy Seaman Denice E. Michaniw, daughter of Elissa C. Michaniw of Route 3, Selkirk, has completed recruit training command, Orlando, Fla.

A 1990 graduate of Ravena-Coeymans-Selkirk High School, Ravena, she joined the Navy Reserves in September 1990.

### Author to speak

In honor of Black History month, author Mars Hill will read from his novel in progress, "The Moaner's Bench," at the Bethlehem Public Library on Wednesday, Feb. 27, at 7 p.m.

Hill has had numerous plays produced, including "Cavorting with the Whartons," "Slaveship," and "Occupation."

Founder of the Black Experience Ensemble, Hill is also an experienced actor and director, and a frequent lecturer on black history, literature and drama.

"The Moaner's Bench" is an evocation of a childhood spent in rural Arkansas in the 1930s. The program is free and open to the public.

### Library program discusses retirement

A program on retirement lifestyles will be presented at the Bethlehem Public Library on Thursday, Feb. 28, from 7:30 to 9 p.m. Craig Duncan, executive director of the Eddy Memorial and project director of Beverwyck Retirement Community, will be the speaker.

Duncan has been appointed by Governor Mario Cuomo to the NYS Lifecare Council and is on the board of directors for the NYSS Association of Homes and Services for the Aging. He has experience in developing retirement communities and speaks nationally and internationally.

Interested persons may pre-register for this free program by calling the library's reference desk at 439-9314.

## Sheriff's investigator called to gulf service



Larry S. Walley

A member of the Army Reserves for 18 years, Albany County Sheriff's Department Investigator Larry S. Walley never thought he'd be called to active duty. But last week, the unthinkable happened, just as it has to hundreds of thousands of reservists over the past several months following the Aug. 2 Iraqi invasion of Kuwait.

"It never really entered my mind," said Walley, a 12-year veteran of the sheriff's department, "even back when they were giving predictions that 400,000 would be called." Walley, a Feura Bush native who now lives in Clifton Park, left Monday for Walter Reed Army Hospital at Fort Dix, N.J., where he will be working "in some type of medical capacity," he said. A licensed practical nurse (LPN), Walley has 10 years experience as an Emergency Medical Technician (EMT) on various rescue squads in the Capital District. Since he stopped working as an EMT two years ago, its "going to take a little adjusting" to get accustomed to the hospital scene, Walley said.

He got his first inkling that he might be called two weeks ago, when "I got a call that if a ground war starts, I'd get called." He said he believed the reservists were being called to fully staff all the east coast hospitals to prepare for possible casualties of war in the Persian Gulf. "Right now, they've taken all but three of the LPNs assigned to our unit," he said, estimating that there are between 45 and 50 LPNs in his unit.

Walley's call to active duty came rather suddenly last week, but he

didn't get away without a send-off from his friends and colleagues at the Albany County Sheriff's Department, who threw a hastily organized farewell party on Thursday, Jan. 31 at Martel's Restaurant in Albany. "I thought I could sneak in the back door, but they saw me," said Walley, who was surprised at the number of people who turned out on such short notice — about 50, he estimated — and at the presence of a television crew.

Walley's orders state that his active duty will be "for a minimum of one year," he said, but that time could be shortened if the gulf war doesn't last long. Until he returns, he will miss his job with the sheriff's department. "I love it, I really do," he said of his work. "I think that's what I'll miss the most."

Debi Boucher

### Arts council seeks craftspeople for show

The Rensselaer County Council for the Arts is seeking craftspeople for its juried crafts show at the 26th Annual RCCA Riverfront Arts Fest, to be held June 15 and 16 at Riverfront Park in Troy.

The crafts show and sale is a highlight of the yearly event, the Capital Region's oldest continuous multi-arts festival. Among other featured programs at the Arts Fest are performances by nationally and regionally recognized jazz and

blues artists, a street-painting competition, a fine arts exhibit and participatory arts activities for children.

Application deadline is March 30. Craftspeople wishing an early decision should apply by Feb. 15. For information, call 273-0552.

### Center receives accreditation

The Glenmont Job Corps Center has received renewed accreditation from the Middle States Association of Colleges and Schools. Continuances on the accredited membership list, effective through May 1993, was announced recently by the Association's commission on secondary schools.

The center was first accredited by Middle States, a nongovernmental, voluntary association of educational institutions in the mid-United States.

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## Slingerlands woman honored for service

By Susan Graves

Slingerlands resident Adele Polan was honored last week for 50 years of service with the state Health Department.

Polan, 73, who has no immediate plans for retirement, received a citation from Gov. Mario M. Cuomo. "I am delighted to sing praises of Adele K. Polan," he wrote.

Polan was raised in Brooklyn and worked briefly in Washington, D.C. before taking a state test and moving to this area.

State work has changed a lot since 1941, she said. Whereas once emphasis was on research and public health, it now is directed toward the environment, she said.

Polan, who received \$1,600 for her first year of service, which she described as "a good salary for those days," said attitudes at the workplace have also changed over the years.

"I was among the first women to work after she had children," she said.

"My husband and I talked it over. A lot (of husbands) wouldn't hear of wives going to work" 50 years ago. Polan credits her husband, the late Isadore Polan, for his support for her decision to stay in the work world.

And she said she had the "good fortune" of having Hilda Burton of Slingerlands come to her home and care for her two children. "To this day, we're good friends," she said.

Polan said many people frowned upon working wives, and some made remarks such as, "Why aren't you home taking care of your children?"

### Student elected to council

Margaret M. Eck, daughter of Walter and Cookie Eck of Slingerlands, has been named to represent this area at the Congressional Youth Leadership Council Conference held in Washington from Feb. 5 through 10.

Fewer than two percent of all students nationwide are eligible to serve as congressional scholars. Eck was chosen from this select group due to her academic achievement and leadership and citizenship qualities.

She has attended St. Thomas School of Delmar, Mercy and Bishop Maginn high schools of Albany, where she is currently enrolled.



Adele Polan

She said she also worked through her pregnancies when "Most stayed home and hid."

"I did what I thought was right, as long as it didn't hurt anybody," she said. "We were liberated long before the women's movement came."

Polan has an impressive work history. From a number of studies on Hodgkin's disease, she published eight papers in scientific journals. With a bachelor's degree from Brooklyn College and a master's from Columbia University, Polan was involved in a fluoride study as a result of the addition of fluoride to a public water supply, and the field trials of poliomyelitis (Salk) vaccine and the evaluation of its effect on the population of New York state.

Polan is a member of NA'AMAT, a women's organization in Israel supporting women's issues, Hadasah and Temple Israel.

## Home building down in Bethlehem

By Mike Larabee

The number of new single-family residences built this year hit its lowest annual total for Bethlehem since 1982.

The low rate of single-family home construction, a benchmark for analyzing development activity, is indicative of larger national trends, according to town Building Inspector John Flanigan.

Only 63 one-family residence building permits were issued in 1990, compared to 110 in 1989 and 107 in 1988. The number is the fewest since 58 were issued in 1982, and is well off figures accumulated during a 1983-86 mid-decade boom that peaked with 171 in 1985.

The data was released as part of Flanigan's annual building department permits report. Flanigan, building inspector for the past nine years, said he feels the reduction is the result of many factors.

"It's the economy, the world situation, the mortgage market," he said. "There's many things."

"They are down and it's just the times. Everything has dropped off," he said.

Total permits for Bethlehem, ranging from permits for new structures to miscellaneous approvals of things like new pools, signs, and decks, were at 671 for 1990, fewest since 1985. While total apartment structures were only off two since last year, from 13 to 11, the total new units contained in those structures was down 124 to 48.

In 1989, 80 apartments were built at Adams Station in Delmar and 36 apartments were started at Good Samaritan in Delmar.

For the second consecutive year, there were no new permits issued for duplexes, a sharp contrast to four years between 1983 and 1987 when 93 were issued, according to Flanigan's report. The only 1990 category showing an increase was industrial and commercial business structures, up from 7 in 1989 to 11.

And Flanigan said thinks 1991 will be similar to 1990. "I think this is going to be a very slow building year also. It depends on what happens, how quick the war gets over," he said.

While Flanigan said he thinks the slowdown is part of nationwide trends, he sees one component unique to Bethlehem: the town's

1990 interim development density act, which limits residential subdivisions to 25 lots annually while a master plan is developed.

Flanigan said he thinks the law has slowed down developers by forcing them to invest heavily in development infrastructures — roads, sewer lines, water lines etc. — up front, and wait longer for a return on their investment. He said he thinks it has made projects difficult to finance, pointing in particular to the possibility that may have made lenders more reluctant to contribute to a project. "They may be very reluctant to give a big chunk of money on something that's iffy on how long it's going to take," he said.

### BC alumnus featured in college concert

Brian Manning of Delmar was among 55 Boston University students to perform at a holiday concert for students at the Perkins School for the Blind. A freshman majoring in physics, the Bethlehem Central High School graduate plays trumpet in the Boston University Music Organization's Concert Orchestra.

Located in Watertown, Perkins School of the Blind is the oldest school for the blind in America. The school offers six programs for

blind and multi-handicapped individuals who range in age from infancy to adulthood.

The Boston University Music Organizations, which includes nine ensemble groups, offer students in all 15 of the university's schools and colleges the opportunity to continue their active involvement in musical performance. In the past, the groups have performed at the Kennedy Library, the New England Aquarium, and elsewhere in the Boston area.

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## Grasshopper time again

It was 16 years ago this winter when a new Governor of New York warned that "the days of wine and roses are over" in governmental fiscal policies. So they were — or should have been. But apparently the bitter wine and faded roses failed to make enough of an impression on many persons who bear ultimate responsibility for those policies. In the past decade, for example, the dimensions of New York State's government have swollen. Tens of thousands of additional employees were added to the payroll.

Partially as a result of that happy-go-lucky, grasshopper-like approach (remember the fable?), the State government is in a dreadful bind. Among those who will pay will be many of its employees, who have understandably regarded themselves as securely ensconced in public employment that's noted for stability.

## Sticking to her last

The distinction bestowed recently on Gail Leonardo Sundling as the region's "Enterprising Woman" speaks for itself. But only up to a certain point. We think that what she has to say for herself in this week's Point of View column speaks very clearly to a much more dramatic view of the honor she won.

Mrs. Sundling is a successful, enterprising, businesswoman because she strove mightily to qualify herself not merely to conduct a business profitably and well—but also because she had to begin behind the

## Going with the flow

When asked by a war correspondent to comment "generally" on a certain battle situation, General H. Norman Schwarzkopf shot back with impromptu wit, "Generals always speak generally."

Closer to home, Albany Mayor Thomas M. Whalen III—who's always dubbed "Admiral" by one irreverent columnist—was speaking generally the other day when he tipped his hand about plans for improving the region's water supply. (On second thought, perhaps he was speaking admirably.)

His reference was to a potential third reservoir in the Helderbergs. It would supplement, and probably lie between, the huge Alcove Reservoir and the smaller

## Editorials

The impact will fall even more heavily on local governments (including school districts) and, of course, on their own taxpaying constituents. Not all municipalities will go so far as New York's Mayor Dinkins, who foresees a crippling of the city's "ability to provide even the most basic of services." Chief Judge Sol Wachtler sees Governor Cuomo's budget as leaving New York "weakened and vulnerable in a very fundamental way." The Republicans' Senate leader complains that the budget would be balanced "on the backs of property tax-payers."

Time for the thrifty ant to renew his lecture to the grasshopper.

goalline, learning the basic elements of a demanding craft.

As readers of her Point of View piece will discover, buttressing the usual requirements of business acumen and diligent effort were additional significant factors: a laudable desire to sustain her family's heritage, plus a willingness to undergo hardship in order to achieve that goal.

It's a Reader's Digest kind of inspirational account, and *The Spotlight* is pleased to be able to offer it to our readers.

Basic Creek Reservoir, and might hold about a quarter as much as Alcove. The additional water it could make available would be welcome to not only the city but the surrounding area, certainly including our towns—and the new industry that the assured supply would encourage.

The proposal, vague as it is just now, does fit in with the "regionalization" concept that Mayor Whalen repeatedly advances. The cost is not yet in public discussion, but it can be assumed that there would be sharing on this item, as well. Shared responsibilities as well as benefits are to be expected in this or any other project cutting across municipal boundaries.

## No 'demonstrators' here

Warm congratulations are due to William C. McCormick, Jr., of Glenmont, for having been nominated to the U. S. Military and Air Force academies by Representative Michael R. McNulty. He is among a total of 23 candidates being proposed by the Congressman to the four service academies for possible appointment to vacancies available to residents of the 23rd Congressional District.

In addition to William, ten others from Albany County were among those selected, including a West Berne resident, James T. Clark, recommended to the Military Academy. Ten were named from Schenectady County and two from Montgomery County. Three young women were among those nominated.

Congratulations are deserved, as well, by Congressman McNulty for having continued the practice (begun in this Congressional district 24 years ago) of screening applicants through a representative advisory committee of citizens, thus

eliminating political or personal favoritism. The five committee members, who included Michael G. Breslin and Robert Roche of Delmar, likewise deserve thanks for their services.

Recommendations by the advisory committee were based on academic achievement, college entrance examination scores, extra-curricular activities, and personal interviews. The Congressman's nominations to the academies traditionally adhere to the committee's proposals. The competitive procedure of nomination allows Mr. McNulty to nominate individuals, and the academies to select the persons they regard as best qualified. Nominees are notified of their selection in late April.

The interest of outstanding young people to seek a career as officers in their country's armed forces is especially encouraging when the nation and its uniformed services face the hazards now being made so evident in the Middle East.

## A time when recycling contributed to victory

Editor, The Spotlight:

During World War II (and also both before and after it) people of European extraction in my neighborhood recycled as part of a normal mode of living. It was so natural that no one thought of giving it a name—"recycling." To my memory, in our German-American section in Middle Village, Queens, most families also raised chickens and rabbits, and kept a vegetable garden to supplement their household food supply.

Chicken coops and rabbit hutches were set up in the garden backyards on four-foot stilts (to protect against predators). Underneath, composting screens received animal manure plus recycled vegetable waste, grass clippings, weeds, and food scraps, to form compost piles. The pens (also

## Promoting awareness of postoffice crosswalk

Editor, The Spotlight:

I've read the various comments about the pedestrian crossing on Delaware Avenue at the Delmar postoffice. Everyone seems in agreement that it's being largely ignored by two groups of drivers: those who park across it while on errands nearby; and those moving along the avenue but ignoring pedestrians trying to cross in the crosswalk.

The crosswalk consists of only two parallel white lines. Why not make it much more obvious, and underscore its distinctive purpose, by putting several diagonal lines across the walk area? I suspect that most people would not only "catch on" better, but would readily honor its purpose and the rights of people afoot.

By the way, am I right that at the Delaware-Kenwood intersection the green arrow installed for the benefit of motorists headed north on Kenwood sometimes precedes the green "go" for cars moving in both directions on Kenwood—and sometimes the arrow follows that light? That's my impression, and I believe that consistency in use of the arrow is an important element in the safety it's supposed to promote. And is the arrow invariably employed, or is it sometimes discontinued?

Frank Murphy

Bethlehem

## Vox Pop

sheds and garages) were built from packing boxes.

"Victory gardens" or "V-gardens" assured a fresh, plentiful seasonal supply of table vegetables despite rationing and scarcities. We ate what little food we could afford—with little waste or none. In essence, very little waste went out as garbage. Watering of the garden was done from rain runoff collected in 50-gallon drums.

Other measure taken to economize included such devices as these:

- While gasoline was rationed, horse-drawn wagons were used for local deliveries. Manure, scooped from streets, was added to the compost.

- Fat, trimmed from meat, was hung out in winter for birds.

- Fish heads, fins, and intestines were used as garden fertilizer. Chicken and turkey bones were pressed into the ground near roses as bone meal. Hearts, kidneys, and livers of chickens and some other animals were consumed.

- Colored pages from magazines or newspaper supplements were used to help kindle fires in

RECYCLING/ page 8

## Caring grandparents finding help, friends

Editor, The Spotlight:

We are helping our daughter and her husband by caring for our baby grandchild while they work. Duplicates of some baby necessities would make our life easier but we couldn't afford the luxury.

This past summer, I put an ad in *The Spotlight* classifieds for a bike for our 7-year-old Floridian grandson to use when he visits. One ad did it. A neat bike for a sweet price.

Last week I ran another ad in *The Spotlight* for a car seat and couldn't believe the response. I got a great car seat (free!) and offers of many other baby things too. But, best of all, I made a couple of new friends—other grandmothers, of course.

Rose Angerame

Delmar

## THE SPOTLIGHT

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Uncle Dudley

## Today's fifth column

Oil floods the Persian Gulf, senselessly killing or imperiling all forms of life there. Missiles rain down on centers that are populated entirely by civilians rather than military targets. In the offing are weapons that would destroy those same populations (as well as troops) — weapons carrying the scourges of diseases as well as chemical contaminants; these are weapons renounced by all other nations. Except, that is, Iraq under the heel of a mad dictator who seeks to protect his hideous factories by binding his captives to them, while concealing himself in bunkers far more secure than Adolf Hitler's.

That is the enemy in this war to prevent global domination by that same conscienceless despot.

Regrettable as the present conflict is, it is a preventive war that the Allies are fighting. The barbarities that Saddam Hussein waged against Iran and the Kurds for many years; the terrorist threat that appalls the entire civilized world; the current attacks on cities of nonaggressors; the readiness to launch the biological and chemical assaults that no other nation would employ — all these are realities.

If Iraq's dictator somehow could emerge as the winner of this struggle, the United States and all other lands would confront those realities on our own doorsteps.

And if he could gain a technical

victory by a surprise pullout from Kuwait before his reserve armaments are destroyed, he would still have the upper hand.

Further — and this is a critical point that eludes the comprehension of "anti-war" and "peace" mongers in this country — if he had not been challenged last August by President Bush, Saddam Hussein would have retained the prerogative to strike anywhere, anytime, with the same terrorist weapons and methods that he uses today. He had time on his side while perfection of his nuclear capacity could be developed.

President Bush recently termed this a just war. And so it is. Despite all the sneers about this being a war for oil or for the ruling royalty of a few Arab nations or for the liberating of Kuwait — the real purpose of the war in the Middle East is to protect civilized peoples from much worse horrors for generations to come.

For a variety of reasons they themselves cannot acknowledge, the "peace activists" in our country are undercutting this monumental effort.

It was 55 years ago, outside Madrid, when a general used the expression "fifth column" to describe sympathizers within the city who aided his four columns besieging it. Your dictionary will tell you that "fifth column" has come to mean "any group of people who aid the enemy from within their own country."

Constant Reader

## Getting your due

The February issue of *Inc.*, "the magazine for growing businesses," contains an article that may be of particular interest locally. Its title is "The Ideal Collection Letter," and it relates the successful experience of Albany Ladder, a \$23 million construction equipment and supply company on Central Avenue in Colonie.

The short article is augmented by a two-page spread reproducing and analyzing a good collection letter. Jim Ullery, Albany Ladder's manager of "customer financial services," offers "two secrets to successful collecting" in the text. "First, recognize that it's a process, not a one-step demand — Albany Ladder pursues debtors with a program of phone calls, notes, letters, negotiations, and, if necessary, legal maneuvers." (Bad-debt write-offs stand at about 1 percent of sales — very low — considering the company's risky generosity with credit to carpenters, roofers, small contractors, etc., who lack a credit history. And second — most important, in Ullery's view — "learn to empathize — my role in collecting is to help."

The same issue includes a nice variety of pieces with possible interest, such as:

- "Controlling Legal Costs" — Bid the work out: "For major matters, audition lawyers in a 'beauty contest';" "For all outside work, get a retention letter — a contract that carefully spells out what your company expects from its lawyers and what it will pay for;" "Enter into creative billing arrangements," such as fixed or flat fees in some matters. The article cites a book, "100 Ways to Cut Legal Fees

*In 1989, 6,000 U.S. collection agencies chased unpaid bills totaling \$72.3 billion. (The sum of all past-due accounts receivable, most of which aren't handed to agencies, is much higher.) They recovered \$13.3 billion — or 18 percent — and after skimming an average fee of 34 percent of the amount collected, they passed along \$8.8 billion to their clients. The upshot? Send an agency after a dollar you're owed and you can expect to get 12 cents of it back.*

— Inc. magazine.

and Manage Your Lawyer," published at \$11.95 by the National Chamber Litigation Center, 1615 H St., N.W., Washington, D.C. 20062.

- "Necessary losses — why is it that, when a company grows, someone is always left behind?" The idea is that the company outgrows the employee's capacity. Parting is rarely easy, but time, experience, and perspective can help.

- "Why you should think twice about hiring a public relations firm." It's a generally skeptical article, but points up potential benefits if PR is done with common sense. Among the pointers: Get recommendations — and not just a list of satisfied clients. Get it in writing — exactly what the firm is going to do and what it will cost. And "Find out who will be doing the work" — many PR firms have senior people pitch new business — then once they land the account they have neophytes do the work."

## Maintaining a parent's legacy: dreams, plans—and hard work

The contributor of this Point of View is president of Delmar Bootery, Inc., and on Jan. 25 was named as "The Enterprising Woman of the Capital Region" in a competition sponsored by area business organizations.

By Gail Leonardo Sundling

When I heard my name called at the "Capital Region Enterprising Woman" luncheon, and I realized that I would have to say something in response, my mind scanned 15 years of effort, dreaming, planning — and work that sometimes was so exhausting that I couldn't even see the stitcher that I had to work on.



The recognition that came my way that Friday was of course rewarding in itself. So is the success that my business has been experiencing. But these reflect only a portion of what I have been fortunate enough to achieve in the past 15 years. As Paul Harvey would put it, there's also "the rest of the story."

\*\*\*\*\*

I still put in at least part of every business day — seven a week — at one of the two stores of Delmar Bootery, Inc. In a way, they are a direct extension of the many lonely nights in the Delmar shop when I was asking myself, through my tears, "Why am I here?"

I was there for a variety of reasons. The first three are the most important: My mother, Jessie Leonardo; my father's legacy; and my obligation to serve my customers with the attention to quality, the respect, and the consideration they deserved.

A fourth reason was the need to go on when you want to give up. That was the way that I and my brother and sisters were brought up — not to look for the easy way out; rather, to persist despite whatever inner struggle is conflicting you.

\*\*\*\*\*

From my mother and father I had learned that hard work never hurt anyone. I owed them so much for the lessons of life they had taught that this alone was incentive to prevail in a business that I had entered without other real qualifications. But the reason for going ahead, regardless, was also more material — and more sentimental.

My mother had taken over the business when my father died in 1970. You might say that she stepped into his shoes. She operated it for six years — then her ability to continue its management was interrupted by injuries received in an automobile accident. She remained dependent on it, however, and someone had to carry on; the someone turned out to be me. At that time I was without experience; I had a year-old daughter, and another girl was on the way. My mother did return to the shop later, thankfully, and she and I worked side by side until her health made her retirement advisable several years ago.

Delmar Bootery was, and is, the legacy of Jack Leonardo, my father, who started it 52 years ago and operated it for 31 of those years. If for no other reason, I had to make good simply to honor that legacy. I still use his hammer and other tools and equipment. I have been very cautious about making changes in the Delmar shop where he worked. (This is one reason why I finally started a parallel business in Stuyvesant Plaza, where some innovations would be more feasible.) The original store might benefit from certain changes, but I can't bring myself to do it.

\*\*\*\*\*

Jack Leonardo worked very hard at his business, but he brought his natural joviality to the shop. We children were raised in a house right behind the store, and it was our "front yard." We played there, and always found it a fun place.

Dad was a volunteer fireman for 25 years, and when the call came he'd be very likely to drop everything that he'd been working on, and dash off. Also, he was an ambulance driver and worked

### Point of View

with the crews. He made Delmar Bootery a warm place, where customers could feel like part of the family. Both my father and mother exemplified the kind of charisma that built loyalty over the years. They recognized that customers were actual people with feelings and with stories of their own. At the Bootery, the clientele was known by name and sooner or later became part of what might well be called the shop's intimate culture.

I'm sure that I absorbed all this, and the background gave me strength and confidence when my turn came. At first, I was working 18 or even 20 hours a day to learn what I had to know. By the time I started, shoes were everywhere; I even unearthed a glass brick wall that I hadn't known existed because so many shoes were piled in front of it. The temptation to call it a day was strong on many occasions.

Then why did I stay? For the three basic reasons — but also because I knew that I had to do the best I possibly could — to serve the people who came and to make it a pleasurable experience to do business at my store.

For me, the patron always came first. I knew by instinct as well as by example that people are important — and that one's treatment of others is equally important. That meant respect and consideration for each, whether in a purchase or even in a return. The customer is always right. I made a policy of going to any length to make each one happy with my service. It's not worth it to win the point even if you realize you're being imposed on. And my word always had to be good.

\*\*\*\*\*

We went through a transition period: I took what my parents had given me, and added a little of Gail. But there was a strongly felt need to become more efficient. Eventually, I began to dream about another store, and then to plan for it.

I was convinced that a shoe repair store can be as elegant as any other business. As Stuyvesant Plaza was developed, I was attracted to its ambience. Why not take part of Delmar Bootery there? Part of the problem was that it required three years to find someone who would take my dream seriously. A shoe repair shop didn't appear to fit in with the plaza's image — and I was unsuccessful in describing effectively my vision for the shop. At last I persuaded the plaza's manager to visit the Delmar store. He came to pay his respects (as he admitted later) and let me down easy. Six hours after he arrived, we had the makings of a deal.

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Eventually, the Stuyvesant Plaza store became a reality in 1988. Its 1,500 square feet made it three times the size of the Delmar store. Retail sales and shoe repair divide equally the business volume there; at Delmar, no more than 10 percent is in retail. I didn't want to harm the Delmar location, though I realized that some transfer of business would be inevitable. It has turned out to be 15 percent.

Delmar Bootery now has eight employees — plus two asterisks. One of these consists of two independent contractors, the best there are in their specialties. We consider ourselves a retail service, which means that if we can't fix it to our satisfaction we will recommend who can, saving the customer an unnecessary errand in the process.

The second asterisk has four or five parts: Shelby Sundling, at 16, takes over the counter frequently, and Mandy, at 14, helps out there, too. Matthew, 12, and Phil, 10, pitch in. They all work on the task of stripping shoes in preparation for repair. And my husband, Tom, does the books, a chore at which I'm just hopeless.

Otherwise, I am a stickler for detail. That's one reason why, if I take a few hours off, I make it up at the other end — still lots of late nights to make sure that things are just right. The Stuyvesant Plaza store is open seven days a week — and I'm there at some point every one of those days.

POINT OF VIEW/ page 8



# Matters of Opinion

## □ Point of View

(From Page 7)

A survey by a national trade association a few years ago found that only one out of 10 people in this country bother to have their shoes repaired. Ours is a throwaway society. (Personally, I prefer to have a few good things, and then make them last — if I may risk what might appear to be a pun.)

When I was contemplating our enlargement, I sought the advice of a SUNYA business professor. His good counsel was that, since ours would be largely a service business, I should "go for it." The '90s, he predicted, will be oriented toward growth in the service industry.

I am intent on assuring that my slice of that industry be outstanding. Sometimes quality is associated with high costs, but I am finding that this need not be so. I am sometimes asked about business competition. In my opinion, there's enough for everyone in the shoe repair business in our area, and this is especially true of those who will trouble to excel in their craft and provide the kind of service that the public wants.

My associates and I are competent to expertly repair any manufacturer's brand of shoes. In fact, the nation's outstanding manufacturer, Alden, now sends us shoes that need special attention, rather than returning them to the factory. We receive shoes from all over the United States, consequently. These are beautifully made shoes, and I love working on them.

What gives me the most satisfaction, though, is this: The business that Jack and Jessie Leonardo started in 1938 is still alive, and thriving.

### Words of the Week

**Scourge:** Any cause of serious trouble or affliction. Also, any means of inflicting severe punishment, suffering, or vengeance.

**Renounce:** To give up (a claim, right, belief, etc.) usually by a formal public statement. Also, to cast off or disown; refuse further association with; repudiate.

**Barbarity:** Cruel or brutal behavior; inhumanity. Also, a crude or coarse taste, manner, etc.

**Augment:** To make greater, as in size, quantity, strength, etc.

## Ref-Fuel anticipating public review

Editor, The Spotlight:

Two letters published recently in *The Spotlight* ask intelligent, tough questions about American Ref-Fuel's proposed waste-to-energy plant. They raise the type of issues that require thorough and thoughtful review before the Town of Bethlehem should be asked to accept this project. The State Environment Quality Review (SEQR) process, a public review that precedes permission to move forward, will address in detail all questions. I can't address all of them here, but offer the following facts about the proposed project.

On American Ref-Fuel's track record: I encourage interested parties to call the Town of Hempstead, where we operate a waste-to-energy facility that processes 2,300 tons of waste per day, while generating enough electricity to power 40,000 homes.

On health-risk assessments: Most projections about the impact of our proposed Bethlehem plant are based on the operation of the Hempstead facility. This includes the extremely low health risk of "one incidence of cancer in 30 million based on living 70 years at the point of maximum impact from plant emissions (including effects on milk, food, and water)."

On property values: Unlike the proposed Bethlehem site, the Hempstead waste-to-energy plant

is in the middle of a residential area. More than 100,000 people live within a three-mile radius of it, and they have seen no decline in property values because of our plant. If anything, Hempstead residents find themselves in an enviable position of enjoying long-term, environmentally safe waste disposal. I encourage Bethlehem residents to drive through the Port of Albany (the only access route) to look at the proposed site. It's sandwiched between petroleum tanks, a refinery, and a steel plant.

On ash residue: Waste-to-energy reduces the volume of waste for burial by 90 percent. It is volume, not weight, that exhausts landfill space. A recent study conducted for EPA found that water that passes through an "ash only" landfill is close to drinking water quality. The same cannot be said for water that passes through landfills containing regular trash.

Modern waste-to-energy plants are a necessary part of the waste disposal chain, to be used in conjunction with increased recycling. They provide an environmentally safe, cost-effective way to handle trash. They generate electricity, in this case enough to power 25,000 homes. The facility proposed for Bethlehem will generate about \$3 million annually in tax revenues, and an additional \$450,000 in "host fees" (a voluntary bonus paid to the "host community" — Bethle-

hem — at the rate of \$1 per ton of all waste processed there).

We look forward to the SEQR process and the opportunity to address all issues in an open forum. We encourage all interested parties to get involved to learn the facts about our project before they decide if it is right for Bethlehem.

Kevin Cmunt

Project Development Manager

## □ Recycling

(From Page 6)

our coal stove. Broken vegetable crates and factory skids were cut up with a bucksaw to become a fire base. Newspaper pages were soaked in water and pressed into balls, dried beside the stove, and then burned as coal fire topping. Ashes were taken out to the garden to discourage aphids.

- Children's clothes and window curtains of cotton were sewn up from feed sacks. At stores, groceries were picked up by customers in cloth sacks, rather than disposable paper bags.

- And roller skates, seemingly worn out, could be broken in two; with a 2x4 and a vegetable crate, they then were assembled to make scooters for the children.

Modern American generations, spoiled with tin cans, tin foil, plastic bottles, wraps, over-manufactured packaging, and such things as disposable diapers, have littered our country with these and with fast-food containers, beer and soda cans and bottles, and similar debris. This is to say nothing of the technologies, hand in hand with inflated salaries, that breed bad habits and laziness.

Isn't it about time we realize that our trash will soon overrun our population? Will we wait to recycle and fret when the trashed environment decides to pay back our future generations?

Richard H. Krauss

Greenville

### Ref-Fuel in Albany? It's Bethlehem's loss

Editor, The Spotlight:

It made me sad to learn that the mayor of Albany believes American Ref-Fuel's proposal for solid waste handling makes good sense.

It probably was good news to American Ref-Fuel. Now it can acquire a site in Albany near the port but away from the river, and have a pretty good chance for

approval of the project.

Bethlehem would still get the same amount of polluted air that it would have gotten if the plant were placed within its borders; however, it would not get the millions of dollars of tax revenue.

W.B. Strong

Glenmont



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# Your Opinion Matters

## Proposed subdivision causes anxiety nearby

Editor, The Spotlight:

As a neighbor of the proposed 29-lot Colonial Woodlands in Elsmere, I appreciated your reporting of the Bethlehem Planning Board's Jan. 8 public hearing on that subdivision.

As reported, Elsmere Fire District Chief George Kaufman recommended that Poplar Drive and Maywood Road be connected and extended as proposed by Paulsen and Swift Development Corp., developers of Colonial Woodlands. I respect Mr. Kaufman's sense of responsibility as chief to request that these connections be made to "reduce emergency response time" to some homes in the area adjacent to the proposed subdivision. However, most residents of that neighborhood disagree that the recommended street connections are, in terms of everyday living, to our advantage.

As proposed, Poplar Drive would be one more long, straight-line road, one more road which fosters speeding and unsafe conditions in a densely populated and established neighborhood, unique because of its proximity to the heart of town. Why would anyone propose or support a road design much like that of Jefferson Road, Fernbank Avenue, and Wellington Road, where neighbors have complained about traffic safety hazards and have subsequently petitioned the town for traffic controls? Similarly, Maywood Road is hazardous now as only a three-way intersection on a quiet street; if this becomes four-way, an even more dangerous situation not only will arise but will be exacerbated by drivers seeking a shortcut.

As stated at the public hearing by Jim Ross, an Albany County

legislator and resident of a street near the proposed Colonial Woodlands, "Is traffic safety to be sacrificed for fire safety?" Surely, the Planning Board must weigh the potential daily traffic safety hazards against the fire department's request for a straight-line access to a neighborhood that even without the Poplar Drive or Maywood Road connections currently receives some of our department's best and most immediate service! To illustrate, one might compare the location of the streets and homes in the Poplar Drive and Maywood Road area with others in the Elsmere Fire district relative to the firehouse: (1) streets at the furthestmost sections of the Kenholm area, e.g., Dumbarton Drive just off Oakwood or Gladwish Road and Brookview Avenue at Dumbarton Drive; (2) Hoyt Avenue and Center Lane at the end of Kenwood Avenue, across from the Little League park; or (3) Colonial Acres, also in the Elsmere Fire District.

I wish to stress that I do not underestimate the seriousness and dire consequences of a fire in anyone's home. Nor do I wish to diminish in any way the important work being done by the Elsmere volunteer firemen. All residents of the neighborhood adjacent to the proposed Colonial Woodlands recognize the significance of emergency response time and access of fire equipment to their homes. At the same time, most agree that reasonable and safe alternatives to the proposed street design exist and, in fact, have been recommended to the developer and the Planning Board.

Doris M. Davis

Elsmere

Editor, The Spotlight:

I am concerned by a number of aspects of the proposed subdivision, Colonial Woodlands. This 11-acre site is the last large open area left within our community. Because of the unique situation of being surrounded by an established community, this parcel warrants special consideration.

I have four areas of concern: the impact this development would have on the traffic flow, the water table, the ecology, and our neighborhoods as the construction process proceeds.

I recognize that the number of trips generated by 25 additional homes is not a significant traffic impact. My concerns center on the impact that would occur as a result of different traffic patterns being generated by the proposed street connections. Local residential streets are meant to provide accessibility to limited areas directly dependent on them, not to all travellers who find it convenient to use them. I would like to prevent Poplar Drive from becoming an alternative to Kenwood Avenue as a main collector road.

As our community continues to grow, more traffic is generated. This is an opportune time for our town leaders to implement the use of creative residential road designs to lessen the impact of new development on existing homes. There is more than one way to lay out this subdivision!

Consideration should be given to the safety of those of us who live here now, the potential changes in traffic flow, and other development that may occur in this area in the future.

As for the effect this proposed building would have on the water

table, the land in question is wet and has a small stream running through it. Will the cellars of the surrounding neighborhood homes flood? Will our existing storm-sewer lines be adversely effected? The developer described how he would build the new homes so that they would be dry — but what about the existing homes?

I am concerned with the prospect of all the trees being cut down.

**Established neighborhoods surround the project**

Trees serve as a buffer for privacy, they help alleviate the water table problem, they help purify the air by slowing down the greenhouse effect and also as scrubbers to clean dirt particles from the air. Some communities are involved in RELEAF — a tree-planting program — not in cutting trees down. The developer, although asked a number of times, offered no specific plan to identify and save mature trees on this site. They take 20 to 30 years to replace.

That last issue concerns liability during the construction process. What protection is there from damage occurring to existing property or local streets by heavy equipment or by other factors of the construction operation? Will residents and/or the town be compensated for any damage resulting from this proposed construction?

This parcel is unique in that it is totally surrounded by established neighborhoods. On behalf of all current residents, I ask that these concerns be addressed that we may continue to enjoy living in our town.

Mary Berry

## BC board denounced for 'spineless' decision

Editor, The Spotlight:

Why is the Bethlehem Central School Board afraid of the democratic process? Why do Dr. Loomis and certain prominent members of the PTA share this fear and advocate behind-the-scenes maneuvering rather than up-front honesty? Shall we teach our children that they should become involved and interested in their form of government, but "not too early" and only at the "appropriate time"?

It is not the result of the redistricting that I decry, but the process. The process stinks of the "done deal" back-room corruption that I have despised ever since moving to the Northeast 14 years ago.

I am truly dismayed that our elected officials had so little faith in the people of this town that they refused to let them build a consensus about how to resolve the redistricting problem. Given the level of concern and intelligence of the people of Bethlehem, the only way to conduct the process without winners and losers is to build a community-wide consensus; but for reasons I find spineless and unconvincing, our leaders opted for a much more closed process. This school board decided that "peace at any cost" was more important than a participative democratic process. I am ashamed at their decision.

While the process and the lack of courage on the part of our leaders has left a bitter taste in many mouths, let us hope that the schools themselves can turn their attention to the areas in which they excel — namely, the nurturing of the educational and emotional well-being of the affected children.

Glenmont resident  
(Name submitted)



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# Matters of Opinion

## 'Faith, conscience' fuel war opposition

Editor, The Spotlight:

I write in response to Sal Prividera's commentary, headed: "Time to close ranks, support our troops." I feel a special obligation to respond as my children and I were pictured at an anti-war rally in the same issue of *The Spotlight*.

I have publicly opposed the presence of U.S. troops in the Persian Gulf since Aug. 2. I have political reasons for my view, but my position is primarily informed by the teachings and tradition of my Christian faith. Together with a great majority of "protesters," I oppose the war as a matter of conscience.

Because our dissent is one of conscience, it is not affected by changes in politics. These are all political acts: Iraq's invasion of Kuwait; deployment of troops to Saudi Arabia in August; our change from a defensive to offensive posture in November; the order to attack on Jan. 16; the decision when to commence the "ground war"; limiting the press; the decision not to report civilian casualties; and the absence of military ceremonies for

the returning bodies of our dead service people.

Those of us who are compelled by our faith and/or conscience to oppose the war feel obligated to do so publicly. This is a sensitive issue for people with family members on active duty. But it is concern for the physical and emotional well-being of these men and women that fuels our passionate opposition to the war.

