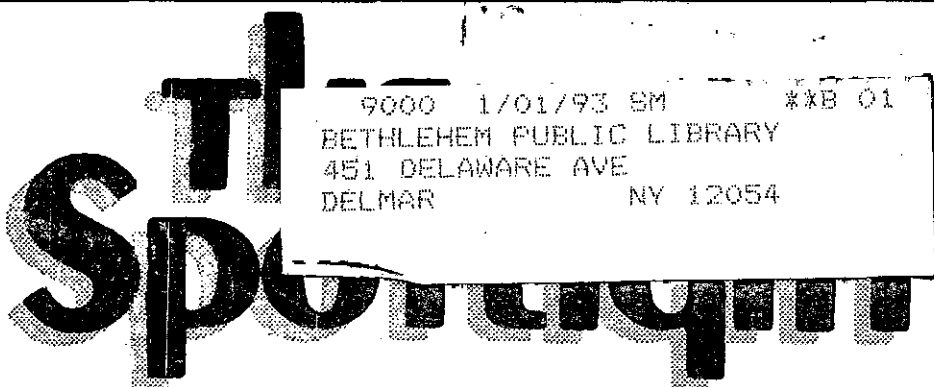


## In this Issue—64 Pages of Progress '92



SPOTLIGHT NEWSPAPERS 2ND ANNUAL

Progress

EDITION • 1992

Vol. XXXVI No. 8

The weekly newspaper serving the Towns of Bethlehem and New Scotland

February 12, 1992

50¢

## Loomis: Budget plan holds at rock bottom

By Susan Wheeler

Bethlehem Central School District Superintendent Leslie Loomis last week presented the district's proposed 1992-93 \$31.1 million "rock-bottom budget."

According to Loomis, district administrators and staff used the current fundamental operating budget as a guideline for the proposal. Every attempt was made to refrain from making any additions except where unavoidable, he said. The proposed package at \$31,118,441 is a \$1,257,944 or a 4.21 percent increase over the current operating budget of \$29,860,497. The fundamental package, or base budget, is at the level of expenditures necessary to continue this year's programs and services.

If the proposal is approved as it stands, the district will need to raise \$23,295,766 in taxes, a \$1,295,766 or a 5.89 percent increase over the 1991-92 \$22 million budget, Loomis said.

The greatest increases in the proposed budget are in the state-mandated special education program, instructional program, employee fringe benefits and transportation budget, according to Loomis. Increases in the instructional program account for needed materials and supplies, as well as staff salary increases as outlined in contracts.

In addition, the district is proposing a \$293,000 bus proposition to purchase four 65-passenger buses, a 20-passenger van and a wheelchair bus. According to Franz Zwicklbauer, assistant superintendent in charge of business, the bus purchases follow the district's bus replacement plan and will handle the projected enrollment increase of 61 pupils in grades one through five. The van and wheelchair purchases will replace buses with excess mileage used to transport special education students.

Loomis said the bus proposition doesn't affect the proposed budget figure as the purchases will be funded over a five-year period and the state will reimburse the district for approximately 75 percent of the total cost.

Revenue sources include state aid, interest income and the fund balance, a projected \$600,000, according to Zwicklbauer. The current expenditure

□ BUDGET/page 12

### Progress edition a milestone for The Spotlight

The 1992 Progress editions of Spotlight Newspapers two Albany County weeklies, *The Spotlight* and the *Colonie Spotlight*, were the largest papers the company has ever published, according to Editor and Publisher Richard Ahlstrom.

The papers contain a 64-page section dedicated to news reports on the Capital Region's business community and its local governments and chambers of commerce. In all, 129 businesses advertised in the section.

*The Spotlight*, which circulates in the towns of Bethlehem and New Scotland and the Village of Voorheesville, is 100 pages this week.

The *Colonie Spotlight*, which covers the Town of Colonie, villages of Menands and Colonie including West Albany, Latham and Loudonville, ran at 96 pages.

"The Progress edition is a review of past and future business activities in the region," Ahlstrom said. "As a forum, it gives area business people the chance to look back at where they've been and the chance to look ahead to the coming year."

He said the Progress edition will continue to be published annually in both Spotlight Newspapers.

"We look forward to an even bigger response next year," Ahlstrom said.



Glen Durlacher creates a chilly Valentine's Day ice sculpture in front of his store, Durlacher Delicatessen and Caterers, Delaware Avenue, Albany. A rundown of some special Valentine's Day events in the area appears in this week's Family section.

Elaine McLain

## Fire officials squelch coupon ad

By Susan Graves

A Bethlehem woman said her attempt to do something nice for the Delmar Fire Department "got twisted around."

Mary Keeley took out an ad in the Feb. 5 edition of *The Spotlight* announcing an "At Your Service Grocery Coupon Club" in which she offered to send 25 coupons on a person's coupon wish list in exchange for 50 unwanted coupons and \$5. And "\$3 out of every \$5 will go to the Delmar Fire Dept.," the ad read.

But so far all Keeley has received in the mail is a letter from the fire department's lawyers, Tobin and Dempf of Albany, advising her she was "forbidden to involve or use the name of the Delmar Fire Department in any scheme or other arrangement such as that advertised by you."



Gerald Day

"It really upset me to think they'd think I'd do anything underhanded," Keeley said. The nine-year resident of Elm Es-

tates said she has always been active in community charities and volunteers her time and efforts. "I've run the volunteer clearing house for three years. I do everything free — pay for gas — I do everything on my own." In her "clearing house," she collects used clothing, housewares and other throwaway items and distributes them to local charities.

But Delmar Fire Commissioner Gerald J. Day said the department wants no part of the coupon exchange. "The first time we knew about it was when we opened up the paper and there it was. We never heard from her."

Keeley, however, said she didn't think she had to call the department to get its permission to raise money. "I did not contact the department. I didn't think I

□ SQUELCH/page 12

# Police chase ends with accident, no arrest

By Hilary Lesser

What started with an officer entering hot pursuit of a suspicious vehicle, ended with Bethlehem police empty-handed and Det. Joseph Mastriano's car upside down on the side of the road.

Mastriano was driving an unmarked police car at approximately 12:40 p.m. when he was hit Monday while on route to assist Officer Anthony Arduini, according to Lt. Frederick Holligan.

It all began when Arduini tried to stop a vehicle driving half-way

on the shoulder of Glenmont Road, Holligan said. "Instead of pulling over, the driver took off," he said.

Arduini called dispatch and pursued, and Mastriano responded immediately.

But he never made it to the scene.

Instead, Dolores Cooper, 55, of Gallupville, Schoharie County, pulled out in front of Mastriano at the intersection of Murray Avenue and Feura Bush Road. Mastriano's car struck an embank-

ment and turned over onto its roof.

The vehicle had its red lights and siren on at the time of the accident, Holligan said. "She should have known to stop," he said.

Meanwhile, the first driver proceeded up Glenmont Road to Route 9W, turning right toward Albany. Arduini continued to chase the vehicle into the city, losing sight momentarily, before coming across it parked unoccupied on 4th Avenue. "The driver got out of his car and fled," said Holligan.

Holligan said the department has "developed some leads" on the suspect, who was still at large Tuesday, and the incident is still under investigation.

Cooper was charged with failure to yield right of way to an emergency vehicle and failure to yield right of way at an intersection, Holligan said.

Mastriano, of South Bethlehem, was treated and released from Albany Medical Center Hospital, said Holligan.

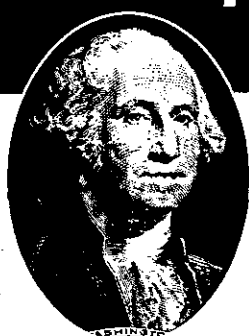
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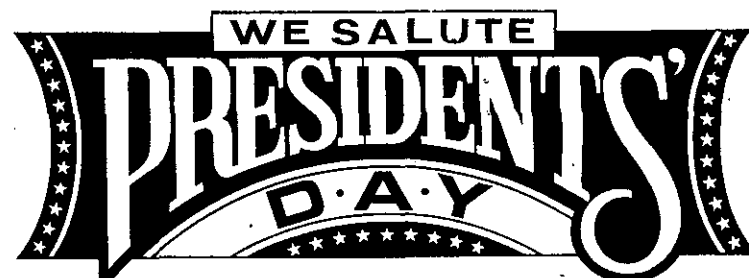
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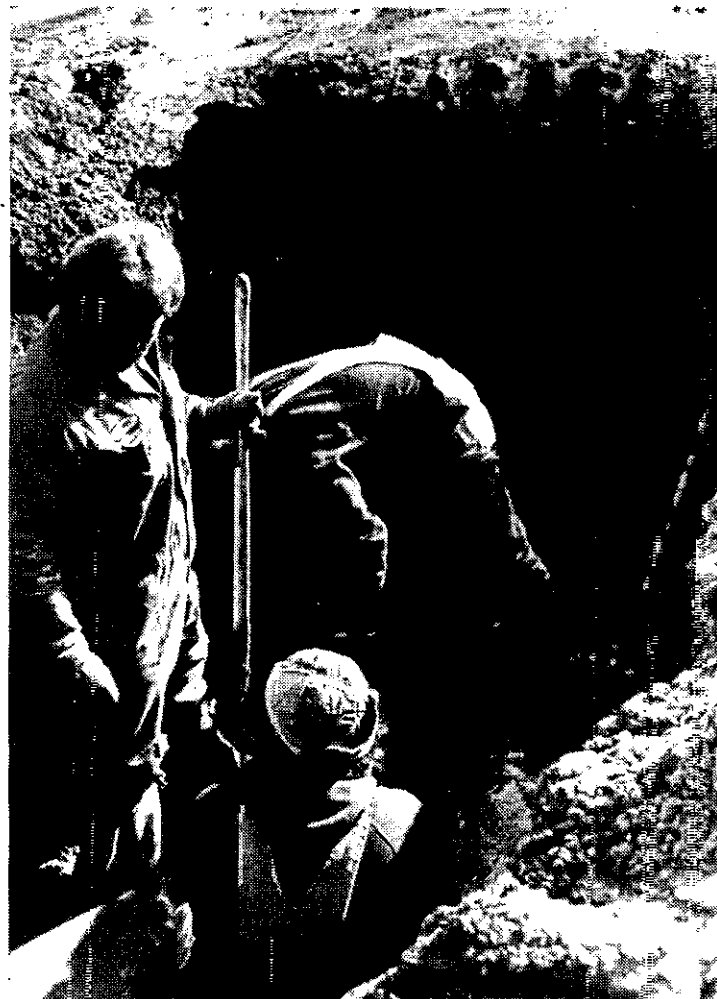
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## Wet day at work



A broken water main at the corner of Grove Street and Hallwood Road in Delmar kept town employees busy Friday. Working on the main are, from left, John Wagner, Jesse Turner and Bill Miller. Elaine McLain

## Planning posts at issue in New Scotland

By Eric Bryant

A planning board vacancy in the Town of New Scotland will remain unfilled for at least another month. The expected appointment of Voorheesville resident Robert Stapf was tabled Wednesday night.

While Stapf was never formally nominated, board member Peter Van Zetten brought a motion to table any appointment, saying on Saturday he would like to see a dairy farmer or "someone who makes a living off the land" fill the position.

"We've got school teachers and professional people on there. I just think it should be equal ... more balanced," he said.

Fellow Republican Craig Shufelt seconded the motion and was joined in the vote to table by new board Democrat Richard Decker.

Following the meeting, Decker said he deferred so that all the board members could review the 10 resumes the town received.

"I don't see any problem with waiting another month on this," Decker said.

During the public input portion of the meeting, Bob Vollaro, a Republican runner-up in last fall's town board race, asked that the selection process be open to the whole board and not just the domain of the majority party.

"I hope you would want us, on this side of the house, to know that all of you are voting from a position of knowledge," Vollaro said. "We're looking for quality people to fill these jobs."

He recommended that when resumes come in for a vacant position, the whole board be involved in the selection process.

Following the meeting, however, Reilly said he had informed the board members that resumes of the applicants were available to look at in the town hall if they chose to do so.

"Looking back on it, I think Dick [Decker] was correct in voting for the tabling," Reilly said, noting that if board members did not feel they had a chance to look over the applicants' resumes, they should be given a chance to do so.

"Let's not give them an excuse to make a big deal out of this ... we're trying to turn over a new leaf" with the Democrat-controlled board, he said.

### VOORHEESVILLE

## Seniors to get school tax break

By Eric Bryant

Low income senior citizens in the Voorheesville School District will see their school tax exemption increased even further in the future.

On Monday, the Voorheesville Central School District board of education approved a sliding scale extension of the exemptions that will allow some residents over 65 an added tax break.

Under the scale, residents who have a yearly income less than \$15,000 will receive a 50 percent tax exemption. The scale continues, adding a smaller exemption for those who make more income and ends at those who earn more than \$19,800.

For those making \$15,000 or more but not more than \$15,600, the exemption will be 45 percent; those making \$15,600 or more but less than \$16,200, the exemption will be 40 percent; those making \$16,200 or more but less than \$16,800, the exemption will be 35 percent; those making \$16,800 or more but less than \$17,400, the exemption will be 30 percent; those making \$17,400 or more but less than \$18,000, the exemption will be 25 percent; those making \$18,000 or more but less than \$18,600, the exemption will be 20 percent; those making more than \$18,600 but less than \$19,200, the exemption will be 15 percent; and

for those making \$19,200 but less than \$19,800, the tax exemption will be 10 percent.

**On Monday, the Voorheesville Central School District board of education approved a sliding scale extension of the exemptions that will allow some residents over 65 an added tax break.**

Revenues from the senior citizens exemptions, which district administrators estimate at \$39,000, is not lost but redistributed to other taxpayers.

A public hearing on the exemptions took place prior to Monday night's regular monthly school board meeting. One resident appeared at the hearing to comment, asking if the exemption would still apply if either a husband or wife

Ryn assured the resident that only one of the property owners needs be over 65 for the exemptions to apply. Residents who feel they may be eligible for the tax exemption must apply to the district for exemption status. The income tax year immediately preceding the date of application will be used to calculate the exemption. Deadline for the application is March 1.

## Surviving supper with tired preschoolers

*This article was submitted by the Bethlehem Networks Project. Acting coordinator Mona Prenoveau encourages residents to submit articles on topics related to parenting. Networks is located on 355 Delaware Ave. in Delmar.*

### Commentary

By Pat Swanson

One of the most difficult times in any family with young children, especially a family with two working parents, is dinner time. Children are by nature tired and hungry by 5 p.m., and no one can deal with a tired and hungry child. Don't try.

If you are a working parent, see if your care giver can provide a nutritious late afternoon snack. A snack after naptime comes when a child is still sleepy, has not exercised and is not especially hungry. It serves a useful purpose by adding a few more calories but needs to be supplemented later.

If you pick your preschooler up at his day care center or baby-sitter's on your way home from work, feed him/her as soon as you get home. The child needs a quiet time during the transition to the home environment and so do you.

When you get home, sit down with your child and offer a nutritious snack that is part of the day's meal plan — milk, fruit, cheese, yogurt, crackers — whatever you are comfortable with, but no empty calories.

Talk about the day while he eats and you snack or sip a cup of coffee. A busy, hectic time, but five minutes undivided attention now will make the rest of the evening easier.

After your child has a snack and attention, one parent will no doubt have to start cooking the family meal. Provide your preschooler with an interesting activity while dinner is being prepared. Can he/she help cook? Set the table? Watch a favorite TV show? Play outside with a friend? Be supervised by the parent not trying to prepare dinner or an older sibling?

Serve dinner as soon as possible. Most children are happiest with simple wholesome food. Whether you choose to eat in the kitchen or in the dining room, expect spills. Keep a roll of paper towels handy. If there are no spills and you don't need them, you'll be pleasantly surprised.

Make it clear that this is mealtime. Expect your child to sit at the table a reasonable amount of time — 15 to 20 minutes depending on his age. Excuse the child, to a directed activity while you finish. Once a child has left the table, he should not be allowed to come back.

While it's not wise to serve a child a meal you know he'll dislike, don't fall into the trap of being a short order cook. Do not offer him an alternative to the meal you have prepared. Bad habits are extremely hard to break.

While no "system" of child management works immediately, or consistently, organizing your evening meal and making a conscious effort to think about the steps you take pays off. If you have allowed bad habits to creep in, patient insistence that meal time rules be followed should work within a week or two.

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## Smiles for a good deed



Mary Lenzenhuber enjoys a visit by Eric Andrus of Den Two, Pack 23 of Hamagrael School. Eric and his fellow Cub Scouts brought Valentine gifts and performed songs for seniors at a luncheon Monday at the Bethlehem Town Hall.

Elaine McClain

## Board member won't seek 2nd term

By Eric Bryant

Voorheesville Central board of education member Judith Shearer announced Monday that she will not seek re-election this year when her five-year term expires.

"I hope the community can go out and find someone who's interested and energetic about filling the position," she said in making the announcement. Shearer, who will complete her first term this summer said she wasn't sure if she could make the commitment for another five years.

A mother of five, the last of which graduated from district schools last year, said she enjoyed her time working on the board and called it a "very fulfilling experience." Shearer notes the newly implemented teacher evaluation program as an important positive step the board has made during her tenure.

Board members got an update on the evaluation program and also a proposed teacher mentorship program Monday night.

High school science teacher Richard Freyer discussed the mentorship program with the board. Mentoring, a concept that is being pushed by the New York State Education Department, would pair a new teacher with a more experienced one in hopes that dialogue between the two would make things smoother for a teacher just starting.

Board members questioned Freyer on a variety of aspects of the program including the role of the mentor and how much time would be spent assisting new teachers.

"I'd like to take a look at this, work on a pilot program for a year before we write anything in stone," board member Mary Van Ryn said. "Don't let all my questions make you think I'm not in favor of this, but I think we should start with a pilot program to see how flexible it can be."

Freyer said a pilot program will proceed any concrete action and that he was appearing before the board to get some input on how they feel about the program in general. Board members responded favorably to the proposed mentoring program but hedged on the costs such a program may incur going into a fiscally tight budget season.

In other business, Superintendent Dr. Alan McCartney made a presentation to the board regard-

ing the district's music department.

With the retirement this year of Frank and Cynthia McDermott, the district will lose two teachers out of a total music department staff of four and a half. Frank McDermott teaches music theory and runs much of the instrumental music program at the junior and senior high level.

Cynthia McDermott teaches music theory and provides instrumental and choral instruction at the elementary school level. McCartney said he has already received phone calls from a number of people interested in filling the positions. "Some of these are people who are currently directing successful music programs at other schools or who have in the past. I think we'll have a good group of applicants to choose from. We have to get some people who are creative, enthusiastic and then just let them go."

## Exchange student hosts needed

American Intercultural Student Exchange is looking for families interested in hosting a foreign exchange student for the 1992-93 school year. Exchange students

are fluent in English and have been screened by school representatives in their home countries.

For information, call 1-800-SIBLING.

## Price Chopper offers scholarships

Price Chopper Supermarkets, through the Golub Foundation, offers numerous scholarships for high school students soon to be entering college. Scholarships of up to \$8,000 over four years are granted to high school seniors who have shown outstanding community involvement and undertaken ambitious personal projects.

Scholarships are available for students of average and exceptional academic ability and varying interests.

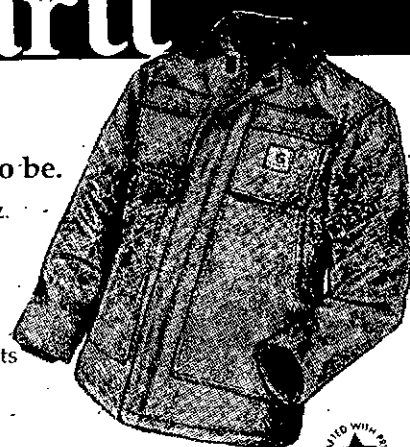
For information on the scholarships, ask in your school's guidance department or write the Golub Foundation Scholarship Committee, P.O. Box 1074 Schenectady 12301.

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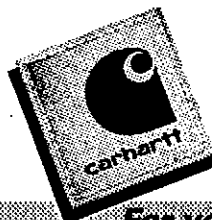
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The Spotlight (USPS 396-630) is published each Wednesday by Spotlight Newspapers, Inc., 125 Adams St., Delmar, N.Y. 12054. 2nd Class Postage paid at Delmar, N.Y. and additional mailing offices. Postmaster: send address changes to The Spotlight, P.O. Box 100, Delmar, N.Y. 12054. Subscription rates: Albany County, one year \$24.00, two years \$48.00; elsewhere one year \$32.00.

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## Bethlehem police honor detective

By Susan Wheeler

Chuck Rudolph wrestled with bad guys for 22 years as a patrolman and detective on the Bethlehem police force. Recently retired, he now wrestles with his two grandchildren on the living room floor.

Rudolph, who began with the Bethlehem Police Department in 1969, last year retired on disability after being injured on the job in 1985. The 51-year-old was supervisor of the department's detective unit. He said he enjoyed his years as a patrolman, but the 13-plus years as a detective were not only more challenging, but more satisfying.

"As a detective, I could spend all the hours I needed to on a case, getting into the nitty-gritty," Rudolph said. "It was so challenging. Every day it was the good guys against the bad guys."

He said that although many think Bethlehem is crime free, it has its fair share of serious crimes including everything from robberies to rapes and drug deals. It was during a drug raid on a heroin dealer's place he injured his knee and was subsequently forced to retire. After kicking in the door, he dove for the drugs, which were being flushed down the toilet by the dealer. His right hand grabbed the heroin, but his left knee slammed into the base of the toilet.

Two years of physical therapy didn't completely heal his knee, but he "learned to live with it." A couple of years later, another doctor suggested he try a knee operation. He had two of those along with some more physical therapy. He never recovered the full use of his knee and retirement soon followed.

Although he has some limitations because of his injury, he said getting hurt was just part of the job. "I wouldn't change nothing. It was a good job, I had a great time there, a great 22 years."

In appreciation of his time on the force, the department recently honored Rudolph with a retire-



Ethel and Chuck Rudolph enjoyed a limousine ride to Chuck's retirement party on Jan. 25. After 22 years on the force, Rudolph has retired from the Bethlehem Police Department.

ment party at the Elks Lodge in Selkirk. He and his wife, Ethel, went to the party in a limousine, and he was presented with several plaques and a letter of recognition.

"Chuck Rudolph is a wonderful man," said Det. Ted Wilson, "a super guy."

Wilson, Rudolph and Det. John Cox often worked together on cases to divide the work load, Rudolph said.

"When I worked, I couldn't wait to get there. I went in a half-hour or an hour early every day because I wanted to be there," he said. "I can honestly say not a day went by that I did not want to go to work. It was fun. I enjoyed working with the people I did and for the town."

He recounted several incidents, and said it was satisfying to arrest someone who had committed a crime against senior citizens.

Five arrests were made within one year after the department got word from a local bank that one of its customers, a woman who was nearly 80 years old and had Alzheimer's disease, was frequently withdrawing large sums

of money, sometimes in cash with a stranger present. The five had been charging exorbitant sums for chores never performed, such as mowing the lawn and blacktopping the driveway, Rudolph said. The detective recovered \$73,000 of the woman's savings.

Rudolph spent much time solving drug-related crimes, which are still prevalent in the town, he said. "There's so much money to be made... I'd arrest 10 and 12 would take their place."

Now that Rudolph has some free time, he is keeping busy with his family and the two part-time jobs he began about seven years ago. He has a landscaping business and does a "little" painting to keep from getting bored.

Because he's always had two or three jobs, Rudolph said he was unable to spend as much time as he'd have liked to with his own two sons when they were growing up. "Now I get to play with and baby-sit my two grandchildren."

And what's Rudolph's favorite game to play with 6-year-old Ryan and Danielle, 15 months? "Wrestle on the floor," he said.

## RCS mulls 4 options for decrepit school

By Michael DeMasi

Ravena-Coeymans-Selkirk school board officials and district residents met at Ravena Elementary on Monday night to discuss the future of the school.

Built in 1922, Ravena Elementary has shown signs of deterioration in the last several years. Besides small classrooms that don't meet state-mandated space requirements, the school is not handicapped-accessible and suffers from a leaky roof and out-of-date ventilation, plumbing, and electrical systems.

In January 1991, a steam pipe beneath one of the school's 14 classrooms burst, causing the wood floor above it to heave and crack.

Although the building is structurally sound and there is no immediate danger to students, RCS school board members want to decide on a remedy as soon as possible.

"We want to give the public the facts and let them come to us with input so we know what they want," said board member Barry Jones, who presented the four options currently available to residents.

The options range from minor repairs at the school to new construction.

Option one, the least expensive

at an estimated \$118,000, calls for relatively minor upgrades that would bring the school up to state code. These include resloping a ramp inside the gym, repairing the ventilation system, and replacing a combustible wall located near the school kitchen.

The second option, at a cost of \$1.2 million, would include the minor upgrades plus replacement of the roof.

At \$3 million, the third option would represent, in Jones' words, "a long term commitment to the school." This option includes the aforementioned repairs, plus renovation of the school's exterior, extensive plumbing, ventilation and electrical repairs, and improvements for greater traffic safety outside the school.

The last option would entail closing the building and adding wings to the district's other two elementary schools. The estimated cost for the work is \$3.5 million for each addition.

Before endorsing any of the options and putting a bond proposal before voters, school board members want to know which proposal has the most support.

"We're looking for some numbers supporting which avenue the public would like to take," Jones said.

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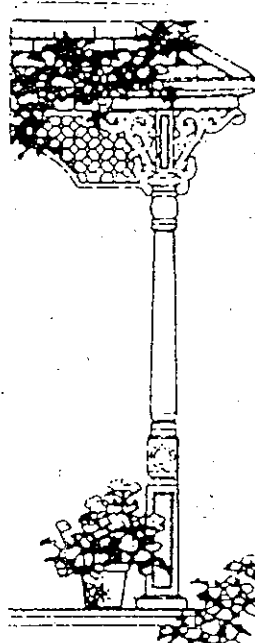
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## Matters of Opinion

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. . . and, as one industrial giant's advertising campaigns have announced for many years, that's *progress*.

The Progress Edition of The Spotlight Newspapers, which you will find within this week's issue, was successfully introduced in 1991 as an annual feature.

"Progress" readers will find the articles and illustrations well worth their attention, conveying, as each does, interesting and useful information about local-area businesses and shopping opportunities.

The substantial volume of advertisers indicate that many business organizations are aggressively seeking new customers and offering especially attractive goods and serv-

### Editorials

ices at realistic prices. And from the public sector, the cautious but positive statements by local governmental officials affirm that they are anticipating improvement in economic conditions this year.

Progress is the antithesis of stagnation or backsliding. A century ago the unorthodox economist Henry George published a landmark text, calling it "Progress and Poverty." A slight but significant variation on that can properly make today's theme "progress or poverty!"

### Hoblock and the 39 steps

Albany County's new County Executive, Michael Hoblock, is to be congratulated for the scope of his first "State of the County" address this week. It was forthright and, in its timeliness, demands the attention of not only the 39 county legislators but the public.

Particularly stirring is his warning: "Today I am beginning a new campaign for these commonsense principles of government."

"Every county legislator will have an opportunity to run with or against these proposals in a referendum in November."

"It will be a unique opportunity for the people of Albany County to determine the destiny of their government."

This is an outright challenge to the ruling clique, whose members would be ill-advised to ignore it in the face of an up-or-down referendum. Less directly, but equally challenging, is the obligation of the county's citizens to support Mr. Hoblock's "commonsense principles."

What are they? Essentially, his proposals

### More tax, no representation

A favorite dodge of the State government these days is to raise money by dreaming up all kinds of new charges that are administratively applied: no legislative approval is required and the stigma of a "tax" is cunningly averted.

Examples abound. One of the most recent that comes to mind is an annual \$50 fee that all corporations are going to have to pay merely to inform the state of the current identities of their principal officers.

The intent is laudable. Having these names readily up-to-date for the hundreds of thousands of corporations is advantageous in helping to prevent abuses of various laws and of the public's interest.

But a clue as to the deeper intent of this new charge quickly emerges. The State will spend an estimated \$650,000 to receive and process the remittances. Offsetting this 23 times over is an anticipated \$15 million for the State treasury.

A much simpler and cheaper means of obtaining the desired data: Every corporation already submits a quarterly form (WRS-2) to the Department of Taxation and Finance, showing the wages paid to every employee. A line added to this form could easily contain the corporate officers' names and an indication of any

would give the county executive new powers that have been withheld during the 16 years of the existing charter.

Mr. Hoblock calls for making the executive "an equal branch of government" with authority to administer the county's affairs. The 39 part-time legislators — among whom the Democrats always have had a substantial majority — hold most of that authority. And, he continues realistically, that is a major reason why the "experiment" under the existing charter has ended up — as he says — in critical condition, fiscally and structurally.

Mr. Hoblock will be proposing some specifics among the charter reforms that he sees as necessary. These would enhance his appointive responsibility and veto powers.

As the proposals take shape, every legislator will be on the line to take a clearly defined position. Rational responses are especially called for from the majority party, but the Republicans must no less be aggressively alert to promote this chance to obtain better government in our county.

change from the previous report.

That, however, would be merely the sensible and convenient course. Rather than coughing up \$15 million for the Cuomo coffers, the corporations would be able to retain it for just a bit of encouragement toward hiring more people, granting raises, paying dividends, purchasing equipment. Unfortunately, too few bureaucrats tend to understand such economic facts of life.

### Roses are still red

The question is not: who will be your valentine? Put it this way: which St. Valentine will you be honoring on Friday with your sweet nothings and honeyed words?

The fact is, there are several saints bearing the name Valentine. Two of them have Feb. 14 as their day. One of these Valentines was the bishop of Terni, who was martyred late in the third century. But the more popular supposition is that the St. Valentine was a priest of Rome who was imprisoned for succoring persecuted Christians. Although he supposedly restored the sight of his jailer's blind daughter, he was clubbed to death, a pretty sorry reward for this man who otherwise might be patron saint of ophthalmologists.

## Political choice of judge is termed appropriate

Editor, The Spotlight:

Your editorial, of Feb. 5, regarding the appointment of Peter Bishko to the position of Bethlehem Town Justice, missed the mark. You state that the process for appointing Mr. Bishko deviated from that recently used for other town positions, such as the Chief of Police. This is true, but you fail to address the essential difference between these other positions, and that of town justice. The town justice is normally a position achieved by election; appointment by the town board occurs only when the position becomes vacant between elections.

Our two political parties are responsible for selecting, as candidates for any elective office, those individuals whom they believe can be most effective in the job, and who have the best chance of winning the voters' approval. It is entirely appropriate for the majority party to advance to appointment its best candidate, to serve out a term when a vacancy exists. In the election that follows the voters will have ample opportunity to express their wishes.

If the previous incumbent had announced an intention not to run again for town justice, rather than resign during his term, the political selection process would have worked in a similar manner in selecting a candidate. The people of the town of Bethlehem have not been poorly served by the board's selection of the individual who has his party's backing.

The Republican Party in the Town of Bethlehem has a very open and healthy process of selecting candidates for office. The voters have repeatedly expressed their satisfaction with the results. As long as state law provides for the election of town justices, their selection for appointment, in those rare occasions when a vacancy occurs between elections will, and should, be a proper matter for the political process.

Delmar Daniel S. Odell

### Vox Pop

### Caroling kids bring help to McDonald House

Editor, The Spotlight:

On behalf of all the children and families of the Albany Ronald McDonald House, I extend sincere thanks to the many groups throughout the Delmar area who participated in our 1991 "Caroling For Kids" program. Too, we are most grateful to our dedicated neighborhood leaders and to all who so generously contributed as carolers sang at their doorsteps, malls, and other gathering places.

This year's caroling effort has raised approximately \$16,000, with almost \$3,000 of this amount raised by groups in Delmar, Voorheesville, and Slingerlands. Donations of materials for our caroling kits and other expenses has enabled us to utilize all the proceeds to provide a "home away from home" for families of seriously ill children being treated at Albany area hospitals.

The Albany Ronald McDonald House, located within walking distance of the Albany Medical Center, celebrates its tenth birthday in 1992. It has served almost 5,000 families from all over the world by providing a warm, caring, homelike environment at a time of great trauma in a family's life.

The help and caring exhibited by all of the volunteers and donors is truly a testimony to the spirit of loving kindness and generosity of our neighbors. Our heartfelt thanks to each and every one of you.

Toby Hollenberg  
Chairperson

Albany "Caroling For Kids"

More letters on Page 9

## THE SPOTLIGHT

### SPOTLIGHT NEWSPAPERS

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The Spotlight (USPS 396-630) is published each Wednesday by Spotlight Newspapers, Inc., 125 Adams St., Delmar, N.Y. 12054. Second class postage paid at Delmar, N.Y. and at additional mailing offices. Postmaster: send address changes to The Spotlight, P.O. Box 100, Delmar, N.Y. 12054. Subscription rates: Albany County, one year \$24.00, two years \$48.00; elsewhere, one year \$32.00.

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## Postal from an Arkansas Traveler

I'd been reading some of the drivel about William Jefferson Clinton, the one widely known as Bill, also recognizable as the governor of Arkansas, when I realized that I happened to be wearing my Arkansas Razorbacks sweatshirt, the one with "Go Hogs" woven repeatedly throughout the fabric.

My eyes wandered up to a side wall where hangs a little plaque that obligates me, as an "Arkansas Traveler," to carry the state's message around the country—and the world—as an "ambassador of goodwill" wheresoever I might go. I associate the rustic "Arkansas Traveler" tradition with such Americana as "Turkey in the Straw"—a special part of the country's colorful past.

If you've read this far, you may have concluded that here writes a truly dedicated son of the Ozarks. Arkansawyers are indeed fine people, and it is a state of many advantages and wonders, but in truth I don't work full time at spreading the word.

Whether our Governor Clinton ever reaches the White House is yet to be seen, but as he pursues his ambition my thoughts turn to a pair of other Arkansas governors. I would rank either of them

as at least the equal of Mr. Clinton in sagacity and perspicacity, to say nothing of discernment and prudence.

### Uncle Dudley

The two previous governors that I have in mind now represent Arkansas in the United States Senate. They were his immediate predecessors at the statehouse in Little Rock.

Senator Dale Bumpers, who this year will be completing his third term in the Senate, was "mentioned" in 1984 and 1988 as a potential presidential candidate of the Democrats. He is generally considered to be among the more capable of senators. He served as governor for two terms (of two years each) from 1971 to 1975, and I have his autograph on the "Arkansas Traveler" certificate, which happens to have been signed 20 years ago this week. Our brief contacts suggest to me that he could have been good presidential timber. But Senator Bumpers is now 66, and so I guess that his time for that has come and gone.

Senator David Pryor succeeded

Mr. Bumpers as governor, having already served three terms in the U. S. House of Representatives. He, too, was in the governor's chair for two terms, and then turned it over to Mr. Clinton (for the first of his discontinuous terms).

Dave Pryor is conceded to be an unusually acute person, readily classified as prominent in the top drawer among senators. He has been in the Senate since retiring as governor after 1978, and he is only in his mid-fifties, but I understand that his health has been troublesome. I believe he could no longer be regarded as being in line for national office.

But I am reflecting on the mischances of politics that have side-tracked two eminently qualified men (each with more and better experience than Bill Clinton). Timing may not be everything, but it surely is a crucial element.

That relatively small, largely rural state seems to bring forward more than its share of politician/statesmen. Remember William Fulbright? (And in other contexts, John McClellan, Orval Faubus—even Winthrop Rockefeller).

One of these days I'll have to resurrect my necktie decorated with razorback hogs (which in the knit look mostly like big rats).

## Pit bull leashed to a bush

He will not be seen or heard during this earliest of primary campaigns, nor in the '92 election, but New Hampshire's most famous former governor has to be reckoned as more than a historic footnote.

In a lengthy review of John Sununu's career in the White House, "Vanity Fair" for February concludes that the former chief of staff was able to stay on for three years because he served an indispensable role—not merely as the President's link to the Republican party's right wing but as the man most ready to do what it calls the President's dirty work while Mr. Bush stayed above the fray.

Clearly, the magazine set out to "get" Mr. Sununu, even though its denunciation of him finally emerged after he had been unthroned. Editor Tina Brown devotes her own little column to a bitterly sharp attack in terms that go beyond the reporting skills of the article's author, Sidney Blumenthal. (Most of the article could have been published before the Sununu departure; it quite evidently was prepared as a knife job that would serve to assist in assassination of the chief of staff.)

The inescapable impression that a reader gains from the description of Mr. Sununu is of a repulsive, loathsome snake in the grass. Here are some references:

"Humiliation was his main measure of control. The proof that he was in charge was the degree to which he could make others prostrate themselves before him.

"Washington, under the heel

of John Sununu, had a whiff of the Borgia court. Within the Republican party especially, fear and mistrust became unspoken assumptions of conversation.

### Constant Reader

"As governor, he had made sure that Legislators did his bidding—or else. He screamed obscenities at those with the temerity to disobey, even chasing some down the hallways of the statehouse. He held the press in special contempt.

"He shoved and grabbed, cursed and threatened his way up. In New Hampshire, his ambition had walked an ethical tight-rope. 'He was always pushing it,' says a Republican who worked with him. 'He was not a crook, just on the margins.'

"Sununu's behavior infuriated everyone, regardless of party. In a closed negotiating session... with congressional leaders accustomed to an elaborate etiquette and a certain deference, he demonstrated a crudeness they had never encountered... Senator Robert Byrd eventually felt compelled to admonish him: 'I have had 30 years in the Senate, and I have participated in many such summits, and I have never in my life observed such outrageous conduct as that displayed by representatives of the President of the United States. Your conduct is arrogant. It is rude. It is intolerable.'

"Sununu's abhorrence of the

press reached a boiling point... In a telephone conversation, the chief of The New York Times bureau said, 'He got extremely agitated and used the most extreme language I've ever heard in a conversation of that type. The vituperation was quite extraordinary.'

"Sununu was on a long leash, held at the other end by the Presi-

**Who will be blamed in lieu of President now that 'outrageous, crude' aide is gone?**

dent. He was George Bush's pit bull... But the President's political problems have become so great that merely ridding himself of Sununu will not dispose of them... Now that the underling is gone, who will be blamed? And who will serve as the next eager henchman? It's hard to imagine that George Bush will find one as perfect as John Sununu."

The article, in sum, is a first-class example of a magazine's converting an already prepared article, which had become outdated by virtue of Sununu's departure, into one taking on the semblance of timeliness by titling it "So Long, Sununu" and adding a few updated paragraphs. As journalism, it's cold rehash; as a postmortem on an ugly episode, it has some value as, perhaps, a warning of what can happen when the "pragmatists" take over.

## Attu: desolate paradise for a dedicated birder

*This Point of View is adapted from a more extensive report published in the Winter 1991 issue of "Feathers," a publication of the Hudson-Mohawk Bird Club, Inc. The writer, a resident of Delmar, was Secretary of the New York State Public Service Commission before his retirement. He returned last month from a birding expedition to Ecuador.*

By Samuel R. Madison

It was 4:30 a.m., Anchorage time, and I was arising early to allow plenty of time to make a 7

o'clock departure for the five-hour flight in an Electra turboprop to Attu (along with about 40 others and our extensive luggage).

It was May 1990, and we were headed for a birder's adventure of a lifetime: three weeks on that far outpost paradise, halfway between Anchorage and Tokyo.

Paradise? Yes, in its peculiar way, for birders; otherwise, very rough going, as you will gather from the account that follows. Birding at Attu is work; hard work that is energy draining. Distances are great, terrain is rugged, the wind is strong, and the rain is cold.

The demanding avocation of birding on Attu is possible because of the determination of a birder from Chicago, Larry Balch. He has organized the trips; somehow he obtained permission from Fish and Wildlife for use of old dilapidated buildings. He also won permission to land at the Coast Guard's limited runway, and has been able to charter planes carrying the necessary load for the long flight and still be able to land and take off. One unique aspect of flying to Attu is that you must arrive with enough fuel to fly back to civilization; you can't refuel on Attu because there is no fuel.



## Where the twain do meet

*Attu is both the easternmost and westernmost place in the United States, the result of placement of the international date line.*

*Not many people know much about the outer Aleutians, and few have visited them voluntarily. In 1942 the Japanese captured and fortified many Aleutian Islands, including Attu. When the Americans attacked in 1943 the fiercest battle was fought at Attu.*

*After the Japanese were routed the island was extensively fortified both for defense and for launching attacks upon Japan. When the war ended, Attu was abandoned. Today no one lives on Attu, not even Eskimos. The Coast Guard maintains a Loran navigation station with a crew of 24, on one-year assignments. A few naturalists visit it. And once a year, about 40 crazy birders, who come in the hope that Asiatic birds, migrating north, will be blown off course by a storm and land at Attu.*

—S.R.M.