I cannot accept that "the debate for peace is moot." To do so would be to give up hope that this conflict can ever be solved peacefully.

All of us agree that as citizens of a democracy we have the right to protest. Although it is not popular, conscience and faith demand that we continue to do so, in a respectful and non-violent way. Love demands that we pray for all the citizens and service people in the Gulf, both Iraqi and Allied. Love also demands that we pray for those of us here at home so that we do not make enemies of each other.

Ellen M. Kelly-Lind

Delmar

## Display your colors, community challenged

Editor, The Spotlight:

As we move freely through our everyday lives, let us take time individually to reflect on the historical and ever-present source that supports our nation's territorial freedoms. It has been, and is, our armed forces.

Individuals, through often untold sacrifices, have collectively joined together throughout America's history to guarantee the freedoms we sometimes take for granted.

At this time, the armed forces of the United States have joined with 27 other nations to liberate the tiny nation of Kuwait. Behind this collective force, let us remember and see in our hearts the lives of people who like us have hopes and dreams that they long to fulfill.

In our individual freedom we can voice opposition to a war which brings pain and tragedy, yet with this same voice show support for our men and women in the Gulf who are willing to die to carry freedom to a distant land.

Therefore, it is in the spirit of heartfelt recognition that I challenge each citizen to show outward support for our forces in the Gulf. If each one proudly displayed a flag or a yellow ribbon on the door or tree at your residence, we can become the spirit-lifting support that our troops need.

I also challenge each shop, business, and school to fill our empty trees with a yellow bow of hope for our men and women serving in the Persian Gulf.

Elsmere

Sandy Orner

## Vietnam veteran vows support for 'brothers'

Editor, The Spotlight:

As an ex-serviceman who had duty in Vietnam (and whose brother went down as "MIA" in 1967), I am concerned when I hear criticism and lack of support for American soldiers.

Vietnam was our longest war, and it never received full support by the people of this nation. Vietnam veterans coming home were often called "losers" and "killers," and many people called us immoral. We found that we were not welcome in our own homeland. Many of us, in effect, became exiles in our country. And though many beat the odds and made it, some did not.

As long as we fight, I will write in support of America's soldiers, because they are all my brothers and sisters.

Roger A. Kibbey

Feura Bush

## Old Glory is on right

Editor, The Spotlight:

In these days when many people are responding to the patriotic urge to display the American flag, it's well to be properly respectful of it, in keeping with the U.S. Flag Code. One of the code's stipulations is that "No flag may be placed to the right of the United States flag." (That is, from the vantage point of a viewer.)

I was reminded of this, in fact, when I happened to note an automobile in Delmar with a decal of a foreign flag on the rear window—but a United States flag decal to its left (improperly so).

I wanted to bring this item of flag etiquette to the attention of *Spotlight* readers.

Delmar Alexander J. Woehrl

## Lions' Christmas tree purchasers thanked

Editor, The Spotlight:

Bethlehem Lions Club thanks all who enthusiastically supported our third annual Christmas tree sale.

The warm reception and positive comments regarding the quality and price of the trees has encouraged us to make this an annual event. The sales raises funds for the Lions Eye Institute at Albany Medical Center and other community service projects, such as hearing conservation, senior citizens, and youth activities. For these worthwhile causes, we continue to see many individuals returning year after year to support our fund-raising event.

Special thanks are due to *The Spotlight*, Joe Williams of Big Pine Farm, Doug Brownell of Brownell Insurance, Dick Rose of Butler & Brown Insurance, Dr. and Mrs. Michael Conte, Robert Wright Disposal Service, and Flach Machinery.

Michael Murphy  
President

## Bethlehem Recycling Corner

By Sharon Fisher, town recycling coordinator

Reusing can become an art or maybe even a habit. It does mean less "throw-aways" of non-recyclable items.

Unwrapping bars of soap and allowing them to harden before use makes the soap last longer. If placed in a basket or pretty glass container, the soap can add a nice scent to the air. Afterwards, gather up the soap remnants, instead of tossing them away, soak the small pieces in water until soft. Further liquify them in a blender and then pour into your liquid soap dispenser for many more hand washings.

An old ironing board cover is an excellent choice for reuse as pot-holders, hot pads and oven mitts. Covering them with scraps of fabric add a decorative touch.

"Button, button, whose got the button?" Remember that game? We may not play it anymore, but buttons pop up all over the house! Sew a button at each end of the drawstring on sweatpants, jackets, etc., to prevent it from disappearing into the waistband. Keep track of pierced earrings by fastening together through the holes of the button. Large buttons will fit over the drainage hole in planter pots. No need to throw away a game especially if a button can replace the missing piece.

Waxed cardboard milk and juice cartons are excellent for holding wet garbage either for the trash or for carrying out to the compost pile. Household food grease can be disposed of in these containers. They're also a perfect size to make chunks of ice for a camping outing, or for children to create toys or bird feeders.

Coat hangers could become belt or scarf holders. If the cardboard center of a hanger is removed and the ends become a corn cob holder, birds will be flocking to the back yard. Leaf and bug skimmers or a butterfly net could be a rounded out hanger with a stocking or old sheer curtain as the net. Bent and used properly, they can help get the hair out of a stopped up drain.

Egg cartons can become a toss game, boot shaper, or organizer for the junk drawer, the workshop, the sewing room or the garden shed.

There are thousands more reuse ideas. If you have any to share, please call the Recycling Hotline at 767-9618.

Please note: All inserts which come with the newspaper can now be placed in the brown paper bag for recycling. Do not add magazines, telephone books, junk mail or anything other than the newspaper parts.

## Sievert

(From Page 1)

schoolmates, are also planned. Danny McGuire made calls on his own to try to "find the best deal on a plaque," Sievert said. Danny hopes to have the plaque placed near a flowering crabapple tree to be planted on school grounds in the spring, she said.

And Karen's sister, Becky, 14, a freshman at BC, hopes to organize a dance at the middle school in her honor. Karen's mother said her

daughter loved music. "She was just her own rock 'n roll group," her mother said, "She called herself the Woodstock regeneration."

Steve Moss, a family friend from Albany, had a star named in Karen's honor. He did it because he said Karen always had wanted to be a star and now she is one. That star is over the Middle East, which her mother said is "kind of neat, because now she can keep an eye on the guys over there."

## CDTA makes changes

The Capital District Transportation Authority has made service changes to several of its bus routes. These changes are the result of both customer requests and a continual review on these lines. For detailed information on these changes or any other CDTA services is encouraged to contact CDTA's telephone information center at 482-8822. Revised public schedules are available for distribution. Operators are on duty from 6 to 7 p.m. on weekdays, and 8:30 a.m. to 6 p.m. on weekends and holidays.

## Mansion closed

The Schuyler Mansion State Historic Site, 32 Catherine St., Albany, will be closed to walk-in visitors January through March due to a reduction in staff caused by the state budget deficit.

Visits to the 18th century home of General Philip Schuyler by school classes and other groups will be accommodated Tuesday through Friday by advance reservation only.

A variety of outreach programs are available by appointment. Topics such as colonial medicine, archaeology, quill pen writing and early toys and games are enhanced by hands-on activities and touchable objects.

Call 434-0834 for information or an appointment.



## Views On Dental Health

Dr. Virginia Plaisted, D.D.S.

## "HIGH-SPEED" TO THE RESCUE

Tremendous improvements have been made in the efficiency of dental services. An example is the equipment used to prepare the teeth for fillings and crowns. For years dentists have used rotary tools (drills) for this purpose. These instruments rotated at a top speed of 5,000 rpm's. Discomfort was often felt from the vibration, pressure and heat that developed in the use of these instruments.

Today, improvements in the drill motors and the use of the turbine principle permit speeds of up to 300,000 revolutions per minute. Only a very light touch is required to remove decayed enamel and dentin at these high speeds. The rotations are so rapid that the sense of vibration is eliminated. Of course heat is generated by such rapid cutting, but the instruments are made so that a spray of

water and air is directed at the area being prepared, keeping the temperature comfortable.

The advent of the high speed drill and new types of superior instruments add up to less drilling time and more comfort in dental procedures.

Prepared as a public service to promote better dental health. From the offices of:

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# Samaritan chief gets 'Who's Who,' Soviet trip

By Debi Boucher

Already well-known among Delmar's Good Samaritan Home patients and staff as their genial director, Leon Bormann is about to achieve national recognition — and some international exposure, as well.

Bormann learned last month that he had been chosen for inclusion in the Silver Edition of "Who's Who Among Human Services 1992-1993," due out this year. The Silver Edition, Bormann explained, is published every 10 years to supplement the annual publication.

Having received the letter in early October while he was on vacation, Bormann said he had no idea who nominated him for inclusion in the book. "It had to be someone who knew something about me," he said, since nominations must include information about professional accomplishments, education and contributions to the community.

"It was really nice and it was completely unexpected," said Bormann, who is even more pleased at another honor that came on the heels of the "Who's Who"



Leon Bormann

notification: he was invited last month to join a delegation of health care administrators traveling to the Soviet Union and Finland this March.

It wasn't Bormann's first international invitation. In 1989, he was invited to participate in a delegation traveling to China. He turned that invitation down with some regret, since "this was my first year here at this home, and I didn't feel I could leave." As it turned out, the trip was cancelled due to the

uprising in Tiananmen Square.

The Soviet trip, however, wasn't something he could pass up. "I would have gone to China, but I was really excited about this," he said. "It's an exciting time to go."

Although various groups of medical personnel have visited the Soviet Union, Bormann said he thinks this is the first time a delegation of health care administrators has made the trip.

Sponsored by the Citizen Ambassador Program of People to People International, the week-long trip will combine professional endeavors with cultural activities. The group will travel to a number of health care facilities in Moscow, Kiev and Leningrad, and will wind up its tour with a stop in Helsinki, Finland, to meet with health care officials there. The delegation's itinerary begins in Moscow, where a meeting is scheduled with officials of the Central Order Lenin Institute for Advanced Medical Studies, who will provide an overview of the current state of hospital administration in the Soviet Union.

Bormann said he knows "very

little" about health care in the Soviet Union. "I've got to study up on it," he said. "Personally, I'm interested in just how they handle geriatrics."

Prior to joining Good Samaritan in February, 1989, Bormann spent a year in New Castle, Ind. as administrator of a 195-bed nursing home, following an 18-month tenure as head of a 240-bed nursing home for retarded adults in Wooster, Ohio. But he and his wife "missed the mountains" and were aiming for a move back to their native New York when the Good Samaritan post became available.

Bormann began his career in health services as an aide in a developmental center in Rome, where he worked his way up to administration, getting two academic degrees along the way. After eight years at the Rome facility, he became administrator for a Norwich nursing home, where he remained for three years before accepting the midwest post. Glad to be back east, the Bormanns live

in Westerlo.

As chief executive officer of the Good Samaritan Group, Bormann oversees operations of not only the nursing home in Delmar, but also the Good Samaritan Lutheran Home in Albany and the newly-established senior housing facility adjacent to, but separate from Good Samaritan Nursing Home. Bormann serves as executive director of all three "sister" facilities, working with a 15-member board of directors that is also shared. He said the arrangement streamlines operations and "allows us to support each other."

That kind of administrative streamlining will be among the topics Bormann and his fellow delegates will share with their Soviet and Finnish hosts in March. "From what I understand," he said, "they're really hungry for this kind of education." The education process will work both ways, he noted. "I think if you approach anything with an open mind, you're going to learn something."

## NEW SCOTLAND

### Town takes closer look at recycling

By Debi Boucher

With the formation of a new recycling committee, New Scotland has stepped up efforts to reduce its waste stream.

The group held its first meeting last Wednesday, and will meet again at 8 p.m. on Feb. 27 at the Wyman Osterhout Community Center. Meanwhile, coordinator William Wenzel has posted an open letter to town residents on the subject of recycling — the first of what he says will be periodic mailings to increase public awareness on the importance of the three R's: Reduce, reuse, recycle.

The three-page letter includes a listing of the town's seven drop-off areas for recyclable materials: Clarksville Church, Unionville Church and New Salem Firehouse for newspapers only; Houghtaling's Market in Feura Bush, Voorheesville Firehouse and New Scotland Town Hall for newspapers and plastic containers; and the Flat Rock Road Limited Transfer Station for white goods, solid metal and yard waste.

Highway Superintendent Michael Hotaling, a member of the new committee, said while it's hard to gauge how much voluntary recycling of plastic containers town residents actually do, newspaper recycling seems strong, since newspapers are not picked up by the town's trash service.

Whether or not more participation in the recycling program would help the town financially,

Hotaling said, depends largely on the markets for recyclable material, which fluctuate. One of the committee's goals, he said, is to look into expanded markets. Right now, the town's recyclables go to the Schenectady firm T.A. Predel. The town is not paid for the material; in fact, "We pay them," Hotaling said.

A more aggressive recycling program would not necessarily reduce the town's expenses, Hotaling said. Reducing the tonnage New Scotland takes to Albany's ANSWERS waste-to-energy incinerator would save on tipping fees, but those savings would be offset in the increased manpower needed to implement and monitor an expanded recycling program. Still, recycling is "paying off in the respect that we're reducing what we put in the ground," Hotaling said.

In his open letter, Wenzel pointed out that landfills in the Northeast are rapidly reaching capacity, and that incinerators "continue to pollute the air." He also warned that as waste disposal costs rise, taxes increase as well — "only this time it is our own fault."

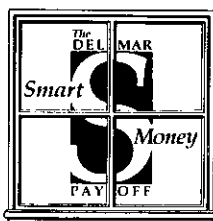
Wenzel urged citizens to reduce the amount of "throw-aways and excess bulk" at the point of purchase, to reuse "to the greatest extent possible" items that are purchased, and finally, to segregate recyclable items from trash.

The town is seeking to expand its recycling program to include glass, tin cans and aluminum, Wenzel said, and also plans to institute "within the next year," a program of house-to-house pickup of some recyclable materials.

### Gallery features American impressionists

The Albany Gallery, in Stuyvesant Plaza, Albany, is featuring a show of important American impressionist works dating from 1887 through the 1930s, including the work of Robert Henri, Everett Shin, Charles Courtney Curren, Jane Peterson, Emil Carlsen and Walter Launt Palmer. The exhibit will run through Feb. 26, during gallery hours. For information, call 482-5374.

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## School hosts children's author

Another favorite author among schoolchildren will be visiting the Voorheesville Elementary School on Friday. Grades three through six will have the opportunity to visit with best-selling author Gordon Korman. His book, "This Can't Be Happening at MacDonald Hall," was written at the time when he was approximately their age. He will meet with the third and fourth grade classes from 9 to 10 a.m. and with the fifth and sixth grade classes from 10 to 11 a.m.

Korman also wrote "A Semester in the Life of a Garbage Bag," the "Bruno and Boots" series and several other books.

Author's Day is jointly sponsored by the district's humanities committee and PTSA.

### Music festival scheduled

The Colonial Council Music Festival will be held at Schalmont High School auditorium at 4 p.m. on Saturday. General admission tickets will be available at the door for \$3. Senior citizen and student tickets are \$2, and \$6 per family. Guest conductors will be Sheila Tebbano for the junior high school band, Carl Steubing for the senior high chorus and Mark Beaubri-

### Voorheesville News Notes

Susan Casler 765-2144



and for the senior high stage band.

### Library has a heart

The Voorheesville Library has many activities associated with Valentine's Day. To start the week, "Paper Packets," an after-school craft and film program, will be held at 4 p.m. on Monday, Feb. 11

On Wednesday, Feb. 13, the library will have a bedtime story hour, "Hearts and Darts and Loves and Doves," to be held at 7 p.m. Everyone is invited.

Remember everyone loves to receive a valentine, so just drop off yours at the library before Feb. 9, and they will be distributed to area nursing homes.

### Course registration continues

Registration for the spring Continuing Education Program will be taking place until Feb. 15. Continuing Education bulletins are available at the Voorheesville, Bethlehem and Guiderland librar-

ies. For information on the course listings, contact James Hladun, director of Continuing Education, at 765-3314.

### Kiwanis offer

#### blood pressure checking

On Tuesday, Feb. 12, the New Scotland Kiwanis Club will hold a blood pressure clinic at the First United Methodist Church of Voorheesville on Maple Avenue from 9 to 11 a.m. and 7 to 9 p.m. This free service, open to the public, will take place in the social hall of the church.

## Senior Citizens

"Monday Meals" is a program to provide the elderly of our community with a hot meal and entertainment once a week in an accessible atmosphere. Lunch reservations must be made each week either by signing up at the previous luncheon or by calling the Bethlehem Senior Services Office, 439-4955, extension 170, weekday mornings. Monday Meals reservations close on the previous Friday at noon of each week.

The menu for Feb. 11 is veal stew with noodles, rolls, and dessert; the program is a Valentine party with Joan Spain and Frances Barnes as Valentine vocalists. The town hall will be closed on Feb. 18 due to President's Day. The menu on Feb. 25 will be meatloaf with gravy, mashed potatoes, mixed vegetables, rolls and dessert; the program is on trains by Dick Vanderbilt and Tim Truscott.

### Bank names top employee

Bonny Sue Snyder of South Bethlehem was named National Savings Bank of Albany's Employee of the Year for 1990 at National's annual holiday celebration held at the Hall of Springs on Dec. 1.

Snyder began her career with National in August, 1983 as a customer service representative in the bank's Delmar branch.

Snyder will receive a weekend trip for two to New York City, Boston or Montreal, or the cash equivalent.

## RCS begins program to encourage reading

Parents as Reading Partners at RCS has embarked on its six-week journey of encouragement. The goal is a big one: to develop a closer relationship between students and their families.

The program sets a goal of reading 15 minutes a night, four nights each week, with a parent or older sibling, for any Pieter B. or Ravena Elementary pupil. Tally sheets are available to chart weekly progress. The program is divided into three two-week intervals, so it's never too late to get involved.

Small incentives will be awarded to the pupils for each level of participation. "The main focus, however, is to encourage the parent-child interaction," says Laurie Schaible, co-coordinator of the plan with Anna Marie Bonafide.

Schaible said that teacher Dick Brooks designed a beautiful PARP bookmark, featuring a booted and bespectacled bookworm, as one incentive. Others include a special pencil, lapel button and certificates of participation.

The journey will close at a March 27 Potluck Dinner and Award Ceremony, where successful participants will be recognized for their efforts.

Area merchants have donated gift certificates for awards. Various items such as ice cream and soft drink coupons will be included, Schaible said. The Ravena library will also reward the pupil who was most involved in the program through the library. A sign-up sheet is available at the circulation desk.

Assistant coordinators and volunteers are needed to help plan the award dinner and tally pupil involvement. Anyone with questions can call Schaible in the evenings at 756-9465.

### Income tax help offered

Free income tax assistance will be available at the Senior Projects Center in Ravena later this month and in March.

### Infant and child CPR course offered

On Saturday, Feb. 9, from 8:30 a.m. to 12:30 p.m., a workshop on "Infant and Child CPR" will be held at Woman's HealthCare Plus, an affiliate of Bellevue Hospital, located at 2093 Western Ave. in Guiderland.

### News from Selkirk and South Bethlehem

Bill Cote 756-8704



Representatives from AARP will be on hand to answer those tough, and not so tough tax inquiries Feb. 26, March 12 and 26 between 12 and 3 p.m. Appointments are necessary, so call now to set a time.

Be sure to ask the assistant if you're eligible for Earned Income Credit and the New York State Real Property (or renter's) Tax Credit at the interview.

The center offers a broad range of services and activities to our senior community including daily meal programs, craft and leisure clubs, monthly Albany mall excursions in the center's passenger van, as well as pick-up billiards and card games in the center hall.

Senior Projects of Ravena is located at 25 Main St. Call 756-8593 for more information and a tax appointment.

### Poster and essay contest deadline approaches

Friday, Feb. 15 is the last day for entries in Ravena Free Library's Black History Month poster and essay contest. For details, call the library at 756-2053.

### Pancake dinner scheduled

The biannual pancake event at South Bethlehem United Methodist Church will take place Saturday, Feb. 16, at 5 to 7 p.m. — that's right: p.m.

All you can eat pancakes, sausage and bacon will be the main event, with side shows of apple sauce and a "Methodist gravy," which comes highly recommended by a certain pastor, who will, along with the recipe, remain anonymous.

Call Woman's HealthCare Plus at 452-3455 to register for this program.

In Clarksville The Spotlight is sold at the Clarksville Quik Shop

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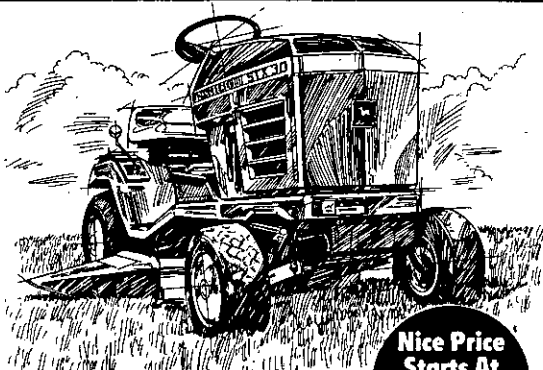
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# Kids get taste of dental hygiene

By Susan Graves

Dr. Minoo Buchanan who practices pediatric dentistry in Delmar said there are only three dentists in the area whose practices focus on children. "It's not well known in our area," she said.

She said she decided upon specializing in pediatric dentistry because of her love of children. In order to practice, she spent an extra two years in training.

This month, National Children's Dental Health Month, she's visited several area elementary schools to help children understand the importance of developing good dental hygiene.

According to Buchanan, it's important to begin taking children to the dentist early — as early as six months, about the time the first tooth erupts. "Six months is the best time to bring them," she said. Sometimes parents aren't aware that problems can occur even at this early stage of development.

One potential problem happens to children who take their bottles to bed. Milk on the nipple of the bottle quickly forms bacteria, which can easily cause a cavity on baby's first tooth. "Dental decay starts as soon as a tooth erupts," Buchanan said. Babies' first teeth are susceptible because the enamel is softer than it is on adults' teeth.

She said it's important to care for the primary teeth since children retain them for about 10 years. Some children whose teeth are not taken care also have difficulty with speech and chewing, she said.

According to Buchanan, taking care of young children's teeth also



**Delmar pediatric dentist Minoo Buchanan instructs Elsmere school children how to care for their teeth.**

Elaine McLain

can sometimes avert problems later on.

She, in her talks to the school groups, stresses the value of brushing and of good nutrition. "It surprises me how they remember," things they learn about dental health, she said.

Buchanan said children also have no need to dread visits to the

dentist. Her office is designed especially for children. Bright colors and toys provide a welcoming atmosphere. And she said, she is always truthful. "Once they're tricked, they'll never trust," she said. "I show them every single thing."

"It's important to have a good first experience," at the dentist's.

## Faso appointed

Assembly Republican Leader Rappleyea has appointed Assemblyman John J. Faso to serve as the ranking Republican member of the Assembly Committee on Codes. The codes committee is responsible for all bills which impose or change a criminal penalty or amend the Penal Law, Criminal Procedure Law or Civil Practice Law and Rules.

## Library schedules children's activities.

The Bethlehem Public Library on Delaware Avenue, Delmar will present a week of family and youth oriented programs between Feb. 17 and Feb. 22.

On Feb. 17 from 2 to 3 p.m., kindergartners and first graders are invited to bring a sleeping bag or blanket and a flashlight for a campout in the library. There will be spooky stories, songs around the campfire, running relays, refreshments and letters to write.

On Feb. 18 at 2 p.m., grades one through four are invited to see School's Out films, "The Doughnuts," "Freckle Juice," and "The Case of the Elevator Duck."

On Feb. 19 from 3 p.m. to 4 p.m., fourth through sixth graders can participate in a round robin of board game events. Participants may be asked to bring a board game with them.

On Feb. 21 from 2 p.m. to 3 p.m. Grades two and three can participate in wacky stories, games and activities as the library hosts a James Marshall Laugh In.

On Feb. 22 from 7 p.m. to 8 p.m., children and their families will be entertained as Harle Thomas performs in a mime theater performance of "Kaleidoscope." For information on this or other activities, call 439-9314.

## Student exchange program seeks hosts

ASSE International Student Exchange Programs is seeking local families to host boys and girls from Scandinavia, France, Italy, Spain, Germany, Holland, Great Britain, Switzerland, Japan, Canada and New Zealand, 15 to 18 years of age, coming to this area for the upcoming high school year. These personable and academically select exchange students are bright, curious and anxious to learn about this country through living as part of a family, attending high school and sharing their own cul-

ture and language with their newly adopted host family.

The students are fluent in English and are sponsored by ASSE, a non-profit, public benefit organization, affiliated with the Swedish and Finnish Departments of Education. ASSE also cooperates with the Canadian Provincial Ministries of Education and is approved by the New Zealand Department of Education.

For information about becoming a host family or becoming an exchange student, call 456-1952.

## Quilters display work at library this month

The Village Quilters will display their work throughout February at the Voorheesville Public Library. The group will exhibit small works and wall hangings.

The quilters, long associated with the library, donated a Friendship Quilt which was raffled off last year and leads programs such as the "American Girls Quilting Bee" held in the fall.

In March, the Quilters will have a demonstration and display in the library's Community Room for

those interested in observing techniques and having old quilts evaluated. No sign up is necessary for the workshop, being held March 2, from 11 a.m. to 4 p.m.

To celebrate Children's Book Week, group member Linda O'Connor will be leading a "Reader's Quilt Program" for children in grades one and up. Registration is required and limited to 25 participants with the first session to take place on March 9 at 2 p.m. For information, call the library at 765-2791.

## WellCare Health Plans extend services

New York State's Department of Health recently granted the WellCare Health Plans approval to extend their services to the Capital District.

The WellCare Health Plans, serving more than 35,000 members in the Hudson Valley, have applied for approval to offer WellCare in 14 counties of New York.

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The Spotlight — February 6, 1991 — PAGE 13



# THE Spotlight Sports

## Blackbirds take second in league tournament

By Kevin Taylor

The Voorheesville wrestling team completed its Colonial Council season by adding another close call to the already long list of nail-biters accumulated at this point. The Birds were unable to overtake league champion Schalmont at the Colonial Council Tournament last weekend at Albany Academy, and had to settle once again for second place. The Blackbirds and Sabres pulled away from the rest of the field with Schalmont scoring 188 points to the Blackbirds 172 and a half points. Ravena was a distant third.

The Blackbirds thrust was fueled by strong performances from champions Darren Ascone, Christian Clark, Tim Reeth, and Chad Hotaling. Reeth was named Most Outstanding Wrestler at the tour-

namment, an honor well deserved, as Reeth won an 8-6 overtime decision over Lansingburgh's Scott Filarecki, who had beaten Reeth just four days earlier in a dual match. Ascone ran his record to a very impressive 22-0.

Clark rebounded with authority in the 132-pound class, gaining three pins including a hard-fought fall of Tom Verrigni of Schalmont in the final with only 17 seconds left in the match. In the semi-finals, Clark recorded the quickest pin of the tournament when he "stuck" Dan Osgood from Watervliet in just 20 seconds. Incidentally, Ascone had the second quickest pin in his opening round match when he pinned Dan Quigley of Academy in 22 seconds.

Hotaling, seeded first, as was Clark, pinned his two opponents

after getting a first round bye. He pinned Paul Barnett from Schalmont in the final, with 24 seconds left in the second period.

The Blackbirds also got tremendous efforts from Eric Dommermuth, Greg Reeth, Mike Gaudio, Andy Symula, Chris Dommermuth and super heavyweight Dave Bartholomew.

Bartholomew, whose class wasn't counted because there were only three wrestlers, put on a power display that awed everyone, as he recorded two pins in a combined time of less than two minutes. "It's too bad that my points aren't going to be counted because they would definitely help the team score," he said after his matches.

Buddy Deschenes chipped in with a fourth place finish when he was ousted for the second time

this year by Dave Baranska of Ravena. Baranska beat Deschenes 3-1 in overtime in a very close, even match.

At 126, Josh Vink poured his heart and soul into a semi-final match against Fred Pechette of Ravena, in a contest that was one of the greatest of the day as well as both wrestlers' careers. Vink had previously lost to Pechette by one in overtime. With Vink trailing 3-2 late in the third period, he got a nifty reversal with about 15 seconds to lead 4-3. Pechette escaped as the two grapplers went out of bounds to tie the score at 4 with 6 seconds left. Pechette got a controversial takedown to win 6-4.

Earlier in the week, the 'Birds defeated Lansingburgh, 39-28. Sectionals begin Saturday at Hoosick Falls High School.

## Kaplan tallies 65 in two BC wins

By Jason Wilkie

Two more wins for the Bethlehem Lady Eagles last week places them among the contenders for the Suburban Council basketball title.

In a non-league match last week they overthrew Mount Anthony Union, 57-39. Anita Kaplan scored 33 with seven blocked shots and 15 rebounds. Junior Lynn Doody scored 12, managing six steals for BC. Cassie Jeram played a fantastic game, scoring six points and making seven steals and six assists.

In a tighter game last weekend at home, BC defeated Niskayuna, 58-48. Again Kaplan led the scoring making a total of 32 points for her team. Doody contributed eight points, Jeram, 10 and Kelly Ryan, four.

## Last minute hoop wins BBC game

With only seconds remaining, the Sixers' Kevin Gallagher turned in the play of the day for the Bethlehem Basketball Club as he sank a clutch eight-foot jump shot to produce a 36-36 tie with the league-leading Spurs.

In other All-Star Division action, the eight-point performance and court leadership of Mike Butler helped the Hawks to edge the Bucks, 49-46. The savvy offensive play of Nate Kosoc (13 points and eight assists) allowed the Mavericks to get by the Rockets, 37-32.

After Sunday's games, the Pro Division has a three-way tie for first place between the Bulls, Knicks, and Celtics. In spite of Chris Tomain's strong inside play, the Bulls were throttled by the Lakers, 31-30. Dan DiMaggio displayed great defensive effort and clutch shooting to pace the Lakers.

In another close game, the defensive play of David Silbergleit and Charlie Feldman helped the Celtics to edge the Nuggets, 28-27. The nine-point performance of Kevin Blanchard powered the Knicks past the Pistons, 50-33.

In the College Division, key layups by Greg Bartoletti helped Georgetown to a 29-25 win over St. Johns.

The 12-point performance by Tim Staniels was the difference as Providence upended Syracuse, 35-25. In an exciting contest, Villanova won its first game of the year by downing Seton Hall, 29-25. The strong rebounding of Brian Belenjian helped Villanova to the victory.

## Eagles top Columbia

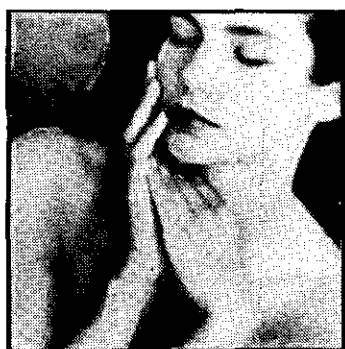
Matt Kratz

Bethlehem went out on the mat last week expecting to win against Columbia. That expectation was fulfilled with a relatively easy win against Columbia, 40-27. This improves their record to 5-4 in the league and 6-7 overall.

Bethlehem started out well when Anthony Genovese and Zach Hampton won their matches by decision, 6-0 and 11-7, respectively. There was a slight lag in the Eagles domination when they were forced to give up two forfeits, a decision, and a pin. After that Bethlehem took over for good. Kevin Freeman, Darryn Fiske, and Ethan Beyer all won by overwhelming decisions while Mike Roney scored the only pin for his team. (Beyer also placed second at the Suburban Council Tournament last weekend.) This win should put the Eagles in a good position when they go to Class A sectionals next week.

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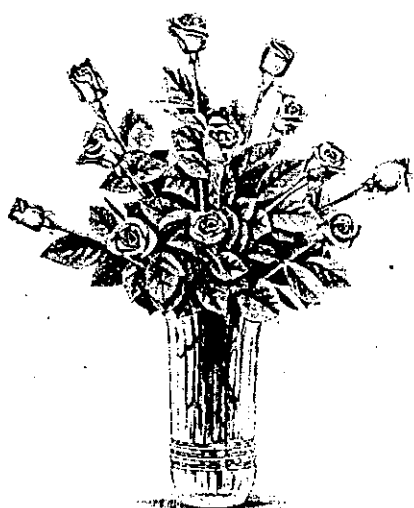
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# Blackbirds top Ravena, 64-50

By Erin Sullivan

With the help of Steve Lapinski's 22 points, the Voorheesville boys basketball team swept Ravena last weekend 64-50.

Getting a quick jump on Ravena, the Blackbirds finished the first quarter leading 25-6. Ravena's efforts were no match for the height and skill of Lapinski. Although he played only two-thirds of the game, Lapinski still managed to sink the needed baskets. Coach Skip Carrk said, "It was the best quarter of basketball that we have played all year." Carrk credits some of this to Lapinski hitting six out of six shots, adding "equally as important, our fast break was really clicking."

Jack Brennan, Todd Rockmore, and Bill Stone each had eight points. Dan Carmody, playing aggressive on the boards pulled down seven rebounds.

Carrk said the win against Ravena has set his team apart from the others, and has shown their true abilities.

Scheduled to play Cohoes three days later, the Birds were faced with an unexpected hindrance. Thursday night in practice, Lapinski sprained his ankle.

Because they had not practiced without center Lapinski, Voorheesville was unsure of how they would play without him. Carrk stressed to his players that they would have to watch their inside passing, now to a smaller player.

The Blackbirds made the adjustment smoothly. Carrk said he was pleased that his team did not

come out tentatively. Erin Sullivan, filling Lapinski's open position, played strong, leading the team with 15 points. Carrk noted that "Sullivan has been the most consistent player since Christmas."

Bill Stone scored 13 points, and sunk some "big shots." Tom Giantasio crashed the boards as usual. "We were looking for someone to step forward and improve his game just enough to compensate for the loss of Steve," Carrk said. "Stone and Giantasio did this for us."

This victory and Schalmont's loss to Watervliet the same night gained the Birds' possession of second place, with a record of 13-3 overall and 10-2 in the league. The Birds are two games behind Watervliet, and have yet to play them.

It looks like Lapinski will be out

for the rest of the season, although he said he is hoping to be back on the court for the second game against Watervliet next Friday. Because he's the leader in scoring, rebounding, blocked shots, and percentage of made shots, this will be a disadvantage to the Blackbirds in future games. Lapinski's absence will be felt in the Watervliet games, seeing that they have no big man to match his height.

Carrk said he's confident of the Birds' abilities, and feels that next Monday's game against Watervliet will be evenly matched.

Voorheesville is scheduled to play Mechanicville away tomorrow. This game is crucial in the Blackbirds' chances to tie up first place.

## Ravena boys drop two

By Michael Nock

The Ravena-Coeymans-Selkirk boys basketball team had a tough week last week losing 64-50 to Voorheesville and 63-55 to Mechanicville.

Voorheesville played well in the first half and RCS had trouble with Steve Lapinski, a Voorheesville player. The Blackbirds had a 25-6 lead in the first quarter. Coach James Gorham said RCS showed a lot of class in the second half when they narrowed the deficit down to ten. They missed some vital free-throws and Voorheesville made most of theirs. The three top scorers for RCS were Eddie Nieves, Reggie Skipper, and Steve Bullock who each had 11 points.

The loss to Mechanicville was disappointing to the RCS team, Gorham said. He said that they didn't shoot as well as they should have, but it was a close game all the way. The Indians slipped to a 10 point deficit in the third quarter. They narrowed it in the fourth, but not enough to win. Bullock and Nieves were the top scorers with 13 points each.

## Library sponsors news writing contest

The Albany Public Library is sponsoring a news writing contest for students in grades one through eight. The story must be an original account of a real or imaginary event, and is limited to 250 words.

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## RCS grapplers Smith, Pechette win council titles

By Kevin VanDerzee

Nine Ravena-Coeymans-Selkirk grapplers Indian wrestlers last weekend traveled to Albany Academy for the Colonial Council tournament.

Adam Smith came into the tournament seeded fourth. He won his first match by pin and went into the semifinals to wrestle the top seed, winning 7-6. Going into the finals he wrestled a grappler who had defeated him the night before 1-0. He picked up a pin in the finals to become the first freshman at RCS to win this tournament.

R-C-S did not enter anyone at the 98, 105, 112 and 119 pound weight classes. Freddy Pechette had an easy first-round match which put him into the semifinals. He beat his opponent, 6-4 (a grappler he had wrestled to a draw earlier in the year). In the finals he beat his opponent, 5-4.

Senior captain Chris King wrestled strongly as he pinned a wrestler from Schalmont to put him in the finals where he was defeated. Freshman John Mantynen finished fourth as he lost to the third seed in the tournament.

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# Schedule merciful to skidding Eagles

By Michael Kagan

If schedule-makers ever picked a good day to give a team a day off, it was when they decided to leave yesterday's (Tuesday's) date free for the Bethlehem Central boys basketball team. Playing some of the toughest teams in the Suburban Council, if not all of section II, the Eagles have strung together a five game losing streak, including two losses on the road last week at the hands of Shenendehowa on Tuesday, 72-40, and Niskayuna on Friday, 76-71.

The combined overall record of BC's opponents during the losing skid (Mohonasen, Burnt Hills, Guilderland, Shenendehowa, and Niskayuna) is 51-29 — a winning percentage of 64 percent. Bethlehem's record now stands at 6-11 overall and 4-8 in the Suburban Council gold division.

Against the Shenendehowa Plainsmen (12-4, 9-1), the Eagles were clearly overwhelmed by a team ranked number one in section II in many area polls. The Plainsmen won every quarter solidly, the closest being the third in which the score was 12-8.

Matt Quatraro led BC with 15 points and two three pointers. Eric McCaughin followed with 10, while his fellow captain Scott Fish added eight. Eric Liberator had three and Bill Spinner and Matt Dugan both had two.

In Friday's game, the Eagles tried to comeback from a 59-48 deficit after three quarters, but fell short despite a big fourth quarter. The story of the game, though, was the second quarter, in which the Niskayuna Warriors outscored BC 21-13. Although they won only the final period, the Eagles would

have won by three had the second quarter not counted.

Bethlehem was led by McCaughin, who scored 23 points, and Quatraro, who had 22 points and three three-point baskets. Fish tallied 10, while Liberator and Dugan both scored six and Mike Aylward added four.

When the Eagles resume their regular schedule Friday, life won't get all that much easier for them, with all three of their remaining games on the road. On Friday, BC will play the winless Scotia Spartans (0-15), who lost in Bethlehem 69-58 earlier this season. On Tuesday, the Eagles will face Columbia (10-7) which upset Shenendehowa Friday. Then next Friday, BC will close out the regular season with a rematch in Burnt Hills (9-6)

## Bethlehem streaks through battle of unbeatens

Michael Kagan

For a battle of unbeatens, the Shaker-Bethlehem boys swimming matchup was not much of a battle.

In last Tuesday's aqua league contest, both the Eagles and Bison came into the meet with 10-0 records. But it became painfully clear to the home Shaker team that, while their school hasn't defeated BC in swimming since Lyndon Johnson was president, it will be one more election year before they get another shot.

Bethlehem won all three relays, as Craig Mattox, Ian Salsberg, Pat

## Eagles finish fourth at indoor track tourney

By Tim Kratz

The Bethlehem Eagles indoor track team last week had their fifth league meet. They came in fourth out of five teams.

Senior Justin Hilson and Aaron Coleman led the Eagles. Hilson placed first in the 600-meter. Coleman placed second in the 3,200-

Fish, and Ryan Beck won the 200 medley in 1:44.70; Fish, Jim Davis, Leyden, and Dave Cleary triumphed in the 400 freestyle relay with a time of 3:31.56; and Jeremy Goldman, Davis, Josh Pierce, and Beck set a new pool record of 1:35.94 while winning the 200 freestyle relay.

Also winning for BC were Cleary in the 200 freestyle (1:49.87) and the 500 free (5:13.91), Fish in the 100 butterfly (57.01), Davis in the 100 free (54.13), Mattox in the 100 backstroke (59.09.1), and Salsberg in the 100 breast stroke (1:05.19).

Other members of the team achieved the following: Mike Fritts placed sixth in the 600-meter. Simone Brewer placed second in the 100-meter. Meghan Faulkner placed fourth in 300-meter. Kristen Ruso placed third in 600-meter. The 600-meter relay team came in third.

# Club opens 'off the wall' tourney

The Bethlehem Soccer Club's fifth annual Mostly Off the Wall Soccer Tournament began last weekend.

The first week of indoor soccer got off to an exciting start as 200 players and several hundred spectators gathered at Bethlehem Central High School. Bethlehem's under-12 and under-16 girl's teams hosted teams from the Capital

## Soccer

District, Endicott, Oneonta and Connecticut.

In the under-16 division both Bethlehem teams lost playoff games to the Endicott Strikers who went on to defeat Village (Colonie), 1-0, for the championship.

In the under-12 division Bethlehem teams earned a win and two ties in preliminary games then moved through the playoffs in dramatic fashion. First Guilderland was put away, 2-0. In the semifinals, Bethlehem beat Highland (Scotia), 2-1, in sudden death overtime to advance to the finals against Oneonta. The final proved to be the most exciting game of the day.

Lisa Engelstein scored for Bethlehem in the first half and the two teams played attack and counter-attack without another score until just two minutes were left and Oneonta tied the score. The two teams played a full ten minute overtime. Once again Bethlehem scored first as Katie Fireovid put a ball into the net at the six minute mark. Oneonta evened the score in the last minute of the overtime period. Lauren Shannon put the game and tournament winner into the net.

The Mostly Off the Wall Tournament continues Sunday with 20 teams playing in two under-12 boys divisions. The games begin at 9 a.m. and conclude around 5:30 p.m. There is no admission charge.

## Voorheesville, Mechanicville edge Ravena

By Seth Roe

Falling short twice was what happened last week to the Lady Indians basketball team. They played hard in their two games falling just short in their first matchup with Voorheesville, losing 38-33.

The Lady Indians played well but it was coach Dean Bissell, according to just not enough. Tina VanKempen led the girls with 15 points while collecting four steals. Joan Marie Nunziato contributed

10 points and nine assists. Off-the-bench Beck Shufelt had a good game on the boards with 14 rebounds and three points.

Next, Mechanicville came to town and jumped out to a quick start while Ravena had a troublesome second quarter. Even though their second half play was much improved, they fell short once again, losing 49-37. VanKempen led the scoring attack with 21 while Nunziato had 10 points and 6 assists.

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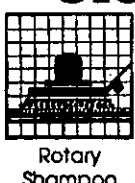
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Renee Rouleau and Mark C. Davitt

## Davitt, Rouleau engaged

Mr. and Mrs. Raymond Rouleau of Barre, Vt., have announced the engagement of their daughter, Renee, to Mark Charles Davitt, son of Mr. and Mrs. J. Alan Davitt of Delmar.

Davitt is a graduate of Christian Brothers Academy, and St. Michael's College. He is a senior

auditor with the firm of Deloitte and Touche, in Boston.

The bride-elect is a graduate of St. Michael's College. She is director of the employee relations department of the Hyatt Regency in Cambridge, Mass.

A June wedding is planned.

## Brooks, Harding engaged

M. Robert and Eileen M. Brooks of Delmar have announced the engagement of their daughter, Mary Elizabeth Brooks, to James Edward Harding, son of Dr. William and Mary Harding of Olean.

Brooks is a graduate of Bethlehem Central High School and Plattsburgh State College. She is employed by Norstar Trust Co. in Rochester.

Harding is a graduate of Rochester Institute of Technology. He is a civil engineer with Clark Engineering Consultants in Rochester.

An October wedding is planned.

## Library hosts winter bird program

Richard Guthrie will present a slide program on birds that inhabit our region during the winter, at Bethlehem Public Library on Delaware Ave., Delmar, on Feb. 11 at 7:30 p.m.

Guthrie, an employee of the state Department of Environmental Conservation, gathers much of his information for close up photography and banding birds as a hobby. The program is free and open to the public. For information, call 439-9314.

## Births

### St. Peter's Hospital

Boy, Patrick Kent Ryan, to Lisa and Kevin Ryan, East Greenbush, Dec. 29. Grandparents, John and Pat Ryan, Delmar.

Boy, Craig Anthony, to Sara and Rand Huther, Jan. 5. Grandparents are Ann and Alan Dunmore, Delmar and Ron and Lyn Huther, Nebraska.

Girl, Grace Carlee, to Laune and Timothy Tryon, Berne, Dec. 2. Grandparents are Mr. and Mrs. Robert Owens of South Bethlehem and Mr. and Mrs. Gerald Tryon of Feura Bush.

Boy, Max Joseph to Anita and Sam Clayton, Dec. 30. Grandparents are Jean and Howard Clayton of Slingerlands and Ann Colonna Carroll of Elsmere.

### Albany Medical Center Hospital

Girl, Samantha Marie, to Mr. and Mrs. David Parrella, Selkirk, Nov. 1.

Boy, Taylor Lloyd, to Plummy and G.A. Chase, Delmar, Nov. 3.

Girl, Jillian Smith, to Kathleen and Martin Ricciardi, Glenmont, Nov. 4.

Boy, Christopher James, to Laura and Christopher Preville, Voorheesville, Nov. 4.

Boy, Matthew Brilling, to Jaclyn A. Brilling and Dr. Michael Horgan, Delmar, Nov. 5.

Boy, Henry Tyler, to Mr. and Mrs. Thomas H. Fox Jr., Delmar, Nov. 6.

Boy, Nicholas, to Pam Tindall and Raymond O'Brien, Delmar, Nov. 7.



Judith Ann Yager and Joseph Vincent Barile

## Barile, Yager to wed

Dr. and Mrs. James Barile of Feura bush have announced the engagement of their son, Dr. Joseph Vincent Barile B.S., D.C., to Judith Ann Yager, daughter of Mr. and Mrs. Theodore Yager of Highland, Wis.

Barile is a chiropractor in Del-

mar. The bride elect attended the University of Wisconsin at Platteville, where she studied voice performance.

A September 1992 wedding is planned.



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# Obituaries



Dorothea Carroll

## Dorothea Carroll

Dorothea Horton Travis Carroll, 30-year resident of Delmar, died Monday, Dec. 17, in San Antonio, Texas.

Born in Brewster, Putnam County, Aug. 27, 1906, she attended the former State Teachers College in Albany and graduated from Syracuse University in 1930.

Mrs. Carroll was a member of Psi Gamma in Albany and Alpha Xi Delta at Syracuse. She initially taught school for two years in Carmel, Putnam County, followed by three years in Delmar. She was the widow of Charles Austin Carroll, a district manager for N. Y. Telephone Company, who served in the office of the secretary of war in World War II.

She was a member of Westminster Presbyterian Church since 1936 and the University Club in Albany.

Mrs. Carroll was a 50-year member of the Daughters of the American Revolution, Tawasentha Chapter, Slingerlands. She attended the Episcopal Church of Reconciliation in San Antonio. Survivors include a son, Col. Char-

les Austin Carroll Jr.; a brother, Albro Sumner Travis of Claverack, Columbia County; and two grandsons.

A memorial service will be held in the spring at Westminster Presbyterian Church.

## Thomas Hasselbarth

Thomas C. Hasselbarth, 67, of Kenwood Avenue in Delmar, died Thursday, Jan. 31, at St. Peter's Hospital in Albany.

Born in Albany, he was a graduate of Albany High School. He retired in 1988 from Therapeutic Sleep Products where he worked as a sales representative. Prior to that, he was been a sales representative for Englander Inc., and for Mohawk Furniture Inc. in Broadalbin.

Mr. Hasselbarth was also president and chief executive officer for Hasselbarth Inc. from 1941 until the firm closed in 1967.

He was a member of the First United Methodist Church of Delmar, past director of the Tri-Village Little League and member of the Cordial Greens Country Club.

He was also a member of the Masters Masonic Lodge 5 and the directors organization of the Cyprus Temple Shriners, a former member of Cyprus Arab Patrol, and a life member of Albany Court 77 Royal Order of Jesters, the Greater Albany Shrine Club and the Valley of Albany Ancient Accepted Scottish Rite.

Survivors include his wife, Dorothy Leicht Hasselbarth; three sons, Thomas C. Hasselbarth of Maneto, N.C., Harold C. Hasselbarth of Delmar and Fred C. Hasselbarth of Albany; a daughter, Trisalrzyk of New Bedford, Mass.; a brother, William C. Hasselbarth of Albany; and seven grandchildren.

Services were from Philip J. Frederick Funeral Home in Albany. Burial was in Memory's Garden in Colonie.

Contributions may be made to the Crippled Children, 516 Carew St., Springfield, Mass. 01104 or the First United Methodist Church of Delmar.

## Jane Egan

Jane Elizabeth Tilton Egan, 71, of Delaware Avenue in Delmar, died Wednesday, Jan. 27, at St. Peter's Hospice in Albany.

Mrs. Egan worked for many years as a bookkeeper for J.G. Enterprises, Goldie Construction and Patterson Construction in Delmar.

She is survived by her husband, Vincent E. Egan; a daughter, Sheillagh Dare of Unionville; and a granddaughter. Services were from the Church of St. Thomas the Apostle in Delmar. Arrangements were by Meyers Funeral Home, on Delaware Avenue in Delmar.

## Alois Stephan

Alois Stephan, 83, of North Road in Clarksville, died Tuesday, Jan. 1, at Albany Medical Center Hospital in Albany.

Mr. Stephan worked for several years in the fields of sales and interior decorating in Union, N. J. before coming to this area.

He is survived by a cousin, William Hendrick, of Clarksville.

Arrangements were by Meyers Funeral Home on Delaware Avenue in Delmar. Services were private and took place in Memorial Park, Union, N.J.

## Annunziata Franchini

Annunziata Nancy Salamino Franchini, 91, of Route 9W, Selkirk died Tuesday, Jan. 29, at St. Peter's

Hospital, Albany, after being stricken in her residence.

Born in Italy, Mrs. Franchini emigrated to the U.S. in 1948, settling in the Capital District.

She was a communicant of the Church of St. Thomas the Apostle, in Delmar.

Mrs. Franchini was widow of Marino Franchini. She is survived by three sons, Lawrence Franchini of Voorheesville, Gino Franchini of Loudonville, and Cosimo Franchini of Schodack Center; two daughters, Teresa SciSci of Albany and Joanna Thomas of Selkirk; a sister, Theresa Lenoci of Italy; 32 grandchildren and 51 great-grandchildren.

Arrangements were by Lasak and Gigliotti Funeral Home, Dudley Heights, Albany. Burial was in Calvary Cemetery in Glenmont.

## Library stays open

The Bethlehem Public Library, 451 Delaware Avenue, Delmar, will be open for regular hours on both Lincoln's birthday, Tuesday, Feb. 12, and on Washington's birthday observance on Monday, Feb. 18. The library's regular hours are Monday through Friday, 9 a.m. to 9 p.m.; Saturday, 10 a.m. to 5 p.m.; and Sunday, 1 to 5 p.m.

## Church hosts ham supper

A fresh ham supper will be held at Trinity United Methodist Church, Route 143, Coeymans Hollow, on Saturday, Feb. 23. The menu will consist of roast fresh ham, mashed potatoes, gravy, dressing, peas, carrots, apple sauce, rolls, beverage and homemade pie. Serving time will be from 4:30 to 7 p.m. Tickets will be sold at the door and are \$6.50 for adults and \$3.25 for children age 12 and under. The public is welcome.

## Nature hike set at Five Rivers

A nature hike on snowshoes will be held at Five Rivers Environmental Education Center, Game Farm Road, Delmar, on Saturday, Feb. 16, at 2 p.m. Led by center naturalists, this outdoor exploration on snowshoes will look for tracks and traces animals leave behind. Interesting stories may be interpreted in the snowy fields, as signs of travel, feeding, homes and shelter are sought.

Snowshoes may be rented from Five Rivers Limited for \$1.50 per pair (\$1 per pair for FRL members) or you may bring your own. Children must be 10 years of age to rent snowshoes. If snowshoeing conditions are not good, the hike will be on foot. Pre-registration is necessary. For information or to pre-register

For information, call Five Rivers Center at 475-0291.

## Eleanor Roosevelt program planned

Frances Seeber, assistant director of the FDR Library in Hyde Park, will present a program at the Bethlehem Public Library Tuesday, Feb. 26 at 7:30 p.m. in recognition of the achievements of Eleanor Roosevelt. The program is entitled, "I Want You To Write To Me — The Papers of Anna Eleanor Roosevelt".

Seeber's talk will review Roosevelt's response to the depression years during her early White House years by asking her countrymen to write to her about their concerns.

The role of the FDR Library in preserving the lives and works of Franklin and Eleanor Roosevelt will be described. A question and answer period will follow. A display on Eleanor Roosevelt is available in the library during February.

The program is free and the public should pre-register by calling the reference desk at 439-9314.

# THE YOUTH NETWORK

## What to tell children about war

As with all difficult subjects, the same general rules apply. First, when you have the time to talk, ask your children an open-ended question, such as "What do you know about the war?" Then, you should be guided by their response as to how to proceed. If they appear uninterested and seem to know little, tell them that if they ever have any questions or want to know more they can come to you. If your children seem to know quite a bit, and don't seem too concerned, follow the same general course. If their knowledge is inaccurate, be sure to give them the correct information, at a level they can understand.

If they seem upset or frightened, be sure that they have accurate information, and then reassure them that you, as their parent, will always do everything you can to protect them from any danger.

Be sure not to make any promises that you can't keep or have no control over, such as "Uncle George will soon be home, safe and sound." It is OK to share some of your own feelings of concern or fear, but always in a way that makes it clear that you are able to handle it, and that the feelings will eventually end or change.

Explaining why there is a war may be the most difficult part of any discussion. Try to compare it to a situation the child can relate to, such as "When robbers won't stop stealing things from others, the police sometimes have to physically stop them or put them in jail." Use an example that makes sense to you.

Be aware of your individual child, and monitor their reactions to TV news broadcasts, and any unusual behavior, such as nightmares.



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## Moscow Circus coming to the Knick

By Susan Wheeler

Witness the soaring Flying Cranes, juggling brown bears and daring Cossack horsemanship when the Moscow Circus comes to town next week. Focus on each of the 11 acts that perform in the single, center ring at the Knickerbocker Arena in Albany.

"The trapeze act, the Flying Cranes, is most outstanding," said Thomas Gutch, foreign language supervisor and a Russian language teacher at Shaker High School who saw the circus last year at the arena. He said the spectators' attention was "riveted" to the center ring, where the "breath-taking" acts perform.

The Moscow Circus, produced by Steven Leber, is scheduled for nine performances during its five-day stay at the arena, from Feb. 13 through Feb. 17. In the Soviet Union, the circus is "taken very serious," according to Yan Narosov, ringmaster for the circus. Narosov, who is spending his second year with the circus, said his job with the troupe is, "24 hours a day," and is "fun, most of the time." The long hours are tiring, he said, but living with the troupe and their children is "interesting."

Narosov said that of the 120 troupe members traveling to Albany, about 80 are performers while the others are family members, technical personnel and animal caretakers. Last season he traveled as an advance spokesman for the Moscow Circus. "I had the time of my life," he said. "I was doing advance work (public relations) for the circus." Narosov acted as an interpreter, chauffeur and bodyguard for Kessia, a two-year-old bear, and her human "parents." Last year they visited City Hall in Albany previous to the circus' arrival.

"There was not a dull moment with the bear all the time," he said. "It was the unexpected things the bear would do." Narosov said the bear knew to knock on her "house" door when traveling if she had "to use the toilet." He said the fact that she was toilet-trained surprised him.

Narosov said he "did not make a move toward the bear," and it was Kessia who first approached him. They were walking through a hall, and the bear grabbed onto his leg. "This is a sign of acceptance, affection," he said.

"I was not sure whether to panic or smile," Narosov said. "Then I said, 'Let's walk like a man and a lady.'" Kessia got up on her hind legs, put her arm through his, and

they walked side by side. He and Kessia would check into their hotel in this fashion, he said.

Although Kessia is "back in the Soviet Union," other bears are on tour with the circus. These bears, however, don't have hotel accommodations, Narosov said. The Zolkins and their 12 bears feature leg juggling. The bears are rewarded with a hug, a kiss and a cracker at the end of each performance.

The Flying Cranes, 10 aerial artists whose act combines a quadruple somersault and other moves with the choreography of a ballet, don't receive a cracker when their act ends, but usually a standing ovation, according to Narosov. The aerial ballet, performed to classical music and based on a Russian ballad, tells the story of the soldiers who died in World War II, with their souls becoming like those of white cranes. "It is very, very touching," he said. "If you'd understand, you'd cry. It's very dramatic."

Many of the circus members attend the Moscow Circus School, which has an eight-year commitment. Other members are athletes or gymnasts, Narosov said. The members learn acting skills at the circus school, as well as being introduced to all aspects of the art of the circus, which is comparable to opera, ballet and theater in the Soviet Union. "The school is not required, but it is very, very helpful," he said. "It gives a good base for the artists."

Although all of the performers are well-trained, "a lot of scary moments" remain when the acrobats "go up," Narosov said. There have been no serious accidents that Narosov has seen, he said. "I cross my fingers, hope nothing superheavy happens."

When the acrobats begin their routine, there's an "80 to 90 percent guarantee everything will go okay," according to Narosov. "There is much training with lots of safety nets," he said. "These acrobats are sometimes scared of my driving."

In addition to the aerial acts, other performers, including Shakhnin, a musical comedy team, Dyusembaev, the Cossack horsemen, Kaseyeva, a hula-hoop artist, and Pilipovich and Miagkostupov, jugglers, will join the

CIRCUS/ page 19



Christina, the daughter of Vladislav Zolkin and Svetlana Mikityuk, an act that tours with the Moscow Circus, juggles with a Russian brown bear at a recent show.

## Shaker dance may be your cup of tea

By Debi Boucher

While many of us view afternoon tea as a charming custom, few Americans in the 1990s are inclined to take it up as a practice. The Shaker Heritage Society, however, is offering an alternative that might be more your speed: The afternoon tea dance.

The Feb. 10 event, set for 3 to 5 p.m. — that's right, tea time — will be held at the Shaker Meeting House at the Ann Lee Home complex on Albany Shaker Road, between the Albany County Airport and Heritage Park in Colonie. You needn't bother with white gloves, either — unless they are part of your costume. In the spirit of Mardi Gras, which, in part, inspired the event, participants are invited to come in costume, and Mardi Gras masks will be on hand for all to don at the dance.

In addition to Mardi Gras, the dance will celebrate Valentine's Day and the birthdays of Presidents Washington and Lincoln — holidays that fall in an otherwise grey month. "We just thought it would be a good time of year to open our facility up to the community with a musical event," said Diane Conroy-LaCivita, director of the Shaker Heritage Society, noting that February is notorious for causing "cabin fever" among those who can take just so much of winter.

Sunday's tea dance, featuring music by the South Colonie Friends of Music Big Band, should liven things up. As its name suggests, the 25-member group is strong on tunes from the big-band era but plays a wide range of other material as well, said Conroy-LaCivita. There'll be plenty of room to kick up your heels in the 4,000-square-foot meeting house, which has seen its share of dancing over the years. The 1848 structure is remarkable for its open space, said Conroy-LaCivita, who explained that the Shakers danced as part of their

DANCE/ page 20

## Home show offers tips on energy saving

By Dev Tobin

The Great Northeast Home Show '91 will provide something for everyone.

"The show is an opportunity for anyone with any interest in anything at all to do with home improvements or home decor to find what they need," said Kathleen Condon of Ed Lewi Associates, spokesperson for the show.

The show, co-sponsored by the Albany Area Builders Association and the National Kitchen and Bath Association, will be presented in both the Empire State Plaza Convention Center and the Knickerbocker Arena, which will be connected for the first time by the \$4 million walkway. The Knick will host "The Grand National Kitchen & Bath Show."

More than 450 exhibitors will fill both sites, covering such fields as home building, remodeling, furniture, tools, security systems, appliances, real estate, finance and insurance.

According to Condon, the show will feature many energy-saving ideas for homeowners in water heaters, heating

and air-conditioning units, windows and doors and insulation.

"The show will be very educational and consumer-oriented," Condon said, adding that many of the exhibitors will be offering door prizes through out the show.

There will also be more than 20 seminars on topics from landscaping to interior decoration in the meeting rooms adjacent to the Convention Center.

Pete Merrill of National Kitchens & Baths in Albany said that many fixtures are incorporating new environmental features.

"For instance, the new Asko Asea 1502 dishwasher uses only 4.7 gallons in a normal wash cycle, whereas the usual dishwasher uses about 10 gallons," Merrill said.

Merrill also pointed out that, starting in 1992, the state will require low-flow toilets that use 1.6 gallons per flush, instead of the current three to five gallons. One of the new fixtures that will meet this requirement, the Kohler Wellworth Lite,

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# ARTS & ENTERTAINMENT

## THEATER

### THE GOLIATH OF 47TH STREET MEETS THE VEGETABLE WOMAN

first of six adult-oriented performances, Steamer No. 10 Theatre, Feb. 9, 8:10 p.m. Information, 438-5503.

### ELLIS ISLAND

Yiddish and English musical, Temple Israel, Albany, Feb. 10, 2 p.m. Information, 438-6651.

### AMERICAN INDIAN DANCE

authentic dance and music, Proctor's, Schenectady, Feb. 10, 7 p.m. Information, 382-3884.

### LAUGHING WILD

lightning fast, hilarious play, Capital Rep. Albany, Feb. 8-March 10, Tues.-Thurs. 8 p.m.; Fri.-Sat. 8:30 p.m.; Sun. 2:30 p.m. Information, 462-4531.

### PLEASE DON'T DRINK THE WATER

comic/farce, Roustabout Players, First United Presbyterian Church, Troy, Feb. 8-9, 15-16, dinner 6:30 p.m., show 8 p.m. Information, 271-5079.

### ROMANCE ROMANCE

two one-act musicals, Cohoes Music Hall, Now through Feb. 17, Sun. 2 and 7 p.m.; Thurs. 8 p.m.; Sat. 5 and 9 p.m. Information, 235-7969.

### ONE FLEW OVER THE CUCKOO'S NEST

wacky drama with delightfully comic moments, Home Made Theater, Saratoga, Now through Feb. 16, 8:15 p.m. Information, 587-4427.

### CHAPTER TWO

Neil Simon's most sensitive comedy, Riverview Productions, Doane Stuart Dinner Theater, Albany, Feb. 9-10, Sat. 7 p.m.; Sun. 5 p.m. Information, 463-3811.

## SLOW DANCE ON THE KILLING GROUND

William Hanley's drama, NYS Theatre Institute, Albany, Now through Feb. 9, Sun. 2 p.m.; Tues.-Fri. 10 a.m.; Fri.-Sat. 8 p.m. Information, 442-5373.

## MUSIC

### SKIP PARSONS' RIVERBOAT JAZZ BAND

featured at the Fountain, Albany, Feb. 8-9, Information, 482-9898.

### TROY ALL-CITY JAZZ BAND

in honor of Black History Month, Albany Public Library, Feb. 8, 7 p.m. Information, 449-3380.

### BETTY AND THE BABY BOOMERS

Clearwater's Steve Stanne, Betty Boomer, and Company, The Eighth Step, Albany, Feb. 9, 8 p.m. Information, 434-1703.

### ALBANY SYMPHONY ORCHESTRA

David Alan Mill, guest conductor, Troy Savings Bank Music Hall, Feb. 8; The Palace Theatre, Albany, Feb. 9, both at 8 p.m. Information, 465-4663.

### RIDIN' HIGH

Cole Porter Centenary concert, Empire State Performing Arts Center, Albany, Feb. 9, Information, 474-2614.

### RICARDO COBO

Columbian guitar virtuoso, presented by the Capital District Classical Guitar Society, College of St. Rose, Albany, Feb. 9, 8 p.m. Information, 439-1031.

### FRIENDS OF FOLKS' MUSIC WINTER CARNIVAL CONCERT

annual Winter Carnival Concert, Arts Center, Lake Placid, Feb. 8, 8 p.m. Information, 891-5783.

## FINDLAY COCKRELL

pianist, Recital Hall of State University at Albany, Feb. 5, noon. Information, 442-3995.

## SHOW

### THE BALINESE FROG PRINCE AND OTHER STORIES

by performance artist Alice Eve Cohen, Steamer No. 10 Theatre, Albany, Feb. 9-10, Sat. 1:10 p.m., Sun. 1:10 and 4:10 p.m. Information, 438-5503.

### MOSCOW CIRCUS

world-renowned circus stars, Knickerbocker Arena, Albany, Feb. 13-17, Information, 487-2000.

## FESTIVALS

### NATIONAL COLLEGE COMEDY FESTIVAL

second annual, Skidmore Theater, Saratoga, Feb. 8-9, Fri. 7 p.m.; Sat. 7 and 9:30 p.m. Information, 584-5000, ext. 2347.

### MARDI GRAS

Cajun music, cuisine, and dancing in the aisles, Proctor's Schenectady, Feb. 8, 6:30 p.m. Information, 382-1083.

### SCHENECTADY COUNTY WINTER FESTIVAL

multi-site, multi-event entertainment program, Feb. 9-10, Information, 372-5656.

## CLASSES

### CHILDREN'S HOUR

Saturday Morning Live, series, State Museum, Albany, Feb. 2, 9, 16, 23, 10:30-11:30 a.m. Information, 474-5877.

### OLDSONGS SPRING CLASS SERIES

beginning harmonica, beginning clogging, mountain dulcimer for advanced beginners, clawhammer banjo II, beginning fingerpicking guitar II. Classes start March 5, Information, 765-2815.

## WORKSHOPS

### WRITER'S WORKSHOP

event at the Albany Public Library, Feb. 7, 9 a.m.-noon. Information, 463-0921.

### APPEARANCE OF THE OLDEST ANIMALS

Paleontology Workshop Series, State Museum, Albany, Feb. 5, 7-9 p.m. Information, 474-5877.

### DRUMS ACROSS NEW YORK

Part I, The Revolutionary War, State Museum, Albany, Feb. 5, 7-9 p.m. Information, 474-5877.

## YOUR OWN BACKYARD:

the Geology of New York State, State Museum, Albany, Feb. 5, 7-9 p.m. Information, 474-5877.

## ORIENTAL CARPETS:

Workshop Series, State Museum, Albany, Feb. 5, 7-9 p.m. Information, 474-5877.

## KINDERGARDEN FOR ADULTS

Carole Edit Smith performance artist, self-awareness workshop, Women's Building, Albany, Feb. 12, 7:30 p.m. Information, 346-2283.

## FILM

### THE LAND BEFORE TIME

dinosaur story, State Museum, Albany, Feb. 16, 1, 3 p.m. Information, 474-5877.

### ALBERT PALEY'S ALBANY GATES

documentary, Albany Institute of History and Art, Feb. 7, 12:10 p.m. Information, 463-4478.

## AUDITIONS

### STAGE DOOR

1930 comedy, Spa Little Theater, Saratoga, Feb. 12-13, 7-10 p.m. Information, 587-4427.

## ENTRIES

### CONTEMPORARY SCULPTURE AT CHESTERWOOD

entries accepted for sculpture exhibition to be held from July 7-Oct. 13, Chesterwood, Stockbridge, Information, (413)298-3579.

## READING

### A STRAY DOG

staged reading, State Theatre Institute, University Art Gallery, Albany, Feb. 7, 10 a.m., 8 p.m. Information, 442-5373.

## VISUAL ARTS

### ALYCE ASHE

water colors, Elm Tree Art Gallery, Latham, Now through Feb. 28, Mon.-Sat. 10 a.m.-6 p.m., Thurs. 10 a.m.-8 p.m., Sun. 1-5 p.m. Information, 785-1441.

### LEAH RHODES

reception for the artist, Foundation Gallery, Arts Center, Hudson, Feb. 9, 4-6 p.m.

### THE NATIVE AMERICAN IN CHILDREN'S LITERATURE

mini-exhibit of books, University Art Gallery, Albany, Now through March 17, Information, 442-3544.

## ELEANOR BOLDUC

oil paintings, William K. Sanford Library, Colonie, Now through Feb. 28, Information, 458-9274.

## VOTES FOR ALL:

A History of Suffrage in America, State Museum, Albany, Feb. 13, Information, 474-5877.

## MARGARET COGSWELL

sculpture, Rathbone Gallery, Albany, Now through March 1, Mon.-Fri. 10 a.m.-4 p.m., Mon., Wed., Thurs. 6-8 p.m. Information, 445-1778.

## SPIRIT OF THE ADIRONDACK LANDSCAPE

paintings by Anne M. Miller, Visions Gallery, Albany, Now through March 23, Mon.-Fri. 8:30 a.m.-8 p.m. Information, 453-6645.

## SECOND THOUGHTS

creative re-use of materials, Russell Sage College Gallery, Troy, Now through March 10, Mon.-Fri. 9 a.m. to 4:30 p.m. and Sun. noon-4 p.m.

## METAMORPHOSIS

work by Bob Epstein, Harold Lahner and Bill Wilson, One KeyCorp Plaza lobby, Albany, Now through March 1, daily 8 a.m.-8 p.m.

## GALLERY EXPRESS TOURS

highlighting current exhibitions, Albany Institute of History and Art, Focus: Art That Works, Feb. 8, 10; Focus: The Hart Brothers, Feb. 15, 17; English Porcelains in the Hanrahan Collection, Feb. 22, 24, Fri. 12:15 p.m., Sun. 1:30 p.m. Information, 463-4478.

## ART THAT WORKS

decorative arts of the 1980s crafted in America, Albany Institute of History and Art, Now through March 30, Information, 463-4478.

## GRUPO ARTE

group show by Spanish, French, and national/regional artists, Now through March 30, Tues.-Sat. 11 a.m.-6 p.m.; Sun. 1-6 p.m. Information, 449-1233.

## COMMUNICATION GRAPHICS

America's leading graphic designers, The College of Saint Rose, Albany, Now through Feb. 17, Mon.-Fri. 11:30 a.m.-4:30 p.m. Sun. 1-4 p.m. Information, 432-6960.

## LORI MCALLISTER AND ROBERT MOYLAN

interrelated paintings of places and photographs of painters, Dietel Gallery, Troy, Now through Feb. 10, daily 9 a.m.-9 p.m. Information, 274-4440.

## PAINTING TOWARDS THE 21ST CENTURY

featured at the Rice Gallery, Albany Institute of History and Art, Now through Feb. 23, Information, 463-4478.

## BRUCE STIGLICH

paintings and constructions, The Albany Center Galleries, Now through March 1, Mon.-Fri. 10 a.m.-5:30 p.m.; Sun. noon-4 p.m. Information, 462-4775.

## JOSEPH LEVY, OSVALDO LUGO, JANE MILLER

featured artists, Rensselaer County Council for the Arts, Troy, Now through March 15, Wed.-Sat. 11 a.m.-4 p.m. Information, 273-0552.

## MEMORY CONSTRUCTED

three-person show by Katharine Kriesher, James Walsh and Fawn Potash, Greene County Council on the Arts, Now through Feb. 23, Mon.-Fri. 9-5, Sat. Sun. noon-4 p.m. Information, 943-3400.

## ANNUAL LANDSCAPE EXHIBITION

landscape paintings, photographs and prints, Greene County Council on the Arts, Now through March 7, Wed.-Mon. 11 a.m.-5 p.m. Information, 943-3400.

## OUR LAND/OURSELVES

American Indian Contemporary Artists, University Art Gallery, Albany, Now through March 17, Tues.-Fri. 10 a.m.-5 p.m., Thurs. 10 a.m.-8 p.m., Sun. 1-4 p.m. Symposium, Feb. 23, 9 a.m.-5 p.m. Information, 442-4035.

## DINE OUT

A directory of popular restaurants recommended for family dining



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# AROUND THE AREA

**Wednesday  
February 6**

**SQUARE DANCE**  
sponsored by the Colonie Elks and Does, Colonie Lodge of Elks, Elks Ln., Latham, 8 p.m. Information, 785-6277.

**LISHAKILL SENIORS**  
meeting, 1653 Central Ave., Colonie, 9 a.m.

**COLONIE-GUILDERLAND ROTARY CLUB**  
lunch meeting, Northway Inn, Central Ave., Colonie, 12:15 p.m. Information, 458-9000.

**HART SOCIAL CENTER**  
bridge, 18 Wilson Ave., Colonie, 1 p.m. Information, 438-5176.

**T.L.C. FOR CAREGIVERS**  
meeting, for those who care for a parent or spouse, open to the public, Goodrich School, 91 Fiddlers Lane, Latham, 7:30 p.m. Information, 783-2824.

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

**HERBERT B. KUHN SENIOR SERVICES CENTER**  
square dancing 10-12 a.m., 1-2:30 p.m., blood pressure 10 a.m. 2 Thunder Rd., Colonie, Information, 869-7172.

**Thursday  
February 7**

**PARENTS ORIENTATION**  
for parents of entering Colonie kindergarten students, Shaker High School, Watervliet Shaker Road, Latham, 7:30 p.m. Information, 785-5511.

**CANCER WELLNESS GROUP**  
meeting, St. Peter's Hospital, So. Manning Blvd., Albany, 5:30 p.m. Information, 454-1526.

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

**LATHAM BUSINESS AND PROFESSIONAL WOMEN'S ORGANIZATION**  
meeting, The Century House, Route 9, Latham, 6:15 p.m. Information, 273-4240.

**HART SOCIAL CENTER**  
Bingo and "Everything Day," come at 11:30 a.m. and stay until 4 p.m., 18 Wilson Ave., Colonie, 1 p.m. Information, 438-5176.

**HERBERT B. KUHN SENIOR CITIZEN CENTER**  
weight class, 10 a.m.-noon; shirt painting, 12:30-2:30 p.m.; sewing, 12:30-2:30 p.m.; 2 Thunder Rd., Colonie, Information, 869-7172.

**Friday  
February 8**

**MAGICIANS PERFORMANCE**  
Colonie Alliance Church, Latham Dr., 7 p.m. Information, 869-6163.

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

**ROESSLEVILLE LEISURE CLUB**  
social meetings, 10 a.m., 1 No. Elmhurst Ave., Colonie, Information, 458-7699.

**HART SOCIAL CENTER**  
swimming at the State University at Albany, bus departs from center, 18 Wilson Ave., Colonie, 1:30 p.m. Information, 438-5176.

**HERBERT B. KUHN SENIOR SERVICES CENTER**  
exercise 10-11 a.m., crafts 10 a.m.-2:30 p.m., legal assist., 1-3 p.m., and tap dancing 7-9 p.m., 2 Thunder Rd., Colonie, Information, 869-7172.

**Saturday  
February 9**

**HEALTH FAIR**  
Lisha's Kill Reformed Church, Central Ave., Colonie, 9:30 a.m. Information, 346-2710.

**CIVIL WAR DAY**  
Pruyn House, Old Niskayuna Road, Newtonville, 10 a.m. Information, 783-1435.

**NIGHT AT THE RACES**  
Verday Firehouse, Troy Schenectady Rd., Latham, 7 p.m. Information, 785-8646.

**SAT PREPARATION**  
William K. Sanford Town Library, Albany Shaker Rd., Latham, 11 a.m. Information, 458-9274.

**STEAMSHIP SOCIETY MEETING**  
William K. Sanford Town Library, Albany Shaker Rd., Latham, 1:30 p.m. Information, 458-9274.

**VALENTINE'S DANCE**  
sponsored by the Ladies Auxiliary of the West Albany Fire Company, Sand Creek Road, Colonie, 9 p.m.-1 a.m. Information, 489-7192.

**VALENTINE'S DINNER DANCE**  
sponsored by Your Village Party of Colonie, Polish American Community Center, Washington Ave., Extension, Albany, 6:30-1 p.m. Information, 869-0812.

**DEFENSIVE DRIVING COURSE**  
sponsored by Midway Fire Dept., Central Ave., Colonie, 9 a.m. Information, 355-3372.

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

**ADMISSIONS TESTING**  
for Loudonville Christian School, Loudon Rd., Loudonville, 10 a.m. Information, 434-6051.

**Sunday  
February 10**

**JOB SKILLS WORKSHOP**  
William K. Sanford Town Library, Albany Shaker Rd., Latham, 1 p.m. Information, 458-9274.

**PANCAKE BREAKFAST**  
Latham Station, Old Loudon Rd., Latham, 8:30 a.m.

**BIG BAND CONCERT**  
South Colonie Friends of Music Big Band, Shaker Meeting House, Albany, Shaker Rd., Colonie, 3 p.m. Information, 456-7890.

**OPEN HOUSE**  
St. Plus X School, Upper Loudon Rd., Loudonville, 1 p.m. Information, 465-4539.

**Monday  
February 11**

**LADIES AUXILIARY MEETING**  
Fuller Road Fire Dept., Central Ave., Colonie, 8 p.m. Information, 438-5176.

**COLONIE AMERICAN ASSOCIATION OF RETIRED PERSONS**  
meeting, William K. Sanford Town Library, Albany, 1 p.m. Information, 869-5914.

**HERBERT B. KUHN SENIOR CITIZEN CENTER**  
bingo 10:15 a.m.-2:30 p.m., and sewing 12:30-2:30 p.m., weight class, 11 a.m.-1:30 p.m. 2 Thunder Rd., Colonie, Information, 869-7172.

**Tuesday  
February 12**

**DEFENSIVE DRIVING COURSE**  
Midway Fire Dept. Central Ave., Colonie, 9 a.m. Information, 459-9048.

**SIENA WOMAN'S CLUB**  
business meeting, Coffee House, George Foy Center, Siena College Campus, Loudonville, 7:30 p.m. Information, 489-7178.

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

**HART SOCIAL CENTER**  
dancing, 9 a.m.; painting, 10 a.m.; arts and crafts, 12:30 p.m.; bowling at Sunset Lanes, 1 p.m.; 18 Wilson Ave., Colonie, Information, 438-5176.