Attu's snow-capped mountains come right down to the sea, meeting many rocky shoals offshore. Beaches are mostly piles of rough stones. Our home for three weeks—the "Attu Hilton"—is on one of the beaches where U.S. troops launched their attack on the Japanese in 1943. Some roads for bicyclists have surfaces of sand, mud, and rough stones, along with some gravel and dirt stretches. We covered only one end of the island but went 13 miles to Alexai Point (and 13 miles back), nine miles to the end of Henderson Marsh (and nine back), six miles to South Beach (and six back), and seven or eight miles to Temnac Valley (and seven or eight back).

In many places the surface is spongy, our boots sinking in three inches at each step. It looks like tundra but is not true tundra because there is no permafrost. Sometimes you struggle through two- to three-foot-tall dried grasses growing out of tussocks. You may step in an especially soft spot and sink in over your boot tops. You also must keep a watchful eye for spikes and boards with protruding rusty nails, deceptively grown over with vegetation. You encounter deep crevices, some visibly 10 feet deep, and at other places you must ford or leap over small streams.

Like most or probably all of my colleagues, I was there hoping

PARADISE / page 8



## Matters of Opinion

### Paradise

(From page 7)

for "lifers" — birds that you see for the first time in your life. On Attu you do get lifers, but you must persevere and many of them you will probably never see again in a lifetime of birding.

Most of us in the "lower 48" are accustomed to seeing shorebirds by the hundreds and thousands on Atlantic and Pacific beaches. Spotting a reported rarity is a matter of scoping through a flock (or flocks) until you can pick it out. Asiatic birds are few and hard to find on Attu — just try to find a Wood Sandpiper in Henderson Marsh. A group will form a line and sweep the marsh, hoping to raise it and follow it to where it lands. But you must sweep, and sweep again. For in the vast marsh there may be a lone Wood Sandpiper, or none at all. If the sweeps are unproductive, you head "home" wearily, hoping for better luck next day. Someone has said: "Attu — where the birds come to you." Forget that!

Our efforts were made reasonably productive by Larry Balch, the organizer, and five other leaders, all of whom were exceptionally well qualified and experienced with Attu.

They went out their way to find birds and assist everyone in seeing them. The leaders carried Questars (high-powered tele-

### Birding amid war debris

The Attu visitor finds foxholes on slopes of the valleys, where GI's dug in for some protection against enemy fire.

Fragments of naval shells lie around, plus a few shells still unexploded. Rusting vehicles, landing ships, and wrecked airplanes are scattered about. Discarded military equipment and stores are everywhere, especially at Debris Beach, which is covered with layers of materials and equipment of all kinds.

One huge chain runs from high on the land, across the beach, and out into the ocean — a monster that has links which I estimate must weigh about 200 pounds each. Thousands of utility poles still stand and uncountable thousands lie on the ground covered with decades of vegetation. Along the miles and miles of barbed wire fences, most of the wire has rusted to the ground. Piles of oil drums are everywhere, here a few hundred, there a thousand — some leaking oil after 45 years. Dozens of huge oil storage tanks are rusting away.

tained contact with base and each other at half-hour intervals — religiously. At each location we could overhear these conversations and learned what was being seen (or not) and where. Everyone had the option to instantly hasten to another location where an interesting bird had been reported.

This network produced results: One afternoon's hike to South Beach, for instance, produced Lapland Longspur; Song Sparrow (maxima), a resident much larger and dark gray (vastly different from our local song sparrow — and evidence that Attu is part of North America); Mew Gull; Harlequin and Tufted Duck; Ancient

and Kittlitz's Murrelet; Tufted and Horned Puffins; and Red-faced Cormorants.

\*\*\*\*\*

Here's how it went. Word came at about 4:30 p.m. on our first full day that a Bean Goose was at Alexai Point, 13 miles distant. A few hardy souls took off, but I was so tired that I decided to miss the Bean Goose (which made a short stopover and was never seen again). In fact, by the end of that

day I was wondering about the physical mess I had gotten myself into. The few miles of biking on smooth macadam that I'd done at home in preparation for the trip proved to be of slight help now. But I had come for unusual birds — once-in-a-lifetime birds — and somehow I stuck it out. And so on my best birding day, when I got five spectacular lifers, I covered 38 miles by bike and foot and arrived at our base at 10:45 p.m. too exhausted to eat.

I well recall another day when early word came of a Long-toed Stint at Henderson and a Mongolian Plover at Alexai with a Brambling along the way. This was too much! A group of us took off. We swept and re-swept the swamp — no Stint.

So we headed for Alexai. Sand, mud, and stones made the biking tough. We carried our bikes through streams; some had a plank to cross on. Three miles short of our destination, I was forced to abandon my bike. So I ate lunch before proceeding on foot, only to learn that the Mongolian was an additional two and one-half miles out on the point —

of which almost all was over an abandoned runway made of Marston Metal — flat pieces of steel with two-inch holes. Various plants grew through these, but they provided good footing. The last half-mile consisted of rock and loose sand. And after two hours of searching several of us saw the Mongolian.

At 5:15 p.m., we started the long trek back, resting frequently. When we were about three miles from base, dog tired, pedaling slowly, word came of a Gray-tailed Tattler at Casco Point. Instantly, tiredness vanished, we changed course and pedaled on furiously. At the end of the runway, we clambered down a 20-foot embankment with our bikes and reached a rugged trail. After a short distance, we had to abandon our bikes and hike a difficult half-mile across the point. We found our leader with a Questar on the Tattler. We limped home, Brambling-less and Stint-less but with two good lifers as we enjoyed a satisfying 9 o'clock dinner.

*Mr. Madison's account of birding on Attu will be continued in next week's Spotlight.*

### Hotel luxury? It's bunk!

Our accommodations at the "Attu Hilton" were completely uninviting. No community back home would allow its homeless to sleep in such a place. It was an old concrete building with peeling walls and exposed rusting pipes that had been part of a heating system. Any floors that weren't wet were at least damp.

I slept in an upper bunk in a small room along with seven other men. The bunks sagged, but we propped them up somewhat with scrap lumber. We had one chair. Our privies were air-conditioned — outside ambient air. But we did have plenty of good water, both hot and cold, from three wash basins and two showers. Our washing machine, as you might expect, was operating constantly. A drying room with a propane burner was very welcome at the end of the usual wet day.

For all this luxury we were pleased to pay what amounted to de luxe hotel prices, by the way.

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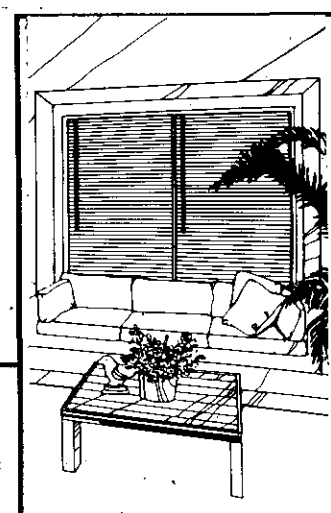
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## Your Opinion Matters

## Store 'Checkout Channel' turns off this customer

Editor, The Spotlight:

I walked into the Grand Union in Glenmont this week to find that they installed, at every checkout counter, a television monitor. The monitors continually televise the "Checkout Channel," a service of CNN. I am outraged to see that Grand Union has authorized the use of Star Wars Concepts to "entertain and inform" its customers, against their will.

How does an establishment justify invading a person's privacy in this manner? I cannot turn the volume up on my car radio without breaking the law for invading others' privacy. I cannot play a radio at the pool or the beach without invading other's privacy. I could go on!

Yet, Grand Union has taken it upon itself to install numerous monitors and televise entertainment and news to all its customers. The monitors are unavoidable. They give the customer little choice. These monitors interfere with parent/child communication, socializing, reviewing a grocery list, sorting coupons, and even one's own thoughts. Furthermore, a television screen is put before children without parent consent or control!

I find it contemptible and I will

no longer shop at the Grand Union in Glenmont.

Nancy P. Somers

Selkirk

## 'Pledge' should be recited correctly

Editor, The Spotlight:

When Channel 6 recently aired a group of elementary school students reciting the Pledge of Allegiance, I was disappointed to hear it said incorrectly.

What makes it wrong is pausing between the words "nation" and "under." The pledge, as it appears in the Flag Code, has the phrase "one nation under God." Ever since Congress in 1954 added the words "under God" it has generally been recited, erroneously, with the pause as above noted.

To correct this mistake, action should be taken by educational and organizational leaders at all levels to initiate a program that will enlighten everyone to the proper recitation of this national pronouncement.

Perhaps this letter could be the seed for that movement.

Delmar Alexander J. Woehrle

## Words of the week

**Perspicacious**: Having keen judgment or understanding; acutely perceptive.

**Temerity**: Recklessness, foolhardiness, foolish or rash boldness, resulting from underrating dangers or failing to evaluate consequences.

**Vituperation**: Abusive language.

**Henchman**: A trusted helper or follower; also, a political underling who seeks mainly to advance his own interests; a follower of a criminal gang leader. Originally, a horse attendant.

**Pragmatic**: Practical; concerned with actual practice, everyday affairs, etc., not with theory or speculation.

## Landfill toxins pose threat

By Susan Wheeler

Toxins found in samples taken recently at the smoldering Metz construction and demolition debris landfill pose an environmental hazard, according to Ward Stone, associate wildlife pathologist at the state Department of Environmental Conservation.

Stone, who has been monitoring the Spawn Hollow Road landfill at the request of neighboring residents, said high levels of lead found at the site, as well as elevated levels of zinc, PCBs and other toxins, are hazardous.

"This construction debris is not nice clean stuff," Stone said.

According to John Sheehan of the state health department, the metals could enter the food chain by exposure to animals and birds that scavenge in the landfill.

"Zinc is not a problem for human exposure," according to Sheehan. And though lead is a toxin, Sheehan said harmful exposure to people could only come through direct contact.

But, he said, contact with people could be made in another way.

"It could conceivably move up the food chain," Sheehan said.

The Spawn Hollow Road landfill, owned by Glenmont resident Harlen W. Metz Jr., continues to smolder and emit noxious fumes, according to Stone. A slight odor of hydrogen sulfide, similar to a rotten egg odor, a smokey odor and small amounts of visible smoke were coming from an 18-foot crack in the site's clay cover at the east face and several other shorter cracks, he said.

According to a Feb. 6 Stone memorandum, soot lines the edges of the crack and the vents on top of the landfill were also emitting the rotten egg odor. The smokey and rotten egg odors were detected off site. The odor appeared in March 1991.

"It's really smelling. It was smoking Friday and Saturday," he said. "The people certainly do have a reason for complaining about an odor."

Sheehan said sampling results have indicated that hydrogen sulfide has migrated off the site at low levels. However, he said, it is enough to cause the upper respiratory ailments several residents have experienced.

Residents have complained of headaches, nausea, sore throats, increased trouble breathing for those who suffer from asthma and dizziness.

Stone said recently fallen snow has melted off the east slope to the landfill's edge from the heat generated by decomposing materials.

According to EnCon regional attorney Gary Peck, the department maintains that Metz and his attorney need to stick to an August 1991 consent order which outlines

proper closure procedures for the site. EnCon may take legal action to ensure the consent order is followed, Peck said.

"There is some smoke at the landfill and the odors are continuing. It's becoming more and more objectionable. We're committed to do what is necessary to enforce the prior order on consent and to effectively control the odors due to the landfill gases being emitted," he said.

The consent order sets forth closure measures, including a gas venting system, which would be paid for through an escrow account. Money received by Metz from landfill client Waste Management of Eastern New York for the disposal of unprocessed material at the site has been put into the account, which is maintained by Engel. The money is earmarked for the site's closure, set for June 1 by the town.

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# Tennis buffs will play on new surface in town

By Eric Bryant

Tennis enthusiasts in the Town of New Scotland will be serving up aces on newly refinished courts in the near future.

Last week, the town approved an expenditure of up to \$5000 to resurface the four tennis courts at the Swift Road Town Park.

According to the town board, the expenditure had been previously appropriated in the town budget. The condition of the courts had been slowly deteriorating, and spending money now on resurfacing would protect the investment in the long run, Supervisor Herbert Reilly said.

The board also approved construction of an enclosed building to store equipment at the Swift Road park. The board's parks and recreation liaison, Richard Decker, said the building is greatly needed at the park and could also be used as a rain shelter for children during the summer recreation program. The building cost was estimated at \$16,500.

The purchase of a 1992 Ford

pickup to be used by the parks and recreation department was also approved by the board. The new truck, priced at \$16,640, will be able to pull a trailer and will have a cab large enough to accommodate a larger crew.

"In the past we've had some of the summer workers riding in the back, and that's not safe," Reilly said.

There was some controversy over the allocation of approximately \$2500 to the playground and recreation program in Clarksville. Board member Craig Shufelt felt that the money, which had been raised by matching donations at the new Clarksville Stewart's store, should go completely to the Clarksville playground fund.

Reilly had planned to split the donation, with approximately half going to the Clarksville program and half to a general recreation fund. With state aid for these programs cut in half, Reilly said he felt the money should be spread across the town. But Shufelt countered

that the money had originally been earmarked for Clarksville and should be kept there.

On a 3-2 split vote, Democratic board member John Sgarlata sided with Shufelt and fellow Republican Peter Van Zetten to allow the full \$2500 to go to Clarksville.

Several Clarksville residents in the audience laughed when one said, "We don't have our water, let us at least have a nice playground."

On Saturday, Reilly said he was waiting to hear from the state department of Audit and Control about whether they will allow an increase in the indebtedness to pay for remedial well field work for the Clarksville Water District. Reilly said he submitted the proposal in December and needs approval before the town can put the project work out to bid.

In other business, the board:

- received an outline of phase one of the Orchard Park well exploration project being done by C.T. Male Associates P.C. Phase one costs are estimated between \$18,000 and \$22,000.

# Free income tax help available for seniors

Free income tax counseling will be available to people 50 years of age and older on Wednesday, Feb. 26, at the Voorheesville Public Library.

The program, which will run from 10 a.m. to 2 p.m., is sponsored by the American Association of Retired Persons (AARP). Participants are asked to bring last year's federal and state income tax returns, and forms for this year including W-2s.

Counseling sessions will also be available on March 11 to 25 and April 8. For an appointment, call 765-2791.

## Eighth grade parents invited to meeting

A meeting will be held at the Clayton A. Bouton Junior Senior High School on Wednesday, Feb. 12 for the parents of eighth grade students to provide information on the high school program.

Robert Quackenbush, guidance director, and Barbara and Amy Riddell, guidance counselors, will describe the ninth grade programs which will be available to students. A question and answer period will follow.

## NEWS NOTES

### Voorheesville

Susan Casler  
765-2144



For information, contact the guidance office at 765-5529.

## School district schedules February recess

Voorheesville School District will observe President's Week vacation from Monday, Feb. 17 to Friday, Feb. 21.

Classes will resume Monday, Feb. 24.

## V'ville students win art awards

Nana Klaas and Mara Steinkamp of the Clayton A. Bouton Junior Senior High School were recently honored with the 1991-92 Scholastic Art Award.

The students were presented with the Gold Key and the Blue Ribbon awards, will be displayed through March 1 at the Regional Scholastic Award Exhibition at the Terrace Gallery of the State Museum.

## Sunday breakfast to honor presidents

A breakfast to honor Presidents Washington and Lincoln will be held on Sunday, Feb. 16 at the Voorheesville American Legion Hall #1493.

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# Open your heart to McDonald House

"Help with all your heart" to benefit Ronald McDonald House of Albany today, Feb. 12, and Thursday, Feb. 13, at Becker Elementary School, Selkirk. Donations for the hearts are \$1. The hearts can be used for a personal message for display at the school or at home.

## Mid winter break for RCS schools

There are no classes scheduled in the RCS school district, Monday, Feb. 17 (President's Day) through Friday, Feb. 21, for a mid-winter recess.

## RCS board to tour Coeymans elementary

The RCS Board of Education meeting will be Tuesday, Feb. 18, at 7:30 p.m. at the Pieter B. Coeymans Elementary School. The board will tour the school that evening.

## 3 RCS board seats up for election

District residents who wish to run for a seat on the Ravena-Coeymans-Selkirk Board of Education can pick up petitions at the Board Office, 26 Thatcher St., Selkirk, beginning Tuesday, March 2.

Petitions with at least 35 signatures must be returned to the Board Office by Friday, April 10 at 4 p.m. The incumbents whose terms expire on Tuesday, June 30 are Wayne Fuhrman, James Feuerbach and Mona Selover.

## Ravena Free Library schedules events

Children and parents attend-

## NEWS NOTES

**Selkirk**  
**South Bethlehem**  
Michela Bintz  
439-3167



ing pre-schoolers storytime Thursday, Feb. 13, at 10:30 a.m. at the library on Main Street will enjoy hearing "What do you say on Valentine's Day?" Arts and crafts time is planned, and cookies will be served. And, don't forget to wear something red.

Professional calligrapher Kathy Keniston is scheduled to hold a demonstration, free to the public on Saturday, Feb. 15 at 10:30 a.m.

The library board of trustees will meet on Tuesday, Feb. 18, at 7 p.m. at the library.

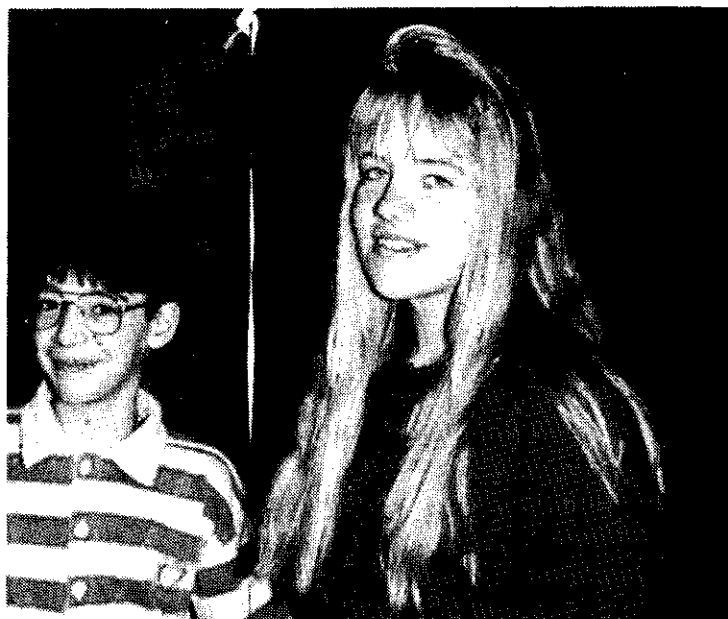
## AARP reps assist seniors with taxes

Senior Projects of Ravena, has scheduled AARP representatives to assist senior citizens with tax preparation at their new Bruno Boulevard location. Three Wednesdays have been set aside for appointments. Feb. 26, March 11 and 25.

## ASAP extends hours for vacation program

The After-School Activities Program, Inc. (ASAP) will now be open to all families in the "RCS school district from 8 a.m. to 5 p.m. during school breaks and holidays.

Open to all students in grades K through six. ASAP is located A.W. Becker School. The new



Ravena-Coeymans-Selkirk eighth graders were entrepreneurs this past week. The middle school students formed corporations, decided on products and then set up shop in a weeklong mini-mall at the school. Here, sixth graders Tim LeBlanc and Melanie Jeune test out the helium balloons and chocolate from a store called Higher Tastes.

school break times are: Feb. 18-21, April 20-24, and June 23-26.

Youngsters who now participate in the daily after-school program enjoy structured and supervised play, a nutritious snack, help with homework, crafts, outdoor play and special events. Piano lessons and gymnastics are also available.

Vacation days have featured special events including visiting shows from the Troy Children's

Museum story hour presented by the Ravena Library, movies and presentations by the CVS Drug Prevention Program.

ASAP instructors are qualified and experienced educators and child-care specialists.

To register your child for the vacation programs, call ASAP Executive Director Charlotte Fuss at 767-3459. The daily fee is \$20, and there is a one time registration fee of \$10.

## Fire threatens Five Rivers

Onesquethaw fire chief Fred Spaulding said Tuesday he's still not sure what caused a Game Farm Road barn to go up in flames Sunday afternoon.

An investigation is continuing into the fire which completely destroyed a barn at the Disbeck residence. No injuries were reported.

Spaulding said someone had been tearing down the barn on Sunday but they were unsure how the blaze started. The barn was fully involved when firefighters arrived on the scene but was under control in approximately 15 minutes, he said.

The chief said there was some concern that the blaze would spread to a wood lot of the Five Rivers Environmental Education Center, which is located adjacent to the property, but the fire was contained to the building.

East Berne firefighters were also called to stand by at Onesquethaw's Clarksville station.

Eric Bryant

## MS group to meet

The Multiple Sclerosis Self-Help Group of Albany County will meet on Tuesday, Feb. 18, at the Bethlehem Public Library, Delaware Ave., Delmar, beginning at 2 p.m.

For information, call Katy DePorte at 439-2146.

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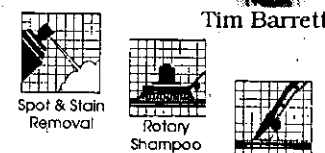
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## Budget

(From Page 1)

freeze is responsible for the projected fund balance.

Last December, the board of education instituted a freeze on all expenditures for the 1991-92 school year after Gov. Mario M. Cuomo proposed a \$406,905 mid-year reduction in state aid to Bethlehem. Loomis said although the governor and legislature did not carry out the mid-year take back, the district will continue the freeze.

Basic state aid comes in at \$6.1 million, \$150,000 less than the current year, Loomis said. The district lost \$349,000 in a mid-year take back during the 1990-91 school year and \$1,171,000 during the 1991-92 school year. If the normal formula for determining the district's state aid were in effect, the district could budget an additional \$1,700,000 for the 1992-93 school year, he said.

The board will begin working on the district's priority one and two list next week during a budget work session at 7 p.m. The priority lists contain items that Loomis said he would have preferred to see in the operating budget, but because of the tight financial year, were placed on the lists for the board's consideration. Items on the prior-

ity one list include additional instructional staffing at all levels to meet increased enrollment, instructional program additions, an interscholastic athletic addition, operations and maintenance projects and transportation-related additions.

Board member William Collins said taxpayers might want to address priorities the administration and staff have not recommended.

Additional budget work sessions are set for Feb. 26 and March 4. Both are also regular board meetings and are scheduled to begin at 8 p.m. Other meetings are set for March 11, 18 and 25. The board is scheduled to adopt the budget Tuesday, March 31, and set a budget hearing for April 15. The public vote on the budget will be on May 6.

### Cornelius to address post at luncheon

The Thursday Luncheon Group of the Nathaniel Adams Blanchard Post No. 1040 of the American Legion will meet on Thursday, Feb. 20, at the Days Inn on Southern Boulevard.

The speaker will be Marty Cornelius, president of the Bethlehem Chamber of Commerce.

*In Clarksville The Spotlight is sold at the Kwik Mart*

## Selkirk man faces felony charges

By Susan Wheeler

A Selkirk man involved in a 1990 one-car alcohol related fatal accident was recently arrested by Bethlehem police on felony charges of vehicular manslaughter and criminally negligent homicide, as well as two counts of misdemeanor charges of driving while intoxicated, according to Bethlehem Detective John Cox.

Minard Carkner, 36, was arrested Jan. 21 after he surrendered to Bethlehem police, Cox said. Carkner was arraigned before Justice Thomas Keegan in Albany County Court and was released on \$7,500 bail. He is awaiting trial.

According to Cox, the bail was set "extremely low" because of

### American Legion post plans raffle, breakfast

The monthly meeting of the Voorheesville American Legion Auxiliary Unit No. 1493 will take place on Thursday, Feb. 13, at 7:30 p.m. in the post's meeting room on Voorheesville Avenue.

The post will also have a sausage and egg breakfast on Sunday, Feb. 16, from 8 a.m. to noon. Admission is \$3.50 for adults and \$2.50 for children.

Carkner's cooperation throughout the incident.

Carkner was the driver of a small pick-up truck found at the scene of the Sept. 9, 1990, accident on Route 144 in Glenmont. He and his passenger, Michele Garvin, 27, were ejected from the vehicle. Garvin died from wounds sustained in the accident, which occurred at 12:03 a.m., Cox said.

"He (Carkner) was drinking and someone's dead," Cox said. "Although it was not intentional, it's against the law, and he has to pay for it. Believe me, I'm sure he's paid for it dearly, just the thought of it ... But the courts do not always agree."

"He may do time. Some cases feel good to me, but its tough when it's a loved one, they're suffering enough. But the law's the law," he said.

According to Cox, Carkner was placed as the driver of the truck after a lengthy investigation by the Bethlehem Police Department, Albany County Coroner's Office and the Bureau for Municipal Police in Albany. He said Carkner maintains he does not recall where he had been prior to the accident, if he had been driving or what happened.

Both Carkner and Garvin were found to have alcohol in their blood at the time of the accident, he said.

Carkner's truck, believed to have been traveling southbound on Route 144, was found in the northbound lane, Cox said. Carkner and Garvin were found on the shoulder of the road, he said.

## Squelch

(From Page 1)

had to. Are these people friendly or what?"

She said should she receive responses to the ad, (as of Monday, there were none) she will return all checks. In the future she plans to run the exchange and charge \$1.

She said she originally targeted the fire department as a beneficiary of the coupon exchange service because she had read that new

uniforms were needed. She said she spoke with Day on Monday and was told the department was not interested in outside fund-raisers. "It's very upsetting to me," said Keeley, whose rationale for the exchange was that people would be more likely to donate money to the fire department if they got something in return.

"We don't want any part of it," Day said.

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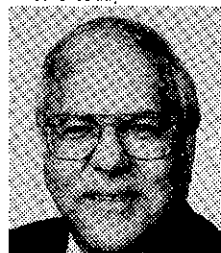
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## Voorheesville Public Library



### By Christine Shields

Stop by the Voorheesville Library this month and you'll be hooked!

Featured is an exhibit of antique fishing tackle from the collections of Kevin McCann and Mark Skelly. The display includes lures, creels, rods and minnow traps as well as fishing related items such as photos and books.

The exhibit can be viewed Monday through Friday from 10 a.m. to 9 p.m. and on Saturdays from 10 a.m. to 5 p.m.

Also this week, the new Computer User's Group will meet on Thursday, Feb. 13, at 7 p.m. in the Community Room. Tom Rutnik of Voorheesville will present a program on "Introduction to P.C.'s." New members are welcome.

The Poetry Group will also meet on Feb. 13 at 7 p.m., in the director's office. Plans are under way for the Poetry Performance Marathon to be held on Saturday, Feb. 29, from 10 a.m. to 5 p.m.

The day will include public readings of original work as well as a marathon reading of William Carlos Williams' epic poem *Pater-son*. To sign up for a reading, call the library at 765-2791.

The library will be open regular hours on President's Day, Feb. 17.

Story hours are held each week at 10:30 a.m. on Monday, 10 a.m. on Tuesday, 4 p.m. on Wednesday, 10:30 a.m. and 1:30 p.m. on Fridays.

Be sure to stop by tonight, Feb. 12, for a special Valentine's Day Bedtime Story Hour at 7 p.m. Wear something red!

## Delmar artists win exhibition awards

Interplay 92, the biennial open, juried art exhibition at the Rice Gallery of the Albany Institute of History and Art, recently received over 320 entries from 182 artists. The Delmar area was well represented in the winners' list.

Delmar resident Tim Martin was presented with the Norman S. Rice Award of \$500. An Interplay Merit Award of \$100 was also presented to Virginia Huerfeld of Delmar.

A new component to Interplay 92 is the Audrey Abuhl Memorial Fund Purchase Award to the Contemporary Collection of the Albany Institute of History and Art. This was also presented to Martin for his sculpture entry.

The exhibition continues through March 7. Hours are Tuesday through Saturday, noon to 5 p.m.

## Library to stay open for February holidays

The Bethlehem Public Library, 451 Delaware Ave., Delmar, will be open for regular hours on both Lincoln's birthday, Wednesday, Feb. 12, and on Washington's birthday, Monday, Feb. 17.

## Check It Out Bethlehem Public Library



### By Anna Jane Abaray

There will be special programs for children of all ages at Bethlehem Public Library during the February school vacation week.

On Monday, Feb. 17, two films will be shown about Ralph, the adventuresome mouse created by popular writer Beverly Cleary. The "Mouse and the Motorcycle" and "Runaway Ralph" (each 41 minutes) will be shown for school aged children at 2 p.m. in the Children's Room.

Children in kindergarten and first grade are invited to "Zounds! It's Seuss!", an exciting program featuring stories, activities and the zany rhymes of Dr. Seuss on Wednesday, Feb. 19 at 10:30 a.m. Call 439-9314 to register.

Families with children ages four and older are invited to hear Mike Glick and the New Song Project on Thursday, Feb. 20, at 7 p.m. Mike's "I wrote a poem" is an entertaining program of original and traditional songs and children's stories, featuring new songs from children's poems and employing a variety of instruments. Call the Children's Room to register.

So you want to be in your school's musical? You can act, you can sing, but can you dance? Well, join us on Feb. 21 at 3:30 p.m. to learn all the right moves at a creative movement workshop. Designed to benefit those with little or no formal training, this workshop will be led by area choreographers Fran Coccozza and Muriel Welch. Those in grades four and up can call 439-9314 to register.

Attention, new parents. The Library is looking for two couples with year-old babies to take part in a panel on first year parenting. The couples will be interviewed on Monday evening, March 2 by a child psychiatrist who is a consultant to Albany Medical Center's pediatrics and obstetrics departments. For more information, call the Children's Room at 439-9314.

## Square dance slated

Tri-Village Squares will have a dance at 8 p.m. at the First United Methodist Church, 428 Kenwood Ave., Delmar. Helen and Lon Penna will call mainstream with a plus tip.

## Bethlehem cops make DWI arrests

Bethlehem police recently arrested four drivers on misdemeanor charges of driving while intoxicated.

Elaine M. Langton, 38, of Flatrock Road, Feura Bush, was arrested Saturday, Feb. 1, at 12:43 a.m. for DWI after she was stopped for failure to keep right on New Scotland Road, police said.

Ricky Babin, 29, 398 Quail St., Albany, was arrested Sunday, Feb. 2, at 12:35 a.m. for DWI after he was found in his vehicle which was stopped on Route 144 near Lyons Road, police said.

Donald G. Lauber, 33, 511 Orchard St., Delmar, was arrested Tuesday, Feb. 4, at 11:10 a.m. for

DWI. Police responded to a call from a local business person who reported Lauber was intoxicated and driving, police said.

Mark S. Hyer, 21, of Tannersville, was arrested Friday, Feb. 7, at 2:59 a.m. for DWI after he was stopped for speeding on Krumkill Road, police said.

In other Bethlehem police arrests:

Miguel A. Vasquez, 37, 616 Clinton Ave., Albany, was arrested Sunday, Feb. 2, at 4:39 p.m. on a felony charge of DWI and a felony charge of aggravated unlicensed operation after he was stopped for failure to keep right on River Road in Selkirk, police said.

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## SPOTLIGHT ON

## SPORTS

# Eagles romp over Scotia; 11 players score in game

By Michael Kagan

The Bethlehem Central boys basketball team ended a two week layoff by defeating the Scotia Tartans (1-17) on the road Friday night, 68-53.

The Eagles dominated the entire game, winning the first three quarters by scores of 20-15, 22-12, and 17-11. Eleven players scored for BC, the most this season.

BC Coach Jack Moser said, "The starting team probably played a half. We got other people in the game who haven't had much playing time this year."

Mike Pellettier led the team with 15 points, and Mike Aylward and Fred Luck each tallied nine. Matt

Quatraro scored eight and Chris Macaluso six. Bill Karins, Kory Snyder and Mike Demarest each contributed four, while Ben Olson, Bill Spinner and Josh Lanni each totaled three.

"I was really worried about the two weeks off," said Moser. "As the break went on, I felt more comfortable because we probably had the best practices we've had all season. The guys were very intense in practice and worked really hard."

"Going into Scotia, that's a hard place to play. I don't care what their record is," Moser said, adding that in the first quarter, "we were doing good things" but could

not get shots to fall, "and in the middle of the second quarter, it just clicked."

The victory put Bethlehem (7-9) in third place in the gold division, leading Niskayuna by one game and trailing Mohonasen by two.

BC is now in a position to be the fourth class A team seeded from the suburban council for the section II tournament. As of the weekend, the Eagles had three games remaining, all home, including Burnt Hills Friday and Niskayuna Tuesday.

*In Guilderland  
The Spotlight is sold at  
Star Market-Rt. 20 & 155*

## BC girls crush Scotia; remain tied for first

After being defeated in a Feb. 4 non-league game against Albany 37-31, the Bethlehem Central girls varsity basketball team demolished Scotia 61-31 on Saturday, Feb. 8.

Lynn Doody gave a tremendous performance in the win with 18 points, 10 assists, and eight rebounds. The girls' league record advanced to 9-4, with an overall record of 11-7.

The team's strategy was to put Scotia under heavy pressure early in the game and take them out right away. Coach Bill Warner said BC won by 30 points because "we're a better team, and Scotia is having a tough year. You can sometimes win a game like that without playing that well, but we played a great game."

With just two games left in the season, Bethlehem remains tied with Burnt Hills for first place in its division.

BC will take on Guilderland today, Wednesday, and played its last league game against Burnt Hills on Friday. These games will help determine the seeding for sectionals, which will be played after February break.

*Josh Norek*



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## Blanchard Post plans Valentine's Day dance

Blanchard Post of the American Legion will have its annual Valentine Night dinner-dance for members and their guests at the Post rooms on Friday, Feb. 14. A roast pork dinner from 6:30 to 8:30 p.m. will be followed by dancing at 8:30 p.m. Reservations are required by Feb. 7, and may be made in person in the Post Lounge, or by calling John or Donna in the lounge at 439-9819.

Reservations will be limited to the first 75. The cost is \$9.

*In Selkirk  
The Spotlight is sold at  
Andy's Subs, Bonfare,  
Deli Plus, 3 Farms, and Stewarts*

## RCS takes Waterford

The Ravena-Coeymans-Selkirk Indians wrestling team extended its Colonial Council winning streak to four matches by blanking Waterford 69-0.

Randy Beach pinned his opponent in 1:42 to set the pace for RCS. At 105 pounds, Adam Smith pinned his opponent in 3:51.

John Engel also picked up six team points when he won by technical fall with a score of 19-4. John Mantynen also won by technical fall, 16-1.

The Indians finish out their regular season Thursday, hosting Mechanicville. On Saturday they host the Colonial Council tournament.

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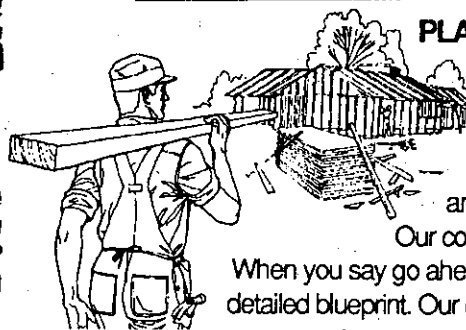
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## Eagle swimmers glide to sectionals after defeating Troy and Shaker

By Emily Church

For the 21st straight year, Bethlehem Central High School swimmers are headed to sectionals undefeated by any team in the section. Bethlehem is seeded first in both the medley and 200-yard freestyle relays.

Coach Ken Neff is optimistic concerning the team's sectional prospects. "This is going to be a good one," he said. "We're looking for the title this year, but Shaker will have us on the ropes next year."

The boys swim team recently defeated its two major section rivals, Troy and Shaker. BC overpowered the Spartans 119-67, the Bison 107-69.

After a placing first and third in

the 200-medley relay against Troy, the Eagles had a relatively easy meet. Paul Engel took second in the 200 IM behind Troy strongman Darren Murray, followed closely by Mark Kanuk and Pat Gallagher. Ryan Beck swam an impressive 50 freestyle, winning with a 22:81. Chris Arnold came in second with a 23:17.

Mike Leyden swam the season's best time in the 100 freestyle with a 51:02, which he dropped to a 50:51 at the Shaker meet. Ty Yacano followed with a personal best of 53:71.

In the most exciting race of the Troy meet, Rory Fay went into the last 50 of the 500 freestyle neck to neck with a Troy swimmer. Fay pulled ahead in the last 10 meters to win with a season's best of

5:19:49. Tom Leyden came in a strong third with his best time of 5:45:66.

Ryan Beck and Colin Izzard placed first and second in the 100-yard breaststroke, Izzard with a season's best of 1:04:13.

The Shaker meet was closer than anticipated. Shaker's Mike Darbyshire touched out Mike Leyden in the 200 freestyle, and Brian Clemente overcame Paul Engel in the 200 IM. But a strong placing in the IM by Engel, Pat Gallagher and Ian Salsburg kept BC ahead by six points.

Tim Bearup and Joe Schneider, who placed first and second in diving, gave the Eagles a strong lead. Bethlehem won by a 28 point margin.

Sectionals are set for Friday and Saturday, Feb. 14 and 15, at RPI's Robison Pool.

## Star Bowlers

Bowling honors for the week of Feb. 2 at Del Lanes in Delmar, go to:

Sr. Cit. Men — Alex Calsolaro 237, John Erickson 222, 519 triple, Merle Oliver 517 triple.

Sr. Cit. Women — Elizabeth Montgomery 189, 437 triple, Mary Laverty 178, Terri Price 488 triple.

Men — Jim Bradt 289, 721 triple, Joe Gleissner 720 triple, Bob Boomhower 919 (4 game series).

Women — Katie Freeman 245, Barbara Van Schoick 580 triple, Peg Were 861 (4 game series).

Jr. Classic

Maj. Boys — Lee Aiezza 257, 963 (4 game series), Lou Devoe 247, 843 (4 game series).

Maj. Girls — Erin Barkman 247, 782 (4 game series).

Jr. Boys — John Dougherty 225, 710 (4 game series).

Jr. Girls — Mandy Watt 192, 628 (4 game series).

Major Boys — Lee Fournier 191, 449 triple, David Martone 170, 446 triple.

Major Girls — Julie Matott 210, 493 triple, Angie Amsler 151, 427 triple.

Jr. Boys — Mike Stefanik 223, 598 triple.

Jr. Girls — Andrea Kachidurian 193, 521 triple, Danielle Pope 212, 468 triple.

Prep Boys — Matt Maguire 179, 505 triple.

Prep Girls — Caryn Leonardo 163, 448 triple.

Bantam Boys — Greg Powell 151, 341 triple.

Bantam Girls — Ashley Levine 131, 334 triple.

Adult-Junior

Men — Jim Bradt 289, 721 triple, Bill Yates 236, 664 triple.

Women — Jo Ann Saleh 221.

Boys — Mike Gilligan 192, 500 triple.

Girls — Nicole Rossman 118, 275 triple.

### Local woman initiated

Natacha Mo VanGelder was initiated into Zeta Tau Alpha Fraternity, Iota Psi Chapter, at the Rochester Institute of Technology in Rochester recently. She is the daughter of Sal and Mariette VanGelder of Delmar.

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### OB/GYN Update

By Edward J. Jacobs, M.D., F.A.C.O.G.

### Pregnancy after 35

For many reasons, a growing number of women are delaying pregnancy and parenthood. These reasons may include the desire to fulfill a career goal early in life, to await financial stability, or to anticipate a time of emotional maturity. Regardless of the reasons, more and more couples are starting families later in life. In the 1980's, the number of women having their first child at age 35 or older had tripled.

Although the potential for problems during pregnancy and childbirth increases slightly each year over 30, there is no age at which there is a sudden dramatic change. Likewise, a woman's ability to become pregnant, her fertility, declines gradually beginning in the early thirties, though there is no specific age at which a woman becomes less fertile. Changes in ovulation frequency or endometriosis may cause decreased fertility. The risk of miscarriages occur in about 15-20% of all pregnancies, this rate may double after the age of 35.

A common cause of miscarriage after the age of 35 is a genetic abnormality in the fetus. The risk of birth defects in general increases with maternal age, though there is no sudden increase as a woman ages. For example, the chance of having a child with Down's Syndrome increases with maternal age from approximately 1 in 1,600 at age 21 to approximately 1 in 365 at age 35, to 1 in 100 live births at age 40, to 1 in 32 at age 45.