**HERBERT B. KUHN SENIOR CITIZEN CENTER**  
lunch noon, bingo 12:30-2:30 p.m., art, 12:30-2:30 p.m., 2 Thunder Rd., Colonie, Information, 869-7172.

**Wednesday  
February 13**

**BOWLER'S MIXER**  
sponsored by the Latham Area Chamber of Commerce, Bowler's Club Family Recreation Center, Troy Schenectady Road, 7:30 p.m. Information, 785-6995.

**DEFENSIVE DRIVING COURSE**  
Midway Fire Dept. Central Ave., Colonie, 6:30 p.m. Information, 459-9048.

**EMPLOYMENT TECHNIQUES SEMINAR**  
Albany Marriott, Wolf Rd., Colonie, 7:30 a.m.

**LISHAKILL SENIORS**  
meeting, 1653 Central Ave., Colonie, 9 a.m.

**COLONIE-GUILDERLAND ROTARY CLUB**  
lunch meeting, Wednesdays, Northway Inn, Central Ave., Colonie, 12:15 p.m. Information, 458-9000.

**HART SOCIAL CENTER**  
bridge, 18 Wilson Ave., Colonie, 1 p.m. Information, 438-5176.

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

**HERBERT B. KUHN SENIOR SERVICES CENTER**  
square dancing 10-12 a.m., 1-2:30 p.m., blood pressure 10 a.m. 2 Thunder Rd., Colonie, Information, 869-7172.

**Thursday  
February 14**

**WEAVER'S GUILD MEETING**  
Our Lady of Hope, Jeanne Jugen Ln., Latham, 7 p.m.

**HART SOCIAL CENTER MEETING**  
Our Lady of Mercy Church, Wilson Ave., Albany, 1 p.m. Information, 439-1695.

**AUDUBON SOCIETY MEETING**  
William K. Sanford Town Library, Albany-Shaker Rd., Latham, 7:30 p.m.

**Saturday  
February 16**

**LADIES OF CHARITY BENEFIT**  
Wolferts Roost Country Club, Van Rensselaer Blvd., Loudonville, 7 p.m. Information, 439-6018.

**Sunday  
February 17**

**ARCHEOLOGY SOCIETY MEETING**  
William K. Sanford Town Library, Albany-Shaker Rd., Latham, 7:30 p.m.

**Tuesday  
February 19**

**TRANSPORTATION OPEN FORUM**  
William K. Sanford Town Library, Albany-Shaker Rd., Latham, 7:30 p.m.

**Wednesday  
February 20**

**CHILDREN'S RAINFOREST PROGRAM**  
William K. Sanford Town Library, Albany-Shaker Rd., Latham, 7:30 p.m.

**C.P.R. COURSE**  
sponsored by the Regional Emergency Medical Organization, R.E.M.O. Life Support Academy, Warehouse Row, Albany, 8:30 a.m. Information, 459-8251.

## SPOTLIGHT TEENSCENE

By Juliette Braun

If the winter doldrums are getting you down, get up, get out and get active! There is a lot to do during your midwinter break improve your career goals, your talents, and expand your views of the world.

If you are in grades 7 through 12 and have an aptitude for science and mathematics, expand your horizons! "Expanding Your Horizons" is a conference organized by Girls Incorporated of Schenectady, Union College, the New York State Education Department, Math and Science Network, and the Schenectady Federation of Teachers, designed to help young women achieve successful careers in math and science. The conference will be held Feb. 9 at 8:30 a.m. at Union College, South Lane in Schenectady. For information, call 374-9800.

Make your winter break special. If you enjoy art and are under 15 years old, participate in the Hyde Collection's "Winter Break Special" program. A variety of art workshops will be held daily from Feb. 19 through 22 from 1 to

2:30 p.m. at the museum's art studio on Warren Street in Glens Falls. Programs will include Comic Book Collage, Drawing, Painting, and Cartooning. For information, call 792-1761.

Retreat to winter time fun! Camp Chingachook is offering a President's Birthday Winter Retreat for teens over 14, from Feb. 16 through 18. Snowshoeing, skiing, and climbing Buck Mountain highlight the weekend with instruction and leadership provided by YMCA staff. For information, call 374-9136.

If you enjoy taking care of children, learn more about it. The American Red Cross is offering a babysitting course at the Albany Area Chapter House of the American Red Cross, on Clara Barton Drive in Albany from noon to 4 p.m. on Feb. 16 and 17. For information, call 462-7461.

If you have an item exclusively for area teens, send it to TEENSCENE, Spotlight Newspapers, 125 Adams St., Delmar, 12054.

## DINE OUT

A directory of popular restaurants recommended for family dining



## Yesterday's

Restaurant  
and Sports Pub

- Homemade Soups
- Daily Dinner & Lunch Specials

SATELLITE DISH covers all  
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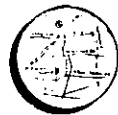
Steaks - Burgers - Sandwiches - Pizza  
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27 Fuller Road, Colonie (1/4 mi. from Central Ave.)

489-8066

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Specialty Pizzas  
Hot Torpedos  
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Salads & Breads

## THURSDAY SPECIAL

Boiled Corned Beef & Cabbage



Lunch

w/ potato, carrots  
& rye bread \$4.25

Dinner

w/ relish tray  
salad or cup of pea soup  
potato, carrots & rye bread  
\$7.50

## SATURDAY DINNER SPECIALS

Prime Rib of Beef aujus

Jr. \$10.95 Queen \$11.95 King \$12.95

Brockley's

4 Corners, Delmar  
439-9810

Mon. - Thurs. 11 am - 11 pm  
Fri. and Sat. 11 am - 12 midnight

Wednesday  
January

6

BETHLEHEM

**JEWELRY GROUP MEETING**  
Community Room, Bethlehem Public Library, Delaware Ave., Delmar, 9:30 a.m. Information, 439-3916.

**YOUTH EMPLOYMENT SERVICES**

Parks and Recreation Office, Delmar, 2-4 p.m. Information, 439-0503.

**TESTIMONY MEETING**

First Church of Christ Scientist, 555 Delaware Ave., Delmar, 7:30 p.m. Information, 439-2512.

**NORMANSVILLE COMMUNITY CHURCH**

Bible study and prayer meeting, 10 Rockefeller Rd., Elsmere. Information, 439-7864.

**BETHLEHEM LIONS CLUB**

meets first and third Wednesdays, Old Center Inn, Rt. 9W, Glenmont, 7 p.m.

**BETHLEHEM ELKS LODGE 2233**

meets at lodge, Rt. 144, Cedar Hill, 8 p.m.

<HEAD>ONESQUETHAW CHAPTER, ORDER OF THE EASTERN STAR

first and third Wednesdays at Masonic Temple, Kenwood Ave., Delmar, 8 p.m.

**SPECIAL EDUCATION PARENT SUPPORT GROUP MEETING**

RCS Junior High School, Route 9W, Ravena, 7:30 p.m.

NEW SCOTLAND

**NEW SCOTLAND SENIOR CITIZENS**

every Wednesday, Wyman Osterhout Community Center, New Salem. Information, 765-2109.

**MOUNTAINVIEW EVANGELICAL CHURCH**

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

Thursday  
January

7

BETHLEHEM

**EVENING SERVICE**

Clarksville Tabernacle, 7 p.m., Route 443. Information, 768-2733.

**GIRLS SOFTBALL REGISTRATION**

Bethlehem Town Library, Delaware Ave., Delmar, 6-8 p.m. Information, 439-4447.

**COMIC BOOK ART AND COLLECTING**

Bethlehem Public Library, Delaware Ave., Delmar, 7-8:30 p.m. Information, 439-9314.

**READ-IN**

Glenmont Elementary School, Glenmont, 7 p.m. Information, 439-7242.

**NATIVE AMERICAN DANCERS**

Bethlehem Central High School, Delaware Ave., Delmar. Information, 442-4240.

**YOUTH EMPLOYMENT SERVICES**

Parks and Recreation Office, Delmar, 9:30 a.m.-noon. Information, 439-0503.

**BETHLEHEM SENIOR CITIZENS**

meet every Thursday at Bethlehem Town Hall, 445 Delaware Ave., Delmar, 12:30 p.m.

KABBALAH CLASS

class in Jewish mysticism, every Thursday, Delmar Chabad Center, 109 Elsmere Ave., 8 p.m. Information, 439-8280.

**OVEREATERS ANONYMOUS**

meeting every Thursday, First United Methodist Church, Kenwood Ave., Delmar, 7 p.m.

**PARENT SUPPORT GROUP**

sponsored by Project Hope and Bethlehem Opportunities Unlimited, meets Thursdays, First United Methodist Church, Delmar, 7:30 p.m. Information, 767-2445.

**BETHLEHEM LUTHERAN CHURCH**

Thursdays, Bible study, 10 a.m.; Creator's Crusaders, 6:30 p.m.; senior choir, 7:30 p.m. Information, 439-4328.

**BOWLING**

sponsored by Bethlehem Support Group, for parents of handicapped students, Del Lanes, off Delaware Ave., Elsmere, every Thursday, 4-5:30 p.m. Information, 439-7880.

NEW SCOTLAND

**CLARKSVILLE TABERNACLE**

890 Delaware Ave., Clarksville, 7 p.m. Information, 768-2733.

**NEW SCOTLAND KIWANIS CLUB**

Thursdays, New Scotland Presbyterian Church, Rt. 85, New Scotland, 7 p.m.

**FEURA BUSH FUNSTERS**

4-H group for youths ages eight to 19, meets every Thursday, Jerusalem Church, Feura Bush, 7-8 p.m.

Friday  
January

8

BETHLEHEM

**POTLUCK SUPPER**

American Legion Hall in Delmar. Information, 427-1842 or 767-2980.

RECOVERY, INC.

self-help for those with chronic nervous symptoms. First United Methodist Church, 428 Kenwood Ave., Delmar, every Friday, 12:30 p.m.

**CHABAD CENTER**

services and discussion followed by kiddush, Fridays at sunset, 109 Elsmere Ave., Delmar. Information, 439-8280.

NEW SCOTLAND

**YOUTH GROUP MEETINGS**

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

Saturday  
January

9

BETHLEHEM

**PROJECT WILD WORKSHOP**

Five Rivers Environmental Center, Game Farm Rd., Delmar, 10 a.m.-1 p.m. Information, 475-0291.

**CHABAD CENTER**

services followed by kiddush, 109 Elsmere Ave., Delmar, 9:30 a.m. Information, 439-8280.

Sunday  
January

10

BETHLEHEM

**BETHEL BAPTIST CHURCH**

Sunday worship service, 10:15 a.m.; Sunday school, 9:15 a.m.; Tuesday Bible study, 7:15 p.m. Meetings held at the Auberge Suisse Restaurant, New Scotland Road, Slingerlands. Information, 475-9086.

**BETHLEHEM COMMUNITY CHURCH**

Sunday School, 9 a.m.; 3-year-olds through adult, morning worship service, 10:30 a.m.; nursery care provided, evening fellowship, 6 p.m. Information, 439-3135.

BETHLEHEM LUTHERAN CHURCH

family worship, 8 a.m. and 10:30 a.m.; Sunday school and Bible classes, 9:15 a.m. Nursery care available during worship services. Information, 439-4328.

**DELMAR REFORMED CHURCH**

church school and worship, 9 and 11 a.m.; nursery care provided, 386 Delaware Ave. Information, 439-9929.

**DELMAR PRESBYTERIAN CHURCH**

worship, church school, nursery care, 10 a.m.; coffee hour and fellowship, 11 a.m.; adult education programs, 11:15 a.m.; family communion service, first Sundays. Information, 439-9252.

**EMMANUEL CHRISTIAN CHURCH**

worship, Sunday school and nursery care, 10 a.m.; followed by a time of fellowship, Retreat House Rd., Glenmont. Information, 463-6465.

**FIRST CHURCH OF CHRIST SCIENTIST**

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

**FIRST REFORMED CHURCH OF BETHLEHEM**

church school, 9:30 a.m.; worship, 11 a.m.; youth group, 6 p.m. Rt. 9W, Selkirk. Information, 436-7710.

**FIRST UNITED METHODIST CHURCH OF DELMAR**

worship, 9:30 a.m.; church school, 9:45 a.m.; youth and adult classes, 11 a.m.; nursery care, 9 a.m.-noon. Information, 439-9976.

**GLENMONT REFORMED CHURCH**

worship, 11 a.m.; nursery care provided, 1 Chapel Lane, Glenmont. Information, 436-7710.

NORMANSVILLE COMMUNITY CHURCH

Sunday school, 9:45 a.m.; Sunday service, 11 a.m., 10 Rockefeller Rd., Elsmere. Information, 439-7864.

**ST. STEPHEN'S EPISCOPAL CHURCH**

Eucharist followed by breakfast, 8 and 10:30 a.m.; followed by coffee hour, nursery care provided, Poplar and Elsmere Ave., Delmar. Information, 439-3265.

**SLINGERLANDS COMMUNITY UNITED METHODIST CHURCH**

worship service, church school, 10 a.m.; fellowship hour and adult education programs, nursery care provided, 1499 New Scotland Rd., Slingerlands. Information, 439-1766.

**SOUTH BETHLEHEM UNITED METHODIST CHURCH**

worship, 11 a.m.; followed by coffee hour, Willowbrook Ave., South Bethlehem. Information, 767-9953.

**UNITY OF FAITH CHRISTIAN FELLOWSHIP CHURCH**

Sunday school and worship, 10 a.m., 436 Krumkill Rd., Delmar. Information, 438-7740.

**PROGRAM ON BLUEBIRDS**

Five Rivers Environmental Educational Center, Game Farm Rd., Delmar, 10-2 p.m. Information, 475-0291.

NEW SCOTLAND

**EVENING SERVICE**

Clarksville Tabernacle, 7 p.m., Route 443. Information, 768-2733.

**CLARKSVILLE COMMUNITY CHURCH**

Sunday school, 9:15 a.m.; worship, 10:30 a.m.; coffee hour following service, nursery care provided. Information, 768-2916.

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COUNTRY  
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NIGHT

Saturday, February 16

BETHLEHEM ELKS

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CHUCK WAGON

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Beef Stew, Chili,  
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Weekly Crossword

"RED, WHITE AND BLUE"

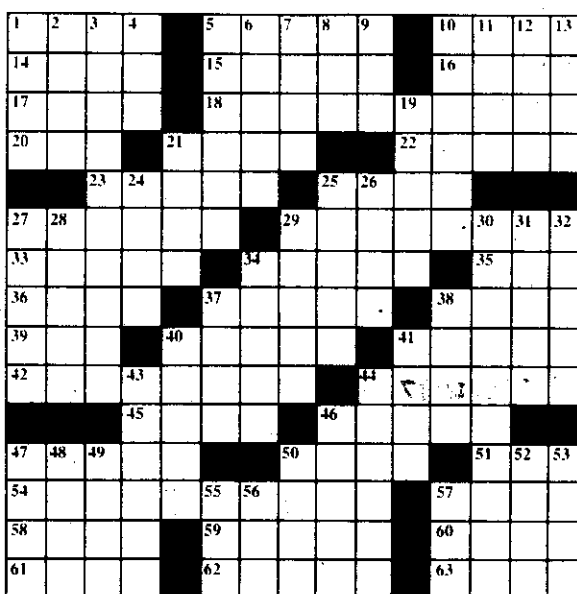
By Gerry Frey

ACROSS

- BLUE \_\_\_\_\_: SUNDAY PROHIBITIONS
- BLUE \_\_\_\_\_: FAIRY TALE BAD GUY
- Cravats
- Pain's partner
- Distribute
- Songstress Fitzgerald
- Proper's companion
- RED OR WHITE \_\_\_\_\_: Corpuscles
- Tennis term
- \_\_\_\_\_ Cong
- RED \_\_\_\_\_: BLUE LADY GIFT
- Islamic chieftain
- Paul Prudhomme, eg
- Alternatives
- NORTH AMERICAN PLANT OF THE GENUS IRIS
- Inhabitant of Croatia
- Landless laborers in Spanish America
- \_\_\_\_\_ aine: King Arthur's Mom
- High class: Variation
- Beer \_\_\_\_\_!
- Taj Mahal City
- Precedes "QUE": Dangerously close to impropriety
- Taunt
- Remains
- WHITE \_\_\_\_\_: UN-WANTED POSSESSION
- Babbles
- Crafts companion
- BLUE \_\_\_\_\_: SPECIALLY PRICED MEAL
- Opted
- Decree
- San Francisco hill
- COLORFUL FISH OR MISLEADING CLUE
- Trig term
- Territory
- African people
- Follows depend or confer
- Head honcho
- Horse or common companion
- Eras

DOWN

- Circuits around the track
- 4840 square yards
- EXECUTIVE MANSION
- Theological sch.



- Infants
- "Ella" in Boston?
- Thanks \_\_\_\_\_!
- Kanga's baby
- Prescription initials: "Give such doses"
- Start the golf game
- Troubles
- "She" in Nice
- Back talk
- North American Indians
- Vertical: Abbreviation
- Heart of the matter
- Neck and neck
- Pursue
- Red or yellow pigment
- Follow
- Beauty's companion
- Relieving
- Acquiesce
- BLUE \_\_\_\_\_: COUNTRY MUSIC
- Blueprints
- Trounce
- Nonexistence: Hinduism
- Number needed to make a crowd
- "I smell \_\_\_\_\_"
- Turkish titles
- WHITE \_\_\_\_\_: TUBERCULOSIS

- Half quarts
- Shellfish
- Big sandwich
- Keats's poems
- Huck \_\_\_\_\_
- Story starter
- Words with spelling and quilting
- Rhythm and blues: Record abbreviation
- Norma or Charlotte
- RED OR WHITE \_\_\_\_\_: BODY OF WATER

Solution to "Quick Words"

S	H	A	H	S	L	O	T	H	F	A	T	S
T	E	L	E	M	E	T	O	O	A	L	A	W
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M	A	S	O	N	S	H	O	R	T	R	U	N
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T	E	E	N	R	A	S	P	S	R	E	Q	S



**FIRST UNITED METHODIST CHURCH OF VOORHEESVILLE**  
worship, 10 a.m., 10:30 a.m., church school. Information, 765-2895.

**MOUNTAIN VIEW EVANGELICAL CHURCH**  
Bible hour for children and adults, 9:15 a.m., worship, 10:30 a.m., Sunday evening service, 7 p.m., nursery care provided for Sunday services, Rt. 155, Voorheesville. Information, 765-3390.

**NEW SALEM REFORMED CHURCH**  
adult Bible study class and Sunday school, 9:30 a.m., service at 10:30 a.m., nursery care provided, Rt. 85 and Rt. 85A, New Salem. Information, 439-7112.

**ONESQUETHAW CHURCH**  
worship, 9:30 a.m. and 10:45 a.m., Sunday school.

**PRESBYTERIAN CHURCH IN NEW SCOTLAND**  
worship, 10 a.m., church school, 11:15 a.m., nursery care provided, Rt. 85, New Scotland. Information, 439-6454.

**UNIONVILLE REFORMED CHURCH**  
worship, 9:30 a.m., followed by fellowship time, children's story hour, 11 a.m. Information, 439-5303.

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

**Monday January 11**

#### BETHLEHEM

**SLINGERLANDS PTA MEETING**  
Slingerlands Elementary School, 25 Union Ave., 7:30 p.m.

**MOTHER'S TIME OUT**  
Christian support group for mothers of preschool children, Delmar Reformed Church, 386 Delaware Ave., Delmar, nursery care provided, 10-11:30 a.m. Information, 439-9929.

**DELMAR KIWANIS**  
meets Mondays at Sidewheeler Restaurant, Days Inn, Rt. 9W, Glenmont, 6:15 p.m.

**AL-ANON GROUP**  
support for relatives of alcoholics, meets Mondays, Bethlehem Lutheran Church, 85 Elm Ave., Delmar, 8:30-9:30 p.m. Information, 439-4581.

**DELMAR COMMUNITY ORCHESTRA**  
rehearsal Mondays, Bethlehem Town Hall, Delmar, 7:30 p.m. Information, 439-4628.

**WINTER BIRDS SLIDE PROGRAM**  
Bethlehem Public Library, Delaware Ave., Delmar, 7:30 p.m.

#### NEW SCOTLAND

**QUARTET REHEARSAL**  
United Pentecostal Church, Rt. 85, New Salem, 7:15 p.m. Information, 765-4410.

**CRAFT AND FILM PROGRAM**  
Voorheesville Public Library, 51 School Road, 4 p.m. Information, 765-2791.

**4-H PROGRAM COMMITTEE**  
Cornell Cooperative Extension, Martin Road, Voorheesville, 7:15 p.m.

**VOORHEESVILLE BOARD OF EDUCATION**  
meets in the Clayton A. Bouton Junior-Senior High School library, Voorheesville, 7:30 p.m. Information, 765-3313.

**Tuesday January 12**

#### BETHLEHEM

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Delmar, 2-4 p.m. Information, 439-0503.

**FIRE MEETING**  
Board of Fire Commissioners of the Elsmere Fire District, meets at 15 Poplar Dr., Delmar at 7:15 p.m.

**LITERATURE GROUP**  
Delmar Library, 100 Rowland Ave., 1:30 p.m.

**A.W. BECKER PTA**  
meets second Tuesdays, Becker Elementary School, Rt. 9W, 7:30 p.m.

**SLINGERLANDS FIRE DISTRICT**  
commissioner's meeting, second Tuesdays, Slingerlands Fire House, Slingerlands, 8 p.m.

#### NEW SCOTLAND

**A.W. BECKER PTA MEETING**  
A.W. Becker School, Route 9W, Voorheesville, 7:30 p.m.

**Wednesday January 13**

#### BETHLEHEM

**ASH WEDNESDAY SERVICE**  
Bethlehem Lutheran Church, 85 Elm Avenue, Delmar, 7:30 p.m.

#### LEGAL NOTICE

**NORTH COLONIE CENTRAL SCHOOL DISTRICT NEWTONVILLE, NY 12128 NOTICE TO BIDDERS**

The North Colonie Central School District, Town of Colonie, Newtonville, New York 12128, invites the submission of sealed bids on February 13, 1991 for:

Miscellaneous Groceries & Meats - 10:45 A.M.  
Expendable Paper & Plastics - 11:00 A.M.

for use in the north Colonie Central School District. Bids will be received at the Administration

**Riverview Productions presents Neil Simon's Comedy "Chapter Two"**

with Richard Walsh, Denise Pipkin, Mary Keane and Jim Troyan  
**Feb. 9 and 10**  
Saturdays & Sundays

Dinner 7 pm Sat., & 5pm Sun.

**Baked Chicken Breast**  
Dinner/Show.....\$18  
(Group Rates Available)

**Doane Stuart**  
**Dinner Theater**

(rte. 91A mi. so. of Thruway Exit 23, Albany)  
Reservations.....463-3811

## Circus

(From page 15)

circus at the Knick Arena. A unique feature to the circus' shows in Albany is a 10-minute performance by area children's artsgroups at the beginning of each show.

The Albany League of Arts was approached by the promoters of the Moscow Circus and asked to coordinate the addition of children's arts groups to each of the nine shows, according to the Albany League of Arts' Doug Pace. Applications were made available to area groups, and a panel of nine community leaders selected the groups to give a performance. He said the groups chosen represent artistic merit, performance experience, professionalism, and the ability to represent both cultural and disciplinary diversity of art forms in the Capital District.

Robert Streifer, coordinator of the international studies program at the Clayton A. Bouton Junior-Senior High School and head of the foreign language department, said because of the cutbacks the Voorheesville district must make to meet its budget, no student groups from the district will be attending. Streifer saw

the circus in Moscow, and was "impressed by the number of children attending." There aren't too many places in the Soviet Union where it's possible to see families together "doing something for entertainment," he said. "It's nice to see people, parents with children, in a relaxed, warm atmosphere."

Local students that will be attending the special question and answers performance is a group headed by Ron Cowit, a teacher at the Forts Ferry Elementary School in Latham. He said he made the arrangements in the late fall, and has been working with his students about circus activities. "We're writing circus stories," he said. "They're really excited."

This year's program is "totally different" than previous years', according to Narosov. Tickets for the opening show, 7:30 p.m. on Feb. 13, are half price. Regular box office prices are \$20, \$16, \$13 and \$9, and tickets are available through the Knick Arena box office and Ticket Master Outlets. Other performances are Feb. 14, 10:30 a.m. and 7:30 p.m., Feb. 15, 7:30 p.m., Feb. 16, noon, 4 p.m. and 8 p.m. and Feb. 17, 1 p.m. and 6:30 p.m. For information, call 487-2000.

#### LEGAL NOTICE

Building in Newtonville, New York, at which times and places all bids will be publicly opened. Specifications and bid forms may be obtained at the same office.

**BOARD OF EDUCATION NORTH COLONIE CENTRAL SCHOOL DISTRICT**  
Town of Colonie  
County of Albany Newtonville, New York 12128

By: Thomas J. Rybaltowski  
Purchasing Agent  
February 6, 1991

## ALL YOU CAN EAT BREAKFAST BUFFET

**Sunday, February 10, 1991**

**9:00 to 12 noon**

**at the Bethlehem Elks Lodge**

**Route 144**

**Selkirk, NY**

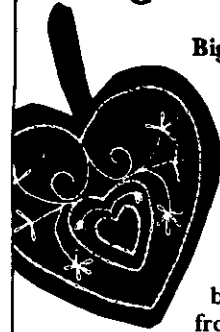
#### Menu:

**Pancakes, Eggs, Sausage, Bacon, Waffles, French Toast, Elk Gravy, Juice and Coffee**

**Adults: \$4.50 Children under 12: \$2.50 Senior Citizens: \$3.50**

**For more information call 767-9959**

## Big-Hearted Valentine



**Big-hearted Valentine's Day gifts**  
New from Thailand: Heart-shaped etched dangle earrings and elegant black lacquer heart boxes. Carved soap-stone heart frames or shesham wood frames inlaid with brasshearts from India.

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**383-3898**

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**439-4940**  
Ask for Advertising

### FRIDAY NIGHT DINNER

at  
**BETHLEHEM ELKS LODGE #2233**

**February 8th**  
6:00pm - 9:00pm

**N.Y. Strip Steak \$9.95**  
**Fresh Filet Fish \$7.95**  
**Fresh Stuffed Chicken Breast \$9.95**  
**Choice of Mashed Potato or French Fries**  
**Salad Bar-Soup-Vegetable**  
**Coffee or tea included**

#### CHILDREN'S MENU

**Hamburger \$2.95**  
**Hot Dogs \$2.00**  
Includes French Fries & Ice Cream  
(Children's Menu Only)

Music by DJ Lefty Ellis  
from 9:00-11:00

For information or reservations  
Call 767-9959

Members and Guests  
Rt. 144, Selkirk

(6 miles from 787 South - S. Pearl St. exit)

**Albany Symphony Orchestra**

**60th Anniversary Season 1931-1991**



#### FEBRUARY 8 & 9

David Alan Miller,  
guest conductor

**SIBELIUS: Finlandia**

**LINDROTH: A Fire's Bright Song**

**FINE: Toccata Concertante**

**TCHAIKOVSKY: Symphony No. 5**

Fri.-Troy Savings Bank Music Hall  
Sat.-Albany Palace Theatre

Concerts at 8 pm

**TICKETS: 465-4663**

## INVEST SOME TIME IN YOUR SON'S FUTURE... ATTEND THE ALBANY ACADEMY

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**SUNDAY, FEBRUARY 3**

**2 p.m. — 4 p.m.**

**SNOW DATE : FEB 10**

An Opportunity to:

- Tour the Campus
- Talk with students, Faculty, Administrations, and Alumni
- Discuss the Academy's comprehensive educational program

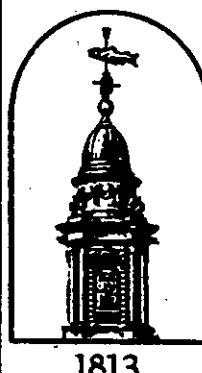
#### The Albany Academy Features:

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- Student — Faculty ratio of 12-1
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**Carmen M. Marnell**  
Headmaster

**B. Tucker Gilman**  
Director of Admissions

**THE ALBANY ACADEMY**  
Academy Road  
Albany, NY 12208  
(518) 465-1461



1813

## Dance

(From page 15)

worship. The space is "unobstructed, because they didn't want anything in their way," she said. "We've used the meeting room for all kinds of things," she said, including square dances and contra dances. The room can fit about 500 people, but the Shaker Society is expecting Sunday's turnout will be more like 100 people, she said.

Volunteers and interns have been working on creating Mardi Gras masks, said Conroy-LaCivita, and will also decorate the meeting house in festive Mardi Gras fashion. Refreshments will include non-alcoholic beverages—including tea, naturally—and Shaker cookies and desserts. Children are welcome, and there will probably be some special amusements available to them, according to Conroy-LaCivita.

## Home

(From page 15)

will be on display at the home show.

With mandatory recycling also on the way, Merrill said that products to help homeowners organize recyclable materials are also new.

"Trash compactors are out, and products like the ecology drawer with three different bags for recyclables are in," Merrill noted.

A product for the bath that provides safety against scalding, a pressure-bal-

Proceeds from ticket sales — \$2 for members and \$3 for nonmembers — will help the Shaker Heritage Society fund its educational programs and other projects. The organization's current venture is agricultural: working jointly with 4-H Clubs and Cornell Cooperative Extension of Albany County, the society plans to acquire six shorthorn beef cattle. "We have a couple of grants," said Conroy LaCivita, but the society will need money from fund-raisers, as well, to cover the cost of installing new fence and other incidentals.

The Shaker Heritage Society stages about seven festivals a year, including its annual Community Awareness Day, held in July, an antique show, craft fair, Christmas shop and Shaker reproduction shop. The idea of a tea dance is something new, said Conroy-LaCivita. "It should be a lot of fun, because you don't hear about them often."

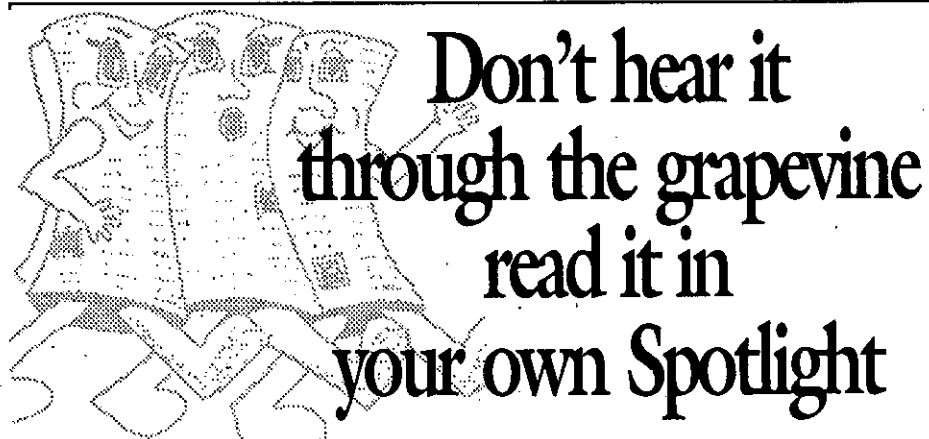
anced hot water valve, used to cost a "fortune," according to Merrill, but now is available for only about \$20.

The Great Northeast Home Show '91 will be on Friday, Feb. 8, from 5 to 9 p.m.; Saturday, Feb. 9, from 9 a.m. to 7 p.m.; and Sunday, Feb. 10, from 9 a.m. to 6 p.m. Tickets are \$5 for adults, \$4 for seniors and children eight to 12 years old, children seven and under free. Discount coupons worth \$2 off admission are available at Price Chopper supermarkets.

## THE SPOTLIGHT EDITORIAL

Part-Time Writer to cover News of Selkirk and South Bethlehem and RCS School District.  
Call Susan Graves, Managing Editor

**439-4949**



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- local sports
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<input type="checkbox"/> 24 months at \$48.00	<input type="checkbox"/> 24 months at \$64.00
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## CLASSIFIED ADVERTISING

## CLASSIFIEDS

Minimum \$8.00 for 10 words, 30 cents for each additional word, payable in advance before 4 p.m. Friday for publication in Wednesday's newspaper. Box Reply \$3.00. Billing charge for business accounts \$2.50. 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.

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SELL YOUR PROPERTY on our televised real estate auction. Minimum cost; maximum exposure. 800-666-2243. The Real Estate Auction Center.

### BABYSITTING SERVICES

BABYSITTING; warm loving home. Mother daughter team, excellent references 475-0817.

7TH GRADE student looking to babysit. Delmar area. 439-3990.

### BUSINESS OPPORTUNITY

INVENTORS/APPLY NOW! 14th Annual International Inventors Expo '91. May 30 - June 3, 1991. JAVITT'S CONVENTION CENTER. Choice locations available. Call (212) 877-4047. Write IIA, POB 791, Planetarium Station, NYC, NY 10024.

### COMPUTERS

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BEAUTY SALON for sale, one person shop, Delmar location. Eves. 767-9937 after 6pm.

\$ FIRE YOUR BOSS \$ Own healthy snack/drink route locally. Requires 8-10 hrs./week and \$15,000 cash investment. Recession proof, turnkey. \$30,000+ per year possible. Call operator 6, 1-800-782-1550.

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HOUSECLEANING - openings on Tuesdays and Thursdays. Call 785-9308, leave message.

HOUSECLEANING: reasonable, reliable, references. Call Marlene after 6pm M-F. 797-3916.

CLEANING: Home/Office. Excellent work. Reasonable. Dependable. Call: Rebecca 272-3464.

HOUSE CLEANING DONE Homes Apartments offices, windows, low rates, insured, 10 years experience in Delmar area. References. Call Cathy 462-2897.

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SEASONED WOOD cut, split, delivered. Face cords, 1/2 cords & full cords. 872-1702, 872-0820.

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### HANDYMAN/CARPENTER

HANDYMAN/CARPENTER. Small jobs welcome. Call Douglas MacArthur 766-9634.

### HELP WANTED

LPN's and RN's for part-time staff relief in Albany and Troy area. Call Northeast Nursing at 475-9506.

FILE CLERK; doctors office: Part-time, 4 days per week, flexible hours. Send reply to Doctors box - PO Box 8915, Albany NY 12208.

OCCASIONAL SUBSTITUTE sitter for preschool playgroup. Tuesday, Friday mornings. Possible regular hours in future. Call Debbie at 439-9976.

FREE classified ad service for job hunters looking for employment with a weekly newspaper in New York State. Send your ad to NYPA Newsletter, Executive Park Tower, Albany, NY 12203.

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**CLASSIFIED DEADLINE - 4:00 PM FRIDAY**  
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1	2	3	4	5
6	7	8	9	10
\$8.30	11	\$8.60	12	\$8.90
13	\$9.20	14	\$9.50	15
\$9.80	16	\$10.10	17	\$10.40
18	\$10.70	19	\$11.00	20
\$11.30	21	\$11.60	22	\$11.90
23	\$12.20	24	\$12.50	25
\$12.80	26	\$13.10	27	\$13.40
28	\$13.70	29	\$14.00	30
\$14.30	31	\$14.60	32	\$14.90
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LEWANDA JEWELERS, INC. Delaware Plaza. Expert watch, clock and jewelry repairs. Jewelry design, appraisals, engraving. 439-9665. 30 Years of service.

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ADOPTION: Childless loving couple wishes to give newborn wonderful home with secure future. Plenty of love from extended family. Expenses paid. Call Elaine & Jim collect 516-385-0018

MAKE A FRIEND... FOR LIFE! European, Australian, Yugoslavian High School exchange Students...arriving August. HOST FAMILIES NEEDED! American Intercultural Student Exchange. Call toll free 1-800-SIBLING

ADOPTION: Loving couple from large families wish to devote their lives to your newborn. We'll give your baby the best of everything, warm, happy, loving home. Complete financial security. Expenses paid. Confidential. Call Jane & Tom evenings/weekends 212-509-5117.

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MOVING SALE.. Our owners cannot take us with them and we're really just like new. Do you know anyone who could use us? CUSTOM LEATHER SECTIONAL, three pieces, light grey-beige, \$1600 - originally \$6000; ELECTRIC BED fully adjustable with vibrator 78"x52" \$800; MIRROR DRESSER and NIGHT STAND. Feminine, light wood. \$500 FUTON - WOOL & COTTON Full size 78"x52" \$25; CONTEMPORARY BED FRAME with slats \$100 518-489-0891.

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FEMALE ROOMMATE needed to share 3 bedroom comfortable apartment in Delmar. Approximately \$300 per month. 439-0767

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KENSINGTON APARTMENTS: 2 bedrooms, living, dining, garage. Gas heat with A/C. Exclusive to seniors, ask about our Feb. lease incentive. Contact Realty Assets 482-4200

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DELMAR: Quality Office Suites available with excellent parking. 721 SF/\$575+ utilities - 425 SF/\$325+ utilities. Floor plan at brokers. DELMAR excellent Office, Service or Retail space on Delaware Ave. 1425 SF @ \$8 +, off street parking - good visibility. Pagano Weber Inc. 439-9921

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DELMAR: Excellent location great visibility - on site parking. 1600 sq.ft. first floor combination of private office, conference facility, Bullpen area. \$225,000. Pagano Weber 439-9921

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WEBER  
439-9921

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Judie Janco

January Salesperson of the Month  
Part of the Robert's Team  
Working for You

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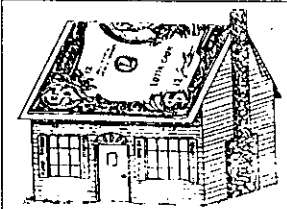
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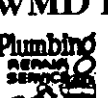
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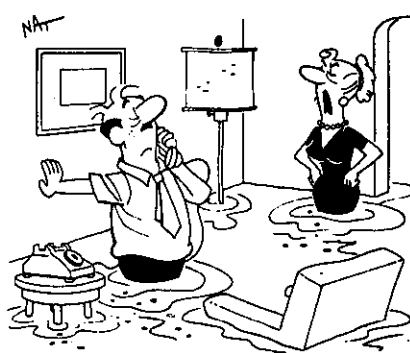
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# Airlines want new terminal — pronto

By Debi Boucher

"The airlines feel that our passengers have suffered long enough in Albany, and we want to see a new terminal built as fast as possible."

So spoke a representative of four of the five jet carriers at Albany County Airport, explaining why the group has switched allegiances and is now supporting the management plan proposed by a partnership between British American Ltd. and Lockheed Air Terminal Inc.

Kathy Fragnoli, senior real estate attorney with American Airlines, said representatives of the British-American/Lockheed partnership were offering the airlines guaranteed landing fees and lease rates for a 10-year period. She said American, United, Northwestern and Delta were in favor of that plan.

"We don't have a lease now; we never know from one day to the next what landing fees or rentals are going to be," said Fragnoli.

She explained, "We tried to negotiate with CDTA two years ago when the airport was going to be turned over to them." Since the bidding process opened up after that, with the county first considering selling the airport, then asking for management proposals, then saying only parking area might be involved, the airlines have not negotiated any lease arrangements with the county, she said.

The other management proposal in the running, by a partnership between the Capital District Transportation Authority and the Capital Region Airport Development Corp., a not-for-profit organization set up by prominent busi-

ness leaders, would use plans developed for the county by the architectural firm of Einhorn Yaffe Prescott in developing a new terminal for the airport.

Those plans, however, hold no favor with the airlines, according to Fragnoli. "The airlines don't feel any airport should use plans that have been developed without any input from the airlines," she said. "We had some conceptual input — very little — two years ago," when it looked as if CDTA would be taking over the facility, she said.

At the time, she said, the airlines thought the study was purely conceptual. "We didn't even know they were drawing these plans," she said.

Dennis Fitzgerald, executive director of CDTA, said that while using the Einhorn Yaffe Prescott plans — said to be nearly complete, at a cost of \$1.5 million — "was our basic plan," his organization would be willing to hear input from the airlines.

He cautioned, "We haven't seen those plans in well over a year now." He said the airlines "had agreed to that plan" when they were consulted two years ago. "When it was thought the airport was going with CDTA, we had the airlines involved," he said.

USAir seems to be the only major carrier not supporting the British American/Lockheed deal. "We haven't taken a stand," said spokesperson David Shipley. "We haven't really had a chance to compare the two (proposals)."

But Fitzgerald said USAir supported the CDTA/CRAD plan. Of the other airlines, he said, "I don't know if they have changed their opinion of our proposal." He said

the management plan offers airlines flat fees for landing and lease rights that should be comparable to those offered by the competing plan.

"I refuse to believe that they can offer a terminal or a development plan at a lower price," he said. "We are not seeking a profit, since ours is a break-even proposal, so I would think our costs would be lower."

Peter Cornell, president of British American, said, "I would think we should be in a good position with the county," now that the airlines are backing the British American/Lockheed proposal.

He said the guaranteed rates for the airlines would be made possible by development of rental properties on the 200 acres of land across the street from the airport that the partnership would purchase from the county as part of the deal.

Plans for a Hilton Hotel on the site are tentative, he said. "We have a letter of intent from Hilton, but when we got the letter, it was a stronger economy." The bulk of the space would largely be used for distribution facilities, Cornell said. "The site could hold 300,000 of space," he said, venturing that it would "fill up very quickly," since there is a need for distribution space at the airport.

Albany County Airport is "the oldest commercial airport in the United States," according to Fragnoli. "The capital of New York State deserves much better," she said, noting that many businesses judge cities by the quality of their airports. "I travel three days a week, and I'm in and out of airports all the time. I have to say it, it's the worst," she said of Albany's terminal.

## Bank honors employee

First American Bank recently awarded Raymond J. O'Malley of Voorheesville with its first class banker award. The award is presented to a First American employee who exemplifies excellence in carrying out his or her responsibilities. Candidates are nominated by their fellow employees.

O'Malley is assistant vice president and facilities manager for First American Bank. He is responsible for the bank's facilities in upstate New York and Manhattan, and manages new construction and renovation projects. With the bank since 1962, he was assigned to the property management department in 1985.

## Contract

(From Page 1)

schedule for the 1991-92 schedule, while the 1992-93 schedule will add 8.7 percent new money to that schedule, he said. An additional \$65,000 will be applied "to make necessary adjustments" to discrepancies in the salary schedule, he said. That increase will "not impact" the current budget, he said.

The salary increases are within what the Public Employee Relations Board factfinder, Kevin Flanagan, recommended, Coffin said. Flanagan, assigned in mid-December to review the contract negotiations, submitted his non-binding report to the district in late December.

The proposed contract needs to be "examined" and ratified by the board of education and the Voorheesville Teachers Association, Coffin said. If ratified, the contract will take effect in March. In addition, "an evaluation system will be in place" by the 1991-92 school year, he said. The evaluation system, to be worked on by the teachers union and Superintendent Alan McCartney, will be "a positive instrument to deal with those (teachers and staff) that don't meet the standards," he said.

Richard Mele, VTA president, read a statement in which he thanked all those who've supported the teachers. The union sent a Jan. 31 a bulk mailing to community members "appealing" for their support, he said. Teachers have been working without a contract since June 30, when their previous contract expired. Teachers requested a salary that was

competitive with other Colonial Council schools.

"I feel very good that it's a fair package for the teachers and the district," Mele said. "We worked all day today, from 10 this morning. We've achieved a favorable agreement to all sides."

McCartney said that "both sides came to a compromise" to reach an agreement. "Negotiation means compromise," he said. "Now we must turn our energies onto the fiscal crisis."

There was mixed reaction from board members in the collective decision on the salary increases. While board member Judith Shearer said she thinks the agreement is "absurd," John Cole said it was "fair for both parties."

"I think it's outrageous in the economic times we're in," Shearer said. The 8.9 percent increase is "too high," she said, and the "average person will feel this."

Cole said the agreement reached as a result of "long negotiations" in the collective bargaining between the VTA and the board was "fair." He said the district offers a "good place to work" for the teachers, and it is "so tough" because neither party was "able to get what they wanted."

Voorheesville resident Edita Probst said she feels "sorry for those on a fixed income" because the salary increases will affect taxes. "I do feel the teachers deserve a raise, but in light of the economic times" it will be hard on some, she said.

## Town cuts

(From Page 1)

creating user fees for recreation department services.

He said layoffs of town personnel would only be considered "as a last resort."

Under the governor's plan, some of the cuts would be returned to municipalities through an "omnibus mandate reduction bill," designed to relax costly program requirements, Markowitz said. The bill will be introduced during the forthcoming session as part of the executive budget and would eliminate what Markowitz termed "outdated" and "nuisance" requirements regarding local borrowing, bookkeeping, criminal justice and other practices, resulting in "a positive effect" on local governments.

"We have not attached a spe-

cific price tag to it for individual classes of local governments because it really is going to vary," Markowitz said. "We can't tell at this point how much, for example, what we're doing in the bill would impact New Scotland, Bethlehem, or Albany County. We do, however, believe that the cumulative effect of what we're talking about is substantial — in the hundreds of millions of dollars." But he said the changes won't have enough impact to offset the revenue sharing cut.

"In other words, it's fluff," Ringler said. "It sounds great in a budget message, but in reality where are they saving any money." He said his biggest complaint with the proposal was that the monies weren't eliminated for cities as well. "I find that to be inequitable," he said.

## Cuts

(From Page 1)

looking at things like increased class size. All those things that people don't like, that's what we're looking at."

McCartney said the district would need to consider staff layoffs as well. "Yes, that's something you have to look at," he said.

Loomis also said the district would need to "consider very seriously" staff cuts, as well as cutting services, and eliminating and reducing programs if the governor's proposal goes through. "It's going to force us to reduce expenditures, there is no two ways about it," Loomis said.

Loomis said 1991-92 is the year the largest debt service bond payment for building additions to the district's three grade schools is due. As a result, the school should be receiving a substantial amount of state building aid, he said.

"This district normally would have a great deal more state aid coming to it than the governor's proposal," Loomis said. "Even though these figures show an increase for Bethlehem, this is really very bad news."

Schwartz said the numbers he has seen are in line with what the district had been anticipating for 1991. But he emphasized that his district's small increase must be considered in context with last year's cuts, reduced property assessments within the district, and fixed costs for next year like already-contracted salary increases.

"It certainly doesn't put us ahead by any stretch of the imagination," he said. "While it looks as if we're one of the lucky ones in that we're not getting any less, it really isn't more because we had to absorb so many of those losses this year."

Schwartz said he thinks the governor's proposed school aid allocations will become the subject of a political battle for funds between upstate and downstate schools.

"You're going to have the Westchester, Suffolk and Nassau county legislators fighting with the upstate legislators to determine how that pie is going to be cut," Schwartz said. "It says in the governor's proposal that we're going to get \$102,000, but that doesn't mean that in fact we're going to get it."

"They (downstate representatives) take it from here and put it down there, and they've got the numbers and votes to do it," he said.

Loomis said the district will do everything it can to "minimize" the impact of the cuts on taxpayers. "But what the governor has done through his proposal is shifted the burden of support for education from the state level to local communities like ours, and there is no way to get around that," he said.

*In Glenmont The Spotlight is sold at Grand Union, CVS, Glenmont 5A's, Cumberland Farms, Stewart's and Van Allen Farms*

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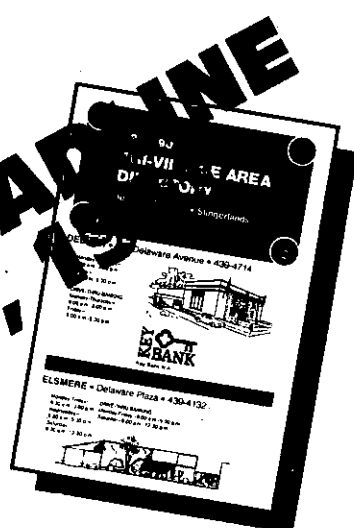
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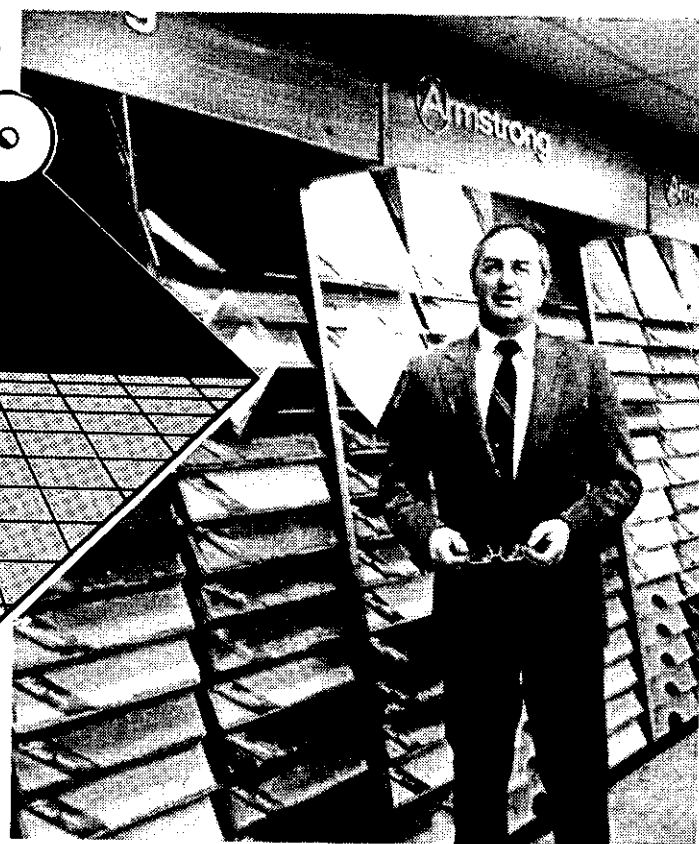
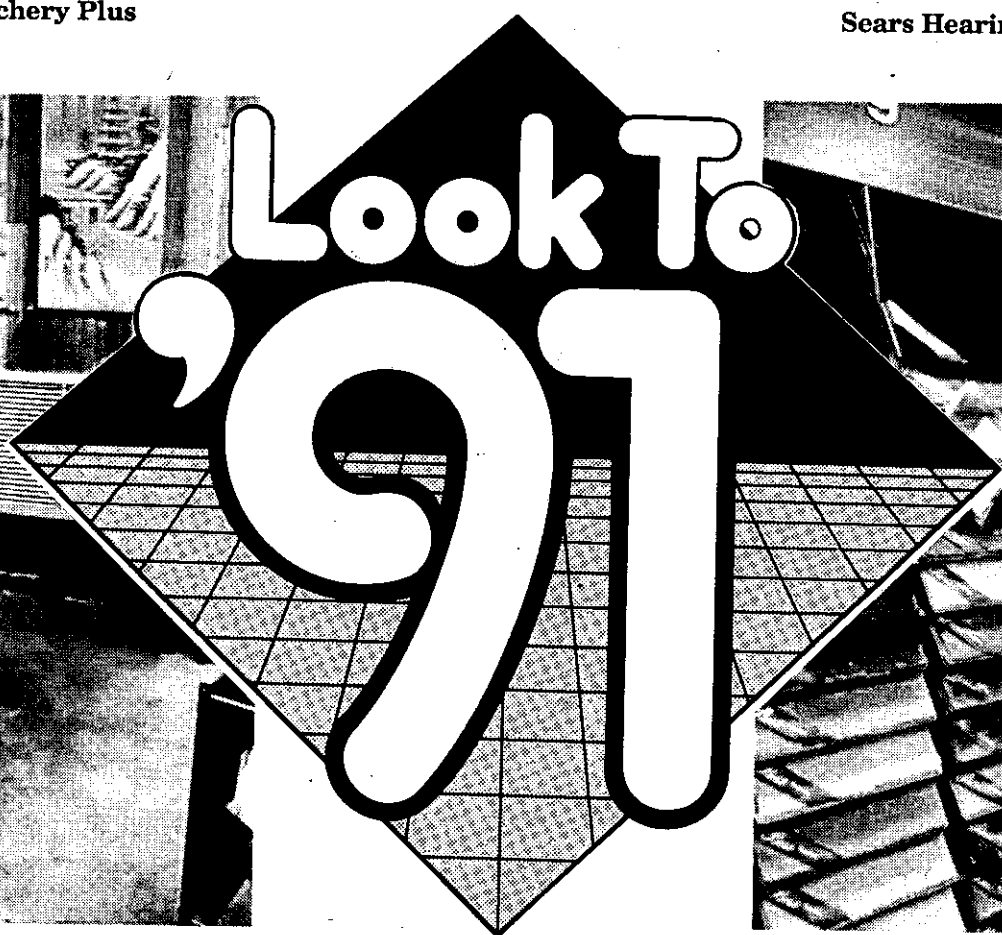
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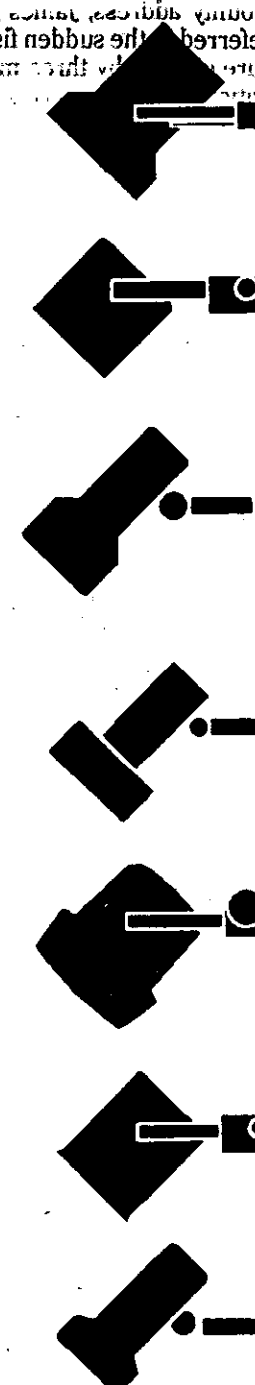
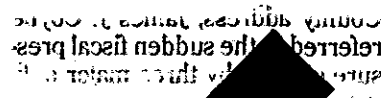
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# 1990 business picture not all bleak

By Renée Hunter

With an apparent recession on hand, many people think that businesses are in trouble. Consumers supposedly won't be spending much money and that makes for a bleak economic forecast.

But everything in 1990 wasn't dismal for area businesses. Some did see a drop in business, some saw little change, and some saw progress.

"There's no such thing as a universal recession where everything is down," said Mark Alesse, state director of the National Federation of Independent Businesses. While small businesses may feel the effects of tightened consumer spending more than larger businesses with corporate backing, the outlook is not necessarily all bleak for the small business owner.

The Albany-Colonie Regional Chamber of Commerce reports that there are some businesses with positive growth in 1990 and bright forecasts for this year.

William T. Wescott, the executive vice president, said one way the chamber evaluates business progress is by analyzing the number of chamber memberships sold. "Renewals are holding up well. If the economy were hitting hard, it would be somewhat the opposite," he said.

According to Nancy Kruegler, executive director of the Latham Area Chamber of Commerce, there was a "significant increase" in the number of memberships "begin-

ning in the final quarter of 1990," reflecting, she said, the fact that memberships "traditionally increase during economic slumps."

Contributing to the increased membership, she said, were such factors as projected increases in health insurance and "increasing awareness" that new steps "must be taken to offset the recessionary trend."

Kruegler said results of a business climate survey among chamber members, originally scheduled for release in mid-January, won't become available until "early February."

The economy is often judged by the sales at the end of the year, marked by Christmas shopping. The 1990 holiday shopping season "wasn't record breaking, it wasn't real good, but at the same time it wasn't as bad as was predicted in July and August," said Ted Potrikus of the Retail Council of NYS, Inc. Many analysts said last year would be the worst ever, but it didn't turn out that way, he said.

Every year the Retail Council surveys businesses across the state to find out how many sales were made. Retailers found consumers were more wary because of the Persian Gulf war, the uncertainty about oil prices, and job layoffs, Potrikus said. "When you throw all that stuff into the same pot of stew, it doesn't taste so good."

"The Capital District seemed to do relatively well, but that is a relative term. They held their own,"

said Potrikus. "Some stores did brilliant record-breaking by their own accounts."

Early in the Christmas season, sales were up in books and electronics as people were buying more home entertainment products.

According to the Retail Council survey, the unseasonable warm weather put a dent on selling winter items. "You can't sell a flannel shirt when it's 65 degrees," Potrikus said. But temperatures went down the last week before Christmas and winter clothing sales did improve, he said.

Most retailers were ready and prepared for a slower season, and had smaller store inventories, according to Potrikus. When prices were lowered as the holiday season ended, retailers saw more sales.

Looking ahead, Alesse said businesses in the Capital District are poised for more harm considering the 18,000 job layoffs predicted by 1992 by Governor Mario Cuomo. While all of them won't be in this area, Alesse feels the majority will be. That means area small businesses will have to fight even harder to survive while large businesses will have an easier time since they have larger, stronger financial backing.

Some new businesses were able to thrive in 1990. Jaye Sprinkle, owner of the Travelhost in Delmar, said her agency was able to do well in its first year of operation. What helped was the high level of

service provided to the clients, she believes. Because of the rise in airline fares last year and the fear of international travel, Sprinkle said people were not taking as many trips, resulting in travel industry revenues being down in the last quarter.

While her business is doing very well, Sprinkle said it may not be meeting the expectations she had two years ago. "But there was no way to foresee the world crisis," Sprinkle realizes. She hopes building a loyal client base will assist her continuing progress.

"Support of customers will be critical in 1991," said Bob Peavey of Contemporary Computers in Latham. Like Sprinkle and many area business owners, he hopes that by providing service to consumers, the chances of survival are better as the economic situation is predicted to get bleaker.

Linda Katlen, manager of Bagelicious Etc. in Delmar, said that 1990 was successful for her business. The reason was that she sells a unique line. There are no other bagel only stores in Delmar. But for other food establishments, Katlen sees a chance of progress. "There shouldn't be that much of a loss in the food industry. People still need entertainment and they get tired of cooking. They might not go out as often, but they will still go out," Katlen said.

If her business sees a drop in sales, Katlen predicts it will be in lunch customers as more people will brown-bag the meal when money becomes tighter.

Another business expecting to

see more progress is Sawchuk, Brown Associates, a public relations firm. "For some reason we're doing well," said David Brown. "Despite some clients whose industries are affected by the 'downturn', we project steady growth in 1991." He says that even when times are bad, companies still want to explain what is going on to their clients and stockholders.

In January, 1990, the 530 business members of the Latham Area Chamber of Commerce were ranked at the top in the Marvin and Co. survey of growth, profit, employment and expansion for the nine chambers in the capital region. "We're optimistic that the same will occur (this year) and our service area will remain strong," said Kruegler.

"Albany County has a lot of development potential," said Wescott. But, he says, development depends largely on the attitude of government, which sometimes does not want more stores and housing.

"We have seen some growth, but in general we would support a more comprehensive general master plan," Wescott said. He sees a need for more affordable housing. Manufacturing and service industries workers have wide ranging incomes, and that means everyone can't have a \$300,000 house, Wescott said.

About shopping malls, he declared, "the newest and best are always going to do well if they are planned well."

## Coyne: Some pressure off county

One year ago, in his State of the County address, James J. Coyne referred to the sudden fiscal pressure created by three major obligations for the county treasury.

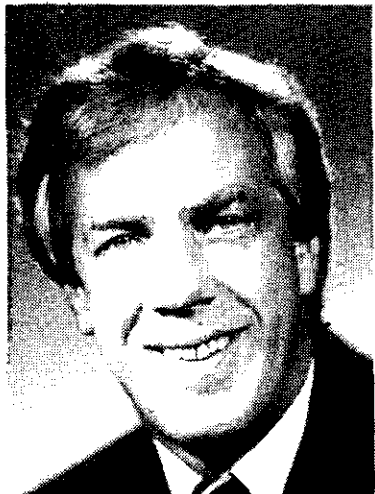
In 1990, the county executive said in his new State of the County address, those obligations were dealt with, relieving that pressure. The shortfall in 1989 sales tax revenues has improved to the point where 1990 receipts exceeded county estimates by \$840,000 and have increased over the previous year's receipts by \$3.8 million, he said.

The newly required debt service payments on 1989's various purpose bond issue has now been built into county appropriations, and reflects a commitment to road and bridge improvements, jail expansion, completion of the Knickerbocker Arena, and airport glycol cleanup, he said.

The third, most troublesome, obligation — devastating impact of the 1989-90 state budget — appeared to have been eased when the state budget for 1990-91 was adopted last spring, promising an easing of the continued burdens thrust upon county governments — "or so we thought," he said.

But state mandated spending and loss of aid boosted the local share by nearly \$3 million. "Largely in some very expensive social services programs, these increases illustrate the unpredictability of state-imposed property taxes. Only seven states in the nation require local fiscal participation in social services programs, and New York's is by far the most burdensome," he said.

According to Coyne, the forthcoming 1991-92 state budget will likely make matters worse by reducing state financial participation in mandated programs and by



James J. Coyne

further drying up assistance to local governments.

Apart from state budget woes, Coyne mentioned:

### Albany County Airport

Coyne said that "amid the controversy surrounding the future" of the airport, the facility "has become a commuter hub in this part of the country for several regional carriers." He was led to propose what he termed "corporatization" of the airport by the Graham-Rudman tax reform bill of 1986 and the "national movement toward shifting the tax burden from income to property. Given the restrictions on counties in New York State to raise non-tax revenue, airport corporatization signals a new approach to both facility development and public finance," Coyne said. He said that "in just 11 days," when requests for proposals for "corporatized airport parking are due," the county will have "three viable alternatives which will assure five years of tax cuts and enough revenue to fund state-imposed court improvements."

### Public Safety

Ground breaking for a 100 cell expansion of the county jail began last September. Phase two will add

an additional 200 cells this year. Added to the new dormitory and modular units, capacity will nearly double, with total county commitment exceeding \$30 million.

### Transportation

The beginning of a \$25 million multi-year program to restore and ensure the safety of county roads and bridges last year saw the beginning of reconstruction projects on nearly 20 miles of county highways and seven bridges, guide rail and traffic signal installations, and resurfacing and drainage projects. Project costs in 1990 amounted to nearly \$8 million, he said.

### The Knickerbocker Arena

"The Knickerbocker Arena is nearly one year old and is widely acclaimed as a success and a genuine asset to our region," he said. Besides its intrinsic value as a cultural and entertainment center, attention is often given to its economic impact. Its annual mortgage is more than offset by facility generated revenue, hotel tax receipts, and sales tax generated, he explained.

The basis of local public finance in the United States is the real property tax. However, he continued, some states like New York also allow local governments to share in sales tax receipts. "In 1981, the legislature at my request changed the formula to distribute the local share of sales tax, providing a more generous portion going to the towns and cities," Coyne said. "In what became a new county revenue sharing plan to help contain the cost of town and city property taxes, I am pleased to announce, has to date provided for the transfer of more than \$50 million in new revenue from Albany County to the municipalities within the county."

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# Bethlehem tightens budget belt

By Ken Ringler

Our town along with every other government entity in this state and every resident of the state is in a very difficult position due to current economic conditions.

The budget that was adopted in November is as modest as it can be with only a 4.7 percent in expenses. However, this budget is still only a plan. It is a plan that will have to be monitored very carefully during this year and further cutbacks may be required as events unfold. We have already put into place controls on spending and hiring in the town and are now monitoring our expenditures very closely.

We are faced with ever decreasing support from the state and with current economic conditions, sales tax revenue may fall short of what we projected. We may, however, as a result of the census data, which is almost finalized, show an increase of population in our community.

With an increase, I am hopeful that the Albany County Legislature will adjust the sales tax allocation to provide additional funds to



Ken Ringler

us based on population. Again, I am sure our residents know that in these difficult times of recession, things must be tightened at home, and we in government must also tighten our belt.

Maintaining stability in our taxes has always been tied to economic development and assessed valuation. The building inspector's annual report for 1990 showed that

there was an economic turn down of activity in our community. When this happens, we are all affected. There are currently several proposals which are in the preliminary planning stages which if they come to fruition, will have a substantial impact on our revenue picture.

Cibro Petroleum has proposed a \$100 million overhaul of their facility; there is a proposal for a very large shopping center on Route 9W that will have to be looked at very carefully for the impacts on the community, but would have a very positive impact on our tax base; and another proposal for a co-generation facility which will use natural gas to be built on the General Electric site.

This particular facility, at a projected cost of more than \$140 million, again would have a very positive effect on our tax base. It is most important for us to attempt to attract facilities to our community which do affect us positively. However, we must always look closely at the other impacts of such facilities to ensure positive effects are not offset by other factors.

new department managers and cashiers. There are no plans for cutbacks because of a slowing economy, the managers say, and there will be continued emphasis on further development of the pharmacy operation, which is proving to be a popular department.

The Sears Hearing Aid Systems store is in the forefront of the hearing aid centers that are aware of and stock the many new products that have been coming out lately to assist those with hearing problems. Store Manager Toni Tiberi, left, checks Steve Ramondo's hearing.

The store is located at 1425 Central Ave., Colonie, providing both hearing aids of many types and batteries required to operate them. Services include, Tiberi said, free hearing aid evaluations and service and repair of all makes and models of hearing aids. The store opened 1982 and was acquired by Tiberi and November of 1986. A new line of the most modern hearing aids, Ultima, will be expanded in the coming year.

Kenneth E. Buhrmaster, chairman of the board of the First National Bank of Scotia, is also president of the board of the New York State Teachers Retirement

COVER/ page 38

# Colonie to hold line on spending this year

By Sal Prividera Jr.

Despite fiscal constraints, 1990 was a good year for Colonie, according to Supervisor Fred G. Field.

Although building in the town decreased to \$75.2 million in 1990 from \$93.8 million in 1989, Field said, "The bottom hasn't fallen out." He points to several major commercial building projects in the planning process or that will get under way in 1991 including the 283-unit Schuyler Landing project, the 332-unit Colonie Meadows and the 700,000-square-foot Latham Farms retail shopping center.

Several significant town projects came to fruition in 1990 including the full operation of the Emergency Medical Services Department and mandatory residential recycling, which helped reduce the waste stream by 18 percent.

Progress on the new Public Safety Center including the new 800 megahertz communications system and Public Operations Center are also among the projects Field highlights.

The EMS Department expects to begin operation from at least two of the four planned stations during 1991. The shared facility with the Midway Fire Department is being used, and the town has made an offer of \$195,000 for the former North Colonie Ambulance building on Route 9. The department is responding to 80 percent of its advanced life support calls in under six minutes, he said. With a 1991 budget of \$1.7 million, the EMS Department is now a major town program.

The town started its mandatory residential recycling program in September and is anticipating mandatory commercial recycling in March. The project included the construction of a \$1 million materials recovery facility at the landfill. The town has established markets for its recyclables and recently added tires to the program. Tires will be accepted at the landfill for \$1 apiece, and they will be removed by Mohawk Tire at a cost to the town of \$70 per ton.

Carondelet Commons, a 50-unit senior housing project, was dedicated in 1990, and the town hopes to gain approval for another 50 units of "badly needed housing for the elderly," Field said.

The Airport Generic Environmental Impact Study begun in 1990 is expected to be before the town in "another couple of weeks," Field said. The completed GEIS will help



Fred G. Field

the town "know where we'll be 20 years from now."

Taking advantage of a state project to widen Route 7, the town will install improved water and sewer service under the road while the construction is taking place. It will provide sewer service to many homes in the Verdoy area that are not on the system, Field said. The town's share of the project is \$1.035 million.

Field is looking at 1991 as a "hold-the-line year" but after taking measures to offset the loss of state funds, he is concerned about future state cuts.

The town took measures to counteract a \$420,000 cut in state aid including deferral of raises, a hiring freeze and strict overtime rules. Also under the plan, employees will bear the cost of professional conferences and seminars, department heads will not be able to buy back any vacation time, and the unrestricted fund was cut by three percent.

Field has called the decision to defer raises for town employees "painful" and said that he was "grateful" for the way town employees accepted the plan.

Now with the state finances looking worse than expected, Field said, "What bothers me now is that it looks like we will be hit again. I don't know how we'll address that." One possible path the town will take will be to cutback on the hours some services, such as recreation facilities, are available.

"The key to all of this is that I will resist with every ounce of energy I have the layoff of employees. It's not even a consideration."

No new major town projects are planned for this year.

## On the cover:

Roger Smith, owner of Roger Smith Decorative Products in Delmar, stands before his display of Armstrong floor products. (See story on Page 9).

Stitchery Plus at the Town Squire Shopping Center, Glenmont, is a crafts shop with a wide variety of fabrics and other craft supplies. The business also specializes in teaching classes, mainly in tole and decorative painting, quilting and lampshades. Owned and run by Judy Tucker, the store provides cotton fabrics for quilting, tole painting and other crafting supplies and counted cross-stitch materials.

A unique discount service involves a key chain for each customer printed with dollar amounts which are punched out as each purchase is made. Upon completion the customer is entitled to \$25 worth of free merchandise, repre-

senting a 10 percent reduction on all purchases.

Open houses twice a year, in September and March, feature classes and teachers in the various crafts as well as displays of projects and products. The next open house will be March 10 and 11.

Shop n' Save Supermarket at Windsor Plaza in Colonie is run by Vic Peteani, left, and John Miner, whose insistence on good service is among the factors responsible for the market's success. In addition to the usual supermarket fare of groceries, meat, produce, bakery and deli, the Windsor Plaza store offers a video department, a pharmacy, a floral department and carry-out service for its customers. The Colonie store has been open since October of 1989. Last year some 50 to 75 new employees were added to the staff, including

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# Latham Chamber sees late '91 economy upturn

The 500 or so members of the Latham Area Chamber of Commerce "see the beginning of 1991 as the worst of the economic recession, and at the end of 1991 they will see a climb upward."

Such is the word from Nancy A. Kruegler, executive director of the Latham organization. There was a "significant increase" in the chamber's membership beginning in the final quarter of 1990, and this verifies her belief that more and more businesses turn to chamber organizations for help during economic slumps.

Today the chamber in Latham is examining ways to increase member benefits and services at little or no additional cost. Among the steps taken is creation of a list of those who have expressed an interest in relocating to the Latham/Colonie area, Kruegler said.

In addition, the Latham organization is running monthly small business seminars on cost-saving measures, and is concentrating on keeping 1991 member event prices at or below the previous year's levels.

"Our area, the Town of Colonie," said Kruegler, "is committed to growth and maintaining a prosperous, dynamic community. In this respect, the Latham Chamber will continue to monitor economic conditions and strive to bring as many members as possible into a healthy, prosperous business climate."

The Latham Chamber, at 849 New Loudon Road, has two full-time employees and one part-timer. A new director of membership development and communications

was added last year, and the chamber office was moved to a new, larger location which doubled its space, adding a conference room and more visibility.

The organization offers its members such services as the conference room, health and business insurance, advertising, business referrals, a directory, demographics and relocation information and fax service.

Member benefits and services are expected to be increased further during the coming year, the executive director said. Her major concern about the future for the area, she said, "the unknown factor" for the future economy, is the state government.

"Our area will continue to compare favorably with New England and downstate," Kruegler said.

# Slow economy good reason to look toward chamber

Marty Cornelius, president of the Bethlehem Chamber of Commerce, feels the fact that "everybody's in the same boat" in terms of a slow economy locally is a good reason to look toward the chamber.

"We're all going through the same thing," she said. "I think it's more important than ever to stay involved in a local organization like ours that gets people talking to each other and gets people working with each other."

While 1990 may have delivered a recession nationally, it brought the Bethlehem chamber both new members and new offices at Main Square at 318 Delaware Ave.

The chamber, which Cornelius said is "always growing," expanded its membership by 10 percent last year, continuing a trend that has seen it swell in five years from 150 members to its current roster of 450. It's been five years since the group's 1986 decision to direct its operations with paid staff, switching from the all-volunteer approach it had taken until that point.

Cornelius said she expects that growth to continue as more people in the chamber's marketing area learn about its services.

"We don't limit ourselves to just businesses right within Delmar, Slingerlands, Glenmont," she said. "It's the Bethlehem area. It's anybody who's doing business in Bethlehem even if their office is in Albany or Ravena or Voorheesville."

"There are plenty of businesses who can take advantage of our services."

While she feels optimistic the economy will improve shortly, Cornelius said the chamber's fundamental "networking" services become even more important during trying economic times.

"I think the biggest strength of any local chamber is the networking," she said, pointing by way of example to a recent chamber meeting where the topic was how to "get visible and market yourself."

"That's something that's extremely important in a time like this," she said. "The advice that we're going to try to give businesses during the upcoming year is on better and more creative ways to get their businesses more visible."

Cornelius said the Chamber's new location has been "fabulous," generating far more walk-in business than its old quarters "tucked away in a corner" on Adams Street.

"It's a great location. We're now centrally located and we're visible," she said. "What can I say? It's a great place for me to be."

The chamber recently instituted new bylaws, changing its officers' titles. While Cornelius went from being "executive director" to "president," she said the move was in name only and her duties will not change.



# Magical clothing



The Magic Toad, 635 Old Loudon Rd. in Latham, offers "better quality children's clothing at good values," said owner Karen Coakley, right, and Millie Grey. Going into 1991, Coakley said she will continue to "maintain good quality and selection and unusual gift ideas."



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# Touhey's dealerships optimistic

Optimism as a trait goes along with a penchant for selling cars in the Touhey family, according to Carl Touhey, owner of the dealership his father launched 75 years ago.

Acknowledging that times are tough for the company's three dealerships — Ford in Albany, Mazda in Colonie and Saab-Chevrolet in Schenectady — Touhey said he remains optimistic for the future.

"The Touhey family has been optimistic since Friday the 13th, 1916," he said, referring to the date his father, Charles Touhey, chose to launch his new Ford Model T dealership.

That date came back to haunt the firm 20 years ago, when the ceiling of Orange Motors collapsed on a Friday the 13th in 1970. No one was hurt, but the irony of the date was not lost on Touhey.

The three separate dealerships, all located along Route 5, offer automobile leasing as well as sales. The leasing operations are strong, according to Touhey, who said an average of 1,000 cars and trucks are out on lease at any given time.

Orange Motors added its Chevrolet dealership in 1990, Touhey



Carl Touhey is optimistic about the future of his three car dealerships.

said, and during the same period dropped its Chrysler-Plymouth dealership.

Touhey feels he can comment objectively on the comparison between foreign and American-made cars. "The interesting thing is that we sell American cars and Japanese cars, and our Ford cars today are equal to or better than the Japanese cars," he said. "We sell and service both, so we ought to know."

Without commenting specifically on how hard his dealerships were being hit by the current recession, Touhey said, "They're all doing just about what everybody else is doing — we're all suffering equally."

But the firm, he noted, has survived recessions, wars and a depression in its long history, and will likely weather the current hard times, as well. "We're optimistic," he said.

# Magical music



The Magic of Music, 318 Delaware Ave. in Delmar, owned by Dawn Kolakoski, helps children to become musical through creative, innovative play and musical experimentation. Adults can learn as well, as adult piano and keyboard classes are available. For information, call 439-6733.



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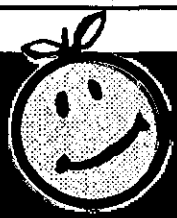
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Chairman



NANCY A. KRUEGLER  
Executive Director

## Albany Window Design accents good service

"Everyone has a window, and we'd like to cover them all," said Missy Selwood, owner of Albany Window Design. "We will continue to provide customers with more selections at better prices and customer satisfaction that is second to none in the area."

Specializing in custom window coverings for both the commercial building and the residential home, Albany Window Design, located at 1814 Central Ave., Builders Square Plaza, offers some of the finest draperies, vertical blinds, mini and micro blinds and pleated shades to be found in the area.

In addition to the window coverings, the store also offers free in-home/in-office consultations, free installation of all draperies purchased and "fast, efficient delivery," said Selwood.

With their recent move from Westgate Shopping Center to Builders Square, Selwood said that the amount of space has "tripled" and she hopes that the new location, coupled with the addition of a full-time professional installer, will bring in more customers.

"The new location allows easier access for our customers to park," Selwood noted, in addition to adding more floor space for showroom displays and storage.

"We believe our value-added



Melissa Selwood

approach to excellent customer service, not to mention removal of the customers' old window coverings at no additional charge, are just a few of the ways that make Albany Window Design the leader in customer service," she said.

"Whether they purchase just one window treatment or an entire house full of window treatments, we treat each of our customers with great respect and appreciation," said Selwood. "We always go the extra mile for our customers."

## Roger Smith, decorator, has it all on hand

Roger Smith's biggest challenge is letting area residents realize his business on Delaware Avenue in Delmar sells everything needed for home decorating under one roof. The proprietor said people are often surprised to find the decorating center sells all the main components of home decorating—carpet, floor, window covering and wallpaper. Additionally, Roger Smith offers window and screen repair.

The decorating center, estab-

lished in 1970, has seen its sales remain at steady levels, with more sales in the wallpaper and carpet departments.

Smith said he is always making upgrades to his business. Future plans include more refurbishing in the show room and possibly some improvements to the exterior of the building.

Smith recently added one part-time employee to his staff, now numbered at eight.

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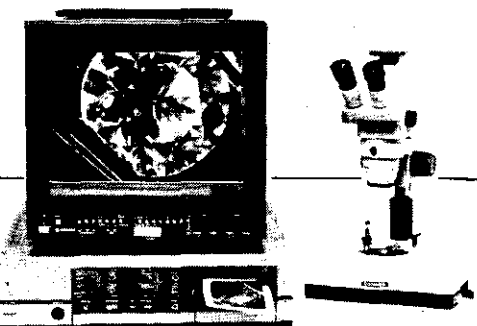


Tom and Delia Dwyer, of Gotcha Covered Decorating Center, 1869 Central Ave. in Albany, said they will continue to offer the expertise and personal service that customers deserve. Not only do they offer

paint, wallpaper, carpeting and window treatments, but also unique gifts and accent pieces for those "special and finishing touches...that make every house a home."