The past two decades have seen remarkable advances in obstetrics. Regular check-ups, pre-conception counselling, early prenatal care, genetic counselling, and proper nutrition and exercise, may all contribute to a healthier pregnancy for women of all ages. Because pregnancy over the age of 35 is associated with higher risks, comprehensive counselling is appropriate and indicated. Currently, blood tests, ultrasound, amniocentesis, and other techniques may help to screen the fetus at an early stage of the pregnancy.

(Some material for this column is taken from the Patient Education Pamphlet developed by the American College of Obstetricians and Gynecologists. If you would like a free copy, please call our office.)

If you would like more information on pregnancy after 35, consult your physician or you may call our office for a consultation (465-3318 in Albany or 272-4231 in Troy).

Next week's topic: Fibroids

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## Dolphins successful at Canajoharie meet

Accompanied by Coach Elizabeth Showron, eight members of the Delmar Dolphins Swim Club traveled to the Nellis Memorial Pool in Canajoharie on Saturday, Jan. 18, for the Canajoharie Age Group Developmental Swim Meet.

Events in developmental meets are open only to swimmers who have not achieved U.S. swimming national motivational time standards in those events. Swimmers who swim faster than national "B" standard times receive certificates recognizing this accomplishment. Those who swim slower than "B" times receive medals and ribbons.

Todd McCoy, representing 10 and under boys, brought home a second-place medal in the 50-yard breaststroke. Among the 10 and under girls, Tara Ornoski won a fourth-place ribbon in the 50-yard backstroke. Elyse McDonough won ribbons for the fourth- and fifth-place finishes in the 100-yard freestyle and 50-yard breaststroke. She was awarded "B" certificates for the third fastest "B" time in the 50-yard freestyle and fourth fastest "B" time in the 50-yard backstroke.

In the 11 to 12-year-old boys, Scott Strickler received medals for first place in the 100-yard freestyle, second in the 50-yard backstroke, third in the 50-yard butterfly, as well as a sixth-place ribbon in the 50-yard breaststroke. He was awarded a certificate for the fastest "B" time in the 50-yard freestyle.

Brian Strickler won a first-place medal in the 50 yard backstroke and received certificates for the fastest "B" time in the breaststroke, second "B" in the 50-yard freestyle, and third "B" in the 100-yard freestyle and butterfly. Reid Putnam won a fifth-place ribbon in the fly and received "B" certificates for first "B" time in the 100-yard freestyle and backstroke and third "B" in the 50-yard freestyle.

Among the 11 to 12-year-old girls, Nadine Maurer was awarded "B" certificates for first "B" times in the 50-yard freestyle and breaststroke and second "B" time in the 100 freestyle. Erika McDonough won a third-place medal in the 50-yard freestyle. She also received "B" certificates for fastest "B" time in the 50-yard backstroke and fourth fastest "B" time in the 50-yard backstroke and fourth fastest "B" time in the 100-yard freestyle.

## 'Burgh defeats RCS girls, 52-42

By Jonah Marshall

Lansingburgh defeated the Ravena-Coeymans-Selkirk girls basketball team Friday night, 52-45.

Playing at home, the Indians were up by two with only two minutes left to play. The winning points, scored on free throws, went to the Lansingburgh Knights, who came from behind to win in the fourth quarter.

Junior Tina VanKempen paced the Indians with 21 points and had the help of senior Tiece Baskett who added 10 points. VanKempen scored all of her team's 15 points during the second quarter. Lansingburgh's Karyn Kilgallon matched VanKempen with 21 points, leading the Knights to the win.

Terry Gaylord's overtime free throws won the game for the Ravena-Coeymans-Selkirk Indians last week at Mechanicville, 37-34.

## RCS spikers take three straight

By Kevin Van Derzee

The Ravena-Coeymans-Selkirk girls volleyball team won three games in a span of four days last week.

The Lady Indians first traveled to Watervliet and breezed through the match, winning by scores of 15-3, 15-5 and 15-5. Deanne Marathakis injured her back during the match.

"Heather Ackert and Jena Rudolph did a good job filling in for Deanne Marathakis at the set-

ting position," Coach Ron Racy said. Khandi Burgess and Amanda Nulton each had four kills on the day.

Then Ravena went to Voorheesville and won 15-1, 15-1 and 15-2. At one point, Theresa Osterhout served 12 points in a row.

RCS then hosted Tamarac, which came into the contest having lost only once this season.

RCS came out flat and lost their first non-tournament game of the

year, 15-7. In the second game RCS was down 10-3 but Nulton served six points in a row to close the gap. RCS came away with the game, 15-13. The Lady Indians then pulled away in the third and fourth games and won 15-5 and 15-3.

Nulton and Sarah Miller combined for 15 kills during the match. Burgess, a freshman, had three blocks and is only three away from breaking the school record for blocks.

## Dolphins compete in Starfish tourney

The Delmar Dolphins Swim Club recently attended the three day Albany-Voorheesville Starfish Trophy Invitational Meet held at RPI's eight lane Robison Pool in Troy.

Recognized as a "highly competitive" meet, it featured some of the area's top age-group swimmers, including Colonie Aquatics' star Richelle Depold. Depold hopes to represent the United States at the Olympics in Barcelona this summer.

There was also a host of other top competitors from Vermont, Connecticut, Massachusetts and Northeastern New York.

Although they did not place among the top finishers, several of the Dolphins were motivated by the heavy competition and had personal best times in their events.

Strong performances were turned in by Sean Boyle, Clair Dunne, Lynne Iannaccone, Lucy Dunne, Katie Prescott, Katey Link, Irie Dunne, Kim Link, Erika McDonough, Maggie Tettelbach and Elyse McDonough.

Among the 11 to 12 year-old Dolphins who finished in the top sixteen in their events were:

Stephanie Fong, 15th in the 100 yard butterfly; Nadine Maurer, 14th in the 100 yard breaststroke; Brian Strickler, 12th in the 100 yard breaststroke; Reid Putnam, 10th in the 50 yard backstroke, 11th in the 100 yard backstroke, 14th in the 100 yard freestyle; Steve Corson finished 10th in the 100 yard butterfly, 12th in the 200 individual medley, 14th in the 100 breaststroke, 15th in the 200 yard freestyle and 16th in the 100 yard freestyle.

The boys' 11 to 12 year-old medley relay team of Reid Putnam, Brian Strickler, Steve Corson and Scott Strickler finished fifth.

Brian Dowling, Tim Corson and Christopher Shaffer represented the Dolphins' 9 to 10 year-old boys. In the 100 yard butterfly, Dowling was first with a national "AA" time of 1:18.49; he finished 2nd in the 50 fly, 7th in the 100 1M, 8th in the 50 free, 9th in the 200 1M, 11th in the 100 free and 50 back and 14th in the 50 breast.

Corson was 7th in the 100 yard breaststroke, 8th in the 200 1M,

9th in the 50 breaststroke, 13th in the 100 free and 15th in the 100 1M.

Shaffer was 7th in the 100 fly and 9th in the 50 breast.

Seven year olds Becky Corson and Kathleen Shaffer turned in impressive clockings among the 8 and under girls.

Corson was 8th in the 50 yard breaststroke, 9th in the 100 1M, 10th in the 50 fly and 15th in the 50 free. Shaffer was 11th in the 50 fly.

Some of the weekend's most remarkable performances were achieved by Arianne Cohen, who will soon move up from the girls' 9 to 10 year-old category, and Lisa Fong, who has just entered it.

In the 100 yard breaststroke, Cohen established a new meet record and Adirondack District record with a time of 1:21.52, which is also a national "AAA" time. She achieved another "AAA" time and meet record in the 50 breast with a time of 37.55.

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## Medical, Dental & Health Services



### Views On Dental Health

Dr. Thomas H. Abele, D.M.D.

### PAUL REVERE - THE DENTIST

How about a little dental trivia? History records Paul Revere as the man who made the important ride on the night of April 18, 1775, as well as being a skilled silversmith. But the history books never mention the fact that Paul Revere was a practicing dentist. A student of John Baker, the first English dentist to come to America, Paul not only carved false teeth from ivory but concocted a dentifrice that contained abrasive substances and various mixtures such as cuttlebone, brown-sugar candy, saltpeter and gunpowder, butter and bread crumbs. We don't know if it sold too well.

How far back does the use of nitrous oxide (laughing gas) go in the annals of dentistry? In 1884, Dr. Horace Wells, an American dentist, demonstrated the properties of ni-

trous oxide by using it on himself while having his own tooth extracted.

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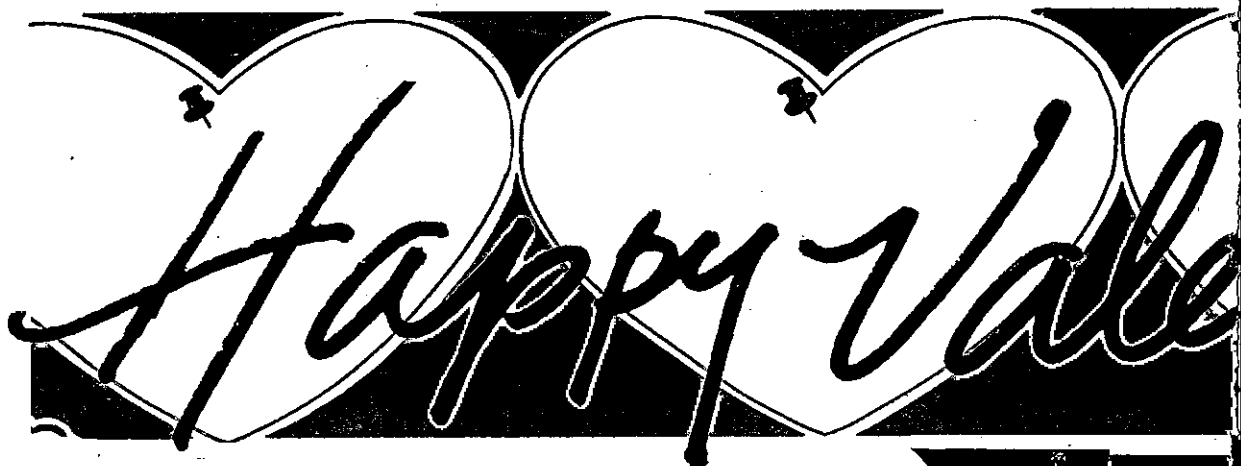
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SPOTLIGHT NEWSPAPERS

# TROOP PRESS

Supplement to The Spotlight and the Colonie Spotlight

## 1992



Incoming Latham Area Chamber of Commerce President Don Reutemann, seated, took over the reins from outgoing president Thomas Gage, standing, earlier this year at the chamber's annual dinner.



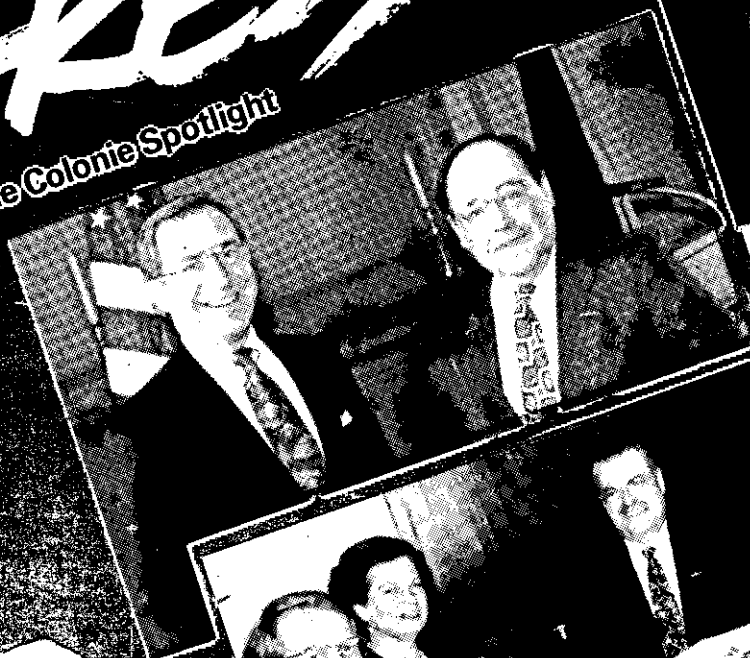
Welcoming business into the Town of Bethlehem are Supervisor Ken Ringler and chamber of commerce president Marty Cornelius. The chamber board, at right, includes, seated, from left, Vice Chairman Greg Turner and Chairman Kay O'Shaughnessy. Standing are, from left, Secretary Cathy Griffin and Treasurer Jeff Metzger.



Guilderland Chamber of Commerce board members include from left, Treasurer Patty Reardon, Secretary Martin Sobroske, President Cindy Finazzo and board member John Elsasser. Guilderland Chamber Executive Director Lori Levy is shown at right.



Newly elected Albany County Executive Michael Roach stands with Albany-Colonie Chamber of Commerce President Wallace Ales. Top left, Town of Colonie Supervisor Fred Field is at top right. The Albany-Colonie chamber board includes, from left, John Baackes, treasurer, Charlotte Buchanan, counsel, Richard Amador, chairman, Susan Matthews, vice chairman, and Jerry Foley, director and past chairman.



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# Bethlehem leader confident town will meet '92 challenges

By Ken Ringler

Preparing for this article, I looked back at what I had written early in 1991 — the issues I discussed, and the problems and goals that were raised.

Many of the issues are still the same, the hurdles and obstacles remain but we have maintained our equilibrium, and we are moving forward.

The economic downturn, including its negative impact on sales tax revenues will require that we continue to carefully monitor our expenditures and revenues. In addition to a very conservative estimate for sales tax revenue in the 1992 budget, purchases will be kept to a minimum or put off completely when possible. While dealing with the day-to-day necessities, we continue to plan for the future, taking a pro-active approach to solving many of the problems facing our town.

The water supply for Bethlehem was an issue that arose in 1990, and 1992 will see the beginning of what should be a long-term solution. After an extensive review of needs and resources, the town board has agreed to go forward with a plan to build a series of infiltration wells, a new purifica-



Ken Ringler

tion plant and transmission lines which should see us well into the 21st century. While this will cost \$52 million over a 40 year planning period, there will be little impact on taxpayers since industry in town will pay for these facilities.

In the next several months, we expect the Solid Waste Task Force to come forth with its proposal for a new local law for Solid Waste Standards and Permit Process. This coupled with recommendations from the various proposals received for solid waste disposal should provide Bethlehem with the guidelines to develop a blue

print for resolving the solid waste crisis.

While water and waste are of great concern to the quality of life in Bethlehem, other issues continue to require our attention as well. Improvements in traffic flow will be realized with the completion of the Delmar Bypass—Van-Dyke Road connection by the end of the summer.

The revaluation/assessment project will be completed this spring bringing our tax assessments in line with existing market values. While this process has been a needed and necessary one, in fact mandated by the courts, we realize that some residents will find the results financially difficult to bear. Impact notices will be sent out shortly, and all residents should fully acquaint themselves with their rights and options under this process.

The future will no doubt continue to present us with numerous challenges. However, I am confident that with the assistance and support of the fine management team in town government, we will continue to move forward, and meet every challenge.

# Reilly puts three goals on New Scotland agenda

By Michael DeMasi

New Scotland Town Supervisor Herb Reilly has three major goals for 1992.

Continue work on the Orchard Park and Clarksville water projects, implement a town wide recycling and solid waste district, and have the town's new master plan approved by the board.

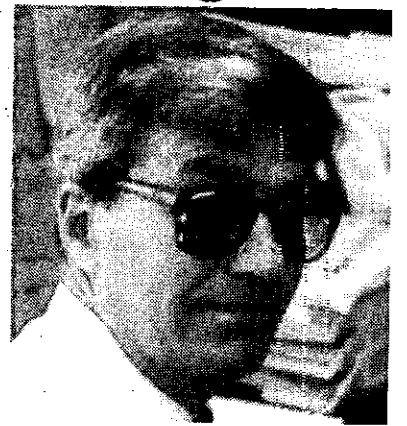
"We're hoping to secure the well site for Orchard Park and have it approved by the health department," he said.

In Clarksville, Reilly said the town is ready to bid for immediate work on the water district. Currently, residents are paying water taxes and not getting any water.

As for the town wide recycling and solid waste district, Reilly said Town Attorney John Biscone is currently looking into the feasibility of having the town's trash costs listed as a separate item in the budget.

In this way, Reilly said, residents can see firsthand how much trash disposal costs the town and hopefully be encouraged to recycle more.

The town's recent recycling plan was not successful, Reilly said, because residents abused the bins



Herbert Reilly

set-up in the town. Reilly said a curbside recycling program, although more costly, is necessary.

He hopes to have the new master plan approved by the board, which for the first time in his tenure has a Democratic majority.

"We're trying to adopt things we've learned from land use maps," Reilly said.

With further cutbacks expected from the state and a lingering recession, Reilly doesn't envision any major projects being undertaken by the town.

"Towns don't have the resources to create new projects. We can't as a town hold a spaghetti dinner, raffle, or a bake sale."

# Colonie will hold line in '92

By Mike Larabee

"Progress" in Colonie this year means finishing off a few major long-awaited projects and pretty much holding the line on everything else, according to Supervisor Fred Field.

He expects 1992 to be marked both by the completion of a pair of brand new municipal buildings and a continuation of general fiscal belt-tightening forced upon the town by state cuts.

But while Colonie still needs to keep a careful eye on its finances, Field said, the town isn't in as bad a shape as it might have been. A bright spot was a nearly 11 percent budget fund balance left over when the town closed its books for the year.

"By addressing those areas where we anticipated revenue shortfalls early on, we were able to accommodate the loss of in excess of \$2 million," Field said.

The surplus, built into the town's budget each year, had originally been expected to be only about 4 or 5 percent of overall spending. But according to Field, procedures put into effect to handle 1991's budget shortfall resulted in greater savings than anticipated initially.

In the end, the town finished with a surplus more than twice what it had projected — a fund balance of \$4.9 million or more than 12 percent of spending.

"Things are looking much brighter than I had expected," Field said. "It's really very gratifying for me because of the fact that



Fred Field

there have been some major fiscal problems at the state and federal level."

Kicking off his eighth term following easy re-election last fall, Field said he will continue to view town government the way he always has — as a business. He said he feels the fund balance is an important indicator of the state of town finances. "Any good business has to end up with a fund balance of some sort if they're effectively doing their job," he said. Typically, Colonie's earmarks about 14 to 15 percent of its overall budget to its fund balance, he said.

Still, budget pressures will probably preclude the start of any major new projects this year. Field doesn't see the town taking on new initiatives such as the 1990 West Albany baseball fields project or, as some have called for, the construction of nine more holes at

the town's municipal golf course.

"We're just not in a position to get ourselves involved in those kind of things," said Field. "We aren't going to get into any major new programs with costly price tags."

On the bright side, 1992 will mark the culmination of 10 years of work to bring cramped town hall personnel some breathing space. By late April, work should be finished on Colonie's new public safety building on Old Wolf Road and public operations building on Wade Road.

"Whoever comes after me is not going to have to worry about space in the future," Field said. He noted that the buildings had originally been budgeted for \$17.5 million, but are now expected to cost roughly \$2 million less after bids from recession-plagued contractors came in considerably below projections.

In solid waste, Colonie will kick off a pilot co composting project this spring. In addition, he said the town is looking into legislation designed to bring in more affordable housing.

"We really have a need for it here," Field said. "It's become more and more difficult for folks to find that kind of housing here."

A 31-year public office holder (he was a state assemblyman and Colonie town board member before succeeding William K. Sanford as supervisor) Field, 59, said it's too early to think about running for a ninth term in 1993.

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The Spotlight (USPS 396-630) and the Colonie Spotlight (USPS 004-642) are published each Wednesday by Spotlight Newspapers, Inc., 125 Adams St., Delmar, N.Y. 12054. Subscription rates: Albany County, one year \$24.00, two years \$48.00; elsewhere one year \$32.00.

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## Business is better in Bethlehem

By Marty Cornelius

During 1991, as in the past four decades, the Bethlehem Chamber of Commerce consistently sought a leadership role as the voice of businesses in our area. Our goal has been to act as Bethlehem's premier business organization and, more importantly, as a community development agency.

Now nearly 450 members strong, the chamber sponsors monthly programs open to members and non-members alike on a wide variety of topics. The chamber staff fields hundreds of calls for information about our town, referring people in many directions for products and services.

Chamber volunteers attend numerous ribbon cutting and open house events for local businesses, and all of us are kept informed on employment issues, laws affecting small businesses and taxes.

In six years, our membership has steadily grown from about 125. Our retention and growth rates have been consistently above national averages.

Chamber members honor a business person of the year and citizen of the year at our annual

dinner. We hold special recognition luncheons for our senior citizen volunteers and school board members. The chamber, through its members, has provided financial assistance and leadership for the Bethlehem Dollars for Scholars program and the town police department's D.A.R.E. program.

**Economic times may be difficult, but Bethlehem's businesses can always be counted on to support our community.**

Chamber leaders have taken an active part in the town's Bicentennial Commission, as planning continues for our 200th birthday celebration next year. We hope to help coordinate a series of cultural events at dozens of locations around town on the "first night" of our 200th year.

Economic times may be difficult, but Bethlehem's businesses can always be counted on to sup-

port our community. From the Music Association to craft fairs, from little league to soccer teams, from senior citizens to literary projects, Bethlehem area businesses never seem to say "no" when it comes to supporting community activities. One merchant guessed that he spends between \$5,000 and \$6,000 in support of local groups.

Our merchants care about the quality of life in our community. Many business owners or managers live here, send their children to our schools and contribute as volunteers. In return, we encourage Bethlehem residents to support our businesses.

Whatever you need can be found in Bethlehem.

**Adjusted gross income is left after deductions**

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## Hoblock: charter reform top county priority

Albany county is in critical condition, both fiscally and structurally.

I believe that is why the message of the last election was so clear — the people of Albany County want change. They voted overwhelmingly for accountable and effective government. They want the role of the executive and legislature clearly defined, with appropriate checks and balances, and they want the process opened up to public scrutiny.

What I am proposing today is not new, but it will be revolutionary for Albany County government.

Under our present county charter, 39 men and women who serve in a part-time capacity hold much of the legal authority to administer the executive functions of county government. That is a major reason why our 16-year old experiment under the existing charter has largely been a failure.

With a new administration and a clean slate, we have a unique opportunity to learn from our mistakes and create a new charter that will better serve the people of Albany County.

Simply put, the executive must be an equal branch of government, and the executive must finally be vested with the proper authority needed to carry out the job of chief administrative officer of the county.

I will transmit charter reform legislation to the County legislature that will among other things:

- Give the County executive the power to appoint, with the advice and consent of the County legislature, all department heads and members of boards and commissions; and
- Give the County executive veto power over all local laws, ordinances and resolutions, with the exception of establishing the legislature's own rules and regulations.

I will also propose legislation creating a new County Department of Personnel to replace the existing patchwork of employment practices and working hours.

So that our employees are treated fairly, my office is in the process of implementing a plan to bring the county into compliance with Civil Service rules and regulations. We have a large number of provisional employees in competitive jobs in this county. It is not fair to other employees who have taken competitive exams to have them work side by side with employees who have bypassed the legal requirements of their job. Civil Service reform is long overdue in Albany County and it will be a priority of my administration to have a professional and legal work force on the job.

With a proper structure the county will be able to meet the challenges of the short and long term. As I noted, these ideas are not new — they exist in the majority of the charter counties in New York State. In addition, many of these same recommendations were made in the mid-1970s by the Albany County Charter Citizens Review Committee and the Citizens for County Executive.

Today, I am beginning a new campaign for these common-sense principles of government. Every county legislator will have an opportunity to run with or against these proposals in a referendum in November of this year. It will be a unique opportunity for the people of Albany County to determine the destiny of their government. I am confident they will choose a positive change.

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## Spotlight newspapers ranked top weeklies

Spotlight Newspapers Inc. was recently ranked 10th in the *Capital District Business Review's* 1992 listing of the area's 25 largest newspapers. This is the highest ranking of weekly community newspapers in the survey.

The company's two weekly publications, *The Spotlight* and the *Colonia Spotlight*, have a combined circulation of 12,195 throughout the towns of New Scotland, Bethlehem and Colonia.

Headed by publisher Richard Ahlstrom, the company employs a total of 28 staff members in its advertising, editorial and production departments.

The listing, released last week, places *The Times Union* at the top of the list, followed by *The Daily Gazette* and *The Evangelist*, a religious newspaper published by the Albany Catholic Press Association.



## Firm builds old-fashioned business

By Michael DeMasi

A post and beam home is not your everyday building, even though the design has been around for hundreds of years.

A popular house-framing technique used when this country was first settled, post and beam homes became less common after the development of stud wall construction in the 20th century.

Since the early 1970s, however, Schultz Enterprises in East Greenbush has helped rekindle interest in the old-style homes.

Schultz represents Timberpeg, the largest and most established national manufacturer of post and beam homes in the United States.

Unlike conventional "stick

built" homes which use multiple interior walls to support the weight of the floors and roof, a post and beam home relies on vertical and horizontal timbers to form a complete structural framework.

Rather than hiding the inside frame with wood panels, an exterior shell is built around the outside of the frame. This leaves the frame itself exposed inside the building.

Aside from the vertical timbers (posts) and horizontal timbers (beams), no interior partitions are needed to support the upper floors or roof, so the building's interior may be either left completely open or divided into smaller rooms.

Although Timberpeg homes resemble the post and beam struc-

tures of their forbears, they are not old-fashioned when it comes to energy efficiency.

Walls and roofs are wrapped in a virtually continuous sheathing of foam insulation, and Anderson Perma-Shield high performance windows and patio doors are used to insure a well-insulated home.

Although the construction industry felt the effects of the recession, Timberpeg had a strong 1991 and is already accepting orders for 1992, according to Nancy Schultz, owner of Schultz Enterprises. "There are several homes currently under construction, and over 40 completed homes in the Capital Region," she said.

## Commerce Exchange serves many local firms

By Michael DeMasi

The age-old of practice of bartering is alive and well in the Capital District.

Thanks to The Commerce Exchange, an international bartering firm headquartered in Albany, hundreds of local businesses and thousands nationally can "trade" their products and services with each other.

Founded in 1971, the exchange works on a very simple premise. Member firms (who pay a \$495 initiation fee) offer their goods and services to other members on a credit basis. Rather than paying for a new computer system or a hotel room or an evening out at a fine restaurant, members use credit.

For instance, instead of paying for a weekend getaway at a vacation resort, a restaurant owner who is a member of the exchange can use his credit to stay there.

The resort owner, also a member of the exchange, can in turn use his credit to pay for a meal at the restaurant.

At the end of the month, the restaurant and resort owner both receive an itemized statement—much like a credit card bill—that details their activity and indicates their available credit. All transactions are taxable and kept account of by The Commerce Exchange.

In tough economic times, exchanges like these offer businesses the opportunity to put overstocked inventory and unused space to work for them. Rather than losing money because of a downturn in business, members can do renovations and upgrade their services without paying up-front for the labor and materials. Instead, they simply use the credit they've built-up in the exchange.

With 300 member companies within a 40 mile radius of Albany and 7000 across the country, there is a wide range of businesses and services that members can utilize.

The exchange also works as a marketing tool.

"It's another networking organization," said Director of the Retail Division M. Jay Marshall.

However, unlike other networking organizations, such as chambers of commerce, church groups and rotary clubs, the exchange actively markets its members' services within the network. For this reason, members tend to utilize the services offered by other members.

"Our members have a strong proclivity to frequenting other exchange members," Marshall said.

As a result, members gain valuable word-of-mouth advertising and generate interest around the country for their services.

## Travelhost takes headaches out of vacation

By Heather Rockwood

Your job has been giving you migraines.

The kids fight constantly.

The house is always a mess even though you're always cleaning, and the icy temperatures are becoming almost unbearable.

If this is beginning to sound too much like your life, you know it is time for a vacation.

The problem is that you simply do not have time for the planning and preparation necessary for a successful vacation. It's often enough to make you feel that you need another vacation!

A travel agency may be your best bet to take care of all the time-

consuming details, from airline

tickets to car rentals. Travelhost Travel Agency, 318 Delaware Ave. in Delmar, specializes in such arrangements, says Jaye Sprinkle, owner.

According to Sprinkle, there has not been a real decline in travel sales this year. Since its beginning in 1989, the business has continued to grow and she says her two travel agents are busy planning refreshing getaways for weary customers.

"I think the economy has affected the way people are spending their travel dollars—they are more cost conscious. Most of our clients are still willing to pay for excellent service and having knowledgeable staff," says

Sprinkle. A few years ago, she explained, it was common for people to take two vacations a year. Perhaps one was planned with the entire family, and one with just husband and wife. These days, however, it is far more common for both families and couples to take only one annual vacation, which accentuates the need for pre-planning.

According to Sprinkle, Travelhost's agents are able to arrange airline and train tickets, booking on tours and cruises, hotel reservations and car rentals. The agents can also help customers choose the vacation spot that is most suitable to their needs, bearing in mind time and financial constraints.

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## Rev 'em up



Bill Weisheit, above, owns Weisheit Engine Works Inc., 123 Weisheit Road, Glenmont. Weisheit founded the business in 1985. All service and repair work is done on site and complete commercial service is offered to landscapers and contractors. Elaine McLain

## A dog's life not bad in a recession

*Reigning Cats and Dogs caters to pet owners' needs*

By Michael DeMasi

Fleas don't know the meaning of the word "recession."

No matter how the economy is doing, those pesky insects will still invade the fur-lined bodies of dogs and cats, wreaking havoc with the animal's skin.

Luckily for "Spot" and "Fluffy," Richard Pulice's pet grooming shop in Glenmont, Reigning Cats and Dogs, can be counted on to cleanse and and bathe their precious bodies. Opened in September 1989, Reigning Cats and Dogs offers pet supplies, top-of-the-line pet food, horse items such as bridles, tack, and hay, and grooming services for any fur-lined animal (including guinea pigs).

Pulice has been involved in dog breeding and training for the past 15 years. Although many of his clientele own show animals, he emphasized that occasional grooming is important for all pets.

"We offer a service that for pet owners is a requirement at least some of the time," Pulice said.

The wide range of animals which Reigning Cats and Dogs

has groomed is a testament to that.

"It's not just pure-bred dogs," Pulice said. "We get mixed breeds to the best in show dogs. We get barn cats to show cats."

They have even stroked the soft underbelly of chinchillas and guinea pigs.

Since the business opened, nearly 3000 animals have been groomed at the shop. Pulice said he has very loyal customers and about half of his clients are repeat business.

On average, dogs should be groomed once every eight weeks, he said. The entire process usually takes about three hours and includes a brushing, bath, manicure and complete grooming.

Reigning Cats and Dogs also provides pick-up and delivery for owners and has an arrangement with Deja Kennels in Coxsackie to board pets over the holidays and vacations.

Last year, Pulice added supplies for horses to his inventory and also moved to a new location across the road from his original

site. The move tripled his square-footage and provided more room for his grooming service.

"We were able to do that because our business has done so well," he said.

As for the addition of equine supplies, Pulice said customers usually don't expect to find them in a grooming shop.

"Generally people think about going to Agway [for horse supplies]," he said. "But now we carry a complete line of horse products."

Pulice recently hired a second groomer and plans to add a third in the near future. Besides carrying such high-quality pet food such as Iams and Eukanuba, he recently added a new top-of-the-line dog food to his shelves called "Hi-Tor."

"Hi-Tor" is specially made for dogs with health problems, Pulice said.

One of the reasons Pulice cites for his success is his location. Situated just south of the Glenmont Shopping Center on Route 9W, Reigning Cats and Dogs is in a location which is fast becoming a high traffic area.

## Delmar jewelers shine at Main Square

By Heather Rockwood

Joyelles Jewelers in Delmar's Main Square is a specialty jewelry and giftware shop with handmade jewelry, blown glass and pottery.

If you're looking for a "traditional" jewelry item, this is still the right place, with an array of pearls and diamonds to choose from. At Joyelles you can find handmade jewelry in silver and gold, as well as an assortment of personal gift items that includes delicate perfume bottles, vases and picture frames.

Proprietors Mary Vail and Sharon Boudreau say their custom work is very popular and customers are encouraged to contribute their own creativity when having jewelry made. Upon completion, the customer has a one-of-a-kind original piece.

Now in its third year at Main Square, Boudreau said business has grown steadily as trust has developed between Joyelles and its customers — a must in the jewelry business.

"Business has been better since last year," she said. "We're steadily getting more of a clientele and word of mouth has really spread for us."

"Our customers are telling their friends and we're getting them now into the store," she said.

In addition to original items, the proprietors at Joyelles can also improve on an old piece. Suppose you take an old ring that you never wear out of your jewelry box. If there's nothing really wrong with it, you can take it to Joyelles for specialized attention. They can redesign an old piece of jewelry into an entirely different piece, turning that old ring you never wore into beautiful "new" pin.

Children's gift items are also available, as customers can choose from an assortment of rings, necklaces, bracelets and hair jewelry.

If jewelry is not what you have in mind, take a look at some of the shop's original works created by local artists. Vail and Boudreau are common attendees at craft fairs throughout upstate New York.

For those of us who like to avoid the hassles of crowded shopping malls, Joyelles Jewelers strives to provide the perfect alternative. "We offer a relaxed pleasant atmosphere for browsing or shopping," Boudreau said.

In addition, Boudreau and Vail are proud of their volunteer work with local Girl Scouts, helping the scouts get the hands-on experience they need to win jewelry badges.

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Yury's School of Gymnastic, 49 Railroad Ave., Albany, offers a 16,000-square-foot training area, an in-ground foam filled pit, a full line of both men's and women's Olympic apparatus and specialized scaled-down equipment for preschoolers. The school, owned by head coach Yury Tsykun (right, standing), has been in operation for over 12 years. Tsykun and Cindy Stone (left, standing), general manager, choreographer and coach, are dedicated to a greater understanding of all levels of human movement through artistic gymnastics. Classes encourage coordination, strength, balance and flexibility while developing students' willpower and courage. Each student is developed to the best of his or her ability, according to Tsykun.

## Burt Anthony insurance cites service as big extra

By Michael DeMasi

Death and taxes aren't the only certainties in life. There's also car insurance. And home insurance. And life insurance. And health insurance.

Since actually sitting down to buy insurance isn't something most people look forward to, Burt Anthony Associates in Delmar has tried for 36 years to provide the best possible service to its customers.

"We do pride ourselves in the service aspect," said co-owner Greg Turner. "It's the little extra thing that you give to people. We call it the service after the sale."

Burt Anthony Associates, located at 208 Delaware Ave., handles most types of general insurance including homeowners, auto, life, accident and health and small business.

Turner said about 60 percent of the accounts the agency handles are personal (such as home and auto) and the remaining are business policies.

"Our clientele is located primarily in the tri-cities and the hill towns," he said.

The company has grown significantly since its founding in 1954, and has acquired a number of smaller agencies in the surrounding area.

Turner explained the insurance industry is currently experiencing a "soft" cycle, which means there are a lot of companies vying for the same piece of the market.

Although Turner expects a 15 percent growth in the business this coming year, the decreased payrolls and sales figures at area companies have had an effect on the number of business policies the agency handles.

"There aren't that many new businesses in Bethlehem," Turner said.

In addition, Turner said he doesn't foresee any major increase in the number of new homeowners this year.

"Although there's a great deal of transition in the area with families moving in and out, there isn't a lot of new growth this year," Turner said.

In order to keep abreast of all the new developments in the insurance business, Turner offers in-house training and encourages continuing education among his staff of full-time associates.

In his business, Turner said, it's important to keep the client satisfied because there's no better sales pitch than a referral from a happy customer.

"You like to pride yourself in keeping your business," Turner said. "You want to keep your base."

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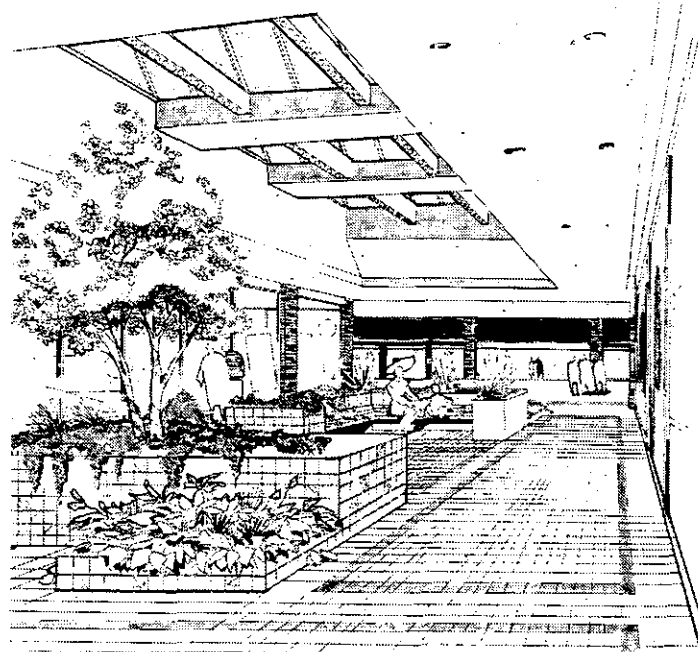
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## Latham eatery secret keeps business on roll

By Elizabeth Macdonald

Jeff Mahoney brought his mother's specialty to the Capital District.

In fact, he serves it with every meal at the Cinnamon Tree Restaurant, located at 1254 Loudon Road in Latham. The cinnamon rolls his mother used to serve in her restaurant were such a success that Mahoney brought the secret with him when he moved from Old Forge in 1988.

Mahoney and his wife, Annette, were interested in opening a restaurant of their own but were uncertain whether the seasonal crowd in Old Forge would provide enough business. In March 1989, the couple opened a Capital District establishment named after those rolls.

"We do all our baking here," Mahoney said.

Ten different desserts, breads, sandwich rolls, soups and dressings are prepared daily to accompany meals including fresh seafood, hand-cut beef, chicken, veal, lamb and duck. "Our menu's a total mix."

"We try to go out of the way to please and make them feel like they're at home," he said, adding that patron birthdays and anniversaries are special days, when the staff sings and takes a picture of the celebration for the party to take home.

The Cinnamon Tree offers "early bird specials" from 4 to 6 p.m. everyday. Mahoney said eatery clientele consists mostly of couples, with many senior citizens dining during daytime hours.

Although customers would still be wise to make a reservation on weekends, Mahoney said 1991 business was not spectacular. "The holiday time was good. It was just the in between times that were slow," he said. All things considered, the Cinnamon Tree owners are "toying with the idea of expanding" to allow them to accept more parties.

"I don't think it will really turn around until the end of '92. We will have to strive for innovative ideas and continue to give the people a value for their dollar," he said.

## Shall we dance?



Following a hula demonstration, pupils in Jean Berical's second grade class at The Doane Stuart school learn about dress and customs in the South Pacific from Holly Heyman, a native of American Samoa. Lower school pupils recently participated in "mini days," an annual event where they learn about the music, dress and customs of a particular country. This year Doane Student pupils studied Ireland and the islands of the South Pacific. They learned popular Irish and South Pacific songs and dances.

Nicholas Mitchell

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the Indus Valley, for example, installed the first rubbish chutes and bins in households in 2500 B.C. Athens, Greece, built the first municipal landfill in 500 B.C., a mile from the city gates, and ordered residents to take all their garbage to the site.

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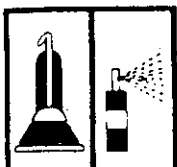
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## Discover one of a kind at Classic Renovations

By Eric Bryant

For Richard Langford's customers at Classic Renovations, seeing is believing.

The Voorheesville resident, who houses his business at 45 Maple Ave. in the Village of Voorheesville, boasts a one-of-a-kind craftsmanship and quality carpentry business.

He admits that it's difficult to describe what the company does over the phone and urges a customer to go out and see for themselves what sets Classic Renovations' work apart from its competition. But if they can't, he has photographs of work the company has done since it began in 1988.

The business has won two separate national awards from the Vinyl Siding Institute of America and two manufacturer's awards for making a vinyl siding job look like much more than what he describes as "a vinyl box." Langford said the award-winning homes, such as the one at 84 Voorheesville Ave., can incorporate the historical nature of the home or accentuate its best features in a creative way.