## GemVision™

A Picture Perfect View



Steven Kretser Ltd. Fine Jewelry Market, is proud to announce they have added to their fine list of jewelry related services the latest in video technology. GemVision™. Coupled to superb optics, Steven Kretser Ltd. can show customers Diamonds and precious gems close up and stress free in living color; for purchase, appraisal, or identification. What an adventure!

The young couple looking for their engagement diamond or precious gem can be shown the difference between a finely cut stone with few inclusions and an improperly cut, highly included gem while the differences are pointed out on the TV screen in plain view. No longer mapping out inclusions on paper or hoping descriptions of flaws are properly understood by clients are needed. No other sales presentation of precious gems has the impact of GemVision™ Ltd. Fine Jewelry Market.



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## Keeping dry with B-Dry



"We will continue to provide high-quality service and continually improve responsiveness," said William J. Moore of B-Dry Systems, a basement waterproofing firm. Moore said he thinks consumers

will be cautious this year, but still expects to expand the four-year-old business. Above are B-Dry employees Mark Muniz, Mike Muller, and Tim Griffen.

## Spotlight Newspapers continue growth

Spotlight Newspapers, which publishes editions in both Delmar and Colonie, "had a 20 percent gain in advertising revenues in 1990 in spite of the economy."

That's the encouraging news from Dick Ahlstrom, Delmar, president of Spotlight Newspapers, Inc., which publishes the weeklies, *The Spotlight* and *Colonie Spotlight*, from its headquarters at 125 Adams St., Delmar.

The newspaper company continued to grow in 1990, adding five new employees for a total of 32, 11 of whom are part-time. Founded in 1955, the business was acquired by Ahlstrom in 1980. Today, despite a sagging business climate in some areas, Ahlstrom has added two new editorial and three telemarketing employees as the news-

papers expand classified advertising and subscription departments.

For 1991, the Progress Edition - of which this report is a part - is indicative of the new special sections that will appear with regularity. Others involve brides, which has already appeared, and a restaurant guide for the immediate future.

The special sections, increasing marketing opportunities and improved editorial coverage in the circulation areas will mark the months ahead, according to Ahlstrom.

"Our 20 percent gain in advertising revenues last year came about through our increased service to advertisers and the expanded special sections," Ahlstrom said. "We plan to continue such growth in 1991."

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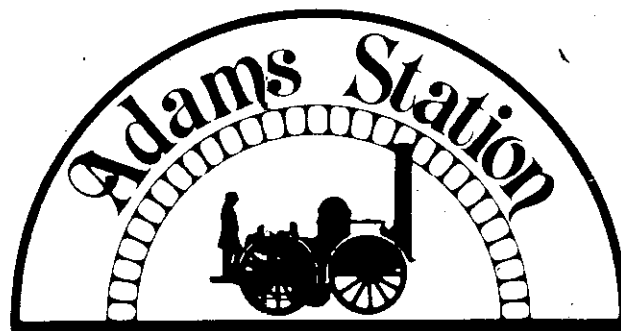
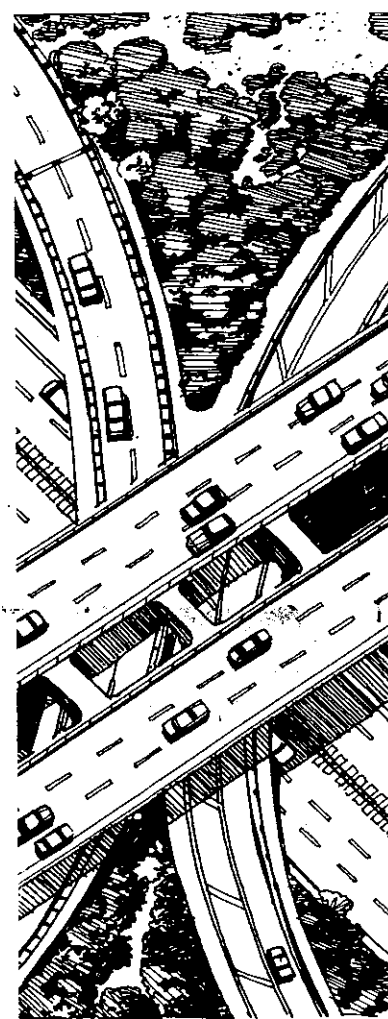
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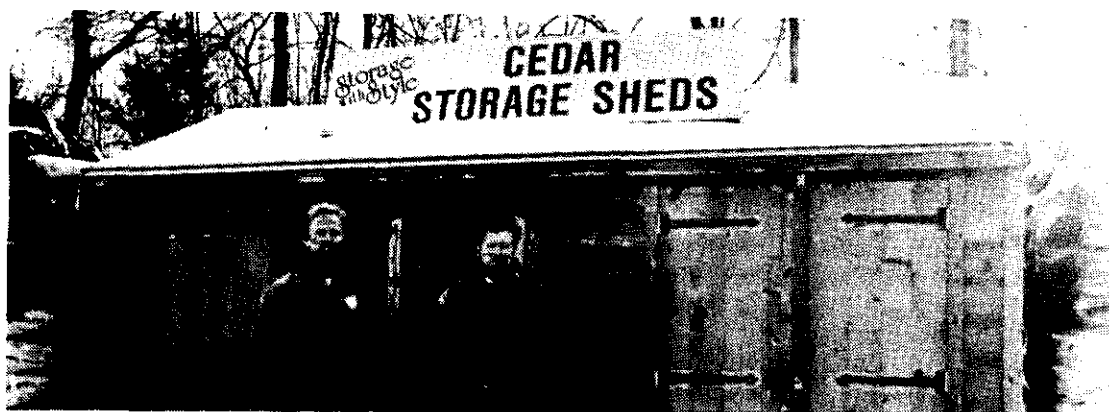
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EPORE MANAGEMENT



## Shed builders expanding operations



Carlino-Mills Associates Inc. of Guilderland, formed just two years ago, will be expanding into Utica this year. Armand Mills and Robert Bolan (above) say their company, which builds cedar storage sheds, has a positive outlook for

1991. They figure that if the recession lasts, people will look to remodel garages instead of building new additions and thus will need storage space of the kind provided by their product.

## C. T. Male firm a leader in its field

Probably the largest and most active firm in the area today in the engineering/architectural field is C. T. Male Associates, P.C., of 50 Century Hill Drive, Latham. The company added 32 new employees last year and now has a total of 250 in a business that has grown steadily since its founding in 1910.

Rhein Vogel, Jr., president, said today's economy mandates that Male Associates will be "listening more closely" to its clients in the year ahead. He sees little change in the local economy until early next year.

"We see a need in wetlands work, and how to better work with projects where wetlands are a factor," Vogel said. The concern reflects the large amount of work his

company does with area municipal governments in monitoring expansion of housing and commerce within their borders.

C. T. Male operates in a number of disciplines, including engineering, surveying, land planning, architecture and interior design, laboratory and computer services. Each discipline group has its own staff and management.

There are branch offices in Glens Falls, Gloversville, Syracuse, Greenfield and Ipswich, Mass., Keene, N.H. and Brattleboro, Vt.

The Survey Group is the oldest in the firm, providing a full complement of land surveying and associated services. The group through the years "has been in the

forefront of technological advances, including automatic field data collectors to enhance the data flow system, and global positioning satellite receivers to provide accurate and timely field techniques to match client needs.

A subsidiary, CTM Analytical Laboratories, Ltd., provides analytical laboratory services for testing water, wastewater, hazardous and other solid waste, airborne pollutants and finished and raw materials.

Lab operations are checked by various state and other regulators, and the lab is approved in Massachusetts, Pennsylvania, New Hampshire, New Jersey and Connecticut in addition to New York State.

## Versa'Tile aims to floor customers with service



Lynda McCabe (above), owner of Versa'Tile Flooring Corp. says she believes "word-of-mouth" can make or break a business, and emphasizes service accordingly. "We know that the customer comes first and that we are privileged to sell to them," she said. The Hilltop Plaza, Watervliet store opened last May.

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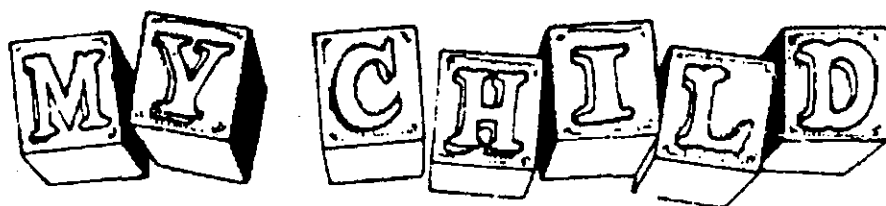
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## Many Facets can offer investments for future

Many Facets, 438 New Karner Road, Colonie, sells rocks, gems and minerals that may be the wise investment you are looking for, says owner Daniel Zabriskie.

"It's unusual for the value of the stones to not increase at least at two-times the inflation rate," said Zabriskie. He said an example of one very smart investment was in

a good sample of aquamarine, which increased in value more than 85 times in ten years.

Zabriskie gets his inventory mainly from long-time collectors who sell their gems. "This business is driven by supply and demand almost more than any other," he said.

"Most of the minerals are not

available on a 'call up and order' basis. You can only get them from someone who already has them," said Zabriskie.

The store sells gem stones ranging in price from 99 cents to \$15,000. It also sells some jewelry, metalsmith supplies, and tumblers. The shop recently published a book of locations for rock-hounding, locations within three hours of the area for those people who "like to get down in the dirt and look for gems."

## For those special items, try Joyelles Jewelers

Looking for a unique, one-of-a-kind item for that special someone? You've hunted high and low and yet you still can't find that special gift? One place you can turn that will be sure to meet your gift giving needs is Joyelles Jewelers Ltd., 318 Delaware Ave. in Delmar.

"We offer a relaxed, pleasant atmosphere for browsing or shopping," said Sharon Boudreau, who is co-owner of the shop, along with Mary Vail.

Formed in June of 1990, Joyelles Jewelers is a jewelry and giftware shop, in addition to offering jewelry repairs on the premises.

Joyelles offers some the finest in jewelry, gem stones, glassware and handcrafted items, said Boudreau, in addition to a year-round gift registry and custom designed jewelry.

During 1990, Joyelles "re-vamped" existing space within the store, Boudreau said, and space was made to include a studio area for repair work and jewelry making.

"We are constantly seeking the work of new artists and jewelers to feature to keep our store a unique gallery," she said. In light of the recession, she added customers will want more for their money, and the store will continue to offer "personal service, repairs on the premises and a relaxed and pleasant atmosphere."

Joyelles offers gifts and jewelry in a wide range of prices, she said, with gifts for the home as well as "personal adornment." "We do not intend to price ourselves out of the reach of the local shopper, teenager or fixed income customer," according to Boudreau.

## Trees are company concern



Schenectady-based United Tree Service provides a range of tree care — removal, planting, spraying, fertilizing, and cabling, and will diagnose tree problems as well. It added one new employee this

year, a tree climber, to bring its total roster to one part and six full-time workers. Above are United Tree's Charlie Chrysler, Bruce Vanderhoof, and Eric Shilling.

## Matching a swatch? Paragon Paint can do it

Gene Yedynak has a "color eye" peering around at 1121 Central Ave., which can match a shade of paint to a swatch of material a customer brings into his Paragon Paint and Wallpaper Co. Inc.

The new computer color matching service that the Albany firm offers can custom-match paint to carpets, furniture, or vinyl siding. The computer's "eye" reads the color of the swatch a client brings to Paragon and then produces a formulation from which that cor-

responding color of paint can be created.

Yedynak hopes new services like the color-matching will pull in new clients to the 50-year-old business he acquired last May. The paint and wallpaper specialists offer other remodeling products such as window treatments and wood refinishing products, but paint is still one of the strongest offerings.

Yedynak also described a new professional paintbrush line and a new selection of historical paint colors. Consumers come into the showroom hoping to authenticate their older homes with historically accurate colors and Yedynak has just the thing. Paragon now sells the Old Sturbridge Village collection and a set of colors from old Charleston, S.C.

He also said the sales in interior and exterior stains have increased dramatically. "People want a rich look yet don't want the problems of peeling paint. They like the wood look rather than vinyl."

With the state of the new housing market, people have been concentrating on re-doing their homes, instead of selling. While the housing market may not be booming, Yedynak said his business may actually be doing better.

"We are a recession-proof business," said Yedynak. "That may be the wrong phraseology, but we really haven't been hurt." He calls painting a room a "quick fix" when times are tough.

Yedynak bought new merchandise, including items which had been requested in the past, and rearranged the showroom to provide more selling space.

"Our main forte is service — the expertise we have in all aspects of the business," he said. "We want to meet the needs of today's customer. When somebody calls for a particular product, we bend over backwards to get it for them."

But one of Paragon's strong points is the following they have developed through the years. One of the original owners of the company, Bill Marin, still works at Paragon part-time. As he helps Yedynak with the transition of company ownership, he recognizes the children of longtime clients doing business in the showroom.



Our 140th year

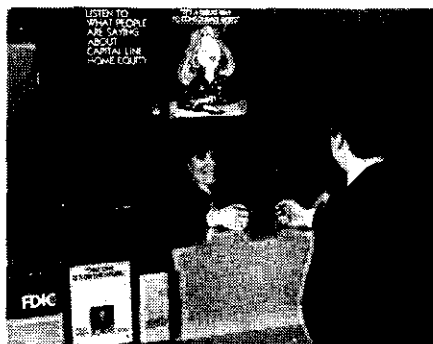
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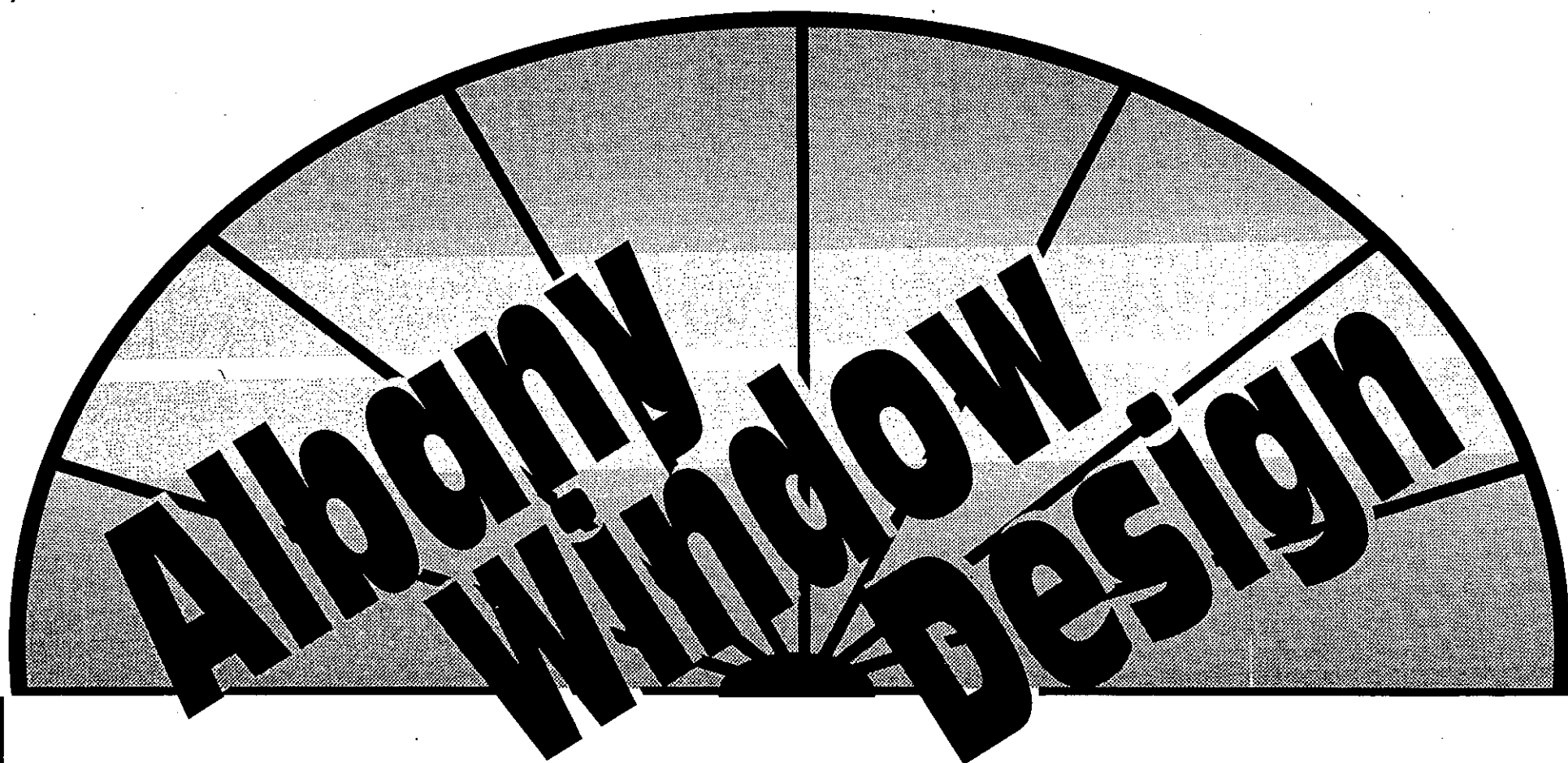
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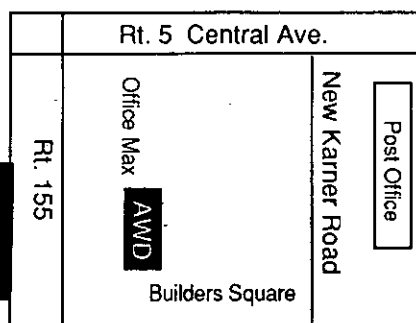
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# SMILE gives home services

Barbara Smith, manager of SMILE, Independent Living Services, Inc., at 845 Central Ave. in Albany, finds that as the elderly population in the Capital District increases, following national trends, the demand for the type of service her business offers increases.

SMILE provides home health care, support services, and case management which can allow elderly people in the area to live in their own homes safely and comfortably.

"Safety is the biggest feature," she emphasized, stating that although her firm is licensed by the New York State Department of Health, they do not provide nursing care.

In 1990, she obtained a "satellite office" in Rensselaer and as 1991 began, she was working day and night to keep the operation on "an even keel." She said she had been waiting to the first of the new year to start networking and arranging for workers to get clients the services they need. "But people want what they want when they want it."

Her nine full-time and 20 part-time employees arrange and deliver a number of services for the senior citizens of the community. An 80-year-old woman needs someone to mow her lawn and Smith provides her with one of her three new lawn maintenance workers. A family calls SMILE's information desk and asks for a list of all the Lutheran nursing homes in

the Capital District. Said Smith, "We scrambled for that one, but it's a part of our job."

The company tries to assure that "all aspects of life in the community" are available to the senior citizens. Driveways are shoveled, doctors' visits scheduled, heavy cleaning is performed, laundry is ironed, drains unclogged, storm windows put in, transportation arranged, companions provided, and household items repaired.

Whatever services the Independent Living Service, Inc. cannot provide, the information and referral department can recommend other agencies to do the task. "We try to maintain a log of other available services so that we can have it at our fingertips," said Smith. While the corporation can provide homemakers, home health aides, and personal caregivers, on occasion the case manager will need to refer a family to another service agency, if the individual requires more constant health care than the human services agency can provide.

"As a paralegal agency, there's no way we can provide 24-hour service," said Smith.

SMILE works closely with the families of the elderly to provide the needed services. "We give them options. If we can't provide the service, we refer them out." The firm has close connections with the state Department of Social Services, HOSPICE, and St. Peter's Home Care.

# Guptill's offers fun, nostalgia to all

Guptill's skating rink and dance club provides a good time for kids of all ages in the Capital District. Today it looks to the future with its dance club, Secrets, and to the past as well, with the skating rink celebrating its 40th anniversary this Feb. 24.

"We have a very unique business and offer the best in family entertainment found anywhere in the tri-cities," said Wesley Guptill, who, along with Charles Guptill, is the owner and operator of the skating center and Secrets, Route 9 in Latham.

Secrets is patronized primarily by teenagers, who are out looking to learn the latest dance moves and to meet other area teens, said Guptill.

The dance floor also has a separate game room and snack bar that is sound enclosed.

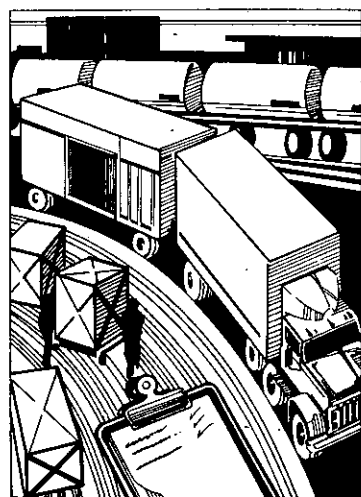
While the dance floor belongs to the younger generation, the skating rink is used by people of all ages. There is a lot of nostalgia at Guptill's, including old cars on a stage in back of the skating rink and old signs from the '50s. An organist plays old-time roller rink music every Sunday night. People who once skated at the rink when it first opened have often returned with their families to skate again, said Guptill.

In addition to the main skating floor, there is a "baby rink" for small children and a practice rink for those not quite ready for the big time.

Listed in the Guinness Book of World Records as the largest indoor skating rink in the world, Guptill's has a floor area "larger than the Knick Arena," said Guptill.

"We offer family fun and exercise all in one stop," he added.

Guptill's is open 7:30 p.m. to 1 a.m. Wednesday through Friday, Saturday afternoon from 1 to 4 p.m. and Saturday and Sunday evenings.



## Designing the future



Brent Histed, right, president of Delmar products and installation service for Interior Designs, 226 Delaware Ave., and his brother Gary Histed tell customers to "Go for it! Life is what you make of it." Brent Histed said that they will continue to offer "the best service in the business through 1991."



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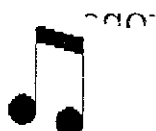
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# Ports of Call Cruises says February offers bargains

Ports of Call Cruises is dedicated to their clients by giving them the best personalized service, says owner Diane L. Schneider. With the slogan "Cruises for Sail," the agency prides itself on the high level of service provided to future sailors.

The first cruise-only agency in the area when it opened five years ago, Ports of Call Cruises, located at 1719 Central Ave., Albany, works on an appointment-only basis. "This is so we can work with one client and provide in-depth serv-

ice," said Schneider.

At an appointment, the cruise agents first get to know the client and find out what type of cruise destination and activities are wanted. Then Ports of Call, which does not charge for its services, will offer suggestions. "If a person is 25, we're not going to put them on a ship of all senior citizens," said Schneider.

Cruise types range from three-day excursions to 180-day trips around the world. Schneider said the average cruise length is seven

days and the most popular destination is the Caribbean, especially to St. Thomas. For three and four day excursions, the cruises to the Bahamas are the most popular.

Schneider said her eight employees are personally familiar with the cruise lines they book, and she also teaches classes on how to evaluate a cruise line to other members of the National Association of Cruise Only Agencies.

February is National Cruise Month and Schneider said there will be many promotions and price reductions on cruises.

# One Energy's goal: total homes to fit our future

You could buy a house that would encourage your child to get out of bed in the morning — just as soon as George Keleshian's new venture is operational.

The current owner of One Energy, Inc., Keleshian works in solarenergy design, marketing and distribution. His company offers sunrooms, solar greenhouses, hot water systems, energy and environmental conservation products.

But Keleshian's dream involves micro-planning and macro-planning the total energy environmental design.

The new collaboration he hopes to engineer would include experts from the fields of design, planning, architecture, engineering, and construction management, gathered under the name of Designs for Humans in the 21st Century. The goal is to collect and combine progress from individual industries to build superior homes.

Keleshian said area residents have been considering how to make their homes more energy efficient in light of the energy crisis which may result from the war in the Persian Gulf.

He expects the new configurations to take into account the reaction people have to colors and lighting in their homes. For instance, if the group were designing a home for a family with young people, they would consider the biological reasons for which side of the house the bedrooms should be on, incorporating new research which studies the effects of sunlight on the waking patterns of children.

Already One Energy, Inc. has been designing on the frontier of integration. Working for a hospital in Rochester, the firm designed a sophisticated temperature-controlled unit to be used in cancer research.

The new structure, which also controlled humidity, lighting and gases emitted, was fashioned to emulate conditions in the human body. Every joint in the building had to be specially formed because any variation in temperature or impurity in the air could discredit the medical research taking place inside. "We're talking one degree is a wild swing," said Keleshian.

But variations in temperature are not new turf for One Energy. The firm has designed controlled-environment compartments, refrigerated rooms, and super-insulated panels, especially for the food industry, which ranged from -100 degrees up to 200 degrees Fahrenheit.

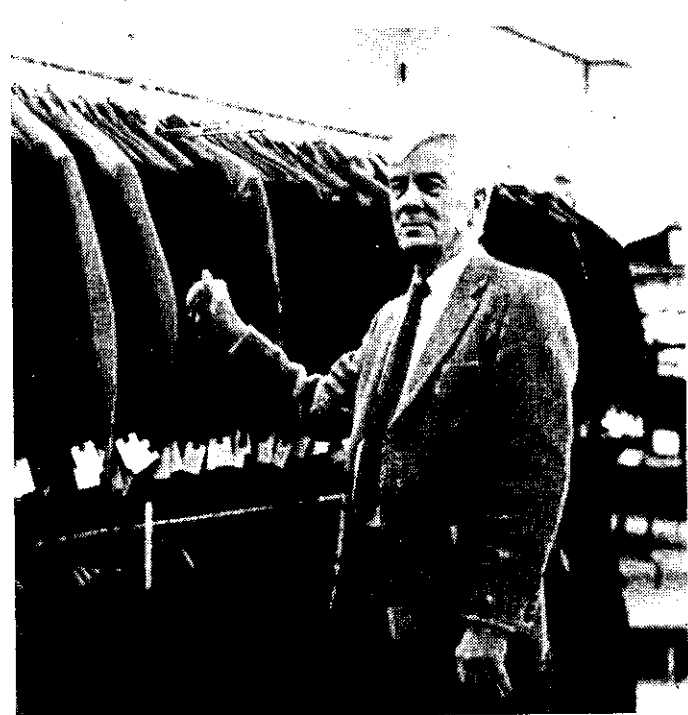
One Energy has much to offer the average home owner, he said.

Since families may not have the disposable income at hand which they have traditionally used to build solar additions onto their homes, the firm offers do-it-yourself kits for ambitious homeowners who would like to build their own sun room.

Without the cost of commission-

ing workers to do the task for them and thanks to recent technology, the cost to residential clients has decreased dramatically. In the past, it would have cost \$20,000 to convert a 10' x 20' room into a greenhouse. With One Energy's do-it-yourself kits, the job can be done for about a third of that.

# Men's store well-suited



McCaffreys Menswear recently opened a new store at Delaware Avenue in Delmar. The apparel shop offers fashions running from conservative three-button clothing to double breasted suits and blazers, according to Daniel Parsons, McCaffreys' vice president. Above is Alex McDonald, Delmar store manager.



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Shop 'n Save is open 24 hours a day, 7 days a week.



Shown above, pharmacists Sarah Cook (left) and Mary Beth Thomas.



## Cohoes Savings offers variety of services

"We recognize that our customers are the foundation of our institution and therefore our commitment will continue to be to provide them with outstanding quality service," said Harry Robinson, president and chief executive officer of Cohoes Savings Bank.

Founded in 1851, Cohoes Savings Bank, located at 75 Remsen Street in Cohoes, hopes to "lead the way" into 1991 and the future through "strength, stability and continued customer service," Robinson said. Robinson was elected president in August of 1990 when Walter H. Speidel retired

after 43 years of service.

Cohoes Savings offers numerous customer services such as savings and checking accounts, saving certificates, individual retirement accounts, fixed-rate mortgages, life and health insurance and home equity and automobile loans.

"Our community-oriented bank structure, staffed by dedicated employees and supported by financial strength and stability, gives us confidence that Cohoes Savings bank will prosper, with financial strength and stability," Robinson said.

## Bebo's offers more than just a pizza

Bill Wood has turned his sister's childhood name for him into a food establishment offering a unique selection of dining choices. "We're here to offer more than just a good pizza," said the owner-manager of Bebo's, 113A Everett Rd. in Colonie.

"Bebo" offers pizzas, subs, breads, deli items, wings, rolls, muffins, and a few Mexican dishes. His strength is his variety. Wood said he chose the combination from personal taste. "I kind of like that stuff."

The establishment makes its own breads, rolls, and muffins—except for the rolls for the subs. "We try to put a touch of home into the homestyle pies we make," Wood said the effort hasn't gone unrewarded. "People have gone out of their way to call back and compliment us on the pizza. We have people coming back for bread."

Bebo's offers free delivery in the West Albany-Loudonville area, from Central Avenue, to Wolf Road, to Route 9, to Erie Boulevard. Wood said the company plans to expand the delivery area in 1991, possibly crossing Central Avenue to include the residential sections of Albany. "We didn't want to bite off more than we could chew," he said.

Wood's company has catered for a number of businesses since the restaurant opened in October. "There was a meeting at Memorial Hospital that was basically a big

pizza order," said the owner. "We're looking to expand into that a little more. We have quite a cooking facility back in the kitchen."

Since Wood ran a seasonal business renting large party tents to families and businesses before he started Bebo's, he expects to be able to service many of the same clients. "Around graduations the tent business was going crazy. Now I can bake to order and offer a well-rounded package," said Wood. "I can link the businesses together, so to speak."

Wood says he would like to utilize the space at the back of the

building more in the future, possibly setting up outside seating for summer eating. He does not envision adding too many more types of food to his menu, with the possible exception of a fish fry. "We'd like to keep the operation somewhat simple to make it run smoothly," said Wood.

Wood doesn't think his Bebo's will feel a downturn in the economy too terribly. He is banking on the hope that people will choose "authentic type foods versus mass production chain pizzas. We're here to offer more than just a good pizza."

## Pleasant Valley gifts adds an art gallery

Pleasant Valley Gallery and Gifts added an upstairs art gallery last year, enabling it to show more oriental art, cuckoo clocks, crystal and dolls.

The store on Pleasant Valley Road in Knox anticipates adding more one-of-a-kind articles and clothing designed by the owner, Gudrun Bellerjeau.

Open since 1968, the shop sells fine art, china, crystal chandeliers, Russian art, jewelry and woodcarvings. Items can be shipped anywhere and an interior decorating service is available. A bridal regis-

try is also kept.

"Pleasant Valley Gallery is an 'ode to joy,' the finest of the world at your fingertips. Our shop has no equal," said Bellerjeau.

Over the next several months, the shop will have open houses, guest speakers, an American Indian Day and a doll festival.

"The trend we have noticed is toward the quality we always offer, unusual and different articles," said Bellerjeau. "We offer the special service and expertise which is so seldom found."

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# Innovations: upscale florist

You've probably heard of Mom and Pop stores and the father and son-run businesses. One area business not only offers a wide range of items not to found anywhere else, but it just happens to be run by two brothers and a sister.

Innovations brought to the Capital District a full service florist, custom gift baskets and designer jewelry store, and according to Karen Marshall, co-owner, the business is doing well.

"We feel once people realize and experience our style and quality they will feel confident they are getting the most out of their gift-giving dollar," Marshall said. She, with her brother David Marshall, opened Innovations in October of 1990 at 635 New Loudon Rd. in Bayberry Square, Latham.

Their brother, Kevin, lives in New York City and designs the jewelry sold in the store, which includes many hand-dyed, wooden-crafted items. Marshall noted that her brother was recently recognized by *Accessories Magazine* as one of the top 20 designers to watch in the 90's.

"What makes this store a cut above the rest is the overall presentation and the dedication to a cosmopolitan flair above the ordinary," Marshall said. "Innovations is a shop that you have to experience."

The custom-designed floral arrangements, which run from a simple arrangement for the home to arrangements for a full-scale wedding, are created by David Marshall, who brings with him many years of experience with

Rudy Grant of Flower Design Inc., Marshall said.

In addition to the full range of floral arrangements, Innovations also offers specially made gift baskets for all occasions such as a new baby, baskets for the office, birthdays, anniversaries and any others that one could think of. Innovations also offers home decorating for parties and other events, as well as porcelain dolls and a wide selection of gourmet foods.

For 1991, Marshall said that she hopes to expand the gourmet food lines, as well as offer a private bridal corner.

"We stress customer satisfaction and personalization for our work," Marshall said. "We like to think of ourselves as an upscale florist shop with something extra to offer."

## Still growing



One of the few apartment communities which is building new units, Adams Station Apartments at 1 Juniper Drive, Delmar, this year is adding 52 new one and two-bedroom units. Susan Ropelewski, spokesman for owner Epore Management, noted that "due to the demand for housing which seems unique to our community, we have experienced a 96 percent occupancy."

## Reigning Cats and Dogs moves

Reigning Cats and Dogs plans to move to another location on Route 9W in Glenmont to keep pace with its growing business.

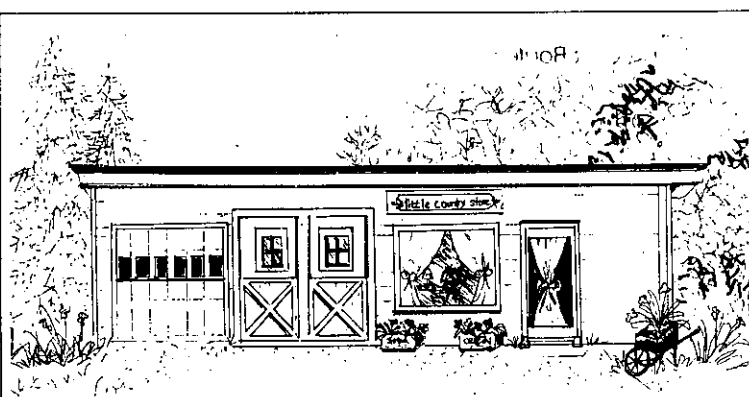
Since opening in September, 1989, the pet grooming business has serviced an average of eight to ten dogs, plus a few cats, each day. But Reigning Cats and Dogs has groomed other animals, too, including ferrets. "We'll try any small animal," said Owner Richard Pulice.

Last year the shop had 1,500 cat and dog customers, with 200 of them coming in at Christmas time.

When an animal is brought in, it is combed out first, bathed in a raised bath tub, using a flea dip if necessary, and then given a fresh scented creme rinse. The animals are then dried and combed out. The whole process takes two to five hours, according to Pulice.

The family-operated business also sells animal foods and supplies, and offers the Iams, Eukanuba, Science Diet, Fremm and Blue Seal food lines. Horse supplies are also now available.

Clients have come from as far as Schenectady and Coxsackie, and the store gets referrals from about six area veterinarians.



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## Wallpaper Etc. provides a new look

"More homeowners today are anxious to express their creativity through their home decor and to do things that distinguish their homes from everyone else's," said Elizabeth Marcolini, co-owner of Wallpaper, Etc.

"It's exciting and fun for me to help them do just that with wallpaper and window treatments."

Marcolini, a Latham resident, opened Wallpaper, Etc. last August along with her partner, Richard Landers of Loudonville. The store, at 1770 Central Ave., Colonie, in

Village Square, offers discounted prices on inexpensive, moderate and premium wallpapers, as well as custom and ready-made blinds, fabrics and specialty window treatments.

"We've noticed some concern by customers about the state of the economy, but most seem to realize that wallpaper is a relatively inexpensive way to give a totally new look to a room," Marcolini said. "I've had the opportunity to visit the homes of many customers and together we've created

some dramatic transformations."

According to Marcolini, she and Landers attempt to "go overboard" on service and local residents have responded positively. "We've made some new friends and around the store we find ourselves referring not to 'the customer' but to Gerry or Jody or Mary Lou."

For 1991, Wallpaper, Etc. expects to expand on the home consultation part of the business. The store is open seven days a week. The phone number is 452-3435.

## Baird Patrick brokers guard your investment

In anticipation of the recession, Baird Patrick and Co. positioned clients into interest sensitive vehicles such as treasuries, municipals and high quality corporate bonds.

The investment planners, with an office at 155 Delaware Ave., Delmar, are members of the New York Stock Exchange and offer a complete line of brokerage services to a wide spectrum of U.S. and institutional investors.

The main services of the corporation today are U.S. Treasury

Bonds, municipal bonds, government securities and stocks.

"We anticipate further deterioration of the economy in 1991, with a resulting decline in interest rates," said Frank E. Kunker III, one of the firm's investment counselors.

"We will be closely monitoring individual accounts to deliver to our clients the highest available yields, whether it be in bonds, annuities or CDs," he said.

## Little Caesar's offers customers 'two-for-one' in Delmar

Mike Salloum, part owner and operator of Little Caesar's Pizza in Delaware Plaza, Delmar, says he waited two years to find a suitable Delmar location for his business. And now that he's found it, opening in July 1990, he has a flourishing carry-out restaurant business offering pizza, salads, sandwiches, crazy bread and soft drinks.

The restaurant employs about 25 people, including five full-time

ers. Steve Guera is the Delmar manager.

Salloum says he has stayed away from delivery service because of "potential liabilities" and because he thinks product quality suffers when it has to be delivered. Expansion possibilities exist for both Albany and Bethlehem, he believes.

At a time of increasing competition and economic slowdown, Little

Caesar's will continue to offer good value with a "two for one" pizza deal, one of the mainstays of the operation.

"We're looking forward to continued growth in the number of units and volume in neighboring communities," Salloum says. "Traditionally, our business concept of 'two for one' value does exceptionally well."

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## Still going strong



Perry's Floor Sanding, located at 414 Delaware Avenue, Delmar, was opened as Perry and Sons in 1946 by Joseph Perry (above). Today, operations are run by Perry's son Paul, but Joseph Perry still helps out at age 83.

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## Damp start overcome, Crafts & Fabrics grows

"I stood in the middle of the store and cried," said Lynn Warrell, co-owner of Crafts and Fabrics Beyond the Tollgate Inc. in Slingerlands.

She said that the day after she and her husband signed the contract for the building at 1886 New Scotland Road, where they wanted to start their retail craft and fabric store, the place was flooded and the electrical heaters and carpets were saturated and destroyed. Warrell's contractor reassured her that time and money could fix all the damage and the pair gutted the building, tearing out even the floor. They worked around the clock to be ready for a June 1, 1989, opening.

Although the outside of the establishment posed a threat to dry feet, featuring what could be called a pool (really a giant mud puddle, the result of the removal of a real inground pool), inside, the

Warrells had a wall of cotton fabrics, some ribbon and a few craft supplies for sale.

"The year 1990 has seen business grow by leaps and bounds. There has been such drastic improvement in the outside that we get people stopping to see what the inside looks like. Inside, our stock has quadrupled, as have our customers," said Warrell. The shop now carries all types of sewing supplies, craft supplies, patterns, and quilting and embroidery supplies.

The co-owner said personal service and quality products at competitive prices has been a winning combination. "This year will bring further inventory additions and product selections," she said. "The goal is to be a well-rounded fabric and craft store."

"With the state of the economy our business is flourishing. More and more people — men and women — are returning to sewing

## Customers keep coming back

At Wonderful Woman, customers return time and again after their first visit. The biggest challenge though, according to manager Deirdre Young, is getting people in for that first time. "Once they like us, they come back," she said.

Since opening in March, 1990, Young found the location in Windsor Plaza, Colonie, has provided a challenge for letting people know about the store's existence. "We're not really visible from Wolf Road and so we find ourselves saying we're behind Jerry's Bike Shop or we're in Super Shop n' Save's Plaza."

During the holiday season, Young said a "Holiday Wish Book" was kept. Customers came in and found items they would like to receive as gifts, and they were then logged in a notebook. That way families and friends had an easier time shopping and knowing the

correct sizes. "The spouses really appreciated it," commented Young.

The Wonderful Woman has clothing for sizes 14 to 52. Young describes her inventory as better-quality merchandise, including special occasion dresses, career wear, suits, casual coordinates and seasonal wear. The clothing is much nicer than that in other women's stores, which tend to be discount outlets and sell "maternity-style" wears, said Young.

"Once they try on a suit, they buy every one in the store since it's so hard to find a suit that fits well when you are larger," said the manager.

In the spring Wonderful Woman will stock a larger inventory of sizes 24-32, "the super sizes." Young said these sizes have been more difficult to obtain from manufacturers.

Young has also found a great

need for women's petite clothing. "Shorter, heavier women always needed clothing to be altered for it to fit right," explained Young. When the store started carrying items for the petite women, she found those items sold quickly, proving the need for their availability. But in case alterations are needed, the Wonderful Woman has its own expert seamstress.

Young's parents are from Long Island and several years ago they opened a large size women's clothing store there after her mother, a larger person, found difficulty in buying nice clothes.

The Wonderful Woman does free fashion shows for organizations and at restaurants. Customers from restaurant shows are given a card worth a 15 percent reduction on purchases and the members of organizations have 15 per cent of their purchases given back to the club or organization.

## Double checking



Estimator/Designer Ray Guest of Jade Housing Corp. examines a remodeling project done by the firm, which does general contract residential remodeling and custom homes from its Latham headquarters. Owners Joseph A. Derkowski and Carla Brind also do consulting and interior design.

## Beechwood welcomes retirees

At Beechwood Retirement Community on Burdett Avenue in Troy, residents can live in a retirement community and still maintain their independence.

According to Nancy Cummings, director, many people are becoming increasingly concerned about what will happen once they retire. Concern about needing intensive health care in the future are met at Beechwood because residents are given priority for admittance to the Eddy geriatric health care system if the need ever arises. "It's like buying long-term care," said Cummings.

There are 60 apartments at

Beechwood, ranging from studios to two-bedroom units. Retired persons pay an entrance fee, equivalent to buying the apartment, which is fully refundable at any time. This is a plus for residents who decide to move, need to live in a nursing home, or die.

Residents pay a monthly fee which covers an array of personal and maintenance services, as well as utilities, except for telephone.

To support the community environment, Beechwood Director Nancy A. Cummings said there are many activities for residents, ranging from trips to the Albany

Symphony to dining at an area restaurant.

Beechwood has 24-hour security and provides dinner each day. Residents can prepare their own breakfasts and lunches, or purchase them in the center cafeteria. The apartments have wall-to-wall carpeting, air conditioning, individually regulated thermostats, and a variety of safety features.

Beechwood provides transportation for shopping, health care and banking.

Interested persons should make an appointment to see Beechwood by calling Cummings at 274-0037.



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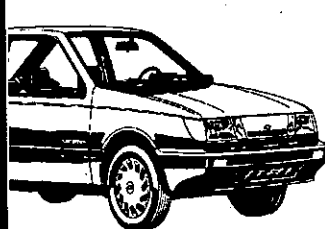
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The school, on Vandenberg Avenue south of the city, has been around since 1953 when it began operations in a run-down industrial building in the city's downtown business district. Today there are 550 full-time employees and 250 part-timers, a student body of thousands and a continually expanding curriculum and physical plant.

Typical of the latter are construction of the Edward McDonough Health, Physical Education and Recreation Center

of 126,000 square feet scheduled for completion in September.

Also scheduled to be completed this year is the renovation of 25,000 square feet of the Trustees Administrative Center.

The new construction will house physical education classes, campus and community events in the McDonough Center, classrooms for the Law Enforcement Academy, continuing education classes and corporate classes in the trustees' center.

According to Bulmer, the slowing economy means increasing the number of corporate training classes to help area businesses become more competitive. The president believes his facility benefits the entire regional community by providing qualified graduates

and being a "transfer center for technology" that serves local business.

For those looking for employment in today's economy, David Fuller, chairman of the school's Air Conditioning/Energy Systems Department, says "energy systems technology addresses today's most pressing issues."

In that field, Fuller says, "we have a 100 percent placement rate for our graduates. Jobs are available for anyone who wants to take a hands-on approach to energy and environmental problems. Companies have a hard time finding trained personnel, and the potential for career growth is terrific. The only thing missing are high school graduates who are ready to seize the opportunity."

Fuller says he has a list of 75 regional companies looking for technicians "right now, and that number will grow rapidly. We have to find the students willing to take on that kind of responsibility."

With a critical shortage of trained personnel, scholarships are widely available, according to Fuller, together with cooperative programs with four-year colleges and job training in the summer months. "There is no better time to enter energy systems technology."

## A business with vision



Hughes Opticians in Delmar added more display area last year and now stocks about 1,000 frame designs, according to owner Tom Hughes, shown here with son Tom and daughter Michele, who both work at the shop. Hughes Opticians offers eye glasses, contact lenses, sun glasses, accessories and eye examinations.

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## Sawchuk, Brown firm tells corporate stories

David Brown, former editor for the *Sunday Times Union*, joined his wife Pamela's public relations firm in 1982. The husband and wife team specialized in internal and external corporate communications as a partnership until 1987 when they incorporated to become Sawchuk, Brown Associates, 4 Central Ave., Albany.

The communications, publications, and government relations specialists currently serve thirty corporate clients, including Key Bank, the Michaels Group, and GE-Selkirk. They help the companies create better employee communications, media relations, and business-to-business communication. Sawchuk, Brown also produces newsletters and brochures for a number of state agencies, hospitals, and schools.

The local public relations/public affairs firm is affiliated with Hill

and Knowlton, the granddaddy of public relations firms which lists one third of the Fortune 500 companies as its clients. The connection has brought Sawchuk, Brown clients from around the country and put the 22-employee company in touch with giants like IBM and Kraft. The local divisions of the large corporations often turn to Sawchuk, Brown for projects they gear toward the area community.

When the tenants next door to Sawchuk, Brown moved out, the firm decided to take Hill and Knowlton's advice and expand some 900 square feet. Brown said they plan to "knock a hole through the wall" to allow more space for new public affairs consultants and give a bit of elbow room to the desktop publishing staff.

The corporation writes, designs, and does the layout for 24 corporate newsletters in house.

Sawchuk, Brown employs people who specialize in the arrangement of articles and photographs for the publications. The firm hires freelance photographers and video specialists for the accounts which require more elaborate productions.

Brown cites a four-color recruitment brochure the firm did for Sterling to be distributed worldwide to attract scientists to the company as one of the most exciting assignments completed by Sawchuk, Brown recently.

As the firm obtains more clients seeking public affairs assistance, Sawchuk, Brown is dealing more often in issues than products. Along with environmental education accounts, the firm has dealt with the many sides of health care working for Blue Cross, Blue Shield and Bellevue Hospital, education issues for SUNY at Albany and real estate questions such as zoning and economics for the Michaels Group and the Albany County Board of Realtors.

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## A to Z Rental expands

"Neither a Borrower Nor a Lender Be..." Tony and Nancy Miani think this quote from William Shakespeare should end with "Rent it all from A to Z!"

Twenty-three years ago, Tony, an electrical engineer, left his job to open A to Z Rental at 100-104 Everett Road, Albany. An avid do-it-yourselfer, he had dreamed of opening a store with all the tools and equipment to help the homeowner or small contractor fill an occasional need.

Rental centers were rather new in the east so it was difficult to educate the public as to what services were available. In time, A to Z became known for their high quality tools, knowledgeable employees and excellent service to customers. Among the items customers can rent are tools, home and office equipment, camping gear and ski equipment.

"I feel the public should rent equipment to get the job done with the minimum cost outlay to meet their needs," said Nancy Miani.

Party rentals have always been part of A to Z, but in 1989 the Mianis decided to open a separate party division showroom at 104 Everett Road. A rental computer system has been added in both locations and makes reservations and the execution of a rental an easy task.

In 1990, a decorating service was added to the party rental division by hiring Lynn Huntington, a master balloon artist and an award-winning designer. The party division is now known as About Town Party Rentals and Balloons, and has the capacity to provide all the equipment needed for any size party, including tents, tables, chairs, linens and china, plus decorating.

## Peace Offerings runs a gift shop

Peace Offerings, a not-for-profit gift shop, sells international crafts to benefit the Social Justice Center.

The store was started in 1984 with a \$10,000 anonymous grant given to the Social Justice Center, 33 Central Ave., Albany, for the purpose of starting an alternative trade organization.

According to shop coordinator Genie Budow, the store stocks products from workers' cooperatives and collectives in developing countries. The workers "get paid fair wages and work under good conditions. They're not exploited," he said. The inventory is arranged by Self-Help Crafts, an organization which sends volunteers around the world to start cooperatives.

Peace Offerings sells jewelry, clothing, stuffed animals, wood carvings and international greeting cards. Other items include musical instruments, games and tapestries. All merchandise is labeled with information about its origin.

More floor space was added in 1990 which made room for two new jewelry display cases, more clothing and Peace Fleece—wool from the Soviet Union and U.S. woven together.

In addition to its merchandise, Peace Offerings has educational literature, information on the Social Justice Center groups and forums.

The shop benefits the Social Justice Center, which is home to about 20 local groups dedicated to peace and justice, nationally and internationally. Among the groups are the Homeless Action Committee, Citizens Environmental Coalition and the Albany Peace and Energy Coalition.

Peace Offerings is staffed by a team of eight to 20 volunteers. "We get more around the Christmas holiday season," said Budow. She is constantly looking for more volunteers, who make a two to eight-hour time commitment each week.

Call 434-4037 for information.

## Cornell school offers multitude of benefits

Labor, management and the public all benefit from the services offered by the Cornell/New York State School of Industrial and Labor Relations.

Since 1947, the facility at 146 State Street in Albany has been providing credit courses, seminars and technical assistance to a broad clientele of both students and professionals, according to Tom Quimby, district director.

The school is a college extension division of Cornell and the state. It provides also industrial health and safety resources for area labor and management clients, through eight full-time and one part-time employee.

Two new employees were added last year, Quimby said, to run the facility's credit and labor

programs.

Planned for 1991 is a graduate certificate program, according to Quimby, "continuing our tradition of service to labor and management professionals and their constituents in the public and private sectors."

As the economy faces problems, the director said, clients will be offered consulting services and seminars "to help increase organizational effectiveness and the capacity for change."

He said that "As competition increases and short-run economic conditions worsen, constructive workplace relationships will become increasingly important. As a result, we expect to continue to vigorously fulfill our mission of service to the public."

## One for the road



Travelhost Travel Agency, at 318 Delaware Ave., Delmar, offers a complete travel service, and has no plans to change its approach for 1991. "We will continue as we always have to try to provide our clients with the best buys for their travel dollars," said owner Jaye Sprinkle (above).

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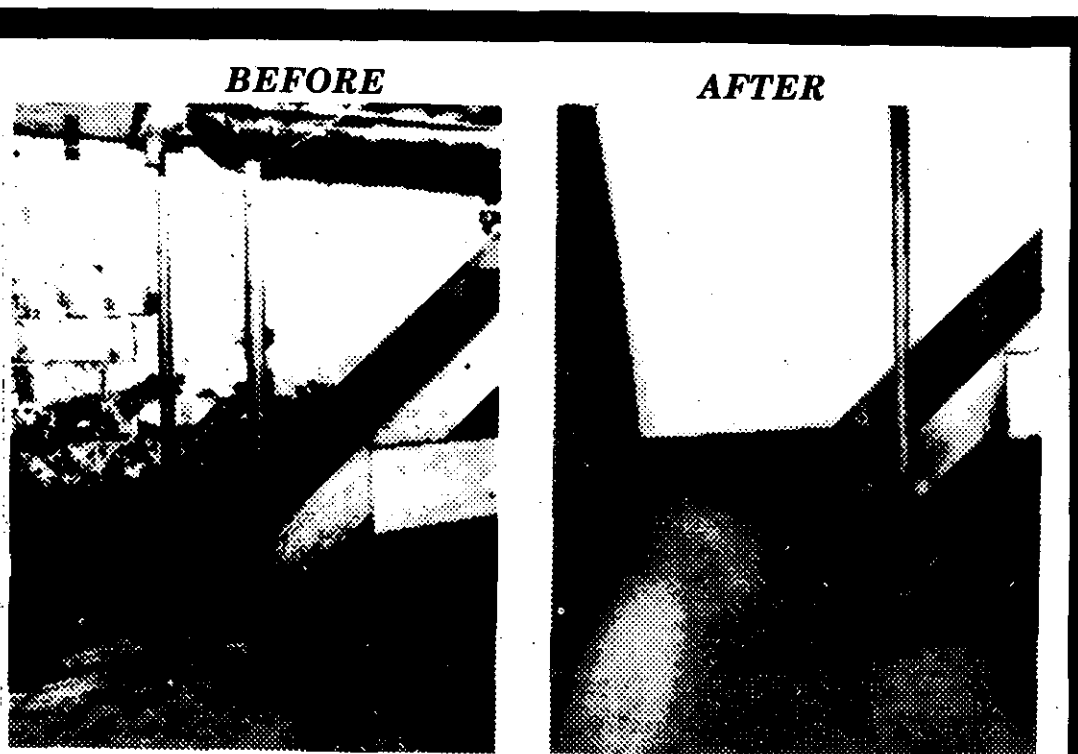
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## Latham Circle Mall to add stores

The Latham Circle Mall, one of the Capital District's most venerable commercial establishments, underwent a remarkable facelift/expansion program in recent months. Today it stands ready for the new decade, grandly refurbished and ready to welcome what its occupants and owner firmly believe will be an early upturn to a stronger economy.

Eugene Weiss, owner, and Sue Ellen Weiser, in charge of mall marketing and management, report they anticipate "many" new stores will open during the coming year, mostly in the spring and fall seasons.

"We're happy to report that the Latham Circle Mall had a very good 1990, with sales generally up, and we will continue to offer promotions and services to keep busi-

ness growing at this mall," Weiser said.

The shopping center offers a mix of retail outlets, banks, travel agencies, beauty salons and other establishments.

Despite ongoing construction, the mall enjoyed excellent traffic throughout the holiday season, Weiser said, and as more new stores open over the coming months, this trend is expected to continue.

The recently completed major renovation and expansion program gives the property a completely new look. A completely new wing of the complex houses the new Hoyt's Cinemas, J.C. Penney, Limited Express, Structure, Footlocker and GNC.

According to Weiser, the J.C. Penney store has done very well

since opening in its new location, and since they opened in November, sales are reported excellent for both Limited Express and Structure.

Latham Circle Mall grew from an original strip shopping center built in 1957, bought by Weiss in 1973. Four years later, he enclosed the strip center stores and named the property Latham Circle Mall. Caldor, a major tenant, was added in 1983 and the following year, the popular Food Court was built. In the last two years, the new J.C. Penney store was connected to the mall, the theaters opened and other new stores were added to the complex.

The renovations included major parking area relocation and expansions.

## Wellspring a comforting haven

Retired persons are staying in the Capital District and Wellspring House on Washington Avenue Extension in Albany may be one of the reasons. The large compound features 90 apartment units, in six different sizes, where retired people live private independent lives. The population, primarily well-off, has an average age in the eighties, but runs the gamut from 60 to 99.

Helen E. Reynolds, administrator for the program, says Wellspring House is really a small neighborhood with one distinct

advantage—it's all under one roof. If the weather outside is dreadful, the residents do not have to step outdoors to go to the in-house beauty parlor, the gift shop, visit a friend's apartment, the greenhouse, the game room, the library, the shuffleboard court, or the arts and crafts room.

And it is all located on the ground floor which she says is especially desirable to some of the older inhabitants. Three meals a day are served to the residents by waitresses in the dining room and

weekly housekeeping service is provided.

Reynolds says the community feeling at Wellspring House is strong and that people choose to move in for primarily social reasons. "When a lot of the chores are taken care of, life becomes less threatening," she said. The residents of Wellspring are all in relatively good health and able to live independently and enjoy the excursions the community makes to local shopping centers and other points of interest.



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Dbl. overhead cam 16 valve 4 cyl. turbo  
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## Building into the future



"A recession has a cleansing effect on the construction industry. Only the businesses who have provided quality service survive and the customer benefits," said Greg Jackson, president of Bennett contracting (above). He ought

to know — Bennett has seen more than its share of good and bad economic times since opening in 1915. Jackson said the firm expects 1991 to be its best ever, and anticipates that sales will approach \$5 million.

## Marcus Interiors has professional help ready

"In a soft economy, people often give up expensive vacations and second or new homes," said Jan Garvey, co-owner of Marcus Interiors. "This means spending more time at home and remodeling or redecorating is a natural result."

Owned and operated by Don Barnhart and Jan Garvey, Marcus Interiors, Bayberry Square, Route 9 in Latham, opened in June of 1990 and brought to Latham and therest of the Capital District many years of personal interior decorating experience.

With an "extensive selection of designer fabrics for all your decorating needs" on hand, the co-owners of Marcus Interiors also offer a range of design services such as custom re-upholstery. In addition, some of the finest names in custom draperies, bedspreads, wallpaper and carpeting are available.

"We are constantly seeking new fabric and product lines," Garvey noted. "Over the course of the new year, we will continue to stress quality products and services at competitive prices."

Service and quality at competitive prices are goals that Marcus Interiors strives for, said Garvey, and they hope to continue their service into the new year and beyond.

"We believe the consumer should consider professional help in coordinating and planning a redecorating project," Garvey said.

For a free shop-at-home appointment, Marcus Interiors invites customers to call 786-8861.

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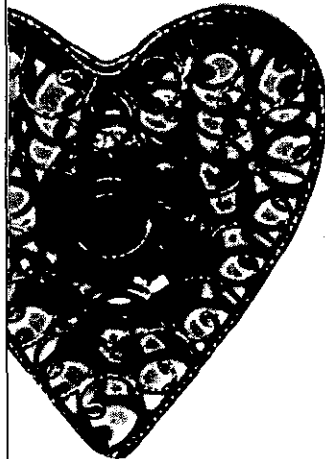
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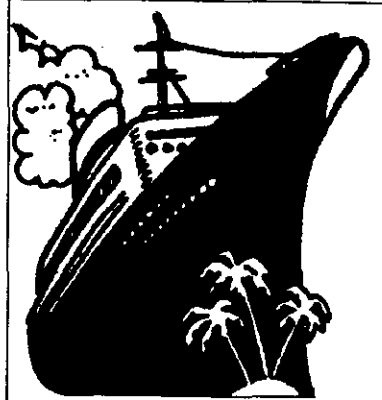
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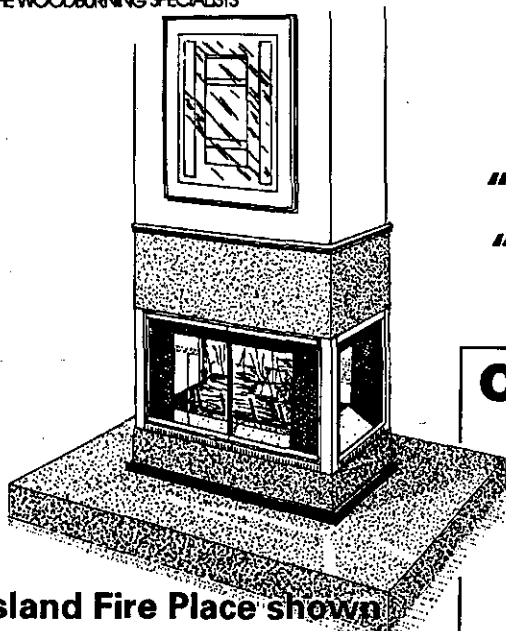
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## Treasures for children



Janis Sabatino is owner of My Child, Inc., a children's clothing shop that offers a special discount to grandparents who bring a picture of their grandchildren to

the store, located at 595 Loudon Road in Latham. The shop also offers free delivery of baby gifts to local hospitals, and features a children's playroom.

## Wacky Wings offers more casual dining

Barry Bedrosian, president of Wacky Wings at Delaware Plaza, Delmar, is optimistic about his eatery. "When economic conditions decline, we find that people generally tighten their wallets."

"Our experience indicates that with respect to entertainment, many people temporarily shift from upscale dining-out to a more casual atmosphere like Wacky Wings."

At the fast-food restaurant, a family of four can dine for under \$20. The two main items on the menu are gourmet chicken wings and Danish baby-back ribs.

"Delaware Plaza has been very

good to us," said manager Bruce Goodspeed. The restaurant serves 1,200 pounds of wings each week. With sauces ranging from mild to suicide, Wacky Wings has found the medium and hot sauces are the most popular.

Goodspeed said Wacky Wings is the area inventor of garlic wings. With garlic added to the regular sauces, the new varieties are quite popular, according to the manager. So popular, in fact, that other restaurants have copied the idea.

Other items on the menu include sandwiches, seasoned twister fries, foot-long hot dogs and wacky bread—garlic bread made on a charcoal broiler. Goodspeed said cholesterol-free oil and one hundred percent beef are used. "It's all good stuff, not the sodium-filled stuff from some fast food places."

Wacky Wings is currently considering expanding and opening other area outlets.

Last year Wacky Wings added two employees to keep up with evening business. The eatery is open from 11 a.m. to 11 p.m. Tuesday through Saturday, and is also open on Sundays.

## Courtesy counts at Crestwood

"We pride ourselves on our high quality and excellent selection of prime and choice cut meats," said Marty Sleasman of Crestwood Market. "We offer high quality goods, friendliness and courtesy."

In operation since 1981, Crestwood Market, at the corner of Picotte Drive and Whitehall Road in Albany, is owned and operated by Marty Sleasman, his brother Kevin, and Charles Gauthier.

"You will always find one of the owners in the store," said Sleasman. "And our personnel are extremely helpful and friendly."

Sleasman noted that they have an experienced staff of meatcutters on hand to ensure that customers receive the cut and service they desire.

In addition, Sleasman said customers would be "pleasantly surprised" with Crestwood Market's large selection of fresh produce, groceries and home-made salads, as well as made to order party platters and fruit baskets for any occasion.

Sleasman noted that the store recently added a "hot foods program, with a fine selection of hot foods to go at reasonable prices," as well as New York State Lotto "for the convenience of our customers."

Sleasman said he finds their prices to be very competitive to those of the larger supermarkets, with the added dimension of personalized service. Crestwood Market also offers home delivery as an added convenience and phone-in orders are taken as well.

"Customers appreciate our substantial size and selection for a neighborhood store," Sleasman said.

For information on home delivery, the market can be reached at 438-1331.

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## Noreast Real Estate sees opportunity ahead

Although a recession in the economy almost always spells bad news for the real estate business, Peter Staniels, president of Noreast Real Estate Associates, said that he and the rest of Noreast are looking at 1991 with a great deal of optimism.

"We are optimistic because the conditions are right for a strong real estate market in the affordable price ranges [up to \$140,000]," said Staniels. "Interest rates are low and dropping further and house prices are not over-inflated."

Noreast Real Estate, with its home office at 318 Delaware Ave. in Delmar, opened two new branches in 1990, one in McKnownville and one in Latham, and Staniels said they expect to add from 15 to 20 additional salespersons this year.

"In my 18 years of selling local real estate, this has to be the best

market for apartment dwellers to make their first house purchase," he said.

Staniels added that in addition to the dropping interest rates there are a greater number of homes to choose from than in the past.

Formed in November of 1989, Staniels said, Noreast in its first year saw them in the top ten percent of brokers in the Capital District for productivity, and he attributed that to a "well experienced sales staff consisting of accomplished salespeople."

Staniels said that he and the rest of Noreast Real Estate will continue to offer a menu of commission options to create a "fair and equitable relationship with sellers which takes into consideration the individual needs of the clients."

## Home Beautifiers optimistic about need for quality remodeling

In the siding, roofing and home remodeling business since 1960, John Meliski of Home Beautifiers, Inc. says he has good reason for lots of optimism about the future — area consumer knowledge that his firm stands for service and quality work.

The company, which employs 21, is at 3 Jean Ave., Loudonville. It concentrates on vinyl siding, roofing and vinyl window replacements as well as general remodeling work.

And for the next year, "Yes, we have many, many attractive incentives to offer" those who need or want to have some remodeling work done, Meliski says.

His optimism for the future

shines through when Meliski declares that "We are family-owned, aggressive, hard-driving and optimistic! We know it's going to be a good year, due to our 30 years in the business, and always attempting to keep our customers' interests in mind."

The company, while fully aware of the "reports of recession and a generally gloomy economic outlook portrayed by the media and some of the population," according to Meliski, has good reason for its optimism.

Since 1960 it has prospered through many "slowdowns" by sticking to its premise of "providing the consumer with quality and value, and by a willingness to work

hard at stimulating our business through increased promotional efforts. We continue to believe that we fill a need in the Capital District for reliable, professional quality contracting service."

That need, Meliski said, often increases "as the new housing option appears less attractive" when homeowners weigh remodeling vs. relocation.

Such slowdowns as we have today, he added, also serve the purpose of "purging less stable and less principle-oriented competition from the scene." He said Home Beautifiers and his responsible competitors all will "not only survive, but actually thrive in the seasons ahead" for these reasons.

## Delmar Physical Therapy Associates provide professional service

If you have aches and pains that won't go away or can't be explained, it might pay to get in touch with Delmar Physical Therapy Associates at 8 Booth Road, Delmar.

Owned and run since 1986 by Michele N. Keleher, the business is devoted to physical therapy by qualified professionals, three more of which were added to the eight-person staff last year as the business has expanded.

The three new physical therapists, according to Keleher, are "specially trained in cranio-sacral and myofascial manual techniques and alternative treatment methods" as well as conventional treatment techniques for orthopedic

problems.

The main thrust of the service offered, according to Keleher, is the correction of orthopedic abnormalities and alleviation of painful, acute and chronic disorders.

In addition, the business offers corrective pillows, ambulation devices, braces, splints, hot and cold packs and other equipment that may be ordered by the physicians involved.

The company is expanding its equipment lines to provide durable medical products such as traction devices, canes, walkers and braces, Keleher said.

In addition, the service is now involved in "expansion and explo-

ration of alternative techniques" for treatment of chronic and acute illnesses such as arthritis, fibrositis, cancer and neurological disorders.

Keleher said these involve cranial/sacral and myofascial release techniques, massage therapy, acupuncture, acupressure, visualization of energy techniques and diet and nutrition. New employees include a massage therapist, acupuncturist and a nutritionist.

Keleher noted that "alternative treatment methods" such as those noted above, "encourage patient involvement in a total body approach to reducing pain and alleviating disfunction."

## Silver and gold



Debbie and Joseph Lewanda are proprietors of Le-Wanda Jewelers Inc. at Delaware Plaza in Delmar. The full service retail jewelry shop offers watch and clock repair, jewelry repair and design, and appraisal work. The family-owned business was launched in 1959.

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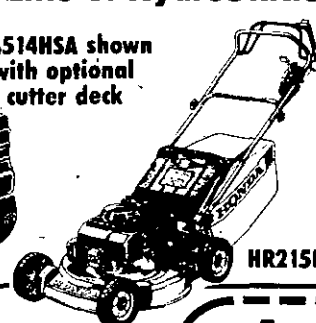
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# Xylex place to go for woodwork Albany Institute finds support from business

If you're in the market for some special kind of woodwork, or just any kind of woodworking for that matter, the place to go is Xylex Specialties Ltd. at 1047-1053 Broadway in Albany.

Operating since 1980, the architectural millwork and cabinet making business is run by owner Dimitrios Tsamardinos and Joseph J. Lanese, secretary treasurer. In the last year alone, the firm has added four new employees — cabinetmakers and assistant cabinetmakers who are experts in millwork and fabrication of cabinets and furniture.

According to Lanese, the new year will see the opening, in the existing building, of an entirely new section devoted to home renovation, supplies and equipment.

Customers in the coming year will see a new emphasis on working closer on home improvement projects, bath and kitchen restorations and general home upgrading. All are the result of today's slower market for new housing and all the supplies and services that go into such new construction.

The company, of course, will continue production of its main products. These include mouldings, doors, counters, kitchen cabinets, residential and commercial cabinets and furniture.

Additional services involve

complete interior restorations, including both kitchens and baths, and fabrication of custom stairways, raised panel walls and refinishing and repair of both residential and commercial furniture.

By the end of 1991, Lanese said, "our business will gradually expand into complete home renovation. I feel with the present poor economic conditions and the bleak outlook for the next 12 to 16 months, businesses will be forced into severe competition for a somewhat limited market."

With a reputation for fine quality work and good service to clients, Xylex Specialties Ltd. should find little problem in meeting that challenge.

In January, the start of its bicentennial year, the Albany Institute of History and Art, 125 Washington Ave. in Albany, developed a new corporate program to expand its relationship with the upper Hudson Valley business community.

The new Corporate Partnership Program provides special access to the Albany Institute's collections, facilities, and activities to participating firms and organizations in return for an annual contribution. The campaign was spearheaded by AIHA trustee Robert Krackeler of Krackeler Scientific.

The Corporate Partnership Program reflects the museum's appreciation of the generous and long-standing support the business

community has given the Albany Institute.

Through special events such as parties, luncheons and exclusive exhibit openings, the museum provides opportunities for Corporate Partners to make new professional connections and reinforce existing ones. Previews, exhibition tours, use of museum areas for meetings and social functions, and invitations to all major events are among the benefits available to the Corporate Partners.

In addition, the museum offers benefits such as discounts on museum memberships, art classes, and lectures that can be passed on to company employees.

For information on the program, call Robert Holley at 463-4478.

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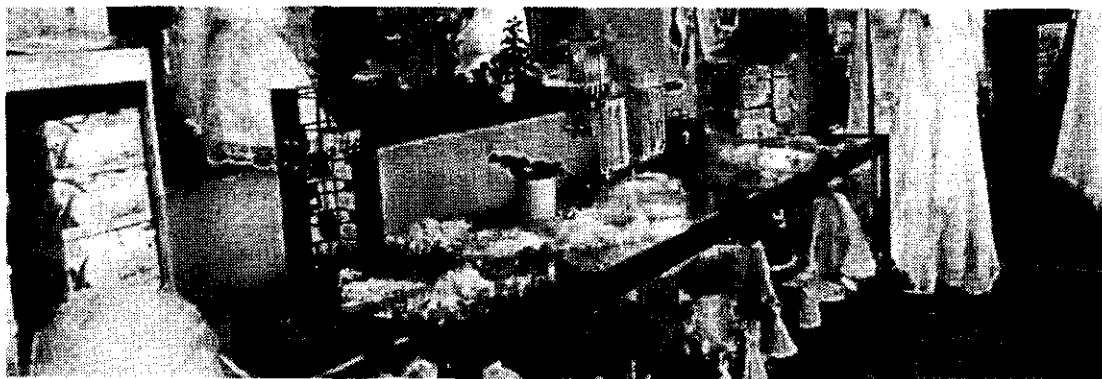
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The Bridal Rose Boutique, 50 Delaware Ave., Delmar, stocks a full line of bridal and formal wear, plus prom and party dresses, shoes, accessories and gifts. Last

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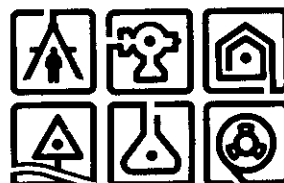
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## They have your color



George and Paul Leahey, owners of R.H. Miller Paint Corp., on Central Avenue in Albany, stand ready to help customers select paint, wallpaper, vinyl flooring and carpeting. The firm also offers custom color matching and in-house decorating.

## Laura Taylor injects personal touch into women's apparel stores

The clothing, jewelry and accessories you will find at the two Laura Taylor Ltd. stores, at Delaware Plaza in Delmar and Stuyvesant Plaza in Albany, reflect in large part the personality of Laura Taylor herself.

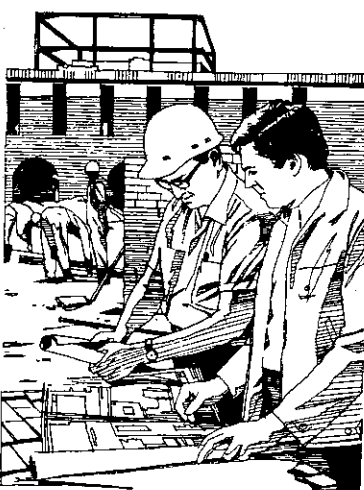
"I don't think that being a businessperson and being a good person are incompatible," Taylor said.

Admitting she was "affected by the 60s," she said, "We will not sell someone something that we don't feel right about or that hurts the environment."

Taylor and her husband Clint Hegeman have seen their business grow and flourish since they started in Delaware Plaza in 1984. They added the Stuyvesant Plaza store in 1986, and now employ 17 full- and part-time employees. Taylor and Hegeman work Monday through Saturday, she in Delmar and he at Stuyvesant.

Laura Taylor Ltd. offers a varied line of jewelry, accessories and clothing for women, including dresses and sportswear, with a definite emphasis on natural fiber clothing and affordable handmade jewelry.

"About 90 percent of our clothing is natural fiber," Taylor explained. "Our selection is rather eclectic — mostly smaller lines like Putumayo. The only big line we carry, Jessica McClintock, features cotton dresses with very nice floral prints."



In jewelry, Laura Taylor Ltd. offers all handmade pieces by small companies. Taylor noted that the small companies provide high quality without having "to deal with a lot of layers of management."

Taylor added that jewelry can also be affordable. "One of my favorite pieces for Valentine's Day is a heart-shaped crystal on a sterling chain by Fortuna which goes for around \$20," she said. "It's the kind of gift that anybody can give, especially the guys who can't afford to spend \$100."

Taylor emphasized that her stores put a premium on service.

"We do a lot of things that other stores don't, like guarantee jewelry and provide free alterations. If there's a problem, we'll fix it free," she explained. The stores also feature free ring sizing and gift wrapping.

For 1991, Taylor hopes to expand her lines of affordable jewelry and dresses. "In 1991, our stores will still be the best value for your dollar," she said.

Laura Taylor Ltd. is open Monday through Friday from 10 a.m. to 9 p.m., Saturdays from 10 a.m. to 6 p.m., and Sundays from noon to 5 p.m.

## Windflower Florists, Glenmont, does it all

"We can do anything," says Aleta Johnson of Windflower Ltd. in Glenmont. The ten-year-old firm has done flower arrangements for funerals in the shape of airplanes, designs to look like trucks, and arrangements tailor-made for fortieth birthdays. The business has even made house calls to specifically match floral designs to furniture in clients' homes.

Floristry runs in the family. Johnson and her sister, Dorothea Backlund, co-own the business they originated. Another sister is a florist at another area flower shop. "It's kind of scary, but there's a few of us," said Johnson.

The sister team added three part-time workers in 1990; a floral designer, assistant to the floral designer and a floral assistant. Windflower Ltd. relocated and added 400 square feet to their business. Changing locations in the Town Squire Shopping Center created space for the computer the firm bought to help with billing.

Because some of the larger retailers have been moving out of the shopping center where Windflower Ltd. is based, fewer people have been simply wandering into the shop after doing other errands. But regular visitors have been constant, says Johnson, citing a few who come in just to chat and browse. "We just like people," says Johnson. "The cat and dog probably attract more attention than we do," she adds, about the animals which keep her company in the shop.

Since the Christmas season sales were just about the same as last year, Johnson says she is not too worried about the predicted downturn in the economy. "We have had to step up our advertising this year," she said. "We're pulling more people from a larger area."

Johnson says, "I am forever impressed by the loyalty of our community and their willingness to do business locally. It's refreshing to be in a community that is

willing to support local merchants." The sisters received a lot of support for their idea from the florist Johnson was working for when they started their company. She says that once a business is established in the area other businesses are wonderful about patronizing it.

"Choosing a name was one of the hardest things," she said. The pair settled on the name "Windflower" when Backlund's husband gave her the flowers, anemone, which are so nicknamed, for Valentine's Day.

## Remodeling your castle?



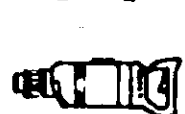
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## Driving school keeps on trucking



All Star Driving School in Loudonville offers driver training courses and instruction in the operation of heavy equipment. Above is owner John DeLap in front of one of the school's trailers.

## C.R. Drywell offers innovations in heating

The employees of the Fireplace Division of C.R.Drywell Inc. in Voorheesville don't just sell fireplaces, stoves, and gas logs. On occasion, they invent them. Currently, the firm has a patent pending on a gas unit, which, if accepted, will be the only heating unit using gas to be accepted in New York.

The gas logs which fit into most fireplaces are a wise choice for energy-conscious times, said Jack Chartres, the firm's general manager. Instead of drawing heat out of the home with a draft (like a natural fire does), the gas logs keep the heat they generate in the home. They are ecologically safer, too,

he said. The unit can be turned on by a simple switch, manually or by remote-control, when a person enters the room. The unit does not require a standing pilot, which often wastes energy and releases spent gases into the air.

"It makes the house more of a home," said Chartres. "It's really quite cozy." He pointed out that chopping real firewood to build a traditional fire can bring bugs and snow into the house, and the task is nearly impossible for the elderly and handicapped. "Why shouldn't the handicapped enjoy the same benefits we all do? All they have to do is flick a switch," said Chartres.

C.R.Drywell will be increasing productivity on gas units this year especially for a nation with increased concern for sources of energy. The firm expects to be hiring new installers in 1991, because plumbers need to be specially trained for the delicate work with the gas lines. Chartres said he expects no trouble finding installers since many have been put out of work by the declining sale of new homes.

Because "the homebuilder market has dried up considerably," Chartres said, C.R.Drywell has been selling increasingly to the individual homeowner. The firm supplies Heatilator and Arrow brand heating units, ducts to ventilate them, and the chases which hide all the inner works. The company also opened a retail outlet this year to serve any other home repair needs customers may have.

The company also offers an innovative alternative to log-burning or fossil-fuel heating units. Meet the pellet-burning unit. The stove burns a continual feed of, pellets made of a combination of wood, sawdust, peanut shells, walnut shells, and corn cobs. According to Chartres, when the pellet meets with forced air inside the stove, it creates "one heck of a flame." He says you don't have to worry about anything, just enjoy the heat. "Just drop a bag of the pellets in the door in the back about once a day."