Langford, who concentrates on the business and sales end of Classic Renovations, said the company focuses on specialty remodeling, and quality design and workmanship. Classic Renovations caters to the homeowner "that wants their remodeling ideas properly designed and built by craftsmen, using the best products and with the personal attention their home deserves,"

Langford said.

"Today's homeowner wants value for their dollar. Businesses that provide that will grow in the 1990s," he said.

**Today's homeowner wants value for their dollar. Businesses that provide that will grow in the 1990s.**

Richard Langford

In addition to porches, porticos and siding, Classic Renovations also does custom work on furniture, window treatments and kitchens.

Langford saw a 35 percent growth in his business during 1991, and plans on adding at least two more quality carpenters in the coming year as the business continues to grow. Classic Renovations currently has five full-time employees.

Personal service is utmost in the Classic Renovations approach, the business owner said. Following the completion of a job, Langford and the customers walk through the finished work to make sure it's exactly what they wanted.

"Give the customer what he wants," he said. "It's service after the sale."

## Roma brings Europe to U.S.

By Kathleen Shapiro

It's an ethnic food lover's dream. The purest Italian olive oil, the flakiest Greek filo dough and the freshest imported meats and cheeses from around the world all under one roof.

"Walking through our aisles is really like taking a trip through Europe," said Frank Bolognino of Roma Food Importing Co. in Latham. "We have the most variety of any shop in a 100-mile radius outside of New York City."

Stacked alongside foods such as fresh Italian bread (three different brands, each baked locally), Roma shoppers can find dozens of bottled vinegars and oils, as well as more exotic products like Turkish coffee, squid ink pasta and a deli counter brimming with specialty items like prosciutto, Italian salami, dried sausages, fresh parmesan cheese and a wide range of antipasto fixings.

Although variety is their trade-

mark, Bolognino and his three brothers have not sacrificed quantity for quality since inheriting the business from their father almost 20 years ago.

All four spend time overseeing operations at both the Latham shop, located at 9 Cobbee Road, and the company's second store at 130 South Broadway in Saratoga Springs.

Years of experience behind the counter have taught them a few things, said Bolognino. "We pride ourselves on the way we treat our customers," he said, adding there is always at least one owner on the premises to answer questions and greet regular patrons by name.

"If you shop at one of the other markets, you're always seeing different people at the counter. Here, we're on a first-name basis with many of our customers."

Despite the economic down-

swing of the past year, business has been strong, said Bolognino. "Both stores are moving along at a pretty good clip," he said. "No matter what the economy, people still have to eat every day."

Rather than giving up luxury items altogether, shoppers are buying them in smaller quantities, he added. "People are much more conscious of what they need. They may still try a product, but they'll try a little less of it," he said.

Although further expansion may be considered at some point, the company's main focus for the next year will be on continuing to keep the public well-fed and up to date on new products.

"There are only a few things you can do for yourself in this world, and one of them is to eat well," mused Bolognino. "People should enjoy what they're putting into their mouths."

## THIS TIME OF YEAR CAN BE TAXING.

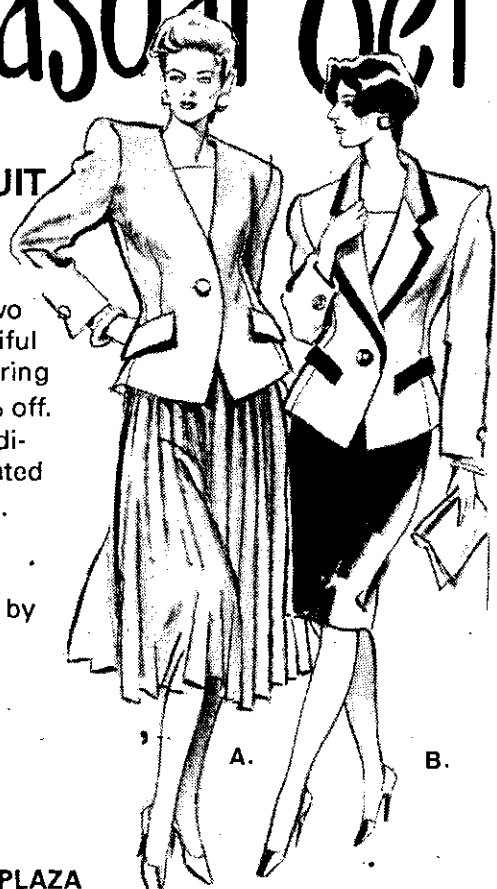
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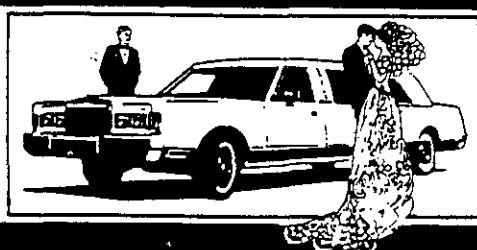
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## Falvo's takes pride in quality service

By Erin E. Sullivan

When Sam Falvo, former owner of Falvo's Meats, Route 85A, Slingerlands, retired last April, an old hand was ready to take the helm.

"Falvo's has been in business for 27 or 28 years now," said Joe Robilotto, who took over the business with his wife, Patricia. "When (Falvo) was given the opportunity for retirement, it was the chance for me to take over."

Robilotto has been with Falvo's for 15 of the 28 years the store has been open.

Falvo's moved to its Slingerlands' home after operating from within two already established groceries, The Trading Post supermarket in Albany and Stonewell Market on New Scotland Road in Slingerlands.

"At first Sam had departments in different markets," said Robilotto. "Falvo's then progressed to a private business."

One of the few butcher stores in the area, Falvo's prides itself on value and personable service. "Our customers don't have to worry about receiving good meat. Supermarkets are a guessing game. You never know what quality meat you will end up with," Robilotto said.

Customer service is stressed at Falvo's. Because many of Falvo's patrons live in the area and purchase meat regularly, Robilotto and his staff are on a first-name basis with a majority of buyers. "Customers are the basis of success," said Robilotto. "Without them a business cannot be successful. We make an effort to be friendly with first-rate service."

While the winter months tend to bring more traffic into Falvo's, the store's business has been steady for the past few years. "If we will continue to be recession-proof, nobody knows," said Robilotto.

In addition to Robilotto and his wife, Falvo's Meats employs a butcher, Keith Wright, two counter workers, Carmella Benedento and Cindy Seaburg, and two high school students, Troy Hanlon and Robilotto's son, David. "In a certain aspect this is a family operation, but it is hard to say if (David) will take over when I retire," said Robilotto. "The meat business is not what many people want to get into. There is a lot of hard work and long hours involved. Sam's son didn't follow him, either. David will probably want to start his own career."

## Rapid Park takes headache out of parking at airport

By Michael DeMasi

In the mad rush to get to your flight on time, Airport Rapid Park can make life a little bit easier.

Rather than hunting for a parking space outside the Albany County Airport, Airport Rapid Park offers you the opportunity to leave your car in one of its 700 spots and be transported by a shuttle bus to the terminal in three minutes or less.

"There's nobody faster than we are," said Al Sloane, Rapid Park manager. "When you pull into the lot, you get on the shuttle bus, and a ticket is issued there. There's no need to come inside the office. You only come inside when you come back to pay."

The company will also load and unload your luggage, jump-start your car if necessary when you return, and have the car warmed up and ready for your drive home.

"None of those services is offered at the airport lot," he said.

The five-month old company uses a small bus to transport passengers to and from the airport

and stores the luggage inside the vehicle with the travellers.

**None of those services is offered at the airport lot.**

Al Sloane

"It's not a van that you have to crawl into," Sloane said. "It's a 14 passenger bus with automatic sliding doors."

In addition to advertising locally and offering discount coupons, the company has also distributed coupons to travel agencies within a 100 mile radius of the airport.

Located on a major road less than a mile from the airport terminal, the company has attracted business quickly because of its convenience and proximity, Sloane said.

"Our busiest time is between 5 and 8 a.m.," he said. "Presently it's

still dark before 6 a.m. and some people have trouble finding our competitors. So we accept competitors' coupons because drivers couldn't find the other places."

Reservations aren't required at the parking service and Sloane is proud to say the company has never had to turn a customer away because of lack of space.

Although traffic at the airport has been down lately, Sloane said it is too early to tell whether this has affected the level of business at the company.

"Because we're new we get new business every week," he said. "We don't have any statistics to compare to last year."

This year Sloane expects the company to begin offering additional services to travellers while they are away on their trip such as car washing, oil changing, and arranging for minor mechanical repairs.

"I think it's going to be a real good year once more people find out about us," he said.

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Attorneys At Law

John H. Lavelle, CPA, LL.M.  
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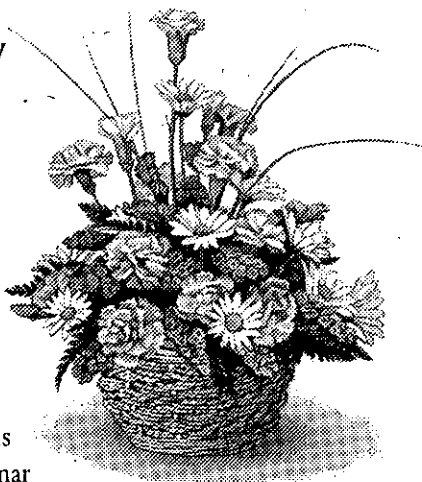
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## Car dealership a long-running Saab story

# Laura Taylor Ltd. reflects owner's personality

By Michael Kagan

"My father and I started it," Fred Carl said of his New Salem Garage Saab dealership. "It was a general garage in 1947 when he (Carl's father Dewitt) bought the place."

The garage has been selling and servicing Saabs since 1961. Fred Carl began running the business in the early 70s.

When the garage was purchased, it was called Kupky's and had about four employees, Carl said. Forty-five years later, it now employs 17 and has outgrown its longtime home at the New Salem intersection of routes 85 and 85A.

The garage is preparing to relocate about five miles east on Route 85 toward Slingerlands, near the Auberge Suisse restaurant. The move is intended to provide the dealership added space and more accessibility to the Delmar area, its largest sales market.

The dealership will retain its New Salem name, although it will no longer be located in the hamlet.

While the garage has been steadily expanding, the slumping economy has taken its toll. Carl said, "I think it has on everybody, but our service work carries us through. I think we've founded the business on service work, taking care of customers."

"That's one of the big things," he said.

The clothing, jewelry and accessories to be found at the two Laura Taylor Ltd. stores, at Delaware Plaza in Delmar and Stuyvesant Plaza in Albany, reflect in part the personality of Laura Taylor herself.

"I don't think that being a businessperson and being a good person are incompatible," she 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 started the business in Delaware Plaza in 1980, when it was known as Annie Hall's. It became Laura Taylor Ltd. in 1984, with the Stuyvesant Plaza store opened in 1986.

Taylor said they now employ 18 part- and full-time employees, with Taylor working in the Delmar store and Hegeman in the Albany branch.

Laura Taylor Ltd. offers a varied line of jewelry, accessories and clothing for women, including dresses and sportswear. However, the store has a "definite emphasis on unusual, natural fiber clothing and affordable, hand-crafted jewelry," said Taylor.

"About 90 percent of our clothing is natural fiber," said Taylor. "Our selection is rather eclectic—mostly smaller lines like Karavan."



Laura Taylor, owner of Laura Taylor Ltd. at the Delaware Plaza, Delmar, displays the latest styles in her store.

Elaine McLain

Hand-made pieces are the standard for jewelry at Laura Taylor Ltd., with an emphasis on affordability. Like clothing, the jewelry comes from smaller companies that offer high quality, said Taylor. She added that she is looking to expand this year, adding more lines to both the jewelry and clothing selections.

However, Taylor emphasized her stores put a premium on service, as they offer several special services that "a lot of the other stores don't," such as free ring sizing, free alterations on all products bought at the store, jewelry repair, bridal parties and free gift wrapping.

For 1992, Taylor said "Our stores will still be the best value for your dollar." She said the economy will not be a large factor, as "I don't believe it's as bad" as it's been made out to be.

"There are definitely some areas that have been hit very hard, but our area is relatively stable. The Capital District doesn't reach the great peaks in good times, but, it also doesn't go as low in the bad times."

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.

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## Animals anyone?



With a full menagerie of animals, feed and supplies, Colonie Village Pets and Supplies, located at 1770 Central Ave. at the Village Square, is a full service pet store. From angoras and Akitas to mice and macaws, Colonie Village Pets and Supplies counts value and variety as their two main components of success. The spacious store has a wide selection of animals including tropical fish, reptiles and dogs. The store, which opened in December, also carries pet foods from Fromm, Iams, Science Diet, Sun Seed and Lafabers. Owner Theresa Magrum, at left, holds one of the store's cuddly Akita puppies. Standing next to her is her husband and store co-owner Chris Magrum, with rabbit and macaw. Kevin Cable, with Akita, and Donna Cable, holding mice Mickey and Minnie, also work at the store. Theresa said she tells her customers, "this is your store" and makes every effort to fill a customer request if the store doesn't have an item. The store's ongoing inventory expansion will continue through 1992 and special offers will continue throughout the year, Theresa said.

## Hearing specialists to manufacture aids

By Michael DeMasi

"We definitely don't whisper in here," said Brian Lawlor with a laugh, a hearing aid consultant whose office on 328 Delaware Ave. in Albany sits in a building that was once a public library.

Benway-Haworth-Lawlor Hearing Aids was founded in 1939 by W.G. Benway, a pioneer in the development of hearing aids who held several patents in Europe and America.

A former competitor, Lawlor bought out the business from Benway-Haworth in 1974 and added his last name to the original title of the company.

Today Lawlor operates the only hearing aid repair lab in the area and plans to start manufacturing hearing aids on the premises this month.

Rather than sending the specifics for each hearing aid out to a manufacturer and waiting for the finished product, a process that usually takes upwards of two weeks, Lawlor said his company will be able to have a 24 to 48 hour turnaround time.

"Customers are going to get the same quality hearing aid for a lower price."

Lawlor is calling his hearing aid Real Ear and hopes to attract more customers by promoting

high quality and competitive prices.

"The difference is in quality control and in the quality of the technicians," he said. "If we do make a mistake, we can turn it around in 24 hours. Plus mistakes will be caught quickly."

One factor that Lawlor and other hearing aid consultants must contend with is the negative connotation associated with hearing aids. Currently, only 18 percent of the hard-of-hearing in America wear a hearing aid.

"This country and its residents spend billions of dollars every year on cosmetics," Lawlor said, "Everybody wants to look younger and better. They don't want to have a hearing aid and look old."

With all of the advances in technology, Lawlor can now offer hearing aids that are the exact same size as the ear canal and are virtually unnoticeable.

"Everyone wants the smallest hearing aid you have. Nobody comes in here and asks me to give them the biggest hearing aid we have."

Lawlor plans to offer special discounts this year and hopes business continues to do well so he can pass the savings on to consumers.

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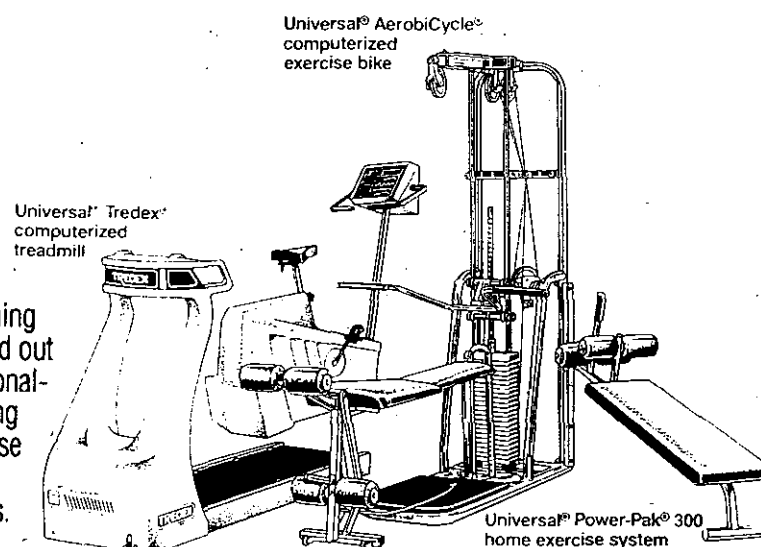
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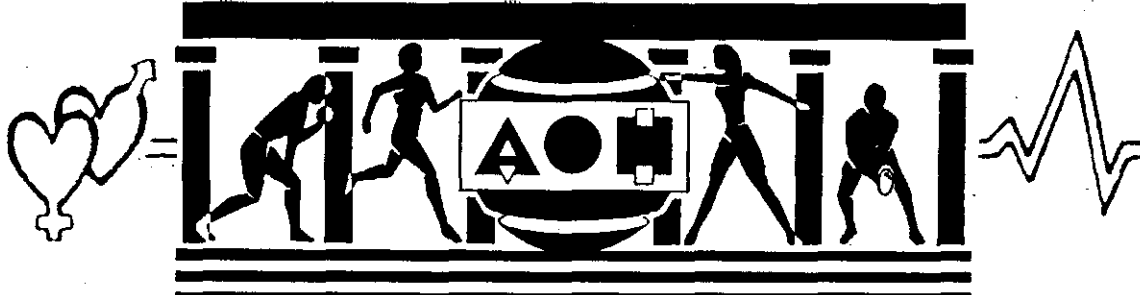
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## Magic Toad outfit for a difference

By Elizabeth Macdonald

Nothing about this specialty children's clothing store at 635 Loudon Road, Latham, is run-of-the-mill.

Consider the name: The Magic Toad. "I made it up. I had 48 hours to come up with something. I think it had something to do with my son liking reptiles," owner Karen Coakley said.

The store stocks clothes sized from infant to 14 and ranges from bathing suits to pre-teen dresses. Coakley said that one of her fastest selling lines is called "Flapdoodles." The 100 percent cotton unisex mix-and-match playwear is pre-washed and pre-shrunk. "Mothers like it and kids like it," she said.

Coakley said she deals with small companies for a special selection. "I don't want department store clothes in here."

She said she also has a selection of dresses for special occa-

sions and dressy outfits for boys as well.

And she specializes in color-coordinating siblings. "If a brother and sister come in, I always try to color-coordinate them, especially if they're having a photograph taken. It makes the picture come out a whole lot nicer," she said.

### *I don't want department store clothes in here*

Karen Coakley

The Magic Toad also offers custom-ordering, free gift wrap and layaway. "We cater to the customer," she said.

"It was my best year yet, so far," Coakley said. Since she took

over ownership of the store in September 1989, she has seen a "definite pattern of growth." "I changed the name and built it back up with a change of image and merchandise," she said.

Five local specialty children's stores have closed recently and Coakley said the remaining ones have benefitted from the extra traffic. She said she has a positive outlook for 1992 "with less in the way of competition and more word of mouth." Already she has had a lot of repeat business.

"I'm optimistic but don't expect miracles. I feel consumers will buy carefully and will look for quality and durability — for example, items that can be passed along to younger siblings," Coakley said. "If you offer good quality, you don't have to buy as much. You can get away with fewer pieces, because they'll last at least the season, and probably until the children grow out of them."

## Planned Parenthood doubles office size

By Michael DeMasi

In response to an overwhelming demand for services, Upper Hudson Planned Parenthood has doubled the size of its Latham Health Center at Shaker Center on Route 155.

In December of 1991 the center completed an addition and renovation of its existing space, allowing for two new exam rooms, a larger waiting room and more counseling rooms.

"The whole effect has been to create a bigger, friendlier space for our patients," said Communications Coordinator Karen Goldwater.

Long known for its family planning services, UHPP offers patients full reproductive health care including annual comprehensive exams, Pap smear screening, pregnancy testing and options counseling, HIV testing and a full range of birth control methods.

Since it opened in 1986 on a part-time basis, the Latham Health Center has been very popular with area women who enjoy the opportunity to access reproductive health care near their homes and offices. In 1990 the center began to operate full-time.

"Our patients are busy people with hectic lives," said Director of Patient Services Sharon Bisner. "They appreciate being able to make an appointment, get right in and not have to spend valuable time in a waiting room."

UHPP serves over 15,000 patients annually in six locations spanning four counties: Albany,

Rensselaer, Columbia and Greene.

In addition to medical services, UHPP offers "Smart Start," an early intervention pregnancy program which provides pregnant women with information and medical assistance to begin a healthy pregnancy.

***We really care about our patients and they know it, even if it just means taking an extra fifteen minutes to explain a diagnosis, or setting up a referral appointment.***

Bernice Moeller-Bloom

The program also includes a referral service for complete prenatal and obstetrical care. Evaluation and referrals for adoption and social services are also provided.

"The response from women in the community has been terrific," said Bernice Moeller-Bloom, R.N.C., N.P., who provides many of the patient examinations and treatment services.

"We really care about our patients and they know it, even if it just means taking an extra fifteen minutes to explain a diagnosis, or setting up a referral appointment."

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## Happy feet



Foot Specialists Association, 1692 Central Ave. in Albany, is now entering its 11th year of offering the Capital District full podiatric care. In light of the flagging economy, owner Perrin Edwards said the association will be offering free initial consultations to all customers. For an appointment, call 869-5799. Office hours are Monday-Friday, 9 a.m.-5:30 p.m.; Thursday, 9 a.m.-7:30 p.m.; and Saturday, 9 a.m.-noon.

## Center offers 'unlimited' beginnings for children

By Michael DeMasi

Working parents have the chance to provide unlimited beginnings for their children at two area day care centers.

Brandon Place Learning Center at 28 Vly Road in Colonie and Executive Woods Learning Center on 4 Atrium Drive, Corporate Park, in Albany, were both opened in the summer of 1990 by Beginnings Unlimited.

With an experienced staff and state-of-the-art facilities, the centers have quickly attracted a large clientele in the area.

"It's probably the best program in the area, at least it's considered that by many," said President Molly Hardy, who has been in the day care business for 20 years. "When parents go on tours of other centers they generally come back to us."

The centers operated by Beginnings offer a number of developmental programs. A typical day consists of allotted time for reading, playing, snack and lunch time and art and science activities.

"Basically the day is set up so the child knows what happens at a certain time, but the activity varies," Hardy said.

Each center is equipped with eight classrooms and both have a separate play area for toddlers and

pre-kindergarteners. Both also have a fenced-in playground area with a wooden jungle gym.

This year two new programs will be launched. In the summer the centers will offer a day-care program for school-age kids. And, in the fall, a kindergarten class will be offered at the Executive Woods Center. Hardy said this class is geared toward parents who want their children involved in a day-long kindergarten class.

Also a management consulting firm, Beginnings Unlimited works with employers to discuss options for employee child care

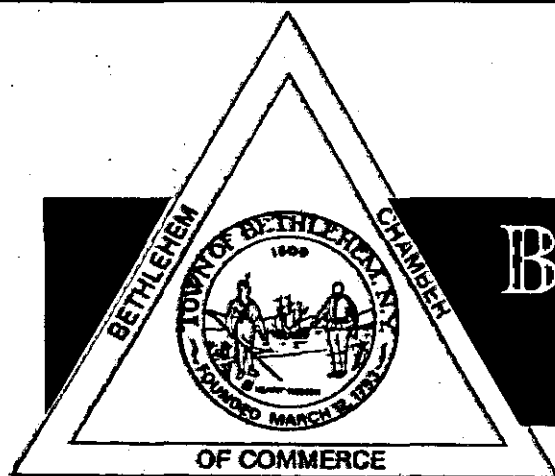
and offers employer discount programs.

"For any employer who has five or more families in the day care centers, we give the families a 10 percent discount," said Hardy.

There is also a 10 percent discount for families with two or more children enrolled in the centers.

With staffing ratios that range from 4 to 1 for infants (8 weeks to 18 months-old) to 9 to 1 for children age five and older, children get lots of special attention at the centers.

"There's so many staff around that everything is visible," Hardy said.



## Bethlehem Chamber of Commerce

### *What it is and what it is not*

### WHAT WE ARE:

- ...not-for-profit, action oriented, governed by volunteer leaders in the fields of community Promotion, Business Education, Economic and Small Business Development, Public Affairs, and a wide range of membership services, including affordable health insurance, and membership directory.
- ...dedicated to promoting the Bethlehem area and doing business with fellow Chamber members.
- ...a spokesman for business, professional, individual and organization members.
- ...carrying out a wide range of programs backed by a Board of Directors comprised of 20 community leaders and a general membership of 450; by far the largest such organization in the Bethlehem area. A professional staff carries out the policies and dictates of the membership.
- ...presenting and supporting programs which explain and promote the private enterprise system.
- ...structured so that every business in the Bethlehem area may "afford" membership in this vital organization.

### THE CHAMBER OF COMMERCE IS NOT —

- ...a government agency nor is it supported by public or tax dollars.
- ...involved in the day-to-day affairs of other communities.
- ...an "empire builder." In the past six years the Chamber budget has quadrupled and the staff has remained the same.

***We welcome your comments and involvement with the Chamber; including monthly meetings, committee activities and working with other business leaders to make Bethlehem a great place to work.***

## Paragon perfection



Paragon Paints, located at 1121 Central Ave., specializes in computer color matching and has a wide selection of paints, stains, varnishes and painting supplies.

## Kinder Lane covers day care bases

Expectant mothers are eagerly awaiting a new arrival — an addition being built at Kinder Lane Nursery School at 405A School House Road in Albany.

Kinder Lane serves as a day care center from 7:30 a.m. to 5:30 p.m. weekdays for children 6 weeks to 5 years.

Owner Joseph A. Tannatta said that the center cares for approximately 70 children. The addition will serve as a separate director's quarters and staff lounge and will free up space to accommodate up to 30 children.

He said that's been welcome news to the expectant mothers he has on a standing waiting list and parents he's "been turning away in leaps and bounds."

"All indications are that we currently have the largest infant program in the Capital District and we're still growing," he said. Besides 32 children in cribs, the center holds nursery school classes from 9:00 a.m. to noon every day. "And a nap takes up most of the afternoon," Tannatta said.

In addition to the expanded infant program, the building addition will allow Kinder Lane to begin an after-school program for 5- and 6-year-olds who will come to day care for half a day after either nursery school or kindergarten classes.

The center offers a variety of options for parents, including plans which include fewer than five days a week service. In addition, families with more than one child receive a discount, and tuition costs take into account parental need, the hours of care provided and the ages of the children.

"I've got children in the pre-school program who have younger brothers and sisters in the infant program," he said. "Unless people relocate or lose their jobs, they stay with us."

Tannatta encourages prospective customers to visit other centers and to spend time investigating them. He said that nine out of 10 people who visit the center decide to enroll their children.

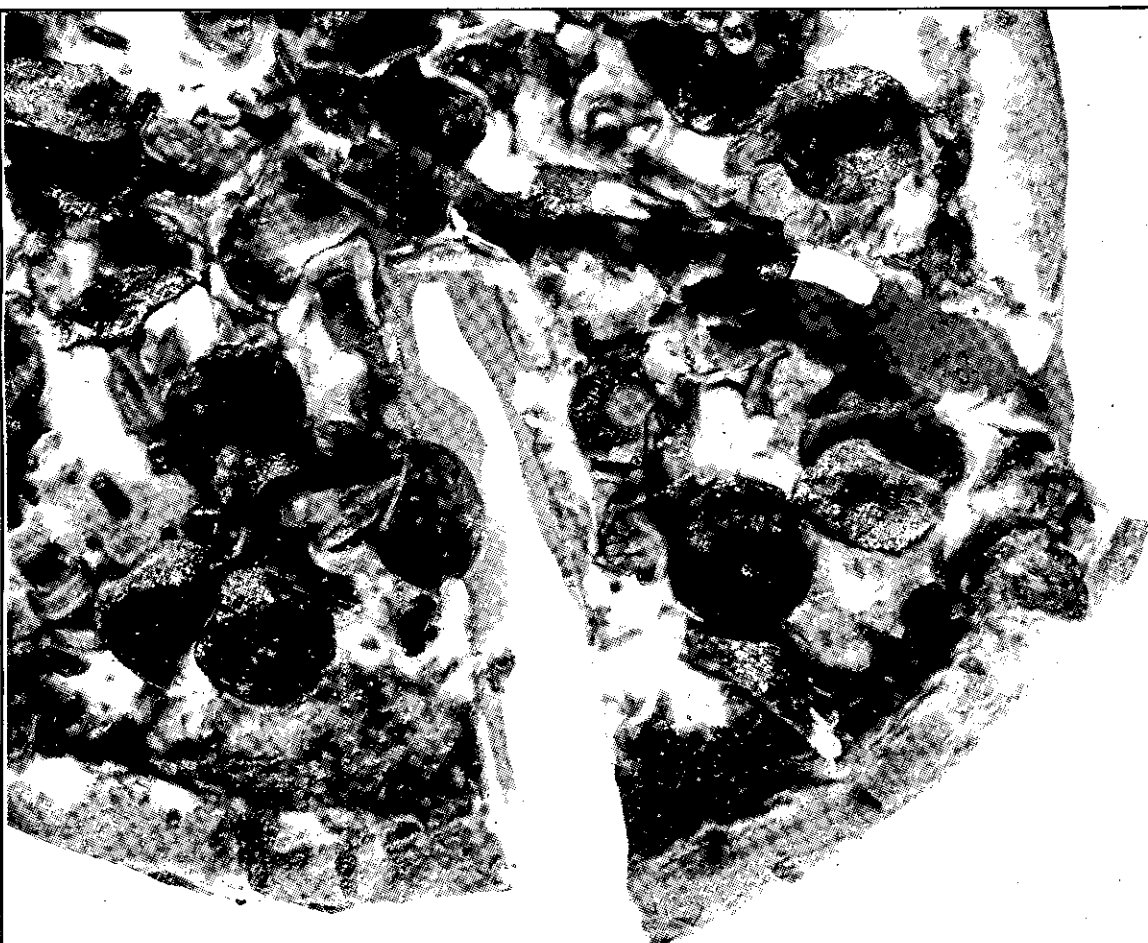
When O.D. Heck left in 1988, Tannatta reopened the day care center. Within half a year, the program was filled to near capacity and the center has now been full for more than a year. "We started out with zero children and we're now up to 74 or 75, and we have a list of people who are interested or are expecting," Tannatta said.

When asked if he had felt the recession, the owner said, "Thank goodness, no. We have been growing at a pleasant rate. 1992 looks wonderful."

## Kings of coverage



Associated Insurance Brokers Inc., 18 Corporate Woods in Albany, offers a wide variety of insurance plans, including life, disability, health, mortgage, auto, home and business. Manager Kevin Johnson, left, with co-worker Lucia Apollo, said Associated Insurance will continue to offer competitive insurance into 1992.



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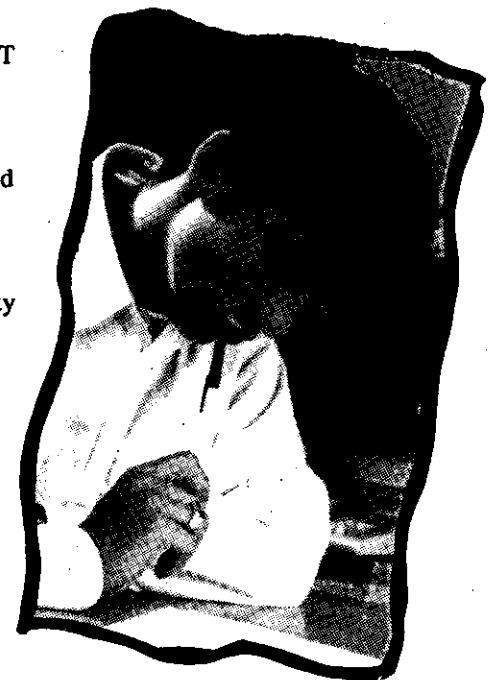
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# Orange Ford stands up for American quality

By Michael DeMasi

Things may not be rosy in the new car market these days, but at some places things are coming up "orangy."

Orange Motors increased its sales figures last month over January of 1991, and expects to continue its growth this year.

The dealership operates two showrooms including one at 799 Central Ave., in Albany which sells Fords. It opened in 1916 and is the oldest dealership in the area. The other, just down the road at 1970 Central Ave., opened in 1986 and sells Saabs and Mazdas.

Given the high cost of purchasing and maintaining a new car, today's buyer is looking for more than just a good price, said Vice President Jim Howland.

"The customer is looking for service and a long lasting relationship," said Howland, whose 26 years of experience give him a unique perspective on trends in the industry.

Whereas in the past many families were only looking for the biggest and most reliable car they could afford, today buyers also want safety features and special option packages.

"A lot of people are safety conscious nowadays," he said. "They want anti-lock brakes and an air bag. The factory has made it easier to get these things by offering them in a package."

As for the reason why small foreign cars are preferred over domestic cars, he said it is partly because of the bad experiences many people had during the 1970s and early 80s with small American cars.



Orange Ford salesman Floyd Singleton talks over the benefits of one of the line of Ford Motor cars displayed at their 799 Central Ave. showroom. Orange vice president Jim Howland said Ford cars are starting to change the perception that imports are inherently better than domestics.

Nick Mitchell

And as a result, many were turned off from buying American cars, he said. These bad experiences were then relayed to friends and families, or passed on to people who bought the car used. Eventually the negative impression grew and spread.

"There's so many people out there between the ages of 20 and 35 who have never owned a domestic," Howland said, since these are the people who learned from the troubles of their parents,

friends, and older relatives.

The problem today, he said, is that even though new American cars are built with the same quality as foreign cars, many people aren't willing to buy a domestic one because of the lingering negative perception of them.

"Today people have the perception that a foreign car is better than a domestic," Howland said. "In the last 10 years as far as I'm concerned Ford has come as far as any American car maker. They're pushing hard and not resting on their laurels."

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Where mildew is a problem, mix the same amount of detergent and household cleaner with one quart of bleach and three quarts of water. To avoid streaking, start washing at the bottom of the wall and work up.

For help in removing tough stains, there is a free booklet available. To get a copy of "The Clearing of Vinyl Siding," send a stamped, self-addressed, business-size envelope to the Vinyl Siding Institute, 355 Lexington Avenue, New York, NY 10017.

## Women pick broccoli in Gallup Poll

President Bush likely will find more broccoli foes among men than women, a recent poll suggests.

The Gallup Poll showed women are more likely than men to name broccoli as their favorite frozen vegetable.

The survey, commissioned by the Frozen Vegetable Council, indicated that 27 percent of female respondents named frozen broccoli, compared to only 18 percent of males. Frozen corn was the first choice among men.

## Shocking fact!

The volt, a unit of electrical measurement, is named for Count Volta, inventor of the electric battery.

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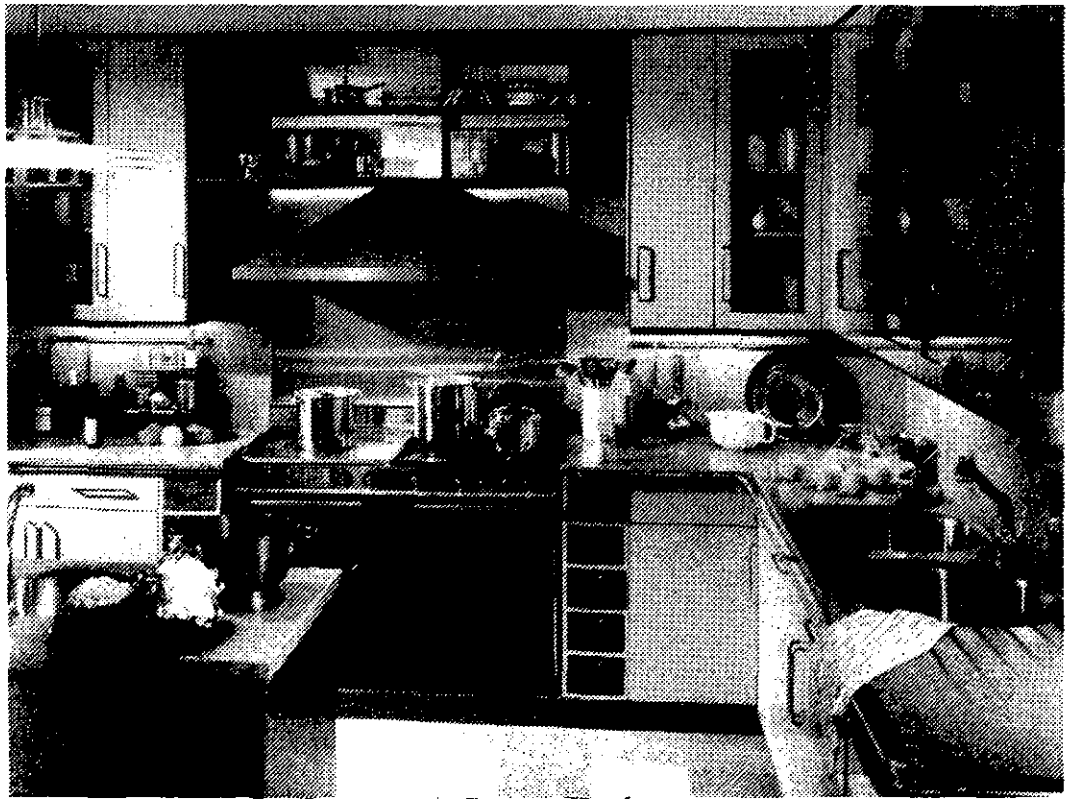
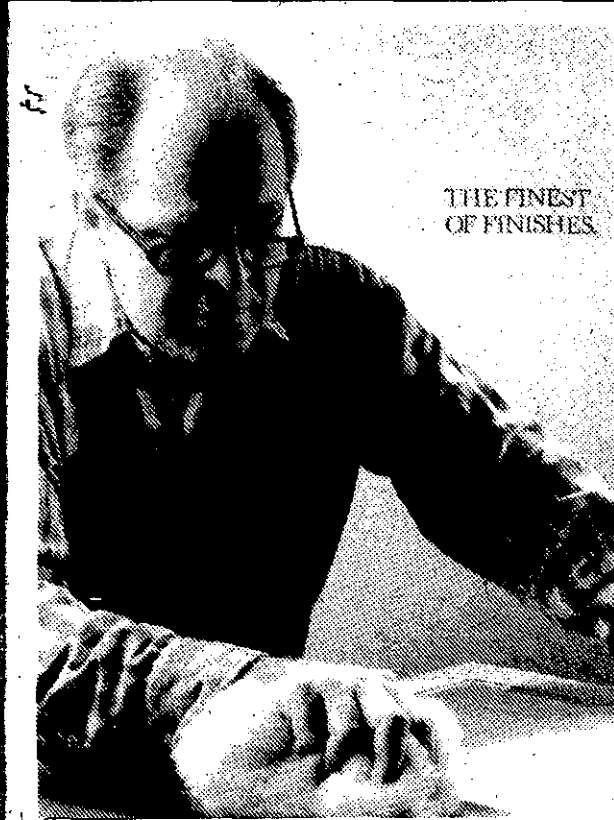
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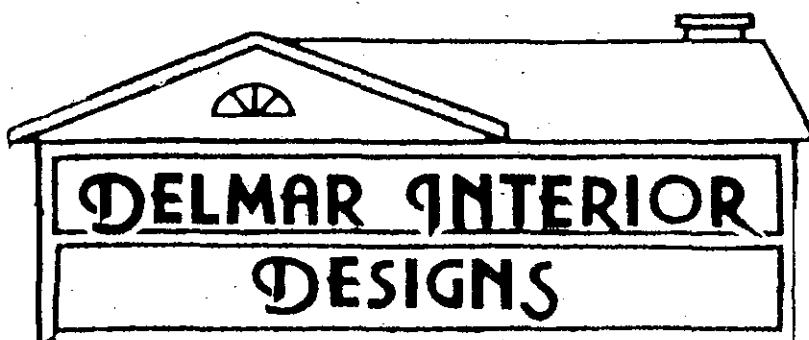
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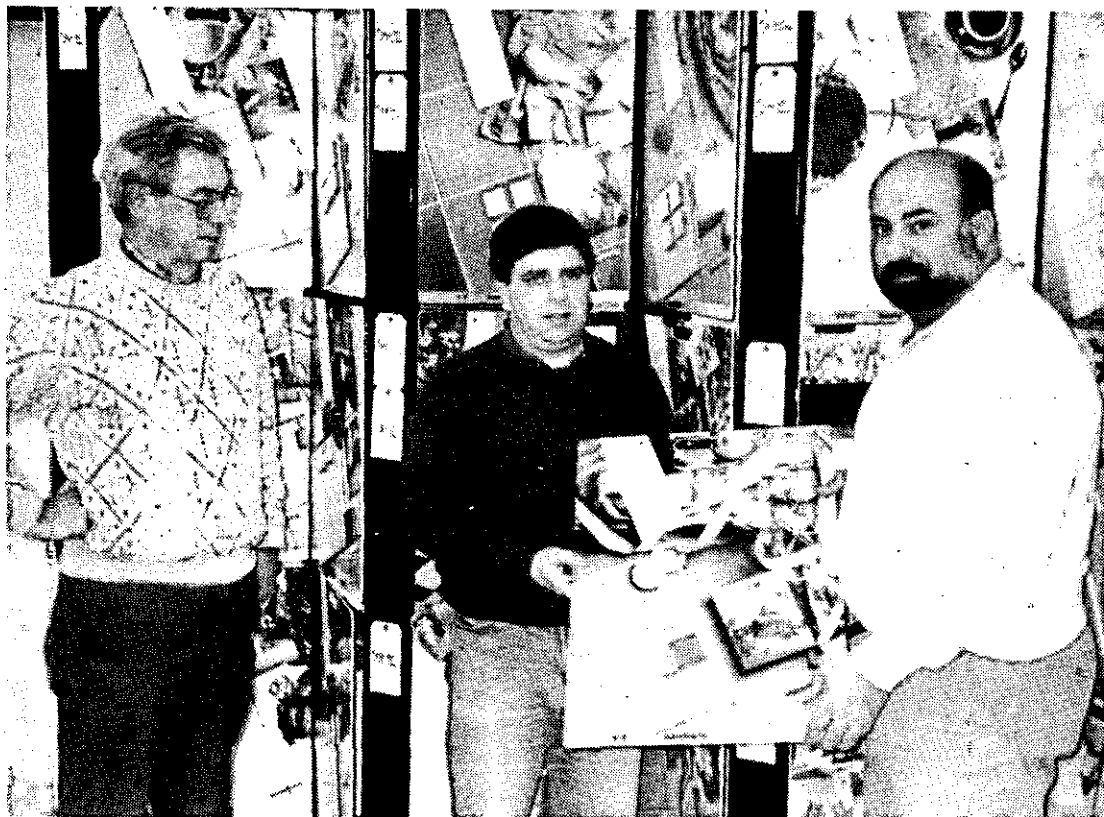
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Ted's Floor Covering's salesman Charlie Culhane, left, manager Dan Depeaux and owner Mike Masucci show the new Armstrong ceramic tile display at the store at 118 Everett Road, Albany. Tile installation can either be a do-it-yourself project or a professional job.

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This may be all you'll need to wear

## Bebo's carving niche on local pizzeria scene

By Michael DeMasi

Serving up greasy gobs of gooey pizza may be the order of the day at one of the big name pizza places, but not at Bebo's in Colonie, a small independent shop that caters to the more sensible and traditional tastes.

Opened in the fall of 1990 by William Wood and his friends, Bebo's is situated just off Everett Road in a small building shared by a barber shop.

There is no big red roof or bright blue uniforms adorning this establishment.

"In our opinion most of the independents have good food," said Wood, who does much of the cooking himself. "We're all in the same boat but everybody's going to have a different style."

Besides homestyle pizza and meatballs, Bebo's also offers Buffalo style chicken wings and hot and cold subs and sandwiches.

"Our wing sauce is something that we definitely don't let out," Wood said. "It was developed at home prior to the opening."

Currently Bebo's only provides take-out and delivery service but Wood hopes to convert the front room of the store into a sit-down area for customers.

"The most satisfying thing is just seeing all of the customers who have been with us since we opened keep coming back," Wood said. "We don't have a constant turnover."

Since the shop is situated half-way between SUNY Albany and Siena College, Wood said much of his business comes from students. As an alternative to the standard cafeteria fare, Bebo's offers a stir-fry pizza that is topped with a seasoned garlic white sauce, stir-fried vegetables, soy sauce and sesame seed oil.

Despite the economy, Wood said the company is still growing and is setting new sales records practically every week.

"We try to make sure the quality is always good and leave the rest up to the customer," Wood said. "If you serve them well and with good food, they'll come back."

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## Service backs up Andy's hardware

By Michael DeMasi

One of Andy Bisognano's assignments as a hardware store clerk years ago was to sweep the floor and dust the housewares. He didn't mind sweeping the floor but he absolutely hated dusting.

And today, as the owner of Andy's Colonie Hardware, Bisognano carries everything most other hardware stores do.

Power tools. Nails. Paint. Screwdrivers. Electrical fixtures.

Everything, that is, except housewares.

"I like to put us apart from Sears, Wards, K-mart and the discount places," said Bisognano, who opened his business on Central Avenue 26 years ago.

Although Bisognano stocks all of the standard hardware items, he specializes in selling and servicing items such as lawn mowers, chain saws and hedge trimmers.

"There are some stores that

sell mowers but don't have a service shop to back them up," said Bisognano, who is especially proud of his store's commitment to helping the customer through the whole buying process.

To begin with, all of the mowers sold in the store are pre-assembled so customers don't have to deal with potentially confusing directions or cumbersome parts.

"We refuse to sell it in a box," he said. "We put them together and make sure they're running right."

Just like buying a new car, customers are also given a "test ride" once they decide on which Toro, Lawn-Boy or Ariens, they want.

"The first thing we do is gas it up, take it out and show them how it's used," Bisognano said. Unlike the cavernous parking lots surrounding big department stores and malls, Andy's Colonie Hard-

ware has a small patch of grass just outside its doors so buyers can see first-hand how the mower runs.

Should the mower break down and need replacement parts, Bisognano's is there to provide expert repair service.

"We're probably one of the larger dealers in power equipment in the area that also provides service," he said.

When Bisognano opened his business a quarter century ago, there was relatively little competition in the area, but today Bisognano must contend with all the big name stores that have sprung up in Colonie.

"One of the things I've found over the years is a good location can be a bad thing because all of your competition follows you there," he said.

## Goin' for brokers



Noreast Real Estate Associates, with offices in Albany, Latham and Delmar, had a banner year in 1991, said company vice president Douglas Engels, left, and president Peter Staniels. The association managed to net 17 awards over the course of the year, in addition to being listed in The Capital District Business Review as one of the top 10 brokers in a 10-county area. They saw an increase in business of 82 percent in 1991, said Staniels, adding "we're very optimistic for 1992."

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# Roger Smith views recession as learning experience

By Elizabeth Macdonald

Roger Smith, owner of Roger Smith Decorative in Delmar, is treating the recession as a learning experience.

"A recession isn't good, but it's not all bad. You do learn some things. It makes you stop and think — and get your act together," he said. "You can get a little easy. As long as everything is doing well, you don't worry about the stuff that goes through the cracks."

As they tighten ship to meet the lean years, Smith does not anticipate adding to the staff of five or expanding the Delmar showroom.

"You try to get as lean as possible — to make a good, lean working machine," he said. "You tighten up ship; get rid of dead inventory, cut inventory. You buy a little closer to the vest."

He disavowed the prevailing notion that homeowners tend to re-decorate during tough economic times rather than moving to new homes.

"That's not what's happening as far as I'm concerned," he said. "As far as dollars and cents are concerned, this year was down. This was a slow year."

"But it's going to be all right. We did this in the '80s," said Smith, who went into the paint business in 1970.

In the past, the company has catered to the private sector, with homeowners making up 90 percent of the clientele. In 1992, Smith expects to expand into the corporate sector because he anticipates homeowners will remain cautious with their money.

He hopes business will pick up during this election year if the politicians can make good on campaign promises.

"The state budget affects this area. Cuomo (Gov. Mario M. Cuomo) and his crew are still fooling around with the budget. If we have another fiasco like last year" people will continue to be cautious about spending, Smith said. "The government has got to get their act together. Once they get their finances in line, the rest of the country can handle theirs just fine."

He said he should have a better year as soon as the many state workers in the area have to worry less about losing their jobs. "But if they don't walk through the door, you can't sell."



Roger Smith Decorative Products, 340 Delaware Ave., Delmar, offers a variety of products for home improvement needs. Roger Smith, second from left, stands with his family and employees. From left, Smith's daughter Kelly Domermuth, Tracey Smith, Georgia Houck and Bruce Hess. Elaine McLain

## Capitol home can create a new look

Have you taken a good look at your carpet and furniture lately? Did you get as far as the guacamole stain on the living room rug and the melted candy bar on the couch, finally to throw up your hands in defeat?

Now is the time to peel yourself from your peanut brittle-encrusted recliner and find your home's new look, and a good place to start is at Carpet to Go, 1814 Central Ave. in Colonie, and Capitol Home Furnishings, 775 New Loudon Rd. in Latham.

With a staff of three, Carpet to Go opened its doors in July of 1991, prepared to serve the greater Capital District's carpeting needs, said Manager Steve Califano.

Carpet remnants, do-it-yourself supplies and a wall-to-wall selection of high-quality carpet are just a few of the items offered at the store, Califano noted, in addition to floor coverings for every room in the home.

Of course, once your floor is sporting a new look, your furniture is going to have to follow. It is that need that Capitol Home Furnishings addresses and meets.

Califano said that the store recently added the Broyhill and Lane Furniture lines to its extensive selection, and "with the addition of the Broyhill Furniture Center, we can offer any product that Broyhill manufactures."

The sleep department was also recently revamped to encompass more space and expand the selection as well, said Califano.



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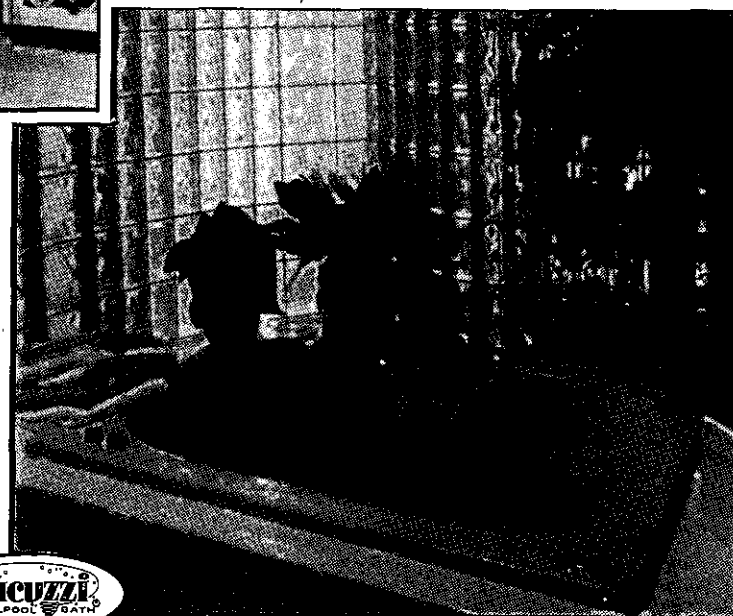
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## Colonie sewing shop stitches up business

By Heather Rockwood

The art of sewing has come a long way since the fairy tale days of spinning straw into gold. Today there are a wide variety of sewing machines and fabrics to choose from. For those interested in sewing, choosing the right tools and materials is half the battle.

Sinnamon Sewing Machine Service-Knight's Designer Fabrics is a retail sewing sales and service store.

Located at 265 Osborne Road in Colonie, the company actually began as two separate businesses. Sinnamon Sewing Machine Service began in 1964 in the rural New York town of Washingtonville. Knight's Designer Fabrics began in Bennington, Vt. offering merchandise to area tourists.

But Knight's Fabrics decided to move to the Capital District and in 1981 Rowland M. Sinnamon, owner of Sinnamon Sewing, purchased the store and combined sewing services and fabric sales in one location.

The shop has everything an experienced sewer could need. It sells brand name sewing machines like Bernina and Bernette, offers sewing machine repair and service and expert scissor and shear sharpening.

For the not so experienced or those working with specific sewing techniques, Sinnamon classes are scheduled quarterly. The classes vary with regard to level of expertise and specialty needs. Specialty courses cover intricate projects like quilting, monogram-

ming and heirloom sewing.

Sinnamon-Knight's is proud of its unique sewing aid collection, which carries chalk pencils, flexible curve rulers, cutting tables and silk pins that can penetrate tightly woven fabrics. Its selection of natural fiber fabrics is extensive, featuring Liberty of London, Viyella, Landau, JB Martin and deBall. Fine fabrics are often in high demand. Silk materials originating at Sinnamon's have been known to travel far and wide, with such distant destinations as China and Israel.

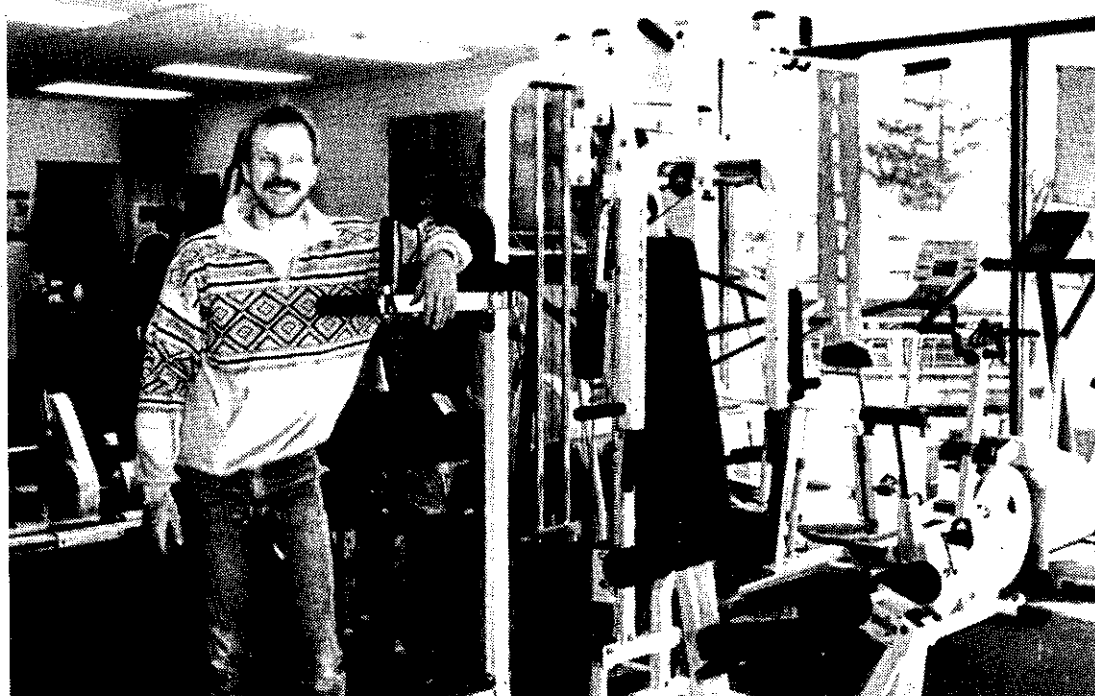
"When sewing is important ... only the best will do! When a task needs to be done, the better product or tool will permit better execution of the task," says Rowland Sinnamon.

Business has been good to Sinnamon-Knight's, a fact Sinnamon says is linked to the poor state of the economy. Sewing picks up in bad financial times, as people look to save money by making and repairing more things themselves. Sewing also becomes more popular as a craft activity and a means of relaxation.

Expansion plans are already underway for 1992. Sinnamon will add the Swedish Viking Sewing Machine to its machine line, and the store will also begin offering Simplicity Vacuum Cleaners.

In the coming year, Sinnamon Sewing Service-Knight's Designer Fabrics will strive to keep and expand its regional reputation as a source of quality products and service, Sinnamon said.

## Exercise extravaganza



Concepts in Fitness Equipment Inc. at 1545 Central Ave., Albany, offers a wide range of state-of-the-art equipment for corporate, institutional and residential fitness needs. Owner Anthony Fiocco and fitness consultant Bob Van Der Veer offer personal service and competitive prices on a variety of brand name equipment, including weights, stair climbers, exercise cycles and complete gyms. Customers can "testride" equipment on display in the store's showroom and get advice on set up and proper use from either Fiocco or Van Der Veer. Above, a customer checks out the store's products.

## Clinic helps alcoholics recover

By Susan Wheeler

Crossroads, an outpatient alcoholism treatment clinic on 4 Normanskill Blvd. in Delmar, wants to make an impact on the "vastly underserved population" in southern Albany County, according to co-owner and program administrator Dr. William Rockwood.

Since the clinic opened nearly three years ago, hundreds of patients have been served annually by its staff, he said. Rockwood shares the ownership of Crossroads with Ellen Halligan, director of counseling services, and Gene Stone, clinical director. Halligan and Stone are at the clinic full time, and Rockwood works part-time.

Patients are often referred to the clinic by another agency, a physician or a health care worker.

Some are self-referrals, according to Rockwood. Crossroads' programs cater to individuals, families and groups from the Capital District, neighboring Rensselaer County and areas north and south of Albany.

Crossroads' patients are given a comprehensive bio-psycho-social evaluation, he said. The results determine what treatment is needed. The clinic offers counseling in the mornings, afternoons and evenings. "We're very flexible."

Rockwood said some of the programs, such as the Intensive Treatment Program, are highly structured, while others, such as the Beginning Sobriety Program, offer a less-structured approach to recovery. All programs are de-

signed to help patients heal and work toward self-discipline.

"Thirty-four percent of Americans are abstainers; 55 percent of U.S. drinkers are social drinkers," he said. "However, 11 percent of the population are problem drinkers. Of this percentage, 7 percent are non-dependent and 4 percent are dependent problem drinkers who are called alcoholics."

"Alcohol dependence is like high blood pressure — it doesn't go away and you need help," Rockwood said.

Crossroads has added one counselor during 1991, and plans to add at least one part-time counselor this year. "We have an excellent counseling staff," Rockwood said. There are four full-time employees and two part-timers.

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# Hart Alarm expands services

By Elizabeth Macdonald

A disastrous vacation trip turned into a profitable business venture for Jim Hart.

After his family was burglarized on a trip to DisneyWorld, he started Hart Alarm Systems, Inc. Hart sells, installs and services life saving potential and property protection alarm systems.

Since 1974 the business has grown to service more than one and a half times the number of clients of the next largest like firm in the Capital District, and in 1991, the company earned about \$900,000, according to Hart.

Last year, Hart Alarm bought out Clancy Extinguisher Service, and to accommodate the additional business, the company is in the process of moving from its 4800 square foot building on Cragin Avenue in Troy to a 13,000 square foot building at 514 4th St. in Watervliet.

But Hart is not only expanding into fire extinguishers. The company will set up an alarm monitoring central station in the new location. The station will operate 24 hours a day, seven days a week. If a fire or burglar alarm is set off on the premises of any one of Hart's clients, the disturbance is dialed directly to the central station, which then dispatches police and/or fire authorities directly to the address. The monitoring system will also call the customers' back-up numbers, such as family or friends who are watching the premises while the residents are out of town.

"We have enough customers to justify the expense. There are

people staffing it all the time. Anytime anyone calls, they get to talk to a human being," Hart said.

The business is also adding trucks and employees to handle the increase in residential sprinkler system sales, installation and service which Hart anticipates in 1992. New York state law now requires new homes to include sprinkler systems and as one of the only companies in the area certified to install residential sprinkler systems, he said Hart Alarm is in a unique position.

"The need for alarm products and services actually increases as tough economic conditions drive up the number of burglaries. Fire is always a threat to safety, and with sprinkler systems being mandated for residences, starting in 1992 our business will pick up. YOUR family's protection is OUR family's business is more than just a slogan, it is a way of life," Hart said.

Hart representatives will service fire extinguishers in homes and businesses to conform to New York State Building Code ordinances and National Fire Protection Association guidelines which require annual inspections.

But they will not steal satisfied clients from other businesses. The company's mission statement says as much. Personally Hart feels strongly about not letting material greed take precedence over community safety. In a January 1992 letter to customers he said, "If a potential customer is happy with their present supplier's product and/or service, then we ask them not to make a change. If no one is servicing the account, or

the customer is not completely satisfied with the supplier's service, then we would appreciate the opportunity to be of service."

Currently Hart services several hundred customers, which means he keeps about 4000 fire extinguishers in working condition. He said that any extinguishers, such as those commonly called "soda acid" extinguishers, which have to be tipped upside down to work, should be replaced with new extinguishers immediately since they are unreliable and violate building code ordinances.

"If you have some really old units around that you are not sure will work, we will dispose of them properly for you. If you buy the replacement units from us, there will be no charge for delivery and pick-up, and perhaps more important, you won't have to worry about recycling or the proper ecological disposal methods," he said.

Despite the bargains, Hart Alarm "definitely" felt the recession, especially last winter. In December 1990, the company installed 42 alarms. In January of 1991, they did six. Hart said the whole northeast experienced the same decline.

# Marco's Showcase likes life at Colonie location

By Elizabeth Macdonald

Jim Marco, owner of Marco's Showcase on Central Avenue, chose to open his second kitchen and bath showroom in Colonie because of problems with traffic. He said the neighborhood surrounding his 60-year-old Schenectady showroom was deserted.

Aug. 12 opening has been excellent, he said, adding "It's not a question of whether or not it was a good move."

The owner said his business benefits from the volume of business done by Builders Square, which shares the plaza, and as a result the grouping of home im-

**We expect to have a very good 1992. We have the customer service and the quality products. We do a lot of things others don't.**

Jim Marco

Plumbers and people from the outlying areas still tend to use the 3,000 square foot showroom in Schenectady, but more and more business has been flowing into the smaller, 2,100 square foot showroom in Colonie.

"Honestly, there's people. There's nobody in Schenectady. Downtown Schenectady is dead," Marco said. "I live a couple of blocks from here, and I saw the traffic."

Business since the showroom's

provement stores feeds off one another. "I can't tell how many people came to look at lighting or something else and actually stopped here," Marco said.

"We expect to have a very good 1992," he said. "We have the customer service and the quality products. We do a lot of things others don't. There's no charge for design services. We have an upscale showroom. I think it's done very nicely. It's a pleasing atmosphere to shop in."

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## Girls Academy aims for diversity

"In 1992, the Albany Academy for Girls will continue to work to provide the best education possible for young women going on to college," said Joan Lewis, director of admissions at the school on 140 Academy Road.

In operation since 1814, the independent school for pre-kindergarten through 12th graders, marked several milestones in 1991, Lewis said. They included the expansion of the school's cross-enrollment program with the Albany Academy for Boys, an increase in the number of students receiving financial aid to 25 percent of the student population, an increase in the diversity of the student population and the development of an environmentally-based science program.

"The cross-enrollment program strengthens both schools in a variety of ways," she said. Under the program, students from both academies can enroll in advanced placement courses at the sister academy if space allows.

More than 200 students are currently involved in the cross-enrollment program, which includes: a core curriculum of English, biology, and the sciences; an advanced placement curriculum that offers 16 courses (the highest in the Capital District); and an elective curriculum.

"There are less than 10 cross-enrollment programs in the entire country," said Lewis, and none have the benefit of being right across the road from one another, as the two academies are.

She said 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," said Lewis.

Before- and after-school care for students is another service offered by the academy, and both combine structured and individual activities for pupils in pre-kindergarten through seventh grade. Before-school care is offered from 7:15 to 8 a.m., and after-school care is offered from 3:20 to 6 p.m.

**Enrolling an increasingly diverse group of students through increased outreach and additional financial aid is the Academy's goal for 1992.**

Joan Lewis

Financial aid is definitely on the rise at the institute, as students can receive a 50 to 80 percent reduction in tuition, she said. Even with interest in enrollment on the rise, financial aid is plentiful, she noted. The average cost of tuition for a year at the academy ranges from \$4,800 for pre-kindergarten pupils to \$7,000 for high school students.

The development of new programs, such as the environmentally-based program implemented late last year, are part of the reason for increased interest in the school, said Lewis, as well as individual attention in the classroom.

Under the new program, beginning as early as the first grade, pupils begin working in laboratory environments to solve scientific questions. Because the average class size is 15 students, said Lewis, this ensures each student's needs are met.

The approximate cost is \$2.50 per hour for after-school care.

Enrolling an increasingly diverse group of students through increased outreach and additional financial aid is the academy's goal for 1992, said Lewis.

"With the uncertainty in the public schools because of budget cuts and the loss of activities, a lot of families are inquiring into a private education."

For information, call 463-2201.

## Dynamic duo



Michael Vacarelli Sr. and Michael Vacarelli Jr. are a team when it comes to printing and design. Now at a new location at 1593 Central Ave., Vacarelli Printing Impressions offers quality work at competitive prices. Rush service is handled at no extra charge to the customer, and free pick-up and delivery are available. Printing Impressions does brochures, flyers, programs, catalogues, business cards, NCR forms, stationary and invitations. Father and son are seen here in front of a variety of menus printed by the family-run shop.

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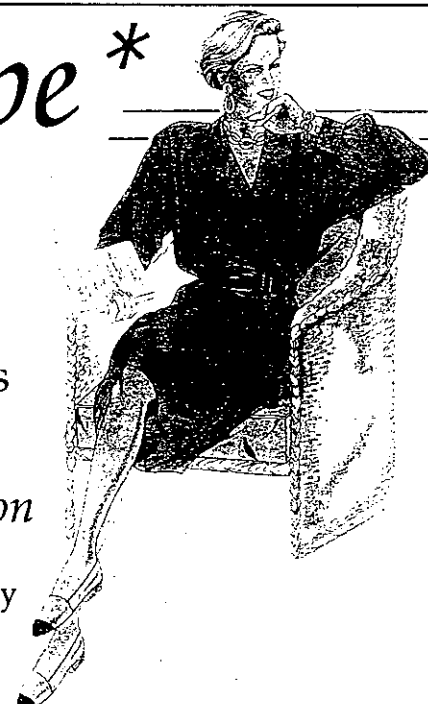
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## Total business advisors



Arthur Place & Company P.C., on Central Ave. in Albany, is an accounting and consulting firm with 22 full-time employees and one part-timer. The business was formed in 1980 and offers auditing and accounting, as well as tax management advisory services, according to managing shareholder Arthur Place. Featured above are receptionist/secretary Jill Buchanan and Darren Harper, a staff accountant.

Hans Pennink

## Investing is key to amassing assets

Theodore J. Miller has some advice for everyone who says that the current recession, a too-modest income or too-large debt thwarts their efforts to save money.

Simply put: *invest.*

No matter that the 1990s are off to a rocky financial start, Miller says in his new book, *Kiplinger's Invest Your Way to Wealth—How Ordinary People Can Accumulate Extraordinary Amounts of money.* He believes almost anyone can accumulate a great deal of money in 20 years or less by following the book's prudent investment program.

"You can still accumulate substantial wealth—if you know how," Miller writes in the book's introduction. "The '90s will be a decade of solid growth."

## Restaurant meals make tasteful gifts

Local restaurants serve more than just good food—a meal in a restaurant is a great way to celebrate.

Whether it's Valentine's Day, St. Patrick's Day, or no occasion at all, a gift certificate to a favorite restaurant makes a great gift.

# Farrell Brothers gets the lead out

By Michael DeMasi

The water coming out of your faucet may look clean and pure, but Albany plumber David Farrell says there could be danger lurking in your glass.

"I want to make the population aware of the problems within the drinking water because of what's in their household plumbing," said Farrell, whose family has been in the plumbing business since 1921.

According to Farrell, up until three years ago the solder used to weld water pipes had as much as a 5 percent lead content. Today, all solder used in water pipes must be lead free.

"Everybody's exposed to lead in their water whether they know it or not," he said. But Farrell emphasized that the amount of lead in most people's systems is not at a level which is harmful.

Last year Farrell, who operates Farrell Brothers at 300 Delaware Ave., occupied a booth at the Albany Earth Day celebration. There he informed people of the potential problems in their water systems and explained the benefits of water testing and purification systems.

This year Farrell instituted a new low cost water testing service in response to changes in state standards for healthy water.

"The plumber protects the health of the nation," said Farrell proudly. "As a plumber you try to protect people from contaminated water, polluted air, deadly gases—all the things which everybody comes in contact with every day."

Farrell's grandfather Martin E. Farrell started the business more than 70 years ago. In 1925, he



The Farrell Brothers team, from left, second row, Randy Rowe, Gary Silvano, David M. Farrell, John Vendetti, Tom Marino and Keith Bishop. David Simmons is kneeling in front. According to Farrell, whose grandfather began the business 70 years ago, "The plumber protects the health of the nation."

Elaine McLain

commissioned two handmade trucks to service his customers, thus coining the phrase "Original Plumbing Shop on Wheels."

The business was passed down to Farrell's father, and then in 1986 Farrell took over the ownership.

In the last 10 years, Farrell said, competition among plumbers in the area has absolutely exploded. In the early 1980s there were approximately 40 to 50 plumbers licensed in Albany. Today there are close to 150.

With so many plumbers out there, Farrell said it's important to be straight-forward with customers and deliver the best possible service.

"I cut good deals and try to be fair with people," he said. "We will make any call but suggest the customer list and itemize any other related needs to save him or her money."

Although business has been slow lately, Farrell is not worried. After all, as Farrell likes to say, if his grandfather could survive the depression and keep the family business alive, so can he.

"If I start worrying about all that I'm going to crumble," he said. "I haven't raised my rates since September 1990. It's good for my customers but not for my employees. They'd like a raise."

## Smaller camcorders grow in popularity

According to electronics experts, 8-mm camcorders have many advantages over the larger, VHS format recorders.

Small, compact and extremely lightweight, the 8-mm models produce a clearer picture than regular VHS videocassette tape.

However, the growing popularity of 8-mm camcorders—now more than 50 percent of all new camcorders sold—has brought several questions to the minds of consumers. What do you do with a 8-mm tape when you have a regular VHS video-cassette recorder? How can you play the tape through your VCR and television set?

Professionals offer several alternatives:

You can hook up your 8-mm camcorder to your television set and play the tape that way, or you can copy your 8-mm cassette tape through your VCR while watching it on your TV screen.

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## Classic Kitchens cooks up new looks

By Kathleen Shapiro

For many families, the kitchen is the most popular room in the house. So if you're going to remodel it, you'd better do it right.

In Kenneth LeGere's line of work, those are words to live by.

The owner of Classic Kitchens of Rensselaer, LeGere offers customers top-of-the-line products, complete with full-service design and installation.

"Every aspect (of remodeling) is covered under our roof," said LeGere, who founded the business in 1986 and has seen it flourish over the years.

The store's new showroom at 699 Columbia Turnpike in East Greenbush features a wide range of cabinet designs by Wood-Mode and Brookhaven, including hand-rubbed wood finishes, glazes, opaque finishes, stencil patterns and custom-matched colors to complement the rest of the room's decor.

So many choices can often be overwhelming without the help of an experienced consultant, and that's where LeGere steps in. "We can spend up to two or three months with someone," he said. Along with design, other primary remodeling considerations include cost, available space and layout.

"We try to be realistic with our customers, and not lead them on," he said, adding that budgeting is a large part of the consultation process. "A lot of people are scared. They don't know how much it's going to cost, and they've heard all the horror stories from their neighbors about the mess and inconvenience (of remodeling)."

"When you disrupt someone's kitchen it's always a problem, but if you're going to go through with it and weather the storm, you'd better make sure it's done the way you want it," he advised. "A kitchen is a long-term investment. It's not something that should be done quickly."

LeGere has his sights set on one goal for the upcoming year. "I'm looking forward to increasing sales," he explained.

So far, he's off to a good start. Since moving Classic Kitchens up the road from its previous location at 517 Columbia Turnpike last month, LeGere has been reaping the benefits of higher visibility. "Traffic in and out of the store is already much better," he said. "We're seeing a lot more people stopping in."

## Garden outlet runs smooth as silk

By Elizabeth Macdonald

Denise Riccardi's silk garden has been growing steadily since it opened last August. The "Silk" Garden Outlet, located at 595 Loudon Road in Latham, has been attracting curious browsers, many of whom have noticed the store while stopped at the stoplight in front of the store.

"People keep saying the same thing—it looks like a jungle in here," she said. The owner described a showroom spilling over with all varieties of silk flowers, silk trees, table centerpieces, floor plants, and hanging baskets.

Commercial accounts have also blossomed. Riccardi described a Japanese garden she designed for an office. Using the remnants of an earlier live garden, she incorporated running water, rubber flowers including bunches of irises, mushrooms and little birds.

Someone from a neighboring office so admired the finished product that Riccardi was hired to create an arrangement for that office as well. The next week, the wife of the first businessman came into the store to buy a personal arrangement.

All arrangements are custom

made with flowers made from hand-wrapped silk or rubber. The owner said the rubber flowers seem incredibly real because the leaves stick to your fingers the way live ones do. The word silk is in quotes in the business' title because, "Silk is a generic term. There is silk within all of them, but without a little bit of polyester, they would be outrageously expensive."

She said she had velvet-petal roses to use in the arrangements she designs specifically for customers' homes. "Those and my gladiolus people just go nuts over. And the trees."

Riccardi builds trees from the trunk up to whatever dimensions the customer requires. Choices range from myrtle to dragonwood to bonzai, but the largest she has yet constructed was 20 feet tall. She said that clients do not usually have anything specific in mind when they come to the store, so she has "to pull out of them exactly where it's going." Coordinating the arrangement to the color of the room, proportioning it to the container, and taking into account from how many sides it will be viewed are important aspects of Riccardi's job. "People

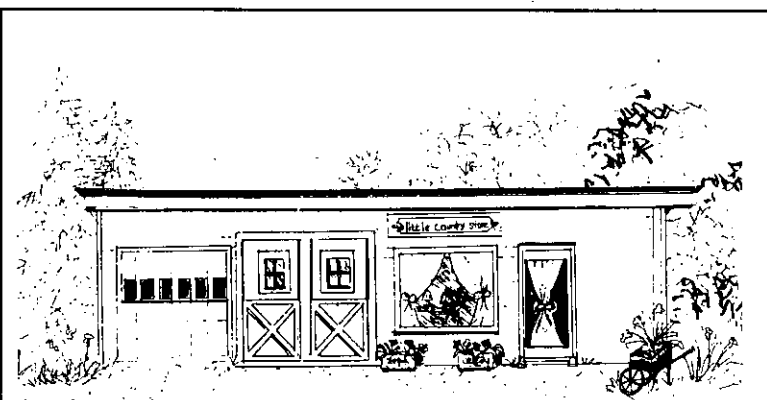
don't realize the lengths you can go with it. They'll say, 'Oh, I didn't think of that.'"

She also does on-site consulting work. "I end up crawling around in people's houses, crawling in places you're not supposed to crawl, but I get the arrangements right." She cited a garden she "planted" atop the beams across a customer's ceiling.

Besides gracing areas where real plants would not grow, the flora from The "Silk" Garden Outlet last for years. Although some arrangements and trees are more fragile than others, they are durable and do not require frequent care.

Riccardi does suggest that they be cleaned occasionally. The larger, rubber trees can be taken outside once a year and hosed down, while she recommends using a blow dryer to remove dust from the velvet roses.

Perma-dried flowers, silk ones made to look like real flowers which have dried, are selling fast she said. Customers prefer them over the handful of actual dried flowers she carries because the dried flowers tend to crack and fall apart at the slightest touch.



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## B-Dry waterproofers stoop to conquer leaks

By Michael DeMasi

If water is a basement's worst enemy, then B-Dry Systems of Northern New York must be its best friend.

A local franchise that opened in 1986 on Agnes Avenue in Schenectady, B-Dry is part of a national chain that operates 70 outlets throughout the country.

Although B-Dry's franchise rights cover a large area (south to the Catskills, north to Plattsburgh, west to Montgomery County, and east into Vermont), most of the local company's business comes from within the Capital District.

Vice President and Operations Manager Mike Mueller oversees a staff of 10 full-time workers, plus a full-time marketing consultant.

"There are competitors out there, but they're thinning out," said Mueller. "The waterproofing system we provide is patented. It's a unique floor drain system and wall/ceiling system."

"Our system is 100 percent proven," he emphasized. "It works in any case."

Once a homeowner contacts B-Dry, a representative is sent out to inspect the damage.

"If you've got a lot of water constantly in your basement, it's going to do damage," he said. "If there's carpeting down there, it's

going to get wet and eventually be ruined."

In just three to four days, B-Dry can have its Thermo-Flo drain system and Rigid Sealer wall sealer in place. The average cost for a 100- to 110-square foot basement is \$3,500.

Mueller explained the waterproofing system works by pressure release. Service staff break through the customer's old basement floor and dig a trench to fit the Thermo-Flo rectangular drain. The drain is then installed at an angle leading to an exhaust area or natural drain.

Next, a Rigid Sealer waterproofing panel is installed on the wall, and the wall is re-cemented to the basement floor.

Once installed, the system captures water and removes it from the home by either a pump or natural drain.

B-Dry issues an unconditional lifetime warranty for its systems, and the warranty can be transferred to a new homeowner.

Although not every home has a wet basement problem, there are some areas in the Capital District that are particularly troublesome, said Mueller.

"Certain towns are apt to have water in the cellar," he said. "There are certain parts of Schenectady that are flooded and other parts that don't have any trouble."

## Optical firm sees profit increase

By Michael Kagan

For Hughes Opticians, "family business" is not just an advertising code word, but a reality.

Tom Hughes opened his practice at 411 Kenwood Ave. in Delmar in 1987, and has since been joined by daughter Michele and son Tom Jr., who are both opticians as well.

"Everything is on a one-to-one basis," said Hughes. "When you come in, you see one of us."

His son's arrival last year has recently given Hughes more flexibility to pursue outside interests. "It's freed me up a little to get involved in community activities more often than I was accustomed to in the past," he said.

The firm specializes in contact lenses and also has "a full line of current frames," said Hughes.

Plans for 1992 include adding new products and one new employee, said Hughes. The company will also begin offering pick-up and delivery to the elderly and those who find it difficult to get out of the house, he added.

## Energy systems offer wood-burning comfort

By Michael DeMasi

For those who like a little bit of the great outdoors in their living room, Alternative Energy Systems in Rensselaer has just the answer.

Wayne Stritsman and his staff of trained fireplace and woodstove installers can bring the warm, soothing comfort of an open flame to virtually any residence.

"There's something about the human element that likes to watch fire burning," said Stritsman, owner of Alternative Energy Systems on 470 North Greenbush Road. "We have this open attachment to flame."

Stritsman's company has been providing "fire on the hearth" to area homeowners since 1977. Last year he purchased two vacant stores adjacent to his own, effectively doubling his showroom space.

"The recession slowed our growth," Stritsman said. "But we've still continued to do well."

In addition to the aesthetic features of fireplaces and wood burning stoves, Stritsman said that the high cost of conventional heating systems has made wood-generated heat increasingly popular.

"Generally speaking it's a less expensive fuel than conventional systems," Stritsman said. "It's also a warmer heat, and the consumer feels more in control of the fuel since it's a locally renewable source."

Regulations enacted by the Environmental Protection Agency in 1988 have also made wood

burning stoves a cleaner energy source. Stritsman said that today's wood stoves burn 1/3 less wood and produce 1/3 more energy per pound of wood than those made in the 1970s.

"At first we in the industry were against the regulations," Stritsman said. "But then we worked hand-in-hand in developing them. It was a cooperative effort."

Although most homeowners choose to heat with conventional oil, gas or electric sources, many want the added benefits and pleasures of wood-generated heat.

"Some people may not want to heat their homes with wood, but they don't want their homes without wood heat," Stritsman said.

To illustrate this point, Stritsman cited a survey conducted by the National Home Builders Association that showed fireplaces as the number one option desired by new home buyers.

And for those who just want to look at a fire but don't want to deal with ordering cut wood, Alternative Energy Systems offers simulated wood burning stoves. These stoves are heated by gas but have ceramic logs for the "fireplace" effect.

"The flame is the drawing magnet," Stritsman said. "With a flick of the switch there's fire."

Stritsman's company carries all of the leading lines of wood stoves including Vermont Castings, Consolidated Dutchwest, Regency, and Pacific.

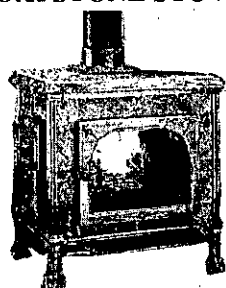
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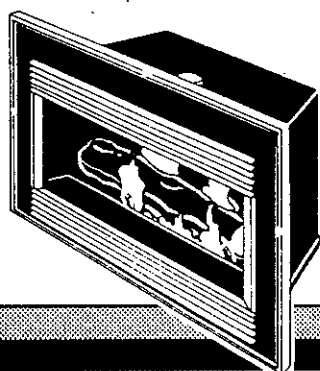
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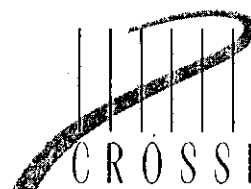
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## Latham spa pampers pets from tip to toe

By Michael DeMasi

For those dogs who missed out on the luxury and pampering of the ancient Roman spas, there is still time to bask in the glow of prima-donna personalized care at Pet Spas of America in Latham.

In state-of-the-art facilities that include walking ramps, a jacuzzi, fiberglass cages and electronic lifting tables, Tracy Fera provides dogs with a virtually stress-free grooming environment.

"We have spent a lot of time and money researching our equipment," said Fera, who graduated from the New York School of Dog Grooming in Manhattan.

"We also have a vacuum system that lifts the fur without pulling on it," said Fera.

Besides dog grooming, Pet Spas also cleans the shiny coats worn by cats, guinea pigs, rabbits, hamsters, ferrets and just about anything else with hair on it.

Fera joined the company soon after its opening in September 1989. Last September she bought out owner Roger Valente and today serves as the principal owner/groomer.

Fera said that although the ownership of the company changed hands, the philosophy of providing a clean, modern grooming atmosphere remains the same.

"When you walk into my place it's very clean, bright, and hygienic," said Fera. "We have a picture window so you can see where the dog is kept. It's not like in some dark dungeon."

In keeping with the commitment to be a full-service grooming outfit, Fera offers free pick-up and delivery for those customers who may be too busy to drop off their pets to be groomed. Also, with a minimum order, she provides free delivery of specialty foods.

"The people that work aren't inconvenienced in having to schedule this in," Fera noted. "Also, the pick-up and delivery service reaches the people who live on the outskirts of town."

Since every dog is different, Fera said she takes great pains to make sure all of the right shampoos are used. Whether it is a medicated, protein enriched, or flea-fighting formula, Fera tailors her care to each dog's particular needs.

"I make sure each dog is getting what it needs to look its best," Fera said.

Although many don't think of Pet Spas of America as a retail store, the shop does have the typical canine care products such as brushes, collars, leashes and shampoos.

For those looking for something a little out of the ordinary, Fera also carries hand-crafted toys and scarves, quilted lap pads, and unique clothing and apparel.

Fera said the company's reputation combined with a convenient location on Route 9 has kept business good throughout the recession. As for the upcoming year, Fera is very optimistic.

## Health club out-muscles recession

By Hilary Lesser

More and more people are turning to exercise as a healthy way to beat stress during the recession, according to Steve Burke, vice president and manager of Accent on Health, a health club in Latham.

"Stress keeps people less interested in spending their money on luxury items and more focused on self-preservation," he said.

Accent on Health, which was opened in 1990, is located at Crossroads Plaza, 3 Johnson Road, Latham.

Burke said one area in particular in which business is doing well is its rehabilitation program. The program, called Fitnet, is designed to develop exercise programs for those who've suffered injuries, he said.

Burke also highlighted the facility's "Fit Circuit Program," which involves aerobic exercises combined with weight training. "It's a multifaceted program consisting of athletic moves and weightlifting moves in unison," said Burke.

In addition, the facility has a wellness program designed for those 40 and older. The program offers one-on-one guidance for people who may have a heart condition or other special condition which could require medical attention.

Burke said in the future he would like to see the completion of the facility's wellness center and is also looking forward to building a community resource center to provide information on use of the facility.

According to Bumper Wagoner, equipment sales and service manager for the club, there has also been a steady growth in health equipment sales. The health club sells Universal and Continental exercise equipment, and he said customers can spend anywhere from \$300 to \$40,000 on exercise equipment.

"There is a trend toward purchasing exercise equipment for the home," said Wagoner. Accent on Health has been selling exercise equipment since August 1990. While sales include treadmills, bikes and home gyms, Wagoner said selling customers equipment they can use at home does not hurt overall business. "If they don't come in at least they buy from us so we don't lose the total sale. We're our own competition," he said.



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## Wacky Wings flew north with gusto

All great businesses start from great ideas, and Wacky Wings in Delaware Plaza in Delmar is no exception.

But, as Wacky Wings co-owner Barry Bedrosian admits, the great idea that was the catalyst for Wacky Wings was not entirely his own.

The conception of the eatery, kept "as simple as possible," he said, came about when a friend in Florida "who purchased some stores similar to Wacky Wings, told me how nifty they were. So I went to Florida, looked at the stores and told him, 'You're right. They're so nifty, I'm going to open one in Albany.'"

Since opening in 1989, Bedrosian said he serves more than 8,000 wings a week, and the variety of sauces and an eclectic menu keeps customers coming back.

Ranging from mild to suicide, the wings can also be seasoned with garlic; an innovation that, when introduced at Wacky Wings' opening in 1989, made it the only wings eatery in the Capital District with such an offering.

What makes Wacky Wings a cut above the rest is not just the sauces, but the quality of the wings

and preparation, Bedrosian said.

The eatery never uses frozen wings, he said, adding that he gets shipments of fresh wings at least four days a week. "The oldest wings you'll ever get are a day old," he said.

Preparation is just as important, and Bedrosian said their method differs from most local restaurants in that, "We actually pour the sauce over the wings after they've been cooked ... there's more sauce that way and it has time to soak in and add to the flavor."

Although wings are undoubtedly the most popular item, Bedrosian said burgers are also very big sellers, especially a six ounce hamburger "at the price we were charging for a four ounce burger."

Other items on the menu include: sandwiches; seasoned twister fries; foot-long hot dogs; wacky bread—garlic bread made on a charbroiler; and smoked baby-back Danish ribs and half chickens cooked in their own smoker.

Bedrosian said that they have been looking to add more "health-conscious" fare including several

kinds of kabobs, ranging from beef to seafood, as well as salads, scallops and clams.

A plus with Wacky Wings is the affordability, as a family of four can dine for less than \$20.

Overall, the economic outlook for 1992 is not as bleak as many are saying, Bedrosian said. "My gut instinct says that by June we'll see a turnaround and people will be spending at near-record levels. People can't sit on money for too long before they want to enjoy it."

Wacky Wings began home delivery earlier this month, with free delivery to the Delmar area with the purchase of a minimum \$12 order. Delivery hours are currently from 11 a.m. to 2 p.m., Monday through Friday; 6 to 10 p.m., Monday through Saturday; and 4 to 8 p.m. on Sunday.

Wacky Wings itself is open from 11 a.m. to 11 p.m., Monday through Saturday, and 1 to 9 p.m. on Sunday, said Bedrosian, although they often stay open later when football games are televised. With room for 50 customers, coupled with both a 51-inch and two 19-inch television sets, Wacky Wings does pull in the hungry football crowds, he said.

## Danker Florist shops are family affair

By Erin E. Sullivan

A little over 100 years ago, the initial seeds of a small flower shop were planted. In time, this family business blossomed into three area locations under the same name — Danker Florist.

Danker Florist shops, owned by Ken Felthousen, are located on Central Avenue in Albany, Delaware Avenue in Delmar and at Stuyvesant Plaza in Albany.

With a new owner, Danker Florist is still a family-owned operation. "Many family members are incorporated into the staff," said Felthousen, who took over Danker Florist from the Danker family in 1977. "The three establishments emanated over the years from a 'mom and pop' store to three larger stores with valued employees," said Felthousen.

In the late 1800s, Danker Florist inhabited a small building on Washington Avenue. It was not until 1972 that the store was relocated to the corner of Central Avenue and North Allen Street in Albany. "The move offered a better building and better exposure," said Felthousen. "The better location allowed a more personalized approach to the public." Danker's Central Avenue location now serves as the base store.

Ten years ago, Danker branched out into Stuyvesant Plaza in Albany. "Stuyvesant Plaza is a cluster of custom service stores," said Felthousen. "We followed through with the atmosphere and appealed to all phases of specialized shops."

Three years ago, Danker Florist opened the Delmar shop.

All the Danker Florist shops are "full service" stores, according to Felthousen. "We don't just sell a few flowers out of a bucket," he said. "We handle any size floral arrangements for weddings and funerals, and the usual hospital, birthday, get-well and anniversary — any sentimental occasion."

Danker uses the FTD wire service to deliver flowers "anywhere in the free world," according to Felthousen. "We use our personalized trucks to deliver anywhere in the Capital District."

Business at this florist shop has been slightly affected by the recession. "The extent to which we are subject to the recession depends on the community," said Felthousen. "So go they, so goes our business."

Felthousen noted the emphasis in the economy which stresses good customer service. "We do anything and everything to make our product as good as others, if not the best in the area," he said.

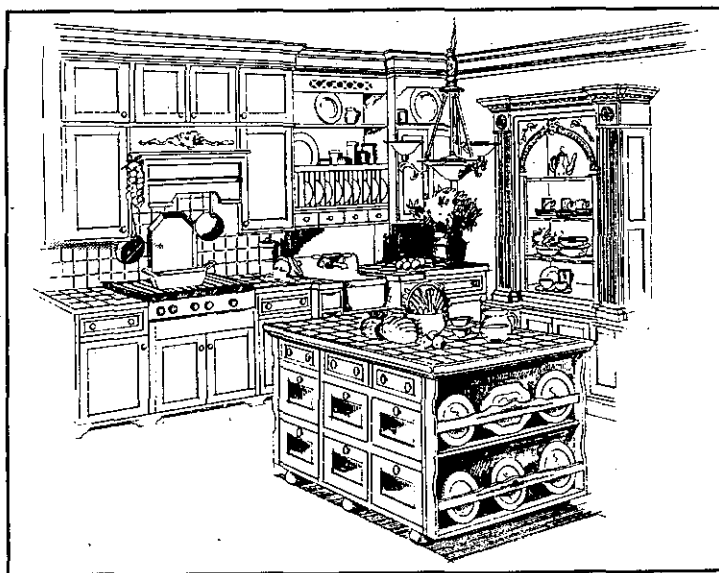
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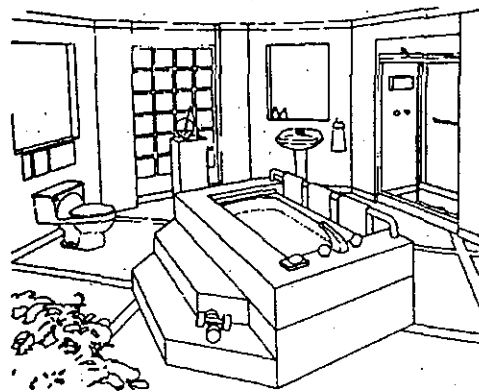
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# Baggetta strives to fill needs

By Michael DeMasi

Deciding where to invest your hard-earned money is never an easy thing to do.

Treasury bills. Stock options. Mutual funds. Money market accounts. Fixed annuities. Confused? Don't despair. Carl M. Baggetta, Jr. of Baggetta Financial Services in Latham can help.

"I think the most important thing we do is take the time to find out what our clients' needs are," said Baggetta, who started his financial and investment services business in 1988.

"We sit down to find out what they have coming in and what they can afford," he said. "Based on expenses and income, we can set up a financial objective whether it be for retirement, educational expenses, or other purposes."

Baggetta specializes in small to medium-sized investors and offers a full range of services including budget and debt management plans, group nursing home insurance and life insurance, and comprehensive financial plans.

Every month he also sponsors an educational workshop on some

aspect of financial planning that is free and open to the public.

"We get a lot of people who have been coming to us through seminars and referrals," said Baggetta. "They have never invested but inherited portfolios from their parents or have money coming in through Certificates of Deposit maturing."

Baggetta and his staff of two full-time employees are currently handling approximately 250 clients and he expects strong growth in the coming year.

"1991 was a very good year," he said. "We feel our consistency in our way of doing business has benefited our clients and ourselves."

Baggetta stressed that sincerity, communication, and honesty with a client are the keys to managing portfolios properly. After the stock market crash of 1987, he said, many people lost faith in their planners and the way in which their investments were handled.

"In the past a lot of investors were put into investments they didn't understand," he said. "The key is explaining what the invest-

ment is. Depending on the customer's level of risk, we'll determine their investment allocation. That is spelled out so they understand. And then if the investment goes down they understand it was a risk."

Since stocks rise and fall based on a company's earnings and bonds are based on the security of the issuer, Baggetta said during a recession many people prefer to put their money into the relatively secure investments of government bonds.

"U.S. government securities are the safest investment," said Baggetta. "If people are unsure during a recession of how companies are going to fare they turn to more secure investments."

Baggetta feels an open line of communication with the clientele is crucial to determining their needs and establishing reasonable goals for their investments. He said his firm's ability to plan for the future is what sets it apart from some other financial services.

"We're not short-term investors," he said. "We have the ability to look at the long-term."

## Healthy hearing



Renate Kish, right, a hearing aid specialist at Colonie Hearing Aid Co. checks customer Becky Ray's hearing at the business at 16 Computer Drive West, Colonie. The company, which was acquired by Ed Malone in 1991 offers hearing aid instruments, mini-canal hearing aids and behind-the-ear models.

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# HVCC moves ahead despite budget questions

By Elizabeth Macdonald

At Hudson Valley Community College in Troy, the Edward F. McDonough Complex outstepped the recession.

Donald Bowman, dean of enrollment services, says funding for the college's new 126,000-square-foot health, physical education and recreation complex was obtained just before budget cuts began at the college.

According to HVCC's president, Dr. Joseph J. Bulmer, the \$15

million structure could even be considered a source of economic development for the community, as well as a resource for faculty and students at the college.

Even though the complex is weeks away from full occupancy, the Troy Youth Hockey League and La Salle Institute have been using the ice rink, and HVCC students have been using the Nautilus room, handball courts and track. Once completed, Bulmer said the complex plans to host

events such as trade shows and concerts. In March, women's junior college basketball national championship games will be held there.

Enrollment at HVCC has increased steadily throughout the last decade. Major increases have been charted among adult learners and students with disabilities, said Bowman. He also cited the school's Educational Opportunities Program, which allows students with general equivalency

diplomas or lower high school averages, within economic guidelines, to get a college education.

***We're satisfactorily negotiating perilous fiscal waters with the help of a competent staff.***

**Dr. Joseph J. Bulmer**

"HVCC has taken on a leadership role in training and retraining Capital District employees who have been laid off. We have the resources, facilities, technology and people to make the difference. We can help make the next decade one of growth and renewal in New York," Bulmer said.

An updated computer drafting and design center for advanced manufacturing has been "a major hit with small manufacturers," according to Bulmer. Now, before small companies decide to retool plants or upgrade systems, they have the opportunity to come into HVCC's lab and test components themselves.

A new \$350,000 materials characterization lab, where students and manufacturers can study the material make-up of products, will also benefit both community and college, he said.

In 1991, HVCC added a state-of-the-art language lab where students can practice languages ranging from French, German, and Spanish, to Arabic, Lithuanian, Chinese, Russian and Japanese at

any one of 24 combination audio-visual stations.

HVCC is joining with Albany Medical School to create a center for excellence in respiratory therapy, the president said. Bulmer estimates that by the end of the academic year, roughly \$185,000 will have been spent to upgrade equipment to create a center for teaching and research.

Bulmer said that HVCC has been designated a center for teaching in partnership with IBM, in part because of the school's center for effective teaching lab and classroom. The center is filled with IBM equipment to train staff in instructional technology and multimedia programs designed to enliven and stimulate the classroom experience for students who have grown up in the era of television and computers.

Since HVCC has the lowest tuition for a two-year college in the state, \$1,300 for the year, the college has attracted traditional students directly out of high school who enroll in the liberal arts transfer track.

"They are using us, and I mean that, so they can move forward to baccalaureate offering institutions," Bowman said.

In addition, HVCC attracts many adult students who have come "back to school to retool" Bowman said, especially in manufacturing technology at the Engineering and Industrial Technologies School and in the health sciences.

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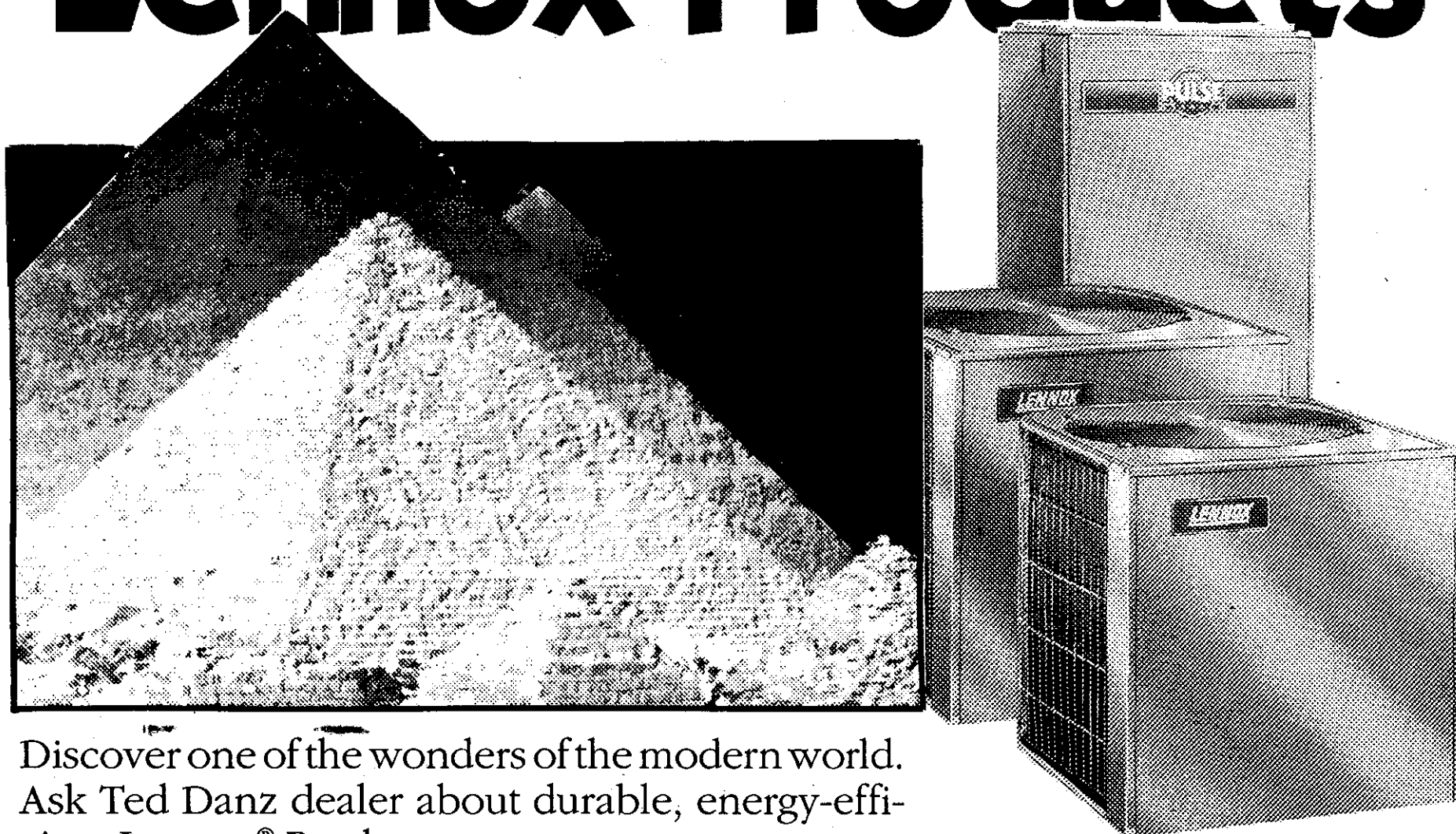
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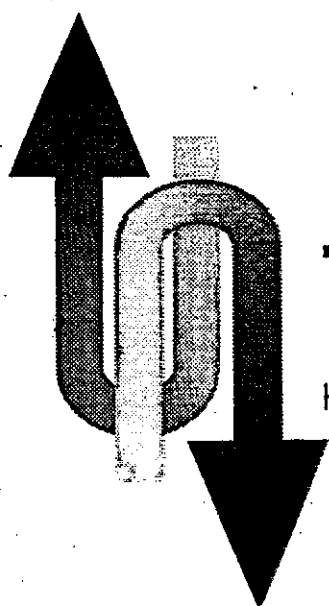
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## Casual Set dressed for sales at Stuyvesant

By Michael Kagan

Shopping for clothing at The Casual Set, a woman's specialty store in Stuyvesant Plaza, Albany, is a personal experience.

Peter Weissman, who has owned the more than 20-year-old business with his family for two-and-a-half years, said, "We work with the customers to construct their wardrobe. We work with them almost like personal shoppers."

Weissman says his business carries "a full range of apparel and accessories. We are one of the few specialty stores in the area. We carry an in-depth inventory." For the store's size, they carry a very large selection of merchandise, he said.

"The merchandise is picked by myself and my father. We choose the merchandise with our customers in mind. I guess that's the real key," said Weissman. "We shop for our customers."

Even through the current recession, the store has been flourishing. Said Weissman, "We've been seeing increases the last five months."

### Take a walk

The average person in the course of a lifetime walks a distance equivalent to almost three times around the equator.

# It's all in the family for Ted Danz

By Mike Larabee

For Ted Danz Jr., president at Ted Danz Heating & Air Conditioning, Inc., there's one very good reason to trust the firm's products and service.

It's got his name behind it.

"When you have a family business and you put your name on it, you put pride into it," he said.

Started by Danz in 1979, the company has since grown into a full-fledged family affair with Ted's sons Tim and Ted III serving as seconds-in-command. Ted's mother, Lucille Brennan, is company bookkeeper while a third son, Todd, is currently studying at Hudson Valley Community College in Troy with plans to join the business after graduation.

"It's great, we've got a very close family," said Tim Danz. "We all get along, and we work well together. We have a great time at what we do."

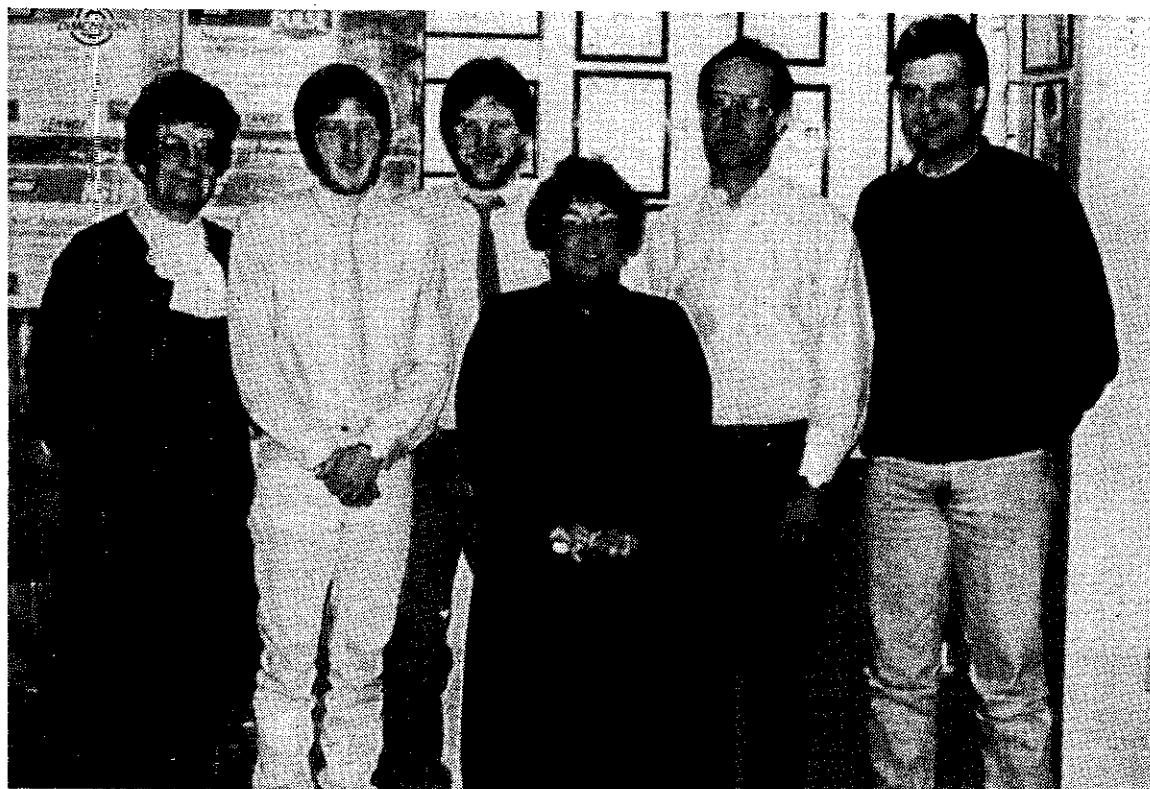
"I think that's important for people to know," he said.

While Ted Jr., who's 44, has no plans to retire, he's been turning over more and more of the firm's day-to-day management to his sons, who are in their 20s.

Tim said that's all the more reason to bring heating and air conditioning business to the firm.

"We're always going to go the extra mile to make the company better," he said. "If we can build the company, it will help us in the future."

Located at 388 Elk St. in Albany since 1984, the company was first set up in Slingerlands at the Danz family home on New Scotland



Ted Danz Heating & Air Conditioning, Inc., located at 388 Elk Street in Albany, is a family-run business. From left is Lucille Brennan, Todd Danz, Ted Danz Jr., Betty Pratt, Ted Danz III, and Tim Danz. Elaine McLain

Road where Ted Danz Jr. borrowed \$500 from his mother and put a down payment on a pickup truck. The only thing left to do was select a name.

"When I first decided to go out on my own, there was an old German fellow at my church," said Danz. "I was all excited about striking out on my own and was trying to think of a real clever name to call my company. He says in very heavy German accent, 'What, are you ashamed of your name? The only people I call are people who

put their name on their business."

"It just made sense, and that's been my motto all along," he said.

Ted said his dream has always been to have a business with his sons, and that the arrangement couldn't have worked out better. "What's made this company grow and really blossom in the last few years is my sons coming in," he said. "In a lot of cases you read about the father building up the business and leaving it to the sons, who usually run it into the ground."

"In this case I built up the business and the boys have taken over and they're running the father into the ground," he said.

While the company has grown into one of the largest heating and air conditioning contractors in the area with 17 employees working from an 8,000 square foot warehouse, Ted Jr. still views it as a "small business." It specializes in Lennox line equipment and is currently offering 15 percent off on parts and labor for customers with a service agreement.

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## A lesson in computers



Bryant & Stratton Business Institute Professor Wayne Lewis teaches the Lotus 1-2-3 program to student Janis Dunlam-Relyea. The institute at 130 Washington Ave., Albany, has the latest software equipment including Lotus 1-2-3 and Wordperfect. The school offers credit and non-credit business courses.

## Country store features collectibles

By Heather Rockwood

There are many images that come to mind when we think of home — a large cozy afghan surrounding us in warmth, or that feeling of nostalgia we get from that old wooden rocking chair.

Marlene and Gil Brookins help customers create that homey feeling with items from their Little Country Store, on 427B Kenwood Ave. in Delmar. Customers will find country and folk art classics, old collectibles and new reproductions of Shaker items among the main attractions.

**Made in U.S.A. is our way of doing business.**

Marlene Brookins

The Brookins started with a small woodworking business they ran from their home. As business began to grow, so did ideas of producing and marketing such specialties on a larger scale.

In addition to collectibles and home accessories, the store has tinware, dolls, pottery, candles,

woodenware, dried flowers, cotton afghans, potpourri and a variety of soaps. There is also an assortment of breads, jams, and candy.

"Made in the USA" is more than a saying — it's our way of doing business," says Marlene. Well-known brand names such as

Yankee Candle and Colonial Tin are among the American made products the store stocks.

In the coming year, the couple plans to expand by adding small furniture accessories. Customers will be able to choose accent pieces they can use in creating that special "country look" for their homes.



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# Marcus decorators sensitive to economy

By Elizabeth Macdonald

"Interior decorating in the 1990s is responding to changes in our shrinking globe as well as our shrinking pocketbooks," says Jan Garvey, who with Don Barnhart owns Marcus Interiors at 635 New Loudon Road in Latham.

"Events in both areas are moving too fast for the usual long-term forecasting methods. Today even the color experts are hedging their bets. The '92-'93 predictions are dependent on what the current economy does," she said.

But Garvey predicts that if the recession shows signs of abatement in early '92, the trend will be toward muted natural tones. "Grey, sand, clay, stone and grey greens will be used to create a peaceful and soothing atmosphere. Some bright electric blue, red, yellow or orange will be used for an occasional splash. An economy on the mend means we can relax and sooth the shattered nerves of the last two years," she said.

But Garvey won't guess when all the relaxing will begin. "You want my wishful scenario? I wish I had an answer for you," she said. "How long can you hold on by your fingernails?"

"However, no sign of real recovery should push us further toward the darker, bolder and brighter colors of recent days. Bright jewel tones will help us stay up-beat and positive. We need to stay awake to find answers to our problems," she said.

She expects that as the planet edges closer to becoming a global village in a political and economic sense, those changes will be reflected in the home.

"As the global economy expands and old enemies become new friends faster than ever, style trends are also changing. Russian designs bring rich primary colors and religious overtones to woven carpets and art work. Bold repetitive tile and mosaic work as well as strong architectural elements will be a part of the Russian influence. Eastern Europe, the Middle East and Africa will also affect our sense of color, proportion and design," Garvey said.

The Bayberry Square showroom stocks everything from informal swags (fabrics draped artfully across the tops of windows) and shirred jabots (the sidepiece of fabric which tapers down from the swag) to computer-quilted comforters and multi-pleat shades. New fabric lines from Pride of Paris and Hampshire have also been added.

"Reupholstery has been our greatest surprise of the past year. Quality new furniture is becoming so difficult to find, and so costly, that many of you are wisely reinvesting in older, well-made pieces. Antiques are worth restoring, but so is furniture from the 40s, 50s and 60s. Most of these pieces were constructed with hardwood frames and hand-tied springs. More importantly, they were designed for comfort," Garvey said. "Our skilled upholsterer has been kept busy."

Traditional styles and quality fabrics are making a comeback, according to the Marcus Interiors newsletter. "Traditional styles — often with a contemporary fabric and flair — are an important part of today's window treatments. The cold sterility of venetian or vertical blinds is being softened by adding flowing swags or interesting cornices," it reads. "Quality fabric is a part of the trend. While there is still a lot of stiff chintz around, softer fabrics with higher thread counts and less chemical treatments are finding their way back into the marketplace. Soft draping and a lush appearance are in demand."

"Our recent experience with tight economic times is encouraging us to simplify our lives. Our homes are becoming places of comfort and refuge. The excesses

of the 80s 'Country' look — whether American, English or French — are disappearing. We no longer need 10 lace pillows where two will do, especially if those two are of great beauty and quality.

"Shaker furniture, Frank Lloyd Wright designs, plaids and stripes, patterns that bring the outside in, less fuss, simplicity of design and quality of line will all find acceptance in the home of 1992," she said.

Barnhart and Garvey have been in the decorating business for over 20 years, since they both worked for Marcus Decorators of Stuyvesant Plaza until it went out of business two years ago. They got permission to use the Marcus name and set up in a new location, banking on loyal clientele.

## Keystone Builders on strong foundation

By Heather Rockwood

As any homeowner can attest, there may come a time when you become unhappy with the appearance of your house. At first it may be a matter of tidying up, then maybe some new wallpaper or a paint job.

But if you're still unsatisfied with what you see when you pull up that driveway, it may be time to consider a real change. A structural change may be the answer to your problems. Additions and renovations are as popular as ever among homeowners in an effort to accommodate the growing needs of families while increasing property value.

Keystone Builders Inc., headquartered at 196 Delaware Ave. in Delmar, has been doing home improvements since 1977. Under the

management of owner Stephen Bolduc, business has remained steady even through the rough economy. In fact, the construction company experienced an overall 10 percent increase in business in 1991. Custom additions were in great demand this past year, according to Bolduc, and the trend is expected to continue through 1992 as well.

When crew members are not involved in a major project, Keystone will take on minor repair work for past customers.

Bolduc remains optimistic about the future, even in the face of what could be another slow economic year. "It doesn't look like the sluggish economy will change right away. Our reputation helps us to stay busy when this happens," he said.

## Thorpe Supply has bright outlook for '92

The future looks bright for Thorpe Electric Supply located at 27 Washington St. in Rensselaer.

The wholesale/retail electrical supply company remodelled its lighting showroom and added 1500 square feet in the fall. "Since our grand opening of our new lighting showroom on October 19, our residential lighting sales have skyrocketed, and we are looking to even increase them more in 1992," general manager Andy Fisher said.

In the larger, modernized showroom, Thorpe Electric displays lighting fixtures "to meet everyone's budget" according to Fisher. The room also features Nutone products including paddle fans, exhaust fans and doorchimes, and Carolina decorative mirrors which accent the lighting fixtures.

The business added five employees to make a staff of 42, and two of the new employees are dedicated solely to advising customers in the showroom. The others work in purchasing, in the warehouse and at the counter.

Fisher said 1992 looks very promising because of the new home construction. "The big ones are being built; the people with money." He also noted a surge of remodeling among homeowners at the time of the showroom's grand opening. "They were coming in for replacements for fixtures they had had for 10 or 20 years," he said.

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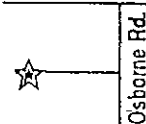
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## PJ's petals moves to Central Ave.

By Heather Rockwood

"You can't go wrong with flowers."

At least that's what Patricia Meyer and her son James Jr., who own and manage P.J.'s Petals and Plaids, say.

The store's products include flower arrangements with both fresh and silk flowers, gourmet/gift baskets and fruit baskets.

Formerly located at Rosewood Plaza on Route 155, P.J.'s is now on 1987 Central Ave. in Colonie. P.J.'s moved to its new, larger residence to accommodate the growing needs of its customers. While any move can be difficult, the Meyers are excited about their business expansion. "We look forward to making many new friends in our new location," says Patricia Meyers.

The specialty shop also offers an assortment of gift items, including stuffed animals, plants, and balloons. In addition, they are well equipped to handle large orders such as weddings, funerals and parties.

"We sell service," says Patricia Meyer. "We'll do anything for our customers and they know that. It gets across in everything we do."

## D.A. Bennett takes economic swings in stride

By Mike Larabee

As one of the oldest firms in Delmar, D.A. Bennett, Inc. has weathered its fair share of tough economic times. That's one reason the owners take the long view about the current economy, focussing on the healthy aspects of recession instead of the short-term pressures.

Doug Darrone, who owns the plumbing, heating and air conditioning contracting company with longtime friend Tom Drake, believes the recession really should be viewed as a "house cleaning economy" that will eventually mean good things for well-run businesses.

According to Darrone, recession weeds out the "unprofessional and unscrupulous contractors, who are not good competition." During hard times, when competition for limited work is fierce, new or weak contractors often fold after reducing prices too far in an effort to bring in business.

"Running around giving the low price will catch up with you eventually," he said. "The capital isn't there, and the money hasn't been coming."

"They go down the tubes," he said.

D.A. Bennett has the luxury of a well-established client base and can afford to be selective about jobs regardless of the economy. Darrone said the 76-year-old

company, at 341 Delaware Ave., has won the confidence of a great many customers — a big advantage when it comes to competition for contracts.

Darrone said D.A. Bennett anticipated the recession and has moved away from new construction with its risk and long-delayed payoffs, opting instead to concentrate on building additions and renovations.

"We have a very positive outlook for 1992," he said, adding that he thinks the secret to business success this year is the same thing it's always been — quality work and service.

"In this economy, a customer has to feel they are getting what they paid for," he said. "We have a written quality statement we always work by. When times are tough, this statement's even more important."

The Bennett statement reads: "Through our team of valued and dedicated employees we will provide quality installations and service that is responsive to our customer needs, conform without exception to requirements and deliver in a timely cost effective professional manner."



Tom Drake, left, and Doug Darrone, own D.A. Bennett, Inc. in Delmar, a plumbing, heating and air conditioning contracting company. The two longtime friends view the recession as an opportunity for quality businesses to maintain its well-established client base. Their company has been in operation for 76 years and is at 341 Delaware Ave.

Elaine McLain

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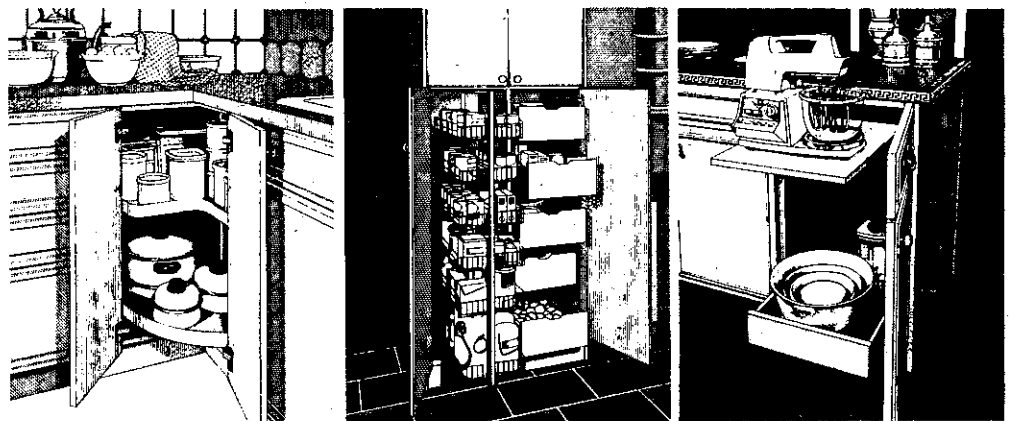
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## Mark the changes at Critic's Choice

By Susan Wheeler

If you can't find that book you've been looking for all over the Capital District, try the Critic's Choice Bookstore in Glenmont Center Square.

According to managing owner Alice Croak, the store carries approximately 5,000 books, and if customers are unable to find a book on the shelves, it can be ordered. And if a book is not available through the store's regular distributor, then she'll work directly with the publisher to get it.

"We try very hard," Croak said, "We want the customer to be happy."

Something new for the bookstore browser to delight in is the store's newest feature, a used book section. Croak, who gets occasional help from two family members, said the shelves are up and she's taking inventory of what used books she has in stock.

When she acquired the business in September 1991, the store carried new books, gift items, stationery and candles. The addition of the used books department, as well as a slight increase in the children's book department, was an economic move, Croak said. The knickknacks were expensive and did not draw in new customers.

She expects the used book department will drum up business. Customers can bring in their used books, which should be in good condition, for store credit or cash, she said. "We'd like to build up the used book department."

The store currently offers discounts on best sellers, and Croak is starting a customers' club, which features a 10 percent discount on the total sale.

Business was a little slow last fall, but "fairly good" for Croak, who noted the changes have been useful.

In addition to new and used books, Critic's Choice Bookstore, 365 Feura Bush Road, sells greeting cards and calendars. The store is open Monday through Thursday from 10 a.m. to 7 p.m. and from 10 a.m. to 8 p.m. on Friday. Saturday hours are from 10 a.m. to 5 p.m.

## Shoe store caters to well-heeled set

By Michael DeMasi

The heart and "sole" of the shoe business is offering high quality and good service to customers. Harry Rector is no heel when it comes to this.

At Arnow Shoes, which has stores at 428 State St. in Schenectady and Stuyvesant Plaza in Albany, you'll find the kind of service that's hard to come by in the larger shoe stores, plus the latest in women's shoes, handbags and accessories.

"We're very service-oriented," said Rector, who owns both shops. "We're one of the last stores that does custom shoe-dyeing on the premises. We also try to specialize and carry shoes from small companies that you usually don't find in the malls."

Arnow Shoes opened its State Street location in 1956. Rector bought the company 13 years ago, and last year opened the Stuyvesant Plaza store.

"I took advantage of the economic downturn by opening up then," Rector said. "There weren't many other stores opening, and I could negotiate the costs better."

In order to differentiate his stores from the larger outlets, Rector goes out of his way to stock a variety of unique colors and styles. He said his store is usually at the forefront of emerging trends and fashions in the industry.

"I have to offer something they can't get at another store," he said. "If you walk into a mall store, they only carry four, five, or six major brands with maybe five or six lines

within them."

Rector is also able to fill special orders for his customers, a practice that is generally not available at the large retail outlets.

"They're usually held down to what they can buy," he said.

Arnow Shoes can do all this, Rector said, and still offer competitive prices. "I tend to be equal to or lower-priced than malls or department stores," he said.

Although the recession has affected Arnow's pricing levels, Rector is heartened by the recent opening of two office buildings near his State Street location. "There are about 1,000 new working women in the area now," he pointed out.

## McCaffrey's 1st step toward right look

Looking good is often part of feeling good, and a professional menswear store can be the first step in finding the right look for men from 18 to 80.

McCaffrey's Menswear, Delaware Plaza in Delmar, offers a large selection of items, from casual slacks and warm-up suits to three-piece suits and overcoats.

Started in October of 1990, the store relocated within the plaza earlier this year, a move that doubled its space from 800 square feet to 1600 square feet. The move brought the store additional sale

space and more storage space, said owner and manager Dan Parsons.

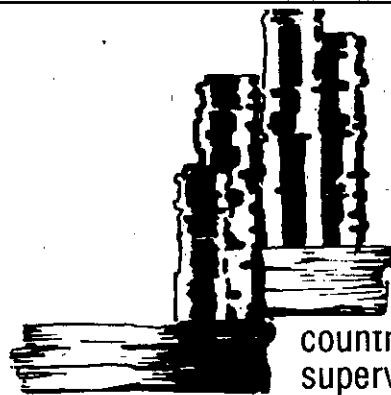
The store has tried to remain "both traditional, but updated for today's tastes" in its offerings, he said. Some of the items offered include sportswear, such as sweats and warm-up suits, khakis, sweaters, corduroy trousers, casual suits, dress suits, overcoats, top coats, raincoats, shirts and numerous accessories.

Although the store carries double-breasted suits, Parsons said the single-breasted suit is still

the store's biggest seller. "The traditional look is still the most popular. It's always in style."

The store currently sends garments out for alterations, but Parsons said he hopes to be able to offer alterations on the premises "possibly by the fall."

"With the added space and our new location, we should have increased visibility and that will give us great traffic. For 1992 we will continue to give the consumer the best value for their dollar."



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## Home sweet home



Walter B. Lotz Jr., president of Realty Assets, Inc., takes a minute from working with Dawn Marie Helin, director of facilities management, at the 76 Exchange St., Albany office. The firm handles all aspects of property management, maintenance, reporting, tracking, cost analysis and acquisitions. Established in 1985, Realty Assets employs 15 full-time employees and has recently added new offices within its facility to accommodate future growth. This year the firm is expanding into the health profession and is increasing its database to provide more services for customers.

Hans Pennink

## Law firm focuses on tax, finance

By Elizabeth Macdonald

John Lavelle and Martin Finn plan to be "tax partners on call."

The fledgling firm of Lavelle and Finn specializes in all aspects of taxation and finance. Two New York University graduate school alumni have joined together to offer advice on estate planning, wills and trusts, personal financial planning, tax-wise investing, retirement planning and small business counseling.

Lavelle and Finn were working at the same downtown Albany accounting firm when they decided to become attorneys instead of CPAs. Individually, they decided to leave. Lavelle said he had no concrete plans when he set out on his own, but after discovering that he and Finn had very similar goals and objectives, they decided to form a custom-tailored law firm.

"We have a unique package," Lavelle said. "There are really no law firms where the whole firm is devoted to tax issues, financial planning and improvement. It makes a lot of sense: we don't compete with the CPA firms; we don't compete with the law firms."

"We're probably the only law firm that does tax referrals for a living," he said.

The firm's first goal in 1992 is to add to their client list. Lavelle said they receive referrals from existing clients and from CPAs and financial planners without tax backgrounds.

Lavelle said the 401 New Karner Road, Albany firm is aiming at attaining a base of small business owners. "They're a quintessential client for us," he said. Lavelle and Finn can advise small business owners on setting up benefit plans, passing the business on to the next generation

and filing income and estate taxes. He also said the firm would be ideal for "the wealthy investor, executives at bigger firms and the professional — the doctor, the lawyer, the architect, whatever... people with potential for high earnings."

"Although the economy will get worse before it gets better in 1992, our business — helping people

reduce current income tax liabilities and minimizing future estate taxes — is always in demand, and we look forward to a productive new year serving the community," Lavelle said.

Lavelle predicted that voting on tax legislation might stall until summertime. "Basically, there's inertia at the government level," he said.

## Touch of Class stretches to pamper 'ordinary' folk

By Michael DeMasi

You don't have to be a celebrity or corporate bigwig to enjoy riding around town in a shimmering white stretch limousine.

Relax in comfort and style as your chauffeur from A Touch of Class Limo in Albany whisks you away on a journey filled with caviar dreams and champagne desires.

"People get a mixture of fantasy and a mini-vacation," said Maria Lanides, owner of A Touch of Class, describing what it feels like to be pampered in a limo for an evening.

In order to achieve this sense of ultimate luxury for her customers, Lanides makes sure her team of drivers, mechanics, cleaners, and sales people work hand-in-hand to provide the very best service.

A sign in Lanides' office on 79 Russell Road reads very simply: "Quality, Responsibility, and Pride."

"The chauffeur is the front line but it's a full team effort," Lanides said. "We constantly have meetings and discussions and use suggestions from our customers to improve the service."

Before any limo hits the road, Lanides said she makes sure each one is in immaculate condition.

"The inside is gone over with a fine-toothed brush," Lanides said.

When the customers are picked up for the evening, they experience the feeling of being treated like royalty. Whether it is the

CEO's of major corporations, rock stars, or friends out for a special night together, they all receive the same courteous, friendly and helpful service.

"People love the feeling when you open the door for them, when you call them sir or madam, and when they know a car is always waiting for them wherever they go."

Last year A Touch of Class also began offering a valet service for those who want to add a special touch to their party or celebration. They provided the valet service at the gala opening of the new stores in Colonie Center and also for charity events in the area.

Lanides said her company is very active in fund-raising and over the last three years has contributed more than \$65,000 in either free service or cash grants to 108 different organizations locally.

In conjunction with Operation Mustard Seed, a local group formed during the Persian Gulf war, A Touch of Class greeted soldiers returning home from Saudi Arabia.

"We are more active than companies triple our size," Lanides said proudly.

Although the recession has had a negative impact on many local businesses, Lanides said her company actually grew about 60 percent last year, and she hopes to add a new limo to her fleet this year.

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## Church attendance on increase

The percentage of Americans attending worship service during an average week has risen to 43 percent, matching a 20 year high, according to a recent report.

That represents an increase from about 100 million weekly attenders to over 107 million.

The report further shows that a majority of adults say they're attending religious services more frequently (27 percent) or with the same frequency (32 percent) as five years ago. Baby boomers, ages 30 to 49 years, lead the surge in attendance, with 34 percent report-

ing increased attendance. Another 31 percent say they attend as frequently as they did five years ago.

These figures were reported by Religion in American Life (RIAL), a 40-year-old non-profit organization that works with congregations of all faiths to increase membership. To further this goal, RIAL has designed the "Invite-a-Friend" campaign.

A free brochure entitled "Discover the Inviting Spirit in Your Congregation" is available from RIAL at 1-800-428-8292.

## Retired couple go completely nuts

By Elizabeth Macdonald

Nick and Kathryn Cassimeris are going nuts in their retirement.

The couple retired from Empire Nut, a nut wholesaler, a few years ago, but "after a year off, you get what is called bored," Kathryn Cassimeris said. "And we like to see people."

Hence The Peanut Principle. "We thought about a hotel or a bed and breakfast, but then we said no, no, no, no. We decided to stick to something we knew."

So the couple added a kitchen and a showroom to a former motel, located at 1158 New Loudon Road in Cohoes, and opened a retail nut and candy business, where wacky is the norm.

The television program, "Broadcast: New York" described it as "a little nuthouse where the inmates hold the keys."

Those inmates have lost the dog-eat-dog, cutthroat urgency in their business. Cassimeris said that this time around the emphasis is on fun and enjoyment. "We can relax a little. We make it fun. We're there for a good time."

Jokes circulate from proprietors to customers and back again. "Nick always has a story. Give him an inch and he'll tell you a tale."

cinnamon squares and peanut brittle), coffee, jams, chips and maple syrup.

To stock their store the couple

***This is a retirement business for 'ma' and 'pa,' where the friendly rapport has contributed to its growth. We plan to continue to have fun with our customers for our mutual enjoyment. Of course, it pays to be nutty.***

Kathryn Cassimeris

"This is a retirement business for 'ma' and 'pa,' where the friendly rapport has contributed to its growth. We plan to continue to have fun with our customers for our mutual enjoyment. Of course, it pays to be 'nutty.'"

And the inmates are nutty — just read their nametags. Kathryn's reads, "The Little Peanut." Nick is "The Big Nut." And the college student who works part-time has been named "The Complete Nut." Cassimeris said because fun is the reigning general chaos, friends volunteer to work selling the nuts, homemade candy (including old-fashioned

travels to the national candy show in Philadelphia and to the fancy food show in New York City. "We always manage to learn something. And we travel to Vermont and visit these backwoods stores—to get a flavor for what's going on," she said.

The co-owner said that the recession had done nothing to turn the taste of The Peanut Principle bitter for the Cassimeris. "We've had a continuous growth. The public seems to respond. We're just crazy enough," she said. In fact, during the holiday season, the business enjoyed a 15 percent increase in volume sales.

## Sears consultants enjoying growth

By Elizabeth Macdonald

"We increased in business, so it's hard to tell, but without the recession, we probably would have increased doubly," said Toni Tieri, manager of Sears Hearing Aid Systems in Colonia.

Business has been booming because of the growing numbers of older people who need aids, she said, and because wearing hearing aids has become more accepted among other individuals with impaired hearing. "Probably because they're more cosmetically appealing."

Sears Hearing Aid Systems are registered hearing aid consultants. Tieri and one part-time

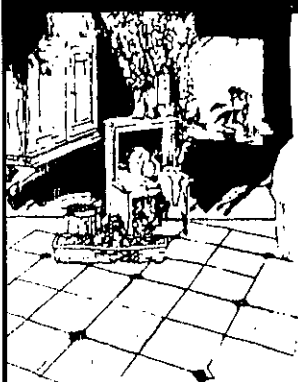
employee perform free hearing aid evaluations. If there is any hint of a medical reason for a customer's hearing loss, Tieri says the person is immediately referred to an ear, nose and throat specialist. If there is no evidence of medical trouble, the client is fitted for a hearing aid on the premises, and the specifications are sent to the hearing aid manufacturers.

The company offers other assistive listening devices for the hearing impaired, including telecaption decoders for televisions, amplified telephones, smoke alarms, doorbells and alarm clocks altered for the hearing impaired. The decade-old company also repairs all types of hearing aids.

Besides adding to its line of more than 200 assistive hearing products, the firm expects to keep pace with new technology in hearing aids, including models which filter background noise more efficiently.

Although affording a hearing aid can be difficult for senior citizens on a fixed income, and it is rare to find a health insurance plan that covers them, the business offers specials on both hearing aids and batteries throughout the year. She said that the companies that construct the hearing aids did not raise prices during 1991, but each hearing aid is custom-built and prices begin around \$600.

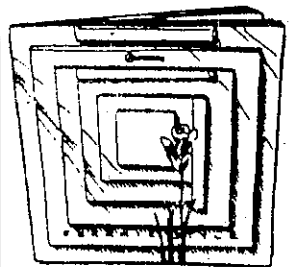
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## THE LENNOX NEWS

# NEW YORK APARTMENT COMPLEX GETS NEW LEASE ON LIFE

## High-Efficiency Units Attract And Retain Tenants

(DELMAR, NY) — Apartments come a dime a dozen in upstate New York and competition for tenants is fierce. That's why smart managers are looking for creative ways to attract and retain renters.

Kevin Knaust is one such manager. He hired Lennox dealer D.A. Bennett, Inc., to install high-efficiency heating and air-conditioning units to the Beverwyck Lake Shore Park apartment complex in Watervliet, NY. The price tag — more than \$1 million.

The 400 new high-efficiency heating and cooling units mean apartment dwellers save money each month. Additionally, property managers gave renters control of their heating costs — a move which enabled manage-

ment to lower the rent. Tenants agree this is an equitable way to pay for heating. And with the installation of Pulse furnaces and HS20 air conditioners, tenants can save significantly. The units replace Heil Quaker through-the-wall cooling units and Bryant furnaces. The change has given the 31-year-old Beverwyck Lake Shore Park apartment complex an edge on the competition. According to Knaust, that's important in a community that suffers from a slumping economy and an overabundance of apartments.

"We feel it's important to give people the tools they need to keep bills down," said Knaust, Assistant General Manager for Lake Shore Park Associ-

ates. Already tenants are reporting a savings and are congratulating management for installing Lennox equipment. "This is an important selling point to prospective residents," said Knaust.

Property managers reviewed several local bids before picking D.A. Bennett. The criteria: high-efficiency heating and cooling units, cost and excellent service. Delmar-based D.A. Bennett won hands-down. "We wanted a product and a dealer with a proven track record. D.A. Bennett's two biggest advantages were the fact they were Lennox dealers and they were already doing our service work," said Knaust.

D.A. Bennett installed 50,000 and 80,000 Btuh downflow units to the one-, two- and three-bedroom apartments. Although downflow units are not typically used in the East because of the climate, it proved perfect for apartments as the units require less duct work.

Tom Drake, President and Doug Darrone, Vice President for D.A. Bennett strives for 100 percent customer satisfaction. However, this project was unique because Drake had 400 customers to satisfy.

Before installing equipment, Drake and Knaust worked with tenants to ensure as few inconveniences as possible. For example, D.A. Bennett sent courtesy notes to all renters one week ahead of their scheduled installation times. A second notice alerted residents crews would begin work in 12 hours.

During the six-month process, one-

## D.A. BENNETT AT A GLANCE

### BEVERWYCK APARTMENTS

- 400 one, two and three bedroom apartments
- Installed 400 downflow Pulse furnaces and HS20s
- Approximate cost - \$1 million
- Apartment previously equipped with Heil Quaker through-the-wall cooling units and Bryant furnaces

### JOB INSTALLED BY:

D.A. Bennett, Inc., Delmar, NY  
Tom Drake,  
President and Service Manager  
Doug Darrone,  
Vice President and Installation Manager  
Projected 1991 sales - \$8 million  
45 employees



Kevin Knaust, (left), Tom Drake, (center), and Doug Darrone stand near the entrance of the apartment complex that was supplied with 400 downflow Pulse furnaces and HS20 air-conditioning units.



Doug Darrone, (left), and Tom Drake's company, D.A. Bennett, replaced Heil-Quaker cooling units and Bryant furnaces with high-efficiency Lennox cooling and heating. The project took approximately six months.

and two-man teams completed installations in about four apartments daily. Each of the 10 crews used drop cloths and at the end of each day crews picked up 100 percent of the job, regardless of whether it was complete.

Finally, D.A. Bennett offered tenants its 24-hour service phone number. "We encouraged tenants to call us directly — not the apartment management — if there was a problem. Our motto is, 'At D.A. Bennett, Quality Lasts A Long Time.'"

D.A. Bennett opened in 1915 and joined the Lennox family in 1951. After 76 years in business D. A. Bennett not only knows how to service customers, but how to train crews as well. For example, the company provides regular in-house reviews on proper installation techniques. Their goal is to get it right the first time. That's good business and that's what D.A. Bennett is all about.

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REPORTING A SAVINGS  
AND ARE  
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MANAGEMENT FOR  
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— Kevin Knaust  
Assistant General Manager  
Beverwyck Apartments  
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# Delmar agent works for clients Latham Bowl stays in fast lane in '91

By Kathleen Shapiro

When it comes to buying insurance, many people don't have the time or expertise to shop around for the best package at the best price.

That's when they come to Dick Rose.

With more than 30 years' experience in the insurance business, Rose offers clients a wide range of choices through his three Delmar insurance agencies — Butler & Brown Insurance at 197 Delaware Ave., and the Olof H. Lundberg Agency and Tucker Smith Agency, both located at 159 Delaware Ave.

As an independent agent, Rose and his 12 staff members provide prospective buyers with an opportunity to pick and choose from policies offered by a number of major carriers.

"Being independent is a tremendous advantage," said Rose. "It really leaves us wide open. We don't work for the companies. We

work for our clients."

The firms specialize in business insurance, personal insurance, car, fire, home, boat and life insurance. "Everything that can be insured, we can take care of," he said.

Financial planning and tax shelters can also be arranged.

"We try to concentrate on personal service, the one-on-one approach," said Rose.

By using the agencies' computer system, sales representatives are able to come up with a range of policy choices for clients to consider, he explained. "We'll run up five or six companies on the computer and help people pick the best package at the best price," he said. "Our goal is to try and educate the customer — not to take every dollar they have out of their pocket."

Business during the past year has been strong, said Rose. Beginning in March, the firms will take on an additional six insurance

representatives to help increase sales. "In order to pay expenses, a company has to grow," he said.

Despite Rose's personal success, the insurance industry as a whole has suffered during the last year, he said. "It's been a difficult time," he noted, pointing to a recent tightening up of restrictions and penalties by many of the major carriers, particularly with regard to auto insurance.

"In the past, you might have one accident or a speeding ticket and they didn't care too much, but not anymore," he said. "Their cost of doing business has really gone up with things like fraud, theft and higher repair costs."

## Insulate—save money

If you are planning to remodel, do some serious thinking about insulating your home. You can save energy dollars by keeping your home warmer in the winter and cooler in summer.

By Elizabeth Macdonald

Although the Capital District has an abundance of bowling centers, Latham Bowl finished out the year better than it started.

Robert Cox, manager of Latham Bowl, says business is better on the lanes than in the bowling accessory shop located in the same building. "There's too much competition," said Cox.

"Latham Bowl had a strong finish in '91, and I hope it will continue in 1992. We are attracting a lot of new customers as our open play remains strong."

Saturday nights mean "moonlight bowling," minus the lane lights. Coffee and donuts are served on the lanes on Sunday

mornings. Cox said Latham Bowl's 32 lanes also host in-house tournaments and contests like "red-pin bowling", awarding prizes for strikes.

"We are always running specials on bowling to keep bowling an affordable recreation," said Cox. Seniors and children always receive a 20 percent discount. Friday nights, after 11:30, college students bowl for \$1.50 a game. Sunday mornings and Friday during the daytime are also discounted times at Latham Bowl.

"We have a great location here. When you come here, you go down and you know you'll have a clean lane and good service from my employees."

Cox said that since the 32-year-old alley was renovated five years ago, they have one of the most advanced scoring systems. He expects that the scoring system will be completely automated within the next year or two.

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## Variety pride of Latham spirits store

Keeping an eye out for both the discount shopper and discerning connoisseur, Cadalso Wine and Liquor makes providing a wide array of products a priority.

Although manager Craig Allen considers Cadalso's, located at Newton Plaza in Latham, a discount store, he notes the enterprise specializes in a variety of imported and domestic wines. Potables from classic wine producing regions in France and Italy are available as well as nectars from Chile, Australia and other burgeoning wine countries.

"We'll always be upgrading and carrying the hard-to-get brands," Allen said. "Local connections as well as those in New York City will be bringing in many new wines featured in magazines such as Wine Spectator."

Allen said the 21-year-old business will celebrate its sixth anniversary at Newton Plaza in February.

"We'll be having lots of specials, a sale for the whole month," he said.

Originally located on Central Avenue in Albany, the business first moved to Route 9R in Latham before finally settling in 1986 at its current 3,500-square-foot location.

"Business is very healthy. With the size and buying power we have, we're able to keep things well stocked," Allen said. So far, he said, the recession hasn't had much of an effect on the wine and liquor business, adding that it might be because of the store's emphasis on discount pricing.

Cadalso Wine and Liquor is open Monday through Saturday from 9 a.m. to 9 p.m.

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## Bank puts kids' heads in clouds

By Michael DeMasi

Thanks to Union National Bank, thousands of area youngsters are looking at the rain, sleet, snow and sunshine with a different eye.

WEATHERSCHOOL, a joint program funded locally in part by Union National, provides local classrooms with a free kit containing more than 100 hands-on activities and experiments involving the weather.

The 28,000 pupils in grades one

through eight who are participating in the program collect weather data, prepare maps, and present the weather forecast to their class.

In addition to teaching about science, the program is designed to help pupils increase their vocabulary, math, geography and public speaking skills.

"We hope that WEATHERSCHOOL will help to stem the decline of our youth's knowledge in areas of science and math education," said James J. Young, presi-

dent of Union National Bank.

A locally-founded bank with nine branch locations in the Capital District, Union National has been involved in community activities for much of its 140-plus year history.

"We pride ourselves in taking care of the communities surrounding our branches as well as serving the small business market," said Susan Warshany, director of marketing.

"We specialize in cash management services and flexible credit vehicles for small businesses," said Warshany.

Through the "Classic UNION" program, Union National offers special benefits and other amenities for the over-55 population. Besides preferred Certificate of Deposit rates and free travelers checks, the bank has joined forces with a local travel agency to provide discounts on trips and travel.

The bank's new slogan, "Where personal service is a tradition," probably says it all.

"In our branches people get to know the community very well," said Warshany.

## Carpet cleaners handle pet projects and more

By Heather Rockwood

A new pet can bring much joy to a person. It brings that feeling of unconditional love into your life. Unfortunately, it may also bring an unconditional mess onto your carpet, the sofa, even that new recliner ...

You know you won't get rid of your pet. But that doesn't mean you have to get new furniture — not if Paul Glogowski can help it.

Glogowski owns and operates Mighty Clean Carpets, a carpet and upholstery cleaning service. Located at 16 McGregor Ct. in Clifton Park, the business has been successfully serving homeowners for the past 21 years.

In addition to the cleaning service, Mighty Clean also offers carpet repair, Scotchguard application and water removal in the event of a flood.

In a time when many of us are forced to pinch pennies, it is simply not feasible to make large purchases. Glogowski and his wife, Mary, understand this. "We feel that people should continue to maintain the carpet they now

have on a regular basis, to save the cost of replacement," he said. "Adequate maintenance prolongs carpet life and enhances its appearance."

Unfortunately many of us think of carpet maintenance as an annual project, something we do as part of our "spring cleaning" ritual. Neglect can often lead to basic carpet problems, such as dullness and matting. These can easily be avoided, however, by taking a few simple steps: vacuum your carpet at least twice a week (depending on traffic) and have it professionally cleaned once a year.

Professional cleanings emulsify and extract soil from carpeting. If this is not attended to, a lackluster appearance will often be the result.

In response to the tough economic climate, Mighty Clean Carpets has decided not to raise prices in the coming year. But they say that doesn't mean cuts in service — in fact, they've already begun to expand business by offering custom rug making.

## Wired for success



Tom Adams, left, is co-owner of Computer Directions, a computer sales and service business at 1321 Central Ave. The business does in-house repairs, on-site repairs, networking, upgrades and component sales. Adams said this year he and his partner Dave Miller are looking toward occupying a larger facility.

Hans Pennink

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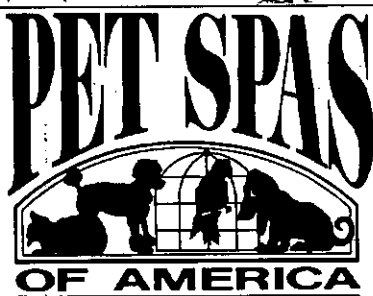
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Devinder S. Uppal, president of Express Postal Center at 1593 Central Ave., says his store is like "a convenience store" for businesses. Providing a wide range of shipping services such as UPS, Federal Express, bulk and overnight mail, Express Postal Center also specializes in custom packaging. Business services provided by Uppal's company include fax receiving and transmittal, photocopying and the convenience of private mailboxes. A registered Western Union agent, Postal Express Center also offers word processing, resume writing, cover letters and typesetting. "There is a definite need for the services we offer to businesses and individuals in the Colonie and Schenectady area," he said.



## Like father... like daughter... and now like son.

Tom Hughes of Delmar has been an optician for 26 years. Some of that dedication must have rubbed off on his family since his daughter, Michele, joined him three years ago as an optician. This year his son, Tom, came aboard also as an optician and joined what has truly become a family business.

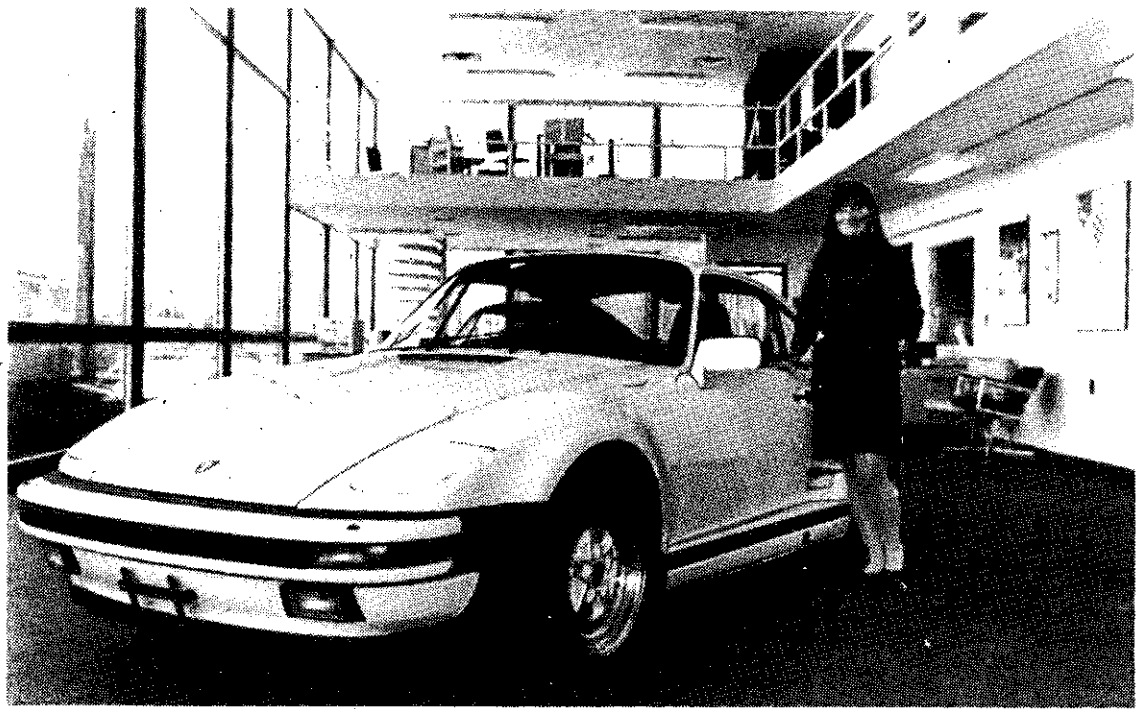
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## Ready to roll

Poised next to this sleek Porsche 930 is Joanne Lindsey, salesperson for Langan Motorcar at 2242 Central Ave. in Schenectady. Founded as a Volkswagen dealership in 1963, Langan now sells and services high quality Porsches, Audis, Volkswagens, and Jeep Eagles. "The thing we strive for most is serving the customers so they feel like it's a good place to come to," said Vice President Bud Kupillas. "We pride ourselves on our employee relations and customer relations." Langan features an exclusive factory-trained technician for each product line, a large 18-bay repair and maintenance facility and one of the largest multi-line inventories in the Capital District.

## Sylvan Learning Center



Eric Bohenko, director of the Albany area Sylvan Learning Center, located at 1500 Central Ave., stands at the Sylvan Store. Sylvan is the largest provider of supplemental education in the United States, according to Bohenko. Programs offered at the center include reading, study skills and SAT prep, among others. *Hans Pennink*

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## Dine with us



Haggerty's Restaurant & Pub, Delaware Avenue, is "The Reel Place to Be," according to owners Thomas Acosta, second from left, holding Martha, and Diane Haggerty Acosta, second from right, holding Dylan. Rehgan, left, and Matt, right, helped design the menu. Located at the site of the former Shanty restaurant, Haggerty's offers lunch and dinner seven days a week and brunch on Sunday. *Elaine McLain*

## Sportswear shop looking to expand

By Heather Rockwood

We all know that old saying, "dress to impress." Two men in Saratoga have decided to take that phrase and run with it — and they haven't stopped since.

Steve Lobel and Phil Kahn are the proprietors of Impress Promotions, where screen printing and embroidery are done on sportswear.

The two businessmen acquired the company in the summer of 1990, when they purchased it from its original owner. Since that time, business has been booming and expansions are already underway, they said.

T-shirts, sweatshirts, caps, jackets and tote bags are among the company's main products. Located at 376 Broadway in Saratoga Springs, the company deals with

***Business will undoubtedly be difficult this year, but the strong will survive. Even in the bleakest economic times there are businesses that excel. We intend to be one of them.***

Steve Lobel

groups who wish to display specific logos or slogans.

Impress Promotions has worked with large corporations such as KeyCorp, Freihofer's and Ralph Lauren in New York City as well as many not-for-profit organizations. Easter Seals, March of

Dimes, and the American Lung Association are among a few of their well-known customers. The City of Albany mayor's office and the Port of Albany are also company patrons.

Impress Promotions is planning expansions in 1992. According to Sobel, company sales representatives are being dispersed throughout New England, exploring both coastal and inland resorts. These are among the efforts to seek out new business, expand their product line, and update some of their equipment.

With the realities of an unstable economic climate ahead, Lobel believes in being realistic, but not pessimistic.

"Business will undoubtedly be difficult this year, but the strong will survive," he said. "Even in the bleakest economic times there are businesses that excel. We intend to be one of them."

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## Metro salon and spa pampers its patrons

By Elizabeth Macdonald

Patrons who tune in to Metro Hair Station can tune up their bodies from tip to toe.

The salon and day spa, located at 350 Watervliet Shaker Road, Watervliet, provides massages, aromatherapy (treatment with all-natural products made from plant oils, completely free of animal derivatives), pedicures, skin treatments, electrology, waxing and full hair service.

"After the holidays have ended, people start looking at themselves and prepare to diet, get an updated look. They resolve to relax a little. We all need to spend a little money on ourselves after we've gone broke spending for the holidays. Everyone's feet hurt from shopping. It's a great time for a pedicure and massage and of course, for some great looking hair," owner Arthene Henness said.

"We are a new breed of salon, a holistic place for renewal of spirit and body," she said. Daytime receptionist Bob Engel said the business is working to promote the new concept of a day spa, with all the benefits of the traditional residential type, except overnight accommodations.

The day spa has settled into a building that has served businesses ranging from a bar to a furniture warehouse. Henness gutted, remodelled and redecorated the building to make use of all available space. Even so Engel said that he would like to see

additional rooms for facials and waxing, so the day spa could schedule more people.

Henness said she does not anticipate expanding the business in 1992. "We're a new business. We need to get on our feet before we think of expanding," Engel said.

But 1993 might prove ideal for additions since the "elaborate, quarter-of-a-million-dollar homes" being constructed on the Schuyler Landing Estates, located on land directly behind the salon, should be homes to potential clients by then.

"We are located on Route 155, and we will be eager to see Schuyler Landing Boulevard go in directly to the right side of our property. We would like to expand, as Schuyler Landing Estates progresses, into a complete day spa with personal trainers and an expanded staff," said Henness.

The staff at Metro Hair Salon has collected diplomas and certificates from schools such as Vidal Sassoon and Jingles Academy. "We have trained at academies in London, New York, Toronto, and Boston, and we continue our education each year to enable us to be on top and out front," she said.

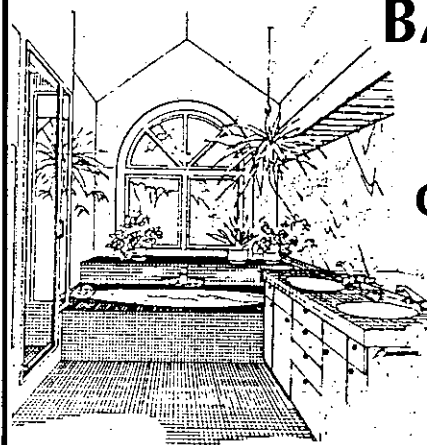
"If you're working here, you have to feel good to talk to clients. They're first. That's our life," Engel said. "We take their coats, and help them back on with them afterwards. They don't have to do anything here."

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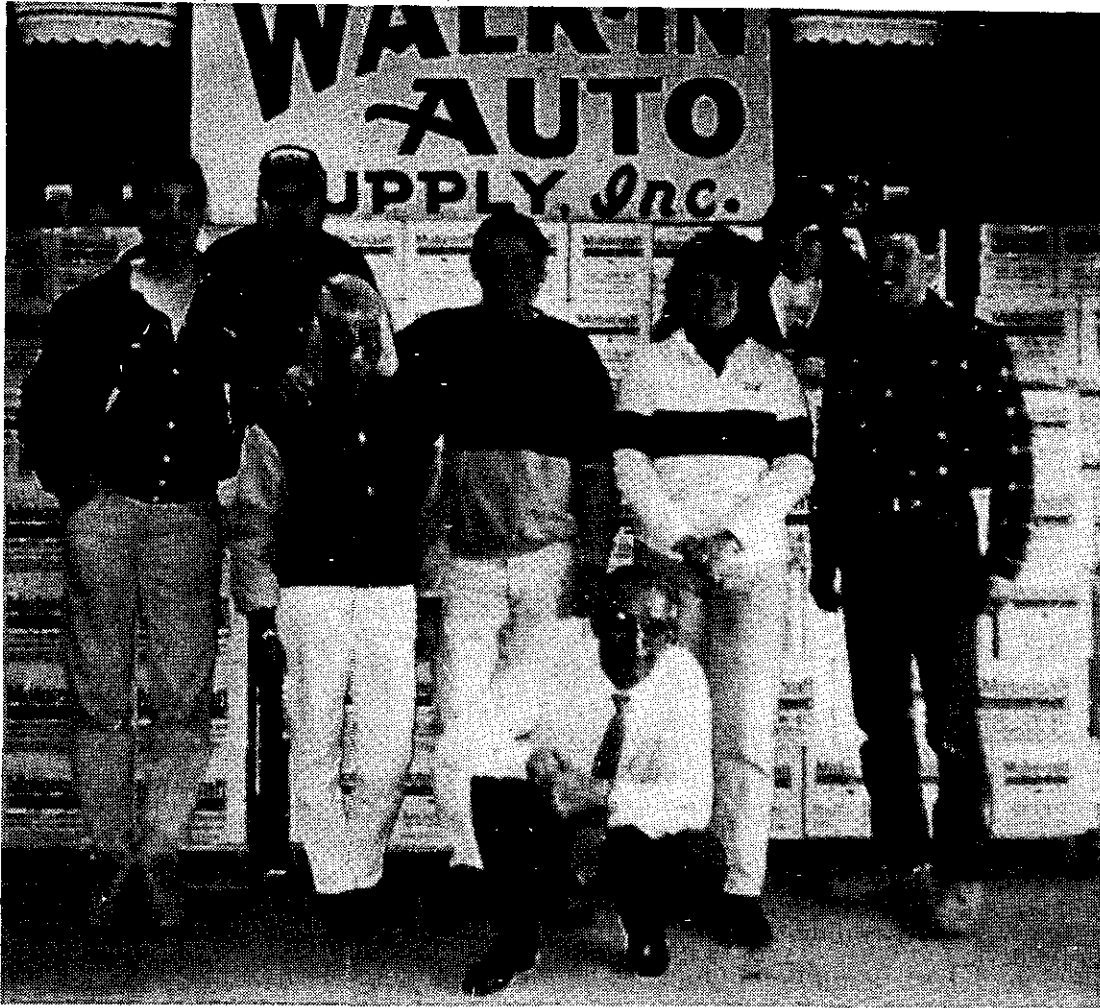
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## A family business



Walk-In-Auto Supply Inc. owner Bill Hensel and wife Ann, center, with their son Jim Hensel, far left, Chris Penichter, employee, Joan O'Dea, bookkeeper, Mike Desano, employee, son Mike Hensel, and employee Elmer Garmley, front. The store opened in 1976 and is located at Railroad and Dott avenues in Colonie. It offers a selection of parts for cars and light trucks and special discounts for senior citizens.



## Handyman

Steve's Furniture Services at 2191 Helderberg Trail in Berne restores and sells antiques, furniture and furnishings, such as old statues. Owner Steve Katz, above, expects a slow, but sure increase in business this year. Katz formed the business last February and recently moved it to the Berne location from his home. *Hans Pennink*

## Trustco places high priority on individuals

Looking for a bank with an "interest" in the individual?

Are you seeking out a financial institution that looks to meet your needs, not the needs of an invisible board of directors?

A bank with the best interests of its customers at heart can sometimes be hard to come by, but officials of Trustco Bank, based in Schenectady, say that the individual is a priority with them.

Formed in 1902, Trustco Bank made a major purchase in September 1991 when they bought out Home and City Savings Bank for an estimated \$28 million in cash, said Senior Vice President William F. Terry.

Trustco Bank was ranked number nine nationwide in *Forbes* magazine in its August 1991 issue, Terry noted, and it placed Trustco's assets at close to \$931 million; a figure indicative of Trustco's worth prior to their merger with Home and City.

The deal also added 16 branches to Trustco Bank throughout New York, and the first Trustco Bank branch in Delmar, under the management of David Henry. The additions brought the total number of Trustco branches to 44.

"The purchase of Home and City Savings Bank allowed us to achieve an extended geographical coverage of the marketplace, in turn leading to improved service for our customers," said Henry.

The personal touch that Trustco has cultivated over the years won't

disappear with the extended coverage, Henry was quick to assure. "Our orientation is as a retail bank for individual customers and their needs."

"We've consistently offered competitive products," he said, including such standard bank products as CD's, savings accounts, installment loans, mortgages, credit cards and other investment services.

It is Trustco's home equity credit line and NOW checking accounts, however, that Terry is most proud of.

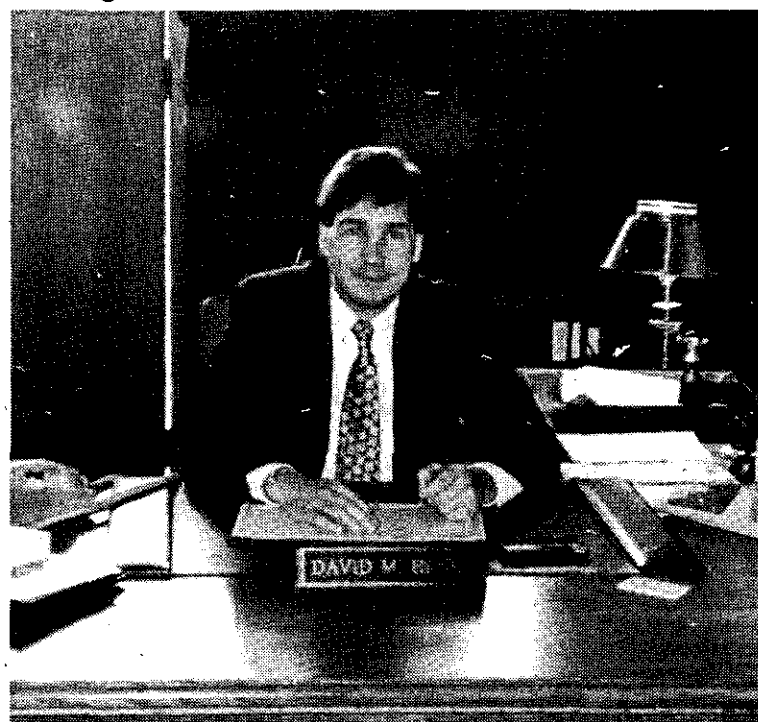
"Our home equity credit line has been a leader for several years," he said. In 1991, the program and Trustco overall were recognized in three national magazines, including *Forbes*, as being "safe and secure institutions," he added.

The NOW checking account is also special, as it enables the customer to earn monthly interest depending on how much is in their account.

An account is opened for as little as \$250, which must be maintained, Terry said, and there is no maximum amount customers can earn in interest.

"We may not necessarily have the cheapest loan rates or the most attractive interest rates," Terry said, "but we are always competitive."

Trustco also has a reputation for performing favorably in the stock market, Terry noted, as



David Henry

"returns in 1991 have been dramatic."

The price for a share of stock is "up to nearly \$40," Terry noted. "Our shareholders are very pleased."

The new year is projected to be as favorable as the past year for Trustco, as the merger with Home and City progressed "very smoothly" with little inconvenience to old Home and City customers.

"Everything was converted over... with very minor changes in the deposit products," said Terry.

"We tried to keep the impact at a minimum."

The bank is also looking forward to the completion of a 30,000 square foot addition to its headquarters, 320 State St. in Schenectady, a move that will expand the space necessary for operations and administration.

"1992 looks to be good," Terry said, adding, "With a continued focus on the Capital Region, we will continue to live up to the reputation of a safe and secure institution."

## Mohawk Mall has everything from 'A' to 'Z'

By Michael DeMasi

It may start with the letter "M" but the look from above is definitely an "H."

Opened in 1970, the 630,000 square foot Mohawk Mall located at the corner of Balltown Road and State Street in Schenectady is shaped like the letter "H."

From baseball card shows to a winter queen pageant and cholesterol screening, every weekend the mall offers something different for everyone.

Anchored by an Addis and Dey department store, Bradlees and Montgomery Ward, the mall has a total of 66 stores and restaurants, a dental office and a seven screen Loew's theater. In the coming months, several new stores will open at the mall.

With the only carpeted floor in the area, Mohawk Mall provides a unique shopping experience. A newly renovated center court with skylights also lets the light shine in from above.

"It's a neighborhood type mall," said General Manager Marie Mercoglan.



# D.L. Movers sticklers for care and attention

By Elizabeth Macdonald

Moving is in Elizabeth Leonardo-DeMatteo's blood.

Her father, Richard "Dick" Leonardo, started a moving and storage company in 1953, naming it D.L. Movers (for Dick Leonardo.)

For 37 years he packed prized possessions, loaded and unloaded trucks, set up house for new homeowners, disconnected major appliances, sweated pipes (so a family could take the kitchen sink), disassembled and re-assembled beds and basically took charge of the entire moving process.

When he moved with his wife to Florida last year to open a restaurant, his daughter told him he could not just let D.L. Movers die. Richard Leonardo dissolved the corporation in May and when no buyers had surfaced by June, Elizabeth Leonardo-DeMatteo decided to get behind the wheel of the business she had "watched him do for as long as I can remember."

Leonardo-DeMatteo said that Delmar residents appreciate the continuity offered by the business which operates out of 63 Wisconsin Ave., Delmar. "They like seeing the truck in the parking lot we've been keeping it in," she said.

One out of four calls she receive is from a repeat customer. "Seems like every time I pick up the phone it's, 'Oh, you've moved us before' or 'you moved my daughter or my son-in-law,'" Leonardo-DeMatteo said. "Probably 75 percent is repeat business."

She said that the loyal clientele is a credit to her father's style of moving. She described him as a "stickler," similar to a maid serv-

ice in the care and attention he paid to the details of setting up a new home, placing the furniture just so, and cleaning up after his workers.

"He was big on service. He did whatever it took to get them out of there. It was not just furniture," she said. "That's how I want to continue it."

Having moved nine times herself, Leonardo-DeMatteo says she knows how disrupting a move can be. That in mind, D.L. Movers offers free packing hints for do-it-yourselfers. "You can leave all the clothes in the dresser drawers. If it's a local move, we can string a rope across the back of the truck, instead of purchasing wardrobe cartons," she said. "Mark everything in a loud color. They think they're going to remember, but if you have 60 boxes, you're not going to remember what's in each one." She also often offers advice on packing kitchen accessories such as china and crystal.

Leonardo-DeMatteo said she makes an effort to learn each client's specific needs before the move begins. For instance, if the family has children she recommends that they hire someone to watch the children the day of the move and to either order or eat out for dinner.

Family needs and preferences are also important in terms of how the moving truck is packed. "If they want to have the bedrooms out first so they can make beds or some people like to work on the kitchen while we do the rest of the house," she said. "We don't have to load the truck the same every time. There's not some industry standard."

"Moving is a hassle. The \$400 or \$500 spent on us is their peace of mind," the owner said.

Although most of the moves handled by D.L. Movers are local, they do have the capacity to move clients cross-country because of their connection with the Wheaton agency. "Long distance no

one's going to move themselves."

90 percent of her business is homeowners, but with access to Wheaton's 40-foot trailers, she has the capability to move businesses such as doctors' offices which can have equipment weighing up to 60,000 pounds.

Six days into the new year, the owner could not tell how the company would fare in 1992. "I haven't owned it long enough to have been through a cycle with it."

She is certain, however, that things will really move from July to October.



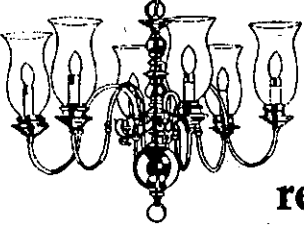
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# Specialty store has leg up on other firms

By Elizabeth Macdonald

Three years ago Fred Turcotte got tired of corporate America. He left his job as a branch manager for a Boston vacuum cleaner company and went on the road selling furniture with his aunt and uncle. Then after looking into every kind of business from yogurt to donuts, Turcotte and his wife Patricia decided to get an education in the furniture business.

Following six months of research, the couple opened a showroom on 113 Remsen St. in Cohoes called the Table and Chair Outlet, Inc. The couple, originally

from this area, were pleased to discover there was only one other specialty furniture store the Capital District.

"We have three floors filled with tables and chairs, whereas an average furniture store could maybe only devote a small amount of space," said Turcotte. "And most of our furniture can be customized."

Turcotte described a three-story showroom packed with dining room furnishings, dinettes, casual dining sets, rockers, stools, baker's racks and accessories including florals and gift baskets.

"We didn't pick the best of times

to start our new venture. However, we are doing fairly well for a start-up. We expect that our business will continue to grow because we offer a wide variety of furniture in our category. We sell better merchandise at good prices and offer personal service," he said.

"I don't see us opening another store yet; not to say that that isn't one of our goals, but we're too young yet. We're still stabilizing our own business," he said. "But we're very pleased. I'm not sure how good we're supposed to be doing but we're paying our bills and we're still in business—that's the major criteria."

Turcotte will be adding new items and expanding within the store to provide specialty furniture for customers who respond to word-of-mouth advertising. He cited homeowners who are building additions and older people who are moving out of the homes they have owned for a lifetime and are now downsizing to fit into a condo or apartment. Those customers would benefit from especially low prices at this time of the year when the Table and Chair Outlet is rotating merchandise off the floor.

"When you talk to the 'doom-and-gloomers' it doesn't look good, but I think we'll do OK," he said.

## Shoe Depot to don dancin' togs

If the shoe fits, wear it, could be the motto for The Saratoga Shoe Depot stores on 385 Broadway in Saratoga Springs and 255 Delaware Ave. in Delmar.

Offering name-brand shoes, boots, handbags and accessories at a savings of 20 to 75 percent, buying that new item that fits your personality is entirely possible.

Opened in 1976, with the Delmar branch to follow in 1983, The Saratoga Shoe Depot now sports a staff of 27 employees between the two locations, said owner Frank Danza. He plans on adding more staff this year.

The retail outlet is also moving into the world of dance in '92, Danza noted, and is adding a dance store to the Saratoga location. The Dance Depot.

The Dance Depot will specialize in footwear and clothing for children and adults, featuring items for use in ballet, gymnastics and casual dancing, Danza said.

Although the economic doomsayers have deemed 1992 an economic dud from the outset, Danza maintains that the outlook is not all that bleak.

"We are very optimistic about the local economy for 1992," he said. "We feel the retail sector is going to realize the potential of the Delmar business community, in particular, this year."

By traveling and examining the market more frequently, Danza said The Saratoga Shoe Depot will continue to ensure good values for the customer's dollar, keeping quality at the forefront.

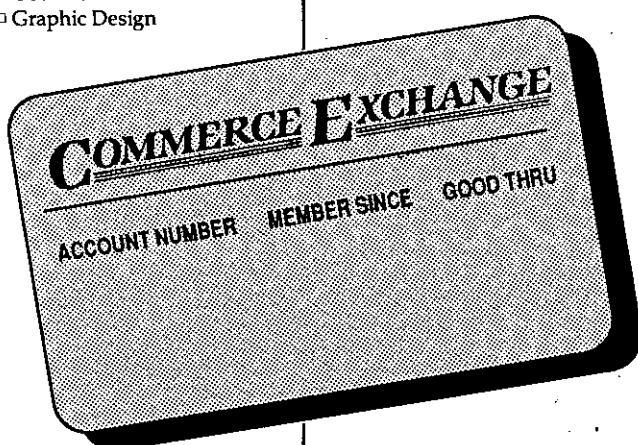
Both Saratoga Shoe Depot stores are open Monday through Thursday, from 10 a.m. to 7 p.m.; Friday from 10 a.m. to 9 p.m.; Saturday from 10 a.m. to 6 p.m.; and Sunday from noon to 5 p.m.

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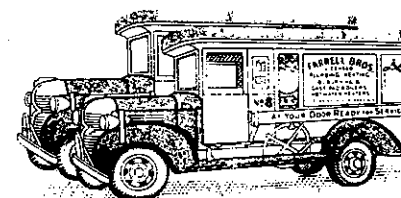
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## Law firm adds offices to serve wider area

By Heather Rockwood

Legal representation is always in high demand. At one point or another, we may each find ourselves in the market for serious legal help, or perhaps just a little advice.

Kingsley, Towne & McLenithan, PC has been in the Albany area since it opened in the fall of 1990. Located at 18 Computer Park West, the firm now employs 10 attorneys. Their general practice covers bankruptcy, matrimonial and corporate law.

Although economic times are rather bleak these days, business has been good for the firm. In the Albany office, two new attorneys and one paralegal were hired. A satellite office was created in Burnt Hills, and a full time office was opened in Hudson Falls.

The Hudson Falls office is fully staffed, with two attorneys and the necessary office support. The expansion was done in order to accommodate clients over a large geographical area.

The Hudson Falls office handles general law cases, with a strong emphasis on estate, real estate and bankruptcy. Over the past year, the entire firm has seen a dramatic increase in bankruptcy cases. Not just one type of business, but all areas of industry are finding themselves in trouble, from large corporations to small businesses.

Kingsley, Towne & McLenithan has plans to expand its Albany office further in 1992. Plans are already underway to add office space and increase personnel with new attorneys and support staff.

## Linens shop covering new markets

Heritage Linens, Ltd. has the table linen market covered.

"We are a manufacturing company, supplying table linens to department stores, specialty stores and catalogs," says owner Gael Coakley. "Our products are sold by manufacturing representatives and through showrooms in major gift marts. We also have a factory outlet in our factory in Gloversville and our new Latham factory store at Bayberry Square."

When Coakley bought the company 14 months ago, it consisted of five people. But that was soon to change. "The company is six times larger this year than last year," he said. "We only had one showroom and five or six manufacturing reps. Now we're in nine showrooms and we have 48 reps hitting the road."

And the company now displays linens in showrooms from Atlanta to Dallas to Kansas City. Coakley said hiring more employees has

corrected a "minimal exposure situation" that existed when he took over.

designed by an employee of Heritage Linens Ltd.

He said that Heritage is known around the country for its appliques, noting that 70 to 75 percent of Heritage business is applique work and that the firm has recently expanded that line to include tea towels, aprons and potholders. "Our niche is applique works. We do appliques that nobody else does," he said. "We do a lot of fruits and vegetables, like watermelon or apples."

He described combination napkin-placemat sets, where the napkin is made a part of the applique. For example, a popular company catalog item is its pineapple applique with green leaves, where the napkin is tucked into the leaves. "We're in a lot of catalogs like Orvis, Paragon's and Yield House," Coakley said.

Many of the company's special appliques are related to the holidays so, Coakley said, they're "going to keep the Christmas rooms in the stores."

"When we don't have it in there, they keep asking for them, regardless of what time of the year it is," he said.

Even though Heritage Linens has experienced rapid growth of late, Coakley said, "That doesn't change the state of the economy. It presents difficulties in terms of trying to collect money, etc.," he said.

"Our business plan is to make the company grow, maybe not as much as last year, but I'd like to double the size of the company this year."

**You're going to get a bargain when you come into our store.**

Gael Coakley

Coakley hopes to gather more clients to manufacture linens in the next year since, at core, "That's really what we do." He said that at least three showrooms nationwide were holding five-day shows which would hopefully generate business for the firm.

Meanwhile, the outlets are offering prices Coakley says are 30 to 50 percent lower than standard retail prices on placemats, napkins, runners (accent pieces 12 to 15 inches wide that run down the center of a table), toppers (centerpieces or cloths for small, round tables) and tablecloths.

"The outlet stores are outlets for us for overruns and designs that don't come into our line," he said. "You're going to get a bargain when you come into our store." Usually items in the outlets sell for only 10 percent over wholesale cost.

"We also offer custom tablecloth programs with our material or a customer's material for tables which won't take regular standard-cut cloths," he said.

Orders are taken at the outlet stores and filled at the factory. Coakley said that 80 percent of the linens crafted by the company are

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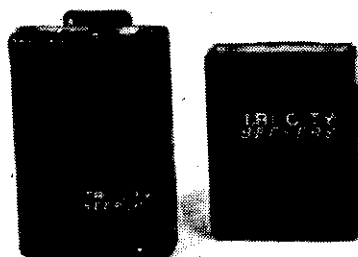
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# Capital Fitness stresses personal attention

By Elizabeth Macdonald

George Schillinger has spent a decade weight-training, in fitness centers from Florida to California, and now he is pumped to bring all that he has learned to the Capital District.

With his brother, Davis, and friend, Vern VanDerWal, Schillinger created Capital Fitness Centers, Inc. and opened a weight-lifting facility at the Ames Shopping Plaza on Columbia Turnpike in East Greenbush.

"It's what I was interested in. I thought we needed something on this side of the river," George Schillinger said. "And we knew how to do it the right way."

Keeping the fitness center from

becoming crowded is one of the ways Schillinger is hoping to avoid problems he has noticed with other gyms.

"We do all the cleaning ourselves to keep it spotless." And they have a trainer who does not disappear after the client's introduction to the fitness center. The owner said the trainer formulates a personal program for each client, shows the person how to use the prescribed equipment and then keeps track of their progress, updating their cards frequently.

The current trainer is a competitive body builder who, according to Schillinger, goes to seminars, reads a lot on the topic, and is preparing to take the certifica-

tion test. He said he is also considering another soon-to-be-certified trainer to ensure that a trainer will be available day and night.

Schillinger is on the premises from 6 a.m. until 6 p.m. everyday keeping an eye on things. Some of the things he monitors are the weight machines, a modernized version of the Nautilus system. The fitness center offers circuit training programs, where clients go from one weight-lifting station to another according to their fitness desires. Some choose to lose weight and firm up, while others pursue an aerobic program, moving from one machine to the next with no rest in between.

The facility also features

Lifecycles, Lifesteps and rowing machines. Cardiovascular programs at Capital Fitness Centers consist mostly of aerobics classes held on the center's "floating wood floor" said Schillinger. "We put down a padding on the floor; put the wood floor on top of it. It's not glued or nailed. You can see when you step onto it, it's got a real nice give to it," he said.

New clients are asked to sign a medical waiver when they join, and it is recommended that they have a physical before they begin an exercise program. The owner said that the oldest clients at present are in their 50s. Since the center does not have a sauna or whirlpool, it does not tend to attract older people.

He said older children can use the facility when with a parent who is a member. Children 15 years of age and older can join the club with permission from a parent. "I believe you're never too young to begin exercising," he said.

Since the center opened last October, Schillinger said that he has not had to deal with the recession at all, even though he said some people were worried about it when the business began. "I think, that health is one of those things that people always find a way to do," he said. Schillinger said the only slowdown was during the holiday season. But since the day after Christmas, "It's been crazy here."

## Moak Builders have homes at heart

By Michael DeMasi

In the building business, it's said that every house is a compromise. Jim Moak, owner of Moak Builders in Guiderland, doesn't subscribe to that thinking.

"I go to great lengths to ensure you get exactly what you want," said Moak. "I will give you the service that you require. I'm there to make sure you're happy."

Moak grew up learning the carpentry trade from his father and went to college to become an accountant. After working in the area building trade for several years with major firms, Moak decided last August to venture out on his own.

"I call myself a full-service builder," said Moak, of his approach to doing business with clients. "I am a very hands-on individual. There are a lot of decisions to be made so I like to be constantly communicating with people. I am totally accessible."

To provide his clients with the best possible service and pricing, Moak works with a very limited number of sub-contractors. He just completed his first home and has two others nearly finished.

Moak likes to describe the building process as a six month marriage between builder and buyer. In most of these marriages, Moak said, people are looking to construct a home with a traditional exterior and lots of open space.

"They also want a contemporary interior with a traditional theme throughout."

Although housing starts have been relatively soft, Moak said he is very optimistic about the economy and the upcoming year. With the proposed tax credit for first time home buyers and other incentives, Moak expects the business to pick up soon.

"My business affects 278 different industries," he said. "Historically housing has always been the industry that turns the economy around"



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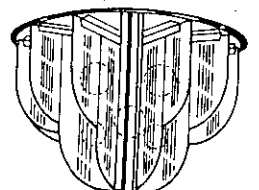
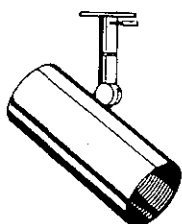
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## Capital Lighting charged up for '92

By Elizabeth Macdonald

Capital Lighting is wired for success.

In the six months the residential lighting fixture business has been in operation, Eric Fluster, self-described owner, president, window-washer and truck unloader, said he has added at least 100 new fixtures to the showroom selection.

"It wasn't a bad year, considering the economy," he said, "I geared myself to survive in this business."

Fluster used to own an electrical supply company which catered to contractors, but he got tired of the headaches involved with complicated payment plans. Seeing a hole in the local market after several lighting showrooms went out of business, he spent months searching for an ideal location to start a retail lighting business.

"I'm right next to Builders Square. Builders Square is my advertiser. Something like 12,000 people a week go there, which means that many people walk right by me," he said. He estimates 50 percent of his business is generated by people who come to the plaza to go to Builders Square and stop in Capital Lighting to browse.

Fluster said he has spent the time since the store's July 12 opening getting a feel for the location and tailoring his prices to beat any in the area. Already he has seen results from his "excellent sales force" of three full-time employees — 10 or 15 customers have returned for three or four purchases.

While the inventory at Capital Lighting changes by the day, Fluster says he has one of the few local selections of high-end contemporary lighting. That selection brought him corporate accounts

like an office downtown and a nursing home, but Fluster prefers strict retail transactions where the customer pays for the lighting fixture at the time of purchase.

The owner cites homeowners' recession tendencies to improve their present homes rather than re-locating to new houses as a benefit to his business. "Whether you're re-doing your home or buying for a new house, I don't care as long as you buy the lighting fixture from me."

While Fluster expects to have little trouble maintaining his business, he expects little from the local economy. "It'll probably be flat until springtime or summer-time. I mean, the government just dropped the prime a point," he said. "We'll never get back to the heydays of the '80s when people were spending money like it was water."

## At your service



The United States Postal Service's Postal Business Center, 1770 Central Ave. in Albany, counts among its innovations the newly improved express mail and priority mail services and a new diskette conversion system that offers quick access to proper addressing systems and postage discounts. Front row, Sherry Church, left, Manager Suzanne DeLyons and Ann E. Felt. Back row, Bill Rinaldo, left, Susan Scaringe and Bob Erno.

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## Fitness center fights fat, boredom

By Susan Wheeler

Mike Mashuta's Training Center in Delmar offers its members more than just a place to work out.

The nearly 7-year-old health club has everything from free weights to high-tech equipment, as well as a tanning booth and quality sportswear.

Owner Mike Mashuta said he is looking into the possibility of expanding the club by up to 2,000 square feet during 1992, although there are no set plans. Currently he is talking with real estate agencies and his landlord about expanding the business, which he said hasn't been affected by the recession.

"It is my belief personally that the move toward health and fitness is a lifestyle, not a trend," Mashuta said.

The center, located at 154 B Delaware Ave., offers a variety of fitness and Nautilus equipment. Ten Bicycles, 10 Stairmasters, two windracers, one Lifecycle and one Gravitron are among its collection of fitness machines.

The training center has recently been attracting more children, seniors and people with doctor-recommended exercise programs, according to Mashuta. New clientele has encouraged the center to add extensive walking equipment, including four treadmills — two for walkers and two for runners.

Members can also bring kids along, since the facility offers baby-sitting Monday through Friday at \$1.50 an hour, Mashuta said.

For customers who are time-conscious, Mashuta offers personal training.

Programs are individualized and usually begin with a general health analysis. The training is kept varied to avoid boredom and to maximize each workout.

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## Stylish dining



Mill Road Acres Country Club guests Karen and Steve Scott enjoy a relaxed moment at the club's restaurant. Located at 30 Mill Road in Latham, the club offers fine food served in a casual atmosphere. The dining room overlooks the club's nine-hole golf course for sports enthusiasts who like to keep an eye on the game. Live entertainment is also available on Saturday nights.

## Nursery does blooming business

By Heather Rockwood

According to an old farmers' myth, people plant more gardens and flowers during hard times.

Judith Wildzumas has good reason to believe that.

She and her husband, Michael, own and operate the Osborne Mill Nursery on Osborne Road in

Albany. They deal in wholesale and retail nursery stock, Christmas trees and soils.

The shop's main products include top soil, shrubbery and shade trees. In addition, a variety of organic soils, mulch, perennials, annuals, slate, stone and peat moss are offered.

When Michael Wildzumas retired from the Colonie Police Department after 20 years of service, he and his wife decided it was time to try something different. In 1981, they began a flower farm on their property, and as business continued to grow, they decided to expand.

In 1987, the flower farm grew into a fully-stocked nursery, including shrubbery, trees and landscaping services. Today, it is a flourishing family-owned and operated business. Daughters Michele and Jill work at the store with their parents.

Two landscapers are available to assist customers with basic product knowledge, give free estimates and help with landscaping ideas. If requested, they will do all the planting and work that is necessary.

"When customers come to our store, we try to assess their needs and work within their price range," said Judith Wildzumas. In an effort to determine what those needs are, customers are asked a variety of questions about the work they want done, whether the area is sunny or shaded and what type of soil conditions exist. It is also helpful for customers to bring pictures of the area, said Wildzumas. If the original ideas are not feasible, landscapers will try to develop new plans to better suit the customer's needs, she added.

## Fender bender menders



Erwin Ungerer (left), owner of T.A.C.S. Autobody Services, on Route 9W at Beacon Road in Glenmont, works with mechanic Joseph Oropallo. T.A.C.S. repairs vehicles which have been involved in an accident. It offers a free loaner car, free towing and handles insurance claims to eliminate out-of-pocket expense for customers. According to Ungerer, "Our service comes with the red carpet treatment. We check lights, fluids, tires and clean the car inside and out with wax and polishing provided 30 days later."

Hans Pennink

## Dealership steering through slow economy

By Michael DeMasi

If you're in the market for a snazzy German roadster, Capital Cities Imported Cars on Route 9W in Glenmont is the place to go.

Dealing in nothing but new Volkswagens and BMWs, Capital Cities offers reliable European engineering in cars that range in price from the downright affordable \$8,000 VW Fox to the opulent \$83,000 BMW 850i.

"We're a service oriented dealership and pride ourselves in complete customer satisfaction," said Stephen Picarazzi, general manager at the dealership.

"We treat each customer in a friendly and courteous fashion and give good quality products and service at a fair price."

For those servicing their cars at Capital Cities, the dealership will provide transportation to and from work and home while the car is being worked on.

"That's for everyone, whether or not they bought their car here," he said.

Although many car dealers have felt the pinch of the recession, Picarazzi said things seem to be looking up for Capital Cities.

He said that the last quarter of 1991 was much better than the last quarter of 1990.

"I represent two German manufacturers and so I think I have an advantage in offering quality automobiles," he said.

"The BMW is a great car. Dol-

lar for dollar you're getting more car because it'll last long and have a higher resale value."

**1992 could become a turning point for the automobile industry with auto sales on the incline and our economy on an upscale trend.**

Stephen Picarazzi


In a new program just announced by Volkswagen of America, the company will provide extra security for new car buyers who finance their purchase.

Should a buyer get laid off within the first three years of ownership, the company will cover monthly car payments up to \$500 for one year.

"I think it's a great idea," said Picarazzi. "It gives people a little more security."

Picarazzi said one of the factors responsible for the recent upsurge in business may also be that the average age of a vehicle on the road today is eight years, compared with the usual six years.

"At this point in time people are going to need to replace their cars," he said. "1992 could become a turning point for the automobile industry with auto sales on the incline and our economy on an upscale trend."



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## Optician has eye for healthy vision

By Michael DeMasi

Try not to confuse optician, optometrist and ophthalmologist. They're not all the same thing.

An optometrist prescribes lenses for people with bad vision. An optician fills out those prescriptions. And an ophthalmologist performs eye surgery.

The first two you can find at Buenau's Opticians at 228 Delaware Ave. in Delmar. The last one you cannot.

First opened in 1915 at 71 Central Ave. in Albany, Buenau's is the oldest optician business in the Capital District. It now operates at two locations with a total of 10 employees — the original site on Central Avenue and the new store, which opened in 1977, on Delaware Avenue.

"I'm the third generation," said current owner Michael Buenau, who took over the business in 1970 from his father.

With so many opticians to choose from in the area, Buenau said his outlets stand out by providing consistent, high quality service at a fair price.

"This is our livelihood," he said. "Let's face it you can buy a frame anywhere but it's the business that stands behind the product that makes the difference."

"Our big thing is providing quality service. The people come back here because we're sincere. We try to get on a one-to-one level with the customer and get to know them."

Besides communicating with clients within the store to understand their needs and problems, Buenau asks his clients to complete a confidential survey so he can get their feedback on the service they receive.

"It's a nice tool for us because I want to know how we're doing," he said.

In the business more than 20 years, Buenau has witnessed many changes in the eyewear industry. Once the forerunner in the market, hard contact lenses were replaced by soft contact lenses, which were first introduced in the early 1970s.

As for the coming year, Buenau is very optimistic.

"This year started off really good," he said. "January was the best month we ever had."

"The recession really hasn't interfered because people still need glasses. People need to see."

## Scanlan PR firm gets the word out

By Eric Bryant

Located behind the Tollgate Restaurant in Slingerlands, Mary Scanlan Public Relations is a full service public and media relations firm with an emphasis on delivering unique services to a varied clientele.

"Our strength, I think, in addition to having a highly skilled team of people working here, is that we deliver services that are unique to each client," said Mary Scanlan. "We try to build a relationship with each of our clients and make sure we're giving them what they need and what they want."

Scanlan emphasizes a "team" approach to the work at her four-year-old firm. With clients whose fields run from health care to fash-

ion, she and her three employees have to have a wide range of knowledge and the ability to communicate effectively.

The firm not only takes on traditional public relations jobs such as media relations, newsletters and brochures, but also sets up and runs seminars and symposia for clients, booking rooms and speakers.

Scanlan started her professional career as a magazine editor in New York City and, after several moves around upstate New York, ended up in the Capital District. She freelanced editorial and public relations work while her children were young, and in 1976 landed a position as public infor-

mation officer for the New York State Department of Social Services. After nine years at the state post, Scanlan said she "was looking for new creative challenges," and in 1985 decided to form Mary Scanlan Public Relations, an operation that worked for two years out of her home, moved to offices at Main Square in Delmar and finally in August set up shop at the Tollgate crossing.

With the economy looking gray for most small businesses, Scanlan said her firm is picking up new business in 1992. "Let's just say we've started off the New Year with a bang. We're keeping busy," she said. "We've got very bright people working here and we're all skilled at communication."

## Pet service offers at-home care

By Michael DeMasi

If you're going away for the weekend and don't want to leave little Spot or Fluffy alone to fend for themselves, give Michael's Pet Sitting Service a call.

Rather than dropping the pet off at a kennel, owner/operator Michael Benoit will take of your pet in the comfort of your own home.

"It's not house sitting, though," said Benoit, who lives in Albany. "I'll come over to let Fido out, feed him, give him a snack, and do whatever else you ask me to."

Started in early 1991, Benoit's unique service has quickly gained popularity among area pet owners. He is bonded and insured and provides references for new clients.

"Most of my clients are steady," he said. "Probably 90 percent are repeat customers. My name is out there enough now that people are referring me to their friends."

Benoit caters to business travelers and those who have to leave home on short notice. Often these people are shut out of kennels and need a reliable service to watch their pets while they're gone.

For those with more than one animal, Benoit offers a discount on each additional pet. Plus, his service is available seven days a week.

"At most kennels you can't pick up your pet on Sundays," he said.

Besides feeding the pets, Benoit will administer any medication if needed. For no additional charge, he also brings in the mail,

waters plants, and takes out the garbage.

And it's not just cats and dogs that he watches. Benoit has taken care of horses, guinea pigs, hamsters, birds and fish.

Benoit's business has become so popular that this year he is hiring extra help to assist with his rounds.

"I have a good feeling about 1992. I think it's going to go well because more people are getting to know me."

## Your car deserves the best motor oil

Here are a few facts about motor oil.

Experts say, don't change your oil just because it looks dirty on the dipstick. A good motor oil starts accumulating dirt as soon as you put it in the engine.

Change oil according to your car owners' manual, but change it at least every four months or 4,000 miles — whichever comes sooner, if you drive in stop-and-go traffic, or in dusty conditions, or haul heavy loads.

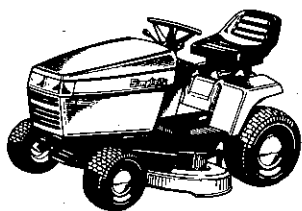
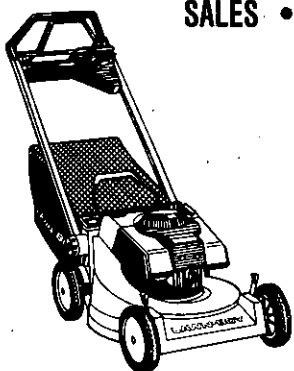
A good motor oil does more than coat every moving part of your engine with a protective film that reduces friction. A good motor oil helps keep your engine cool. It also cleans out contaminants and seals in vapors and gasses to prevent loss of power.

## Sleep sense

Occasional problems with falling asleep are common for many people. Research suggests about one in eight Americans suffer some sleeplessness annually. Sleeplessness may stem from stress, noise, jet lag or an unfamiliar environment. Napping, alcohol and caffeine use can also cause a night of tossing and turning.

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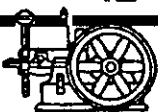


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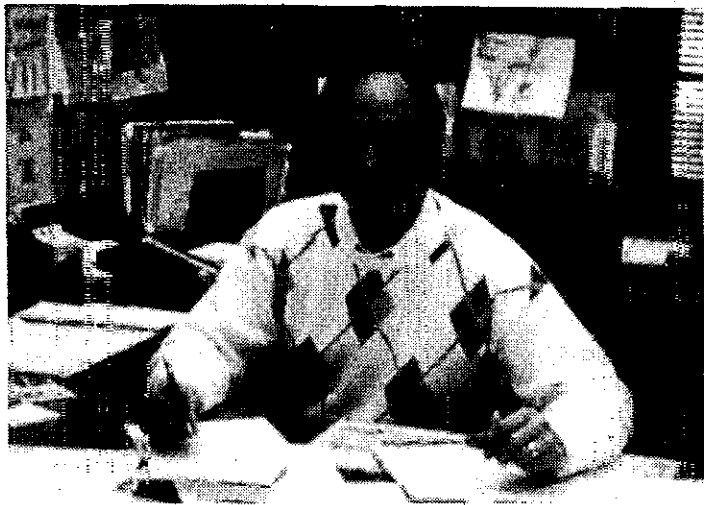
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## Building you up



For major remodeling jobs or a total custom redesigning of your home, give Kevin Klersy, executive vice president of Klersy Building Corporation, 413 Kenwood Ave. in Delmar, a call. Formed in 1951, Klersy's has been doing custom renovations for the greater Capital District for more than 40 years.

## Import Motorcar offers auto service with style

By Michael DeMasi

An ounce of prevention is worth a pound of cure, especially when it comes to taking care of your car.

At Import Motorcar Service in Voorheesville, owner Mark Crouse takes pride in servicing and maintaining his customers' Hondas, Toyotas, Volkswagens and other foreign cars.

"The thing we stress is preventive maintenance," said Crouse. "I'm very concerned that customers get a good job done at a reasonable price. We take a common sense approach to repairs and maintenance."

Former owner of European Auto Works, Crouse closed his old shop in Altamont in 1988 and opened Import Motorcar Service on Route 20E in Voorheesville last October.

The name may have changed, Crouse said, but the quality service has remained the same.

"We are a service facility," he said. "There's no middleman here.

You talk directly to the repairman and know exactly what's being done to your car."

In addition to his original clients from European Auto Works, Crouse has also attracted many new customers through "word-of-mouth" advertising.

"People would like to maintain their cars as long as they can," he said. "I take the extra step to insure the job's going to last three, four, and five years."

Along with plans to build an addition this year so he can do alignments, Crouse hopes to soon be certified as one of only 500 Bosch repair facilities in the country.

Bosch manufactures all European ignition and fuel-injection systems, and holds the patent rights to the systems on Japanese cars, explained Crouse. "They're looking for a top-notch facility that's appealing to the public," he said.

## Environmental Options takes off

By Elizabeth Macdonald

Keith Bulatao thinks he has discovered something the community really wanted.

In March, he opened Environmental Options, Inc. stocked with environmentally sound products at 601 New Loudon Road, Latham. Business increased dramatically each month and so many customers were making the trip from towns to the north, that, in August, he opened a second, smaller store in Saratoga Springs, two blocks off Broadway.

The stores carry products good for both the environment and the economy. The selection includes energy-efficient lighting products, bulk cleaners, natural personal care products, non-toxic pet control and natural pet care products.

"Many people are now realizing that environmentally sound products are economical. For example, we offer cleaners in refillable bottles and find that once people realize that they do not have to pay for the plastic, they use our cleaners. We anticipate a great deal of growth in sales of our bulk cleaners and personal care in 1992," Bulatao said.

The cleaners he sells are more concentrated than the name brands people usually buy. He said a 32 oz. bottle costs \$2.69, but since you need to use only one or two ounces of detergent with each wash load, "It beats Tide whether it's on sale or not."

Environmentally-speaking, it is a bargain too. "Refilling bottles is better than recycling bottles," he said, since the recycled bottles are simply made back into detergent bottles. "It's a waste of energy."

While cleaning supplies are inexpensive all around, Bulatao said that initially, changing to energy-efficient lighting can be more expensive. He cited the \$15 15-watt light bulbs he sells to replace traditional 60-watt ones. Since the wattage reading on a light bulb has nothing to do with the light output, using 15-watt bulbs greatly decreases the

amount of energy used to produce illumination. "It uses one quarter of the energy with the same output," he said. Since the light bulbs also last longer, "It more than pays for itself, but \$15 is a lot to lay down when you have to replace one bulb."

Correcting common misconceptions and teaching people how to shop for the environment are important missions for Bulatao. His Environmental Education Program has three parts. He speaks to school and business organizations about ways to help the environment and was featured on a WMHT television program about businesses and the environment in January.

Schools receive a 15 percent discount on books and other educational materials they purchase at the store. He also hosts fund-raisers for school environmental clubs, such as selling canvas lunch bags at Emma Willard. He said children in elementary and high school are the most enthusiastic and interested in options for saving the environment.

The Shaker graduate worked for the E.P.A. (Environmental Protection Agency) in Washington, D.C., and he shares that experience with the Capital District in the quarterly newsletter he prints, filled with articles, book reviews, and coupons. The newsletter is circulated to customers on the in-house mailing list with 1750 names to date.

But each month, that number has been increasing. "Every month has gotten better. We're

pretty encouraged," the owner said. He hopes to expand this year by offering wholesale recycled paper products and cleaners and expanded energy-efficient lighting to local businesses. "We show the business how to save money and energy, and then we install it for them if they need that too," he said. Besides retro-fitting lighting systems to businesses, the company plans to supply products, such as organic fertilizer, which local business people have requested.

"I think we'll keep continuing to move up, especially as I learn a little more about what people are interested in," Bulatao said. Initially, he was surprised to discover that natural pet care products sold so well. He cited herbal flea collars and herbal flea dips. Customers have also been very positive about the expanded gardening section which includes organic fertilizers made entirely of soaps and fatty acids. The fertilizers are so non-toxic that they do not even have to be registered with the E.P.A.

The Envision line of recycled paper products also sold in the two stores has an ecological link to the Capital District. The company which recycles the materials offers to pick up recyclable papers from offices in the area. So materials which are removed to be changed back into useable products by a factory in the Midwest, could, in theory, be returning to those very businesses for a second run via Environmental Options, Inc.

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## Jade Housing covers building gamut

By Elizabeth Macdonald

Jade Housing Corp. is raising the roof as "design-build professionals."

Raising the roof, adding dormers, or building a second story, in fact, are standard procedures for the Latham firm. "We do the complete job design, and install or build, start to finish," said Carla Brind. Brind and Joseph Derkowski co-own the business, which does remodeling, building and consulting work for homeowners and contractors.

Builders bring clients to the 755 Troy-Schenectady Road company to work out the details of a home. Seven Jade Housing professionals work with homeowners from the foundation up, from designing the home to selecting colors for the interior.

If the company has been hired to construct the home itself, they go through the same process — drawing up architectural plans, selecting materials, obtaining an engineer's stamp of approval and providing all the skilled labor needed for the job.

"Or a homeowner can call us down for an hour to rearrange furniture," Brind said. "We do everything."

And that even includes Japanesetea houses. Jade has designed a Samurai house as an efficient and useable alternative to a gazebo — it is square with a pagoda-style roof and glass panels to keep the sun in during chilly fall months. Brind said the panels can be switched to screens in the summer to keep insects out.

Northeast's version of the gazebo can be custom-designed in octagons or circles and placed out in the open or directly on a walkway. Brind said it's intended to be used as a gathering place for three seasons of the year and can be used for storage during winter.

She said it's an advantage to be a company that both designs and builds. "They will want to have somebody design something, but they're not ready to build for another year," she said. "So, we'll do the design for them and get a fee

for it, usually a percentage of what it would actually cost to build it, and then they can come back to us or get someone else to build it."

Brind projected new construction in Delmar and Pond Hill East Greenbush in 1992. And she has hopes the new home market will pick up this year. "We've had some people calling. One is interested in a new home, and another is adding a second floor onto a town house," she said.

"At least we have people calling and asking for estimates. That doesn't usually develop for another month. So it looks good. And the weather's been helpful. When it's snowy and wet, people usually crawl into their shells."

In general, she has noticed people searching for more space within the context of existing homes, tending to build up rather than out. "Dormers seem to be coming back," she said. Especially in small bungalows built in the 1940s, homeowners are adding dining rooms, master baths or master bedrooms. "Kitchens and baths are what people look at when they're buying a house."

## Monopoly in space is out of this world

Monopoly, the popular real estate board game introduced by Parker Brothers in 1935, has been played in some very unusual places.

The most out-of-this-world games had to be those played by astronauts, who used Monopoly sets specially designed for manned

space flights at the request of NASA.

Perhaps the most "in depth" game was the Buffalo Dive Club's 45-day underwater game in 1983.

Monopoly is played today by some 250 million people in more than 30 countries.

## Carpets of many colors



Mark Savage of Delmar Carpet, 222 Delaware Ave, Delmar, displays the store's current samples. The store was founded in 1988, and Savage became owner in December 1991. Delmar Carpet offers complete carpeting and no wax vinyl flooring.

Bruce Neyerlin

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## Down on the farm



State Farm Insurance, 840 Kenwood Ave. in Delmar, specializes in individual insurance for the home, auto and business, as well as life and health insurance. Agent Elaine Van De Carr was recently certified, which enables her to handle retirement plans and annuities. She said that 1992 will see the continuation of personalized services for all individuals under the traditional State Farm coverage.

## Wainschaf firm builds with buyer in mind

By Michael Kagan

When Bob Spencer and Jerry Wainman founded their Wainschaf Associates general contracting business in March, 1980, they didn't aspire to become one of the Capital District's largest contractors. "We decided we thought we could do a good job on our own," said Spencer. "We're kind of doing it our way."

Wainschaf Associates, located at 65 Washington St. in Rensselaer, specializes in residential and commercial construction, including new custom homes, additions, remodeling, light commercial structures and garages. Drafting, consultations for project feasibility, and free estimates are also offered.

Spencer said, "We build things as if we were going to live in it. We try to produce the best product at the most reasonable price."

The recent economic downturn has been somewhat of a detriment to the company. "It has caused