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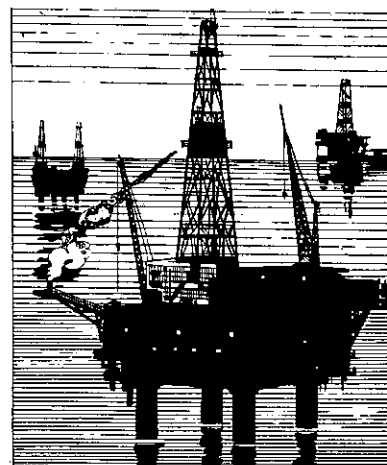
## Newsgraphics fills printing needs

Newsgraphics Printers at 125 Adams St., Delmar, is a division of Spotlight Newspapers, Inc., headed by Dick Ahlstrom, president.

The commercial printing business produces newsletters, letterheads, business cards and other commercial print items, with three full-time and one part-time employee.

The business was acquired in 1980 and since that time, as a small commercial printer, "services the community's printing needs," Ahlstrom said.

For printing information, call 439-5363.



## Sun Indian Jewelry sells southwest artifacts

For Lorena Embler, it was simple and natural to begin selling Indian jewelry and art. "My husband and I took a western trip and I wanted my children to see the western canyons. But they're all married and broke."

So she went without them and bought a lot of the Indian jewelry which depict the Southwest with beautiful colors and designs. And once they had marveled at it, they helped her sell it. Embler was so fascinated by the items and the area of the country they came from that she returned to the region, this time with her children, on an official buying trip. That was in 1985.

Today Sun Indian Jewelry at 1687 Central Ave. in Colonie has a much expanded inventory. Besides hand-crafted jewelry, they offer pottery, rugs, sand paintings, dolls by the Navajo, and wall-hangings. The entire collection is housed in the same building with Sun Appliance Repair. Embler, her husband, and a son-in-law run the two businesses.

Many of Sun Indian Jewelry's customers began as Sun Appliance Repair customers. Word of mouth has brought many other regulars into the store. And then there are the connoisseurs. "I don't always know the answers to some of their questions, I have to admit," said Embler, who has been in the trade only five years.

She said it is becoming harder and harder to find the special pieces she is looking for. In airports, she has run into buyers from Switzerland and Denmark who are snap-

ping up large amounts of the jewelry to take back to Europe.

It isn't always foreign buyers who throw a hitch in Embler's plans. She said the Indians create their works of art according to what they are feeling when they are at work on the items. Often, they do not want to create things which are identical to earlier pieces, especially things in the higher price range. "It's not like Macy's, where you can call up and order two gross," she said. "The Indians do their own thing."

Embler expects to spend 1991 combing the Southwest for jewelry and art objects to expand her inventory, but her top price will probably remain around \$500.

## Cole Auto Supply sees more sales

With the decrease in recent new car sales, Cole Auto Supply, Inc. in Colonie is expecting increased sales of repair parts.

"There was quite a boom in car sales during the mid-80s," said owner Dan Cole. "But they're not selling cars as much anymore, so the ones out there are aging."

The extended warranties on cars purchased around 1985 are running out, Cole said, and more car owners are opting for repairs over buying new cars. And because the warranties are expiring, there are more sales of auto parts, as opposed to free or low-cost replacements, the owner explained. All this is good news for Cole, who hopes to expand his retail and wholesale auto part business.

Last year Cole moved his business to 20A Railroad Ave. in Colonie from Albany-Shaker Road. "We used to have several gas stations with repair shops in our neighborhood, but they all became convenience stores," explained Cole.

The move put the business in closer proximity to car dealerships and repair shops, the business's main customers. The new location has also provided an increase in floor space.

To take advantage of the proximity to repair shops, Cole added another outside salesman to his staff last year.

"We make prices as competitive as possible because the competition has been pretty brutal," he said. The store sells all kinds of auto parts for the ignition, brakes, front end, radiator, exhaust system and fuel system. Some accessories, such as waxes, are also sold at Cole Auto Supply.

## Furnishing your home



Capitol Home Furnishings, 775 New Loudon Rd. in Latham, offers furnishings for the bedroom, living room, dining room, and all the other rooms in your home. Owner Steve Califano opened Capitol Home Furnishings in 1974.

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## Like father... like daughter... and now, like son

Tom Hughes of Delmar has been an optician for 25 years. Some of that dedication must have rubbed off on his family since his daughter, Michele, joined him two years ago as an optician. His son, Tom, will graduate this year — also as an optician — and join what has truly become a family business.

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## News, gifts can be found at ME Newsroom

"It's all new!"

That's Morris Epstein's exuberant description his new ME Newsroom which has just opened (on Jan. 15) at Rosewood Plaza, 501 New Karner Rd. It will be a combination newsstand and variety and gift shop.

Customers will find candy, magazines, newspapers, tobacco items, greeting cards, gifts, a photo service, panty hose, popcorn, and even a "slush" machine.

While Morris has been in business 20 years, the store added 940 square feet last year to make room for an expanded line including the greeting cards, a variety of food

products and the news publications.

Product promotions, Morris says, will be an important feature of operations in the new year.



## Albany Girls Academy marks 1990 milestones

"The decade of the '90s finds independent schools alive and well and moving in many directions that surprise people," said Joan Lewis, director of admissions for the Albany Academy for Girls. "At Albany Academy for Girls, 1990 was a year of significant progress in many areas."

In operation since 1814, the Albany Academy for Girls, located at 140 Academy Road in Albany, offers an educational program for pre-kindergarten through 12th-grade girls.

The independent school marked several milestones in 1990, Lewis said. They included appointment of a nationally recognized

headmaster, Ronald Fay; an increase in the number of students receiving financial aid, now 23 percent of the student body; an increase in the diversity of the student population; and the expansion of the school's cross-enrollment program with the Albany Academy.

"The cross-enrollment program strengthens both schools in a variety of ways," said Headmaster Fay. He noted that high school students, for example, can now take a wide range of advanced placement college-level courses such as chemistry, calculus, physics or modern European history.

"This innovative and exciting

program was one of the reasons I welcomed the opportunity to come to Albany Academy for Girls," Fay said.

Lewis noted that the school is representative of current trends, as "independent schools are becoming increasingly diverse, they are offering more financial aid... and are offering strong and innovative academic programs that give parents a range of educational alternatives."

The 1990-91 enrollment at the academy shows that 18 percent of the enrolled students are from minority groups, said Lewis, "giving our school a diversity we view as a significant asset."

Strengthening the cross-enrollment program is a priority for 1991, Fay said, and "both schools have a vitality that is representative of the strength of independent schools nationwide."

For information on enrollment, call 463-2201.

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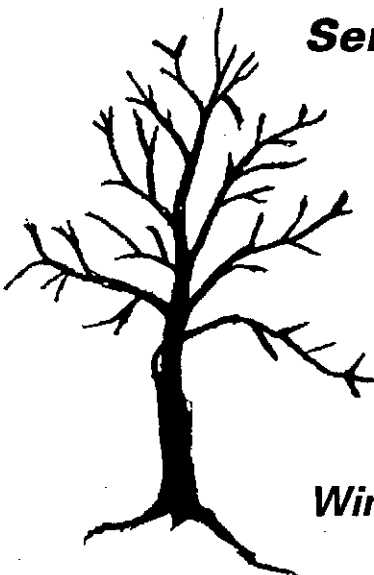
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## N.S. Auto Plaza predicts upturn

Ed Gendron and Chuck Herchenroder have a different take current economic times than some forecasters.

The pair, who run New Scotland Auto Plaza, Inc., at 1970 New Scotland Road in Slingerlands where they sell late model used cars and trucks, don't hold with those who say the economy is lagging, or will be.

On the contrary, Gendron said, "I believe the economy will gradually turn for the better through spring, leading to a very strong third and fourth quarter."

That optimistic forecast is based in part on Gendron's report that "our reputation of having good quality vehicles at fair prices is now taking hold." He said the company "is projecting a 30 percent increase in both wholesale and retail sales" this year.

Gendron is working to increase business by offering a better selection of quality vehicles at fair prices "through increased inventory," he said.

The business, begun just a little more than a year ago, on Jan. 1, 1990, has four full-time employees. While the main thrust today is auto sales of the late model cars or trucks in the company's inventory, New Scotland Auto Plaza will find "new cars and trucks on demand," for its customers, according to the owners.

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# Whirlpools for everybody at Waterworks

Waterworks of Eastern N.Y., Inc., among other things, deals in spas and whirlpools to help you ease those modern day tensions of daily life.

Founded last April by Donald and Marcia Sweet, the company is in Clifton Park and has a showroom display at Capital Home Furnishings in Latham. The accent is on making water useful, and the Sweets also own a second company, Capital District Pressure Wash for residential exteriors, described as "an alternative to painting."

"Because the price of our spa is about half that of a traditional spa," says Donald Sweet, "we feel the tighter economy will benefit us in our whirlpool conversions. We can save someone as much as \$1,500 on a tub conversion compared to purchasing a new whirlpool," Sweet says.

While the spa company is starting small with three employees, plans for the coming year include the addition of a full-time installer and a commissioned sales staff as word of the new products gets around.

For \$850, Waterworks will convert your tub to a six-jet whirlpool facility in one day. The conversion involves no new plumbing, tile or finishing work.

In addition, Waterworks is concentrating on a completely new product, Softub Spa, which is portable, comes in 25 custom and four standard colors. It's fully insulated and works like a thermos bottle, according to Sweet.

He says the water is heated with a heat exchanger rather than a heating element, making it much

cheaper to operate than a conventional spa. With water temperature maintained constantly there's no need for timers or waiting periods. Sweet also lauds the Softub comfort, with sides and floor cushioned.

There are adjustable jets for soothing, hydro-therapy action, easy installation and simple operation.

Sweet says the older Pressure Wash division added two new employees in 1990, and doubled their sales from the previous year. The company added new capital equipment in 1990, and described the outlook for 1991 as "very good."

According to Sweet the average cost to have a house exterior professionally cleaned is about \$200, far less than a new paint or staining job, although Pressure Wash can also provide those services.

The service involves removing mildew, cleaning brick surfaces, wood restoration and painting preparation for all kinds of siding and exteriors.

For information, call 386-0753.



## Agar has your part



Agar Auto Parts Inc., at Railroad and Dott Avenues in Albany, offer a selection of parts for all cars, specializing in Motorcraft and Ford. Pictured, top row, from left, Mike Desano, Joan O'Dea, owner Bill Hensel, Elmar Garmley. Bottom row, from left, Mike Hensel, Ann Hensel and Jim Hensel.

POTTERY

RUGS

# SUN



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## What's New At Del Lanes?

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1:00 P.M.

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Starts Feb 4th

9:00 P.M.

### Join Our Bad Bowler League

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1:00—4:00

Bowl for Only \$1.00 Per Game

### Sunday

We Now Have Lanes for Public Bowling

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• Schedule Subject To Change —  
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## Del Lanes

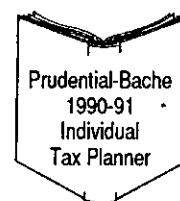
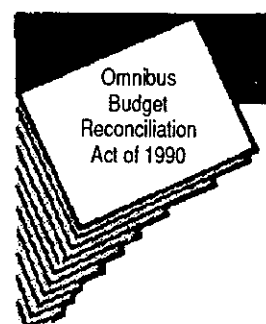
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Clients, please give your name and office of Financial Advisor.

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## A black and white photograph showing a variety of hanging lamps in a store. The lamps have different shades and patterns, including some with floral or geometric designs. They are hanging from the ceiling, and some are illuminated. In the background, there are shelves with other items, and a sign is visible that says "LAMP".

# Lookout for quality at Latham inn

for a double, and the rates include a free full breakfast, newspaper, cocktail and use of the Colonie Athletic Club.

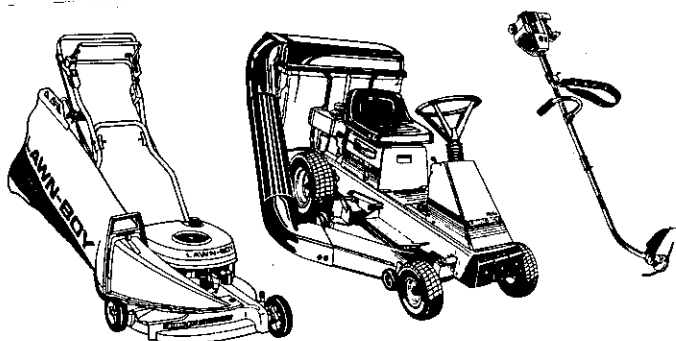
The breakfast restaurant in the hotel is open from 6 to 9 a.m., while lunch and deli sandwiches are served until 2 a.m. The full bar on the premises is open until 4 a.m., and entertainment is offered five nights a week.

The conference facilities, which seat 24 at a table, rents for \$60 a day.

For information, call the inn at 785-1414.

# Inventory Sale

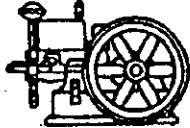
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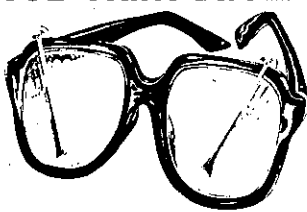
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**children's clothing. Manager Keith Stiffler says there are also monthly promotions available at the store.**

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# Steve Kretser moves to Colonie

"We are a fine jewelry marketplace," said Steve Kretser of Steve Kretser Ltd. "We will continue to maintain all possible services under one roof."

Formed in 1984, last year Steve Kretser Ltd. moved from the original location in Guilderland to Wolf Road Shoppers Park in Colonie.

Kretser noted that the total floor space rose from 1,200 square feet to 3,100 square feet with the move, with over 1,580 square feet being utilized as showroom space. The new store is designed after an "English tearoom," Kretser added.

Specializing in jewelry, retail and wholesale, some of the products include rare gems, custom

designed jewelry and a large selection of diamonds.

In addition, the business also offers all related services, including repair of fine jewelry, appraisals, engravings, watch repair, gem recutting and insurance replacement.

Kretser said that he anticipates a volume increase of 30 to 50 percent in selection and services alike, "especially in custom design and repair," for this year.

He also has a new product on the premises, Gemvision, which he said is essentially a "video microscope." With Gemvision, gems of all kinds can be placed under a microscope, and the image of the

gem is transformed onto a high resolution monitor.

"It brings the gems up into full living color," Kretser said. He added that Gemvision is helpful in appraisals, and a printer connected to the machine enables Kretser to print off copies of the image for more analysis. He noted that he is currently the only business in the country with the service.

In addition to anticipated volume increases in 1991, Kretser said that the company is starting its own catalog to be distributed locally and nationally to other dealers.

For information, call 482-7572.

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## Picture this!



Lee Weiser, owner of the Frame of Mind art galleries in the Clifton Country Mall, Latham Circle Mall, Aviation Mall and

Wilton Mall, offers custom framing, limited editions and numerous other services. "We're making art available for everyone."



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## Hair parlor 2 years old



Profile Hair Design manager Theresa Spinelli (above) says the beauty parlor strives to make its customers feel special. "A client's comfort and relaxation is very important in the beauty business," she said. The 318 Delaware Avenue, Delmar parlor will be two years old in June.

## Unique items at Country Store

Marlene Brookins' Little Country Store has a name and a look in Delmar that makes it unique among the area's gift and accessories shops.

Located at 427B Kenwood Ave., the little shop is tucked in at the end of the driveway at 427, hence the "B" in the address, apparently. It's a converted garage and it's jammed with the kind of wares that shoppers find irresistible.

To say that the Little Country Store is customer-oriented is probably an understatement. Serving her customers well appears to

be the basic drive behind Brookins' operation, and is the basis for her plans for 1991 to expand into new product lines and services.

The store today is devoted mainly to retail "country" type gifts and home accessories. The main products are cotton afghans, pottery, candles and dolls.

But just as important, and attracting a good deal of attention from discriminating shoppers who like to browse in such "off the beaten path" stores, are Brookins' additional products. They include dried flowers, baskets, quilts,

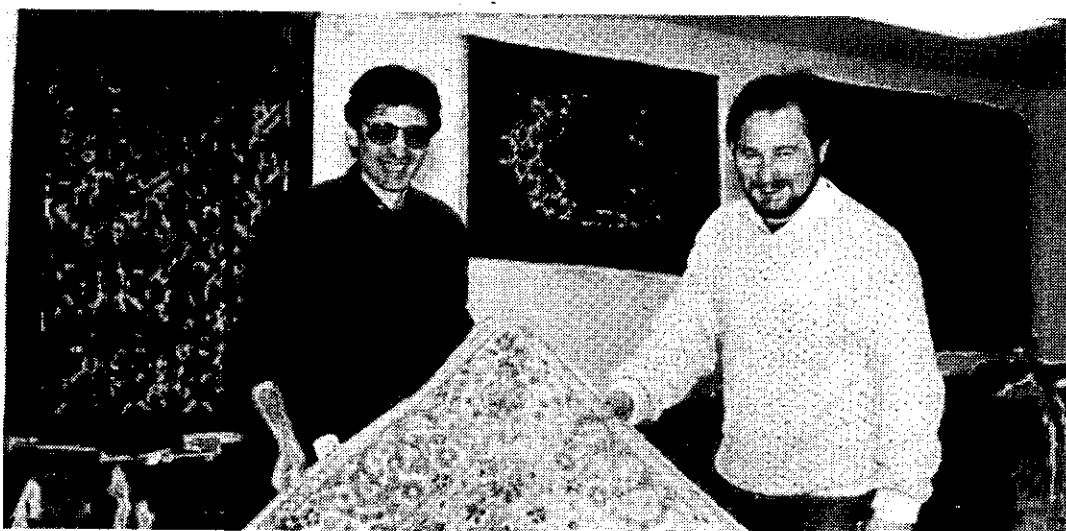
woodenware, candy, note cards, tinware, soaps and even a line of jams and jellies.

The store, which opened in 1989, has begun to catch on, and later this year an assortment of new products and services is expected to be available.

As of now, said Brookins, these will include kitchen accessories, a line of casual furniture and a bridal registry service.

"We'll be doing the same special things for our customers that we've always done at the Little Country Store," she said.

## Cutting a rug



Kermani Rugs moved operations from downtown Albany to a new Windsor Plaza, Colonie store in 1990 in order to increase business traffic, according owner Peter

Kermani. Employees Stephen Hasslacher and Pete Colello (above) show off a Kermani rug. The business is entering its 66th year.

## Krug heating weathers economic storm

No matter what else happens in the world, we'll continue to have hot and cold weather in the Capital District.

And that's why the proficient and service-oriented Krug Heating and Cooling, Inc. of Latham will continue to thrive. It knows how to deal with climate and its changes, and it knows that the

cold-blooded "business" approach to client problems must be combined with the warm-hearted attention to service that sometimes can extend beyond the call of duty, according to Gerald A. Krug who runs the business.

Located at 115 Wade Road in Latham, Krug Heating and Cooling was established in 1986 and

has seen steady growth since that time.

In a unique display of recognition of the conditions in which the world finds itself today, Krug Heating and Cooling is offering group discounts for oil to gas conversions. Call the company at 785-7073 for the details.

"We hope," Krug said, "this will help alleviate the demand for oil in this country."

Today, the company employs 11 full-time employees and another on a part-time basis. Three employees were added during the last year, including two technicians and a part-time clerical worker.

The company sells and installs Trane equipment. It can adapt its products to almost any size house or commercial establishment. The major products are furnaces, air conditioning systems, heat pumps and water heaters.

In addition, the company provides humidifiers and air cleaners.

And once they've sold you a system, Krug emphasizes, they don't forget their customers. Service contracts are provided for regular care and maintenance of systems, and a 24-hour emergency service is available to customers in times of trouble — certainly a sought-after feature for any property-owner or renter.

We've all heard of those cash rebates for all kinds of merchandise these days. To help alleviate the crunch in these uncertain economic times, Krug Heating and Cooling is offering "instant cash" rebates on sales of its high efficiency furnaces and air conditioning systems.

The company, Krug says, "is dedicated to offering the highest quality installations and service to our customers at reasonable cost."



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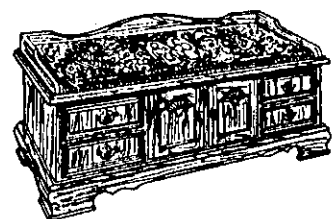
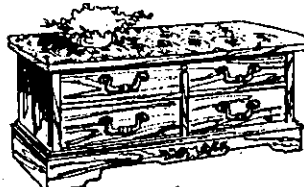
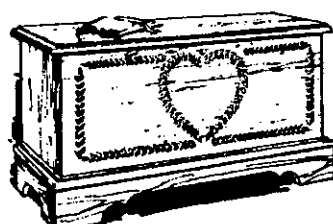
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## At your service



Deb Cherry of The Maids, an Albany-based residential cleaning service, with one of the company cars that travel the Capital District. Owner/manager Jim Harris has

expanded his staff to handle the large number of Delmar and Loudonville clients. The firm's range of services includes fall, spring, holiday and weekly cleanup.



## Business heats up



Wayne Stritsman, owner of Alternative Energy Systems, displays one of the fireplaces his company installs. The firm,

located at 470 N. Greenbush Rd. in Rensselaer, offers wood stoves, fireplaces, chimneys and fireplace accessories.

## Customer service important at Ted's Floor Covering

"We want to service people to the point where we spoil them. That's what we're hoping to do," said Daniel Depeaux, manager of Ted's Floor Covering Inc. in Albany. "We feel retail sales will be soft in 1991. So we will push for personal service and customer satisfaction and operate lean and mean."

The showroom at 118 Everett Road features carpets, no-wax vinyls, window treatments, hardwood floors, floor care products, and braided and customized rugs.

"We are not a necessity. We are a luxury-type business," said Depeaux. "If mom and dad have a few thousand dollars in the bank that they don't know what to do with, then they might buy a rug. But if you don't know if you're going to hang onto your job, you're not going to buy a carpet or floor."

If the client does have disposable income to spare, the firm can match the carpet to a swatch the client brings to the showroom and the mill can custom-make a carpet to any design the customer requests.

Less well-off clients will find a plethora of remnants to choose from "to get them by." Depeaux said the firm has tried financing programs in the past, to help customers with large purchases, but the deals did not substantially increase sales because the requirements for client acceptance were so stringent. "We sold maybe two in two years," said Depeaux.

Ted's Floor Covering hopes to extend their line of braided rugs year to have a variety of sizes

on hand in the showroom. But they won't be adding any staff to handle the new merchandise.

Ted's Floor Covering does not expect to be hurt by the slow new

homes sales. Most of the firm's customers are families who choose to redecorate. "We have a good mix," said Depeaux. "When one (area of sales) is off the other picks up."

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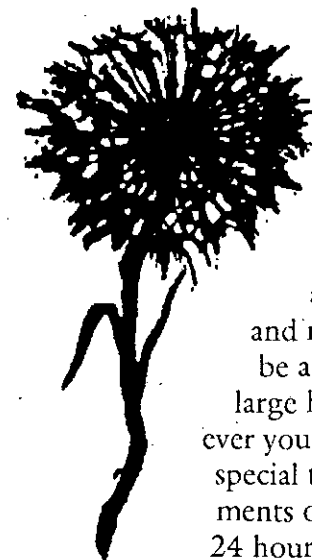
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Helen E. Reynolds, Administrator

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# Bank serves the community

Union National Bank, with headquarters at 80 State St., Albany, is a community bank offering a full range of financial services.

"This year, we'll celebrate our 140th anniversary on April 11," noted bank President James Young.

Originally the Union Bank of Troy, Union National now has nine branches in the Capital District — Albany, Guilderland, Hoosick Valley, Sycaway, Westgate Mall in Albany, North Greenbush,

Latham, Wynantskill and Troy. The bank, with assets of more than \$250 million, is a subsidiary of Midlantic Corp.

"We pride ourselves on being a small community bank that emphasizes service," Young said.

Among the services offered by Union National are Club 55 Plus (a special checking account and package of products and services for those 55 and older) and a VISA debit card, which works just like a check, but provides the convenience of being accepted wherever

the VISA card is and at automatic teller machines.

New to the bank this year, says Young, is its involvement with Weatherschool, a national program linking school classrooms to television weather broadcasts. More than 700 area classrooms are using the curriculum that ties into the weather part of Channel 10 news.

"This program is part of our commitment to education in the community," Young said. "It feels great to be helping children develop an interest in earth sciences."

## Spending spare time



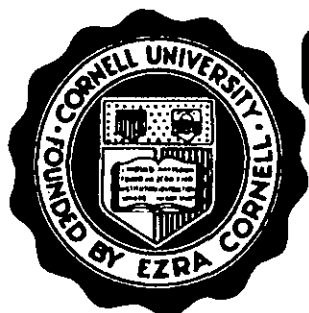
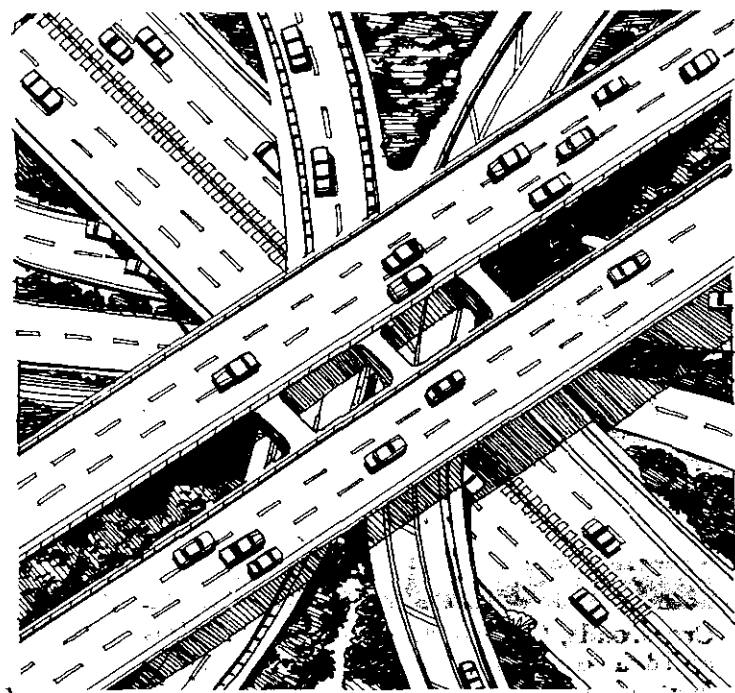
Teammates watch as a bowler prepares to deliver at Del Lanes on Delaware Avenue in Delmar, one of the community's most popular recreation centers. Owned by Bethlehem Supervisor Ken Ringler, Del Lanes has been in business for 30 years.

The facility includes a lounge and snack bar and employs six full-timers and more than two dozen on a part-time basis. Families trying to cut back in difficult economic times find bowling one of the best options, Ringler says.

## Business is heating up



Ted Danz Heating & A/C Inc., a nine-year-old Albany company with 16 full and four part-time employees, will emphasize high-efficiency equipment and equipment checkups to meet current energy concerns. Above are Ted Danz III, Ted Danz Jr., and Tim Danz.



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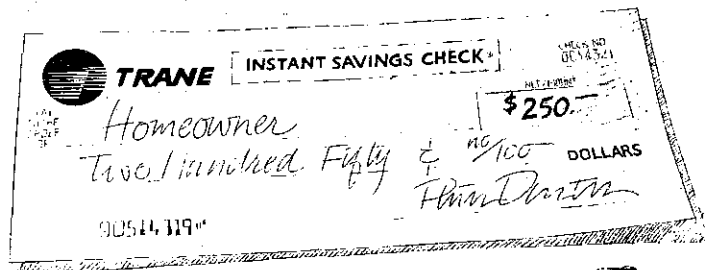
**Public Service Women's Studies Program** - A college credit certificate program for New York State clerical workers.

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**The XL 1200 Air Conditioner**  
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on parts.

#### The XL 90 Gas Furnace

Buy and install between March 4 and May 31 and receive an additional \$100. The super energy efficient XL 90 is over 90% efficient and comes with a manufacturer's limited lifetime warranty on the heat exchangers.

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Jerry Krug

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## Manor helps seniors



Debbie Hopkins (left), assistant administrator for Colonie Manor, presents a check for \$3,195 to Kathleen Caufield, executive director of Colonie Senior Services Center recently. The money was raised at an Oct. 14 brunch and will be put toward the future purchase of a new van for the senior center.

## For investment security, try Prudential Bache

If you're ready to invest, but confused by all of the choices, pay a visit to Thomas Brockley, associate vice president of Prudential Bache Securities, a retail brokerage and financial planning firm, at 650 Franklin St. in Schenectady.

According to Brockley, the Schenectady office's 16 or so employees, along with the 17,000 personnel employed nationwide by Prudential-Bache, are there to answer questions about investments, and open an account if the time is right.

"I invite the public to call or stop in," he said. "I give individual advice to people. There's no fee to talk." The phone number at the Schenectady office is 346-6101.

The Prudential Insurance Company of America acquired Bache Halsey Stuart Shields Incorporated, one of the world's oldest and largest brokerage firms, in 1981. The name Prudential-Bache Securities was chosen in 1982 to reflect the merger of the two firms. Prudential-Bache, with 330 full-service branches throughout the United States and in 20 foreign countries, is a member of every leading stock, commodity and option exchange in the world. It offers customers a wide range of investment opportunities from "very risky to very secure," according to Brockley, a former Delmar resident.

Prudential-Bache has available a "variety and wide range" of investments, he said. In addition to stocks and financial planning, Prudential-Bache deals with corporate, municipal and government bonds, mutual funds and other investment opportunities. "We handle all different financial matters."

Investors with a limited amount of funds, as well as substantial investors, are welcome at Prudential-Bache. "We don't deal with any specific dollar amount," Brockley said. "An average account's size is \$50,000 to \$60,000. But we have

accounts at \$5,000 and \$500,000. There's no one number."

Brockley, a stock broker in the Schenectady office, said he "deals with conservative to moderate investors, customers buying solid investments." A secure investment, according to Brockley, is treasury obligations, bills, notes and bonds, which are backed by the U.S. government.

"A more speculative area is aggressive growth stocks," he said. These are from a smaller company with a new technology or idea, like an environmental company, which hasn't proven itself yet. These lower-priced stocks are "less es-

tablished and more volatile," but offer "more potential for growth," according to Brockley.

While the cost of Prudential-Bache's services is "reasonable", it depends on the investment itself, Brockley said. All investments are insured in case of brokerage firm default, he said, and backed by the "stability of the firm."

"It's a mistake to think that investment equals risk," Brockley said. "That's not the case anymore. Prudential-Bache deals with insured investments."

All the employees in Prudential-Bache's Schenectady office, which has been there since the 1920s, are full-service financial advisors. Brockley said that if an employee can't meet a customer's special need, it will be met through Prudential-Bache's home office.

## Counseling group grows



Crossroads, Normanskill Boulevard, Delmar alcohol and drug counseling center, added two new employees last year and plans to continue expanding in 1991. "We will be increasing the number of treatment" approaches to meet their clients needs, said William Rockwood, program administrator (above left). Also pictured are Senior Counselor Ellen L. Halligan and Clinical Director Gene Stone.

## Consultant offers management advice



Charles "Chip" Bradley, of 67 Lansing Dr. Delmar, is executive director locally of Priority Management, a company teaching management skills headquartered in Vancouver, Canada. "Given the economic state, it is obvious the world is changing. We can prepare ourselves through Essential Management Skills (Priority's program) to prevail in these turbulent times," Bradley said, looking ahead at 1991.

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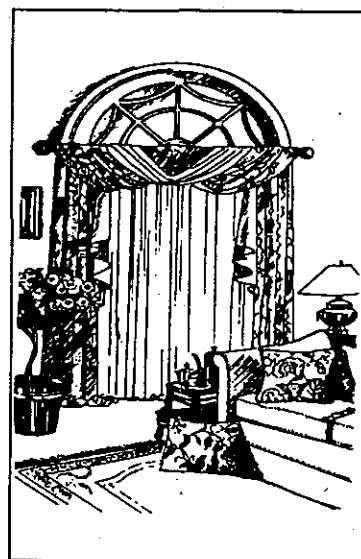
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## □ Cover

(From page 4)

System. "We are constantly exploring new products and services to benefit our customers," he says of the full service bank.

In addition to the usual banking services, First National of Scotia provides brokerage, automated teller machines, and serves as a bill payment agency for both New York Telephone and Niagara Mohawk. Established in 1923, the bank today employs 129 full-time personnel and 25 part-time. Dur-

ing the last year it created four new entry-level positions and hired 38 new persons, opening a new branch at 782 Albany St., Schenectady.

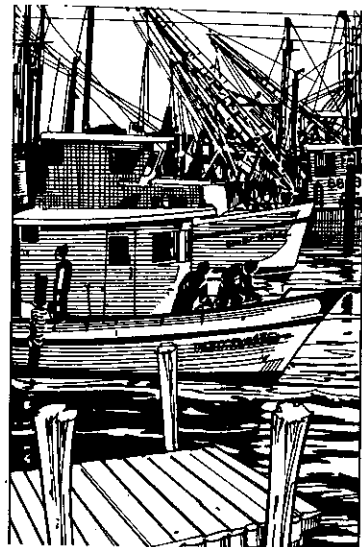
In the face of a sagging economy, the bank will continue to maintain competitive rates on deposits and consumer loans, according to Buhrmaster.

**Capital Cities Imported Cars** has been in business since 1976 and after 15 years is looking for-

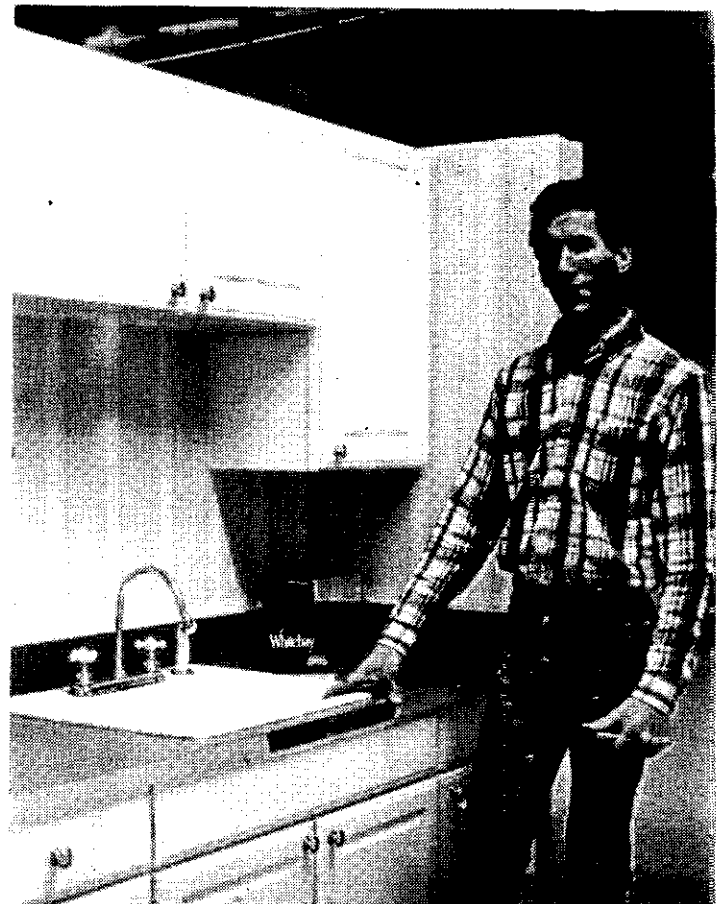
ward to another new year during which its top-line BMW is introducing the new 850 series, beginning last month, and in May will come out with an all new "3" series. Stephen Picarazzi, general manager, stands with a new BMW on the dealership's showroom floor.

Kevin Langan, president, and Picarazzi agree that "maintaining fair prices" will continue to be the hallmark of their operation. The company sells both BMW and Volkswagen cars and has a full line of parts and accessories for them in its sales and service operation. The company has 30 full-time employees.

*Supplement photos by Elaine McLain and Hans Pennink*



## Everything for home



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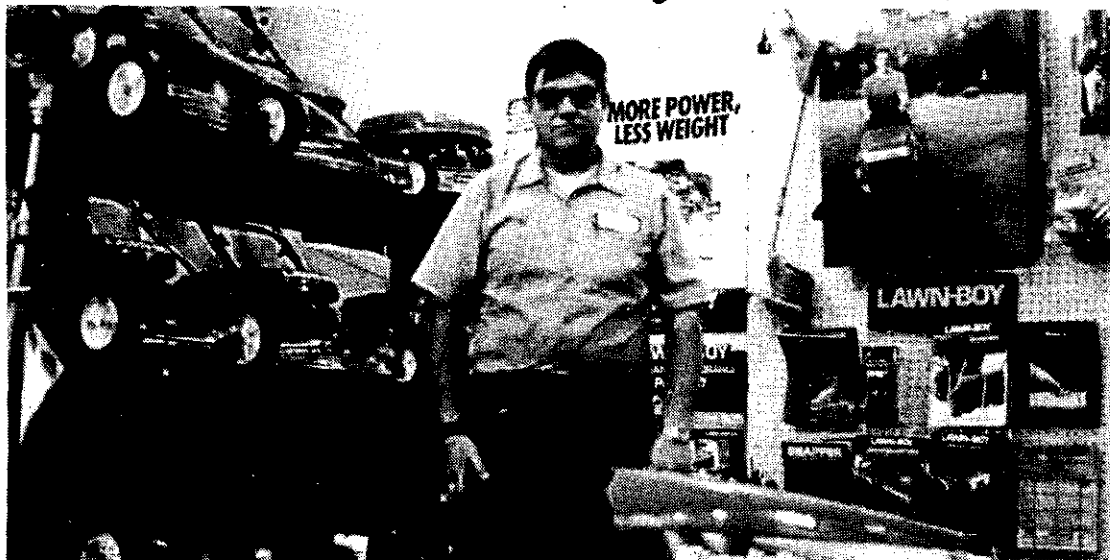
## You'll look fantastic



Fantastic Sams, located in Delaware Plaza in Delmar, can help you get the look you desire. With a trained, professional staff of hair stylists and a selection of hair products and accessories on hand, you'll

be guaranteed to look your best. Seated, from left, Julie Forsythe, Tamara Shoemaker, manager Leeane Shade. Standing, from left, Teri LaForest, Pam Duprey, Mary Costantino, Norma Butt.

## Mechanically sound



Weisheit Engine Works Inc., Weisheit Rd. in Glenmont, offers lawn mowers, lawn and garden tractors, chain saws and snowblowers, in addition to housing its

own parts and service departments. Owner Bill Weisheit says he hopes to keep 1990 prices on the new power equipment he is offering for 1991.



## Business Men... Business Women

If you would like to be included in our Progress Issue for 1992, or contacted for any of our monthly Special Sections or Tabloid Publications, simply fill out the information below

and send it to:

Bob Evans, Advertising Director

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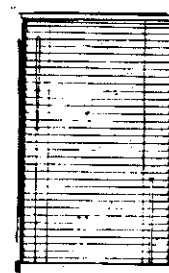


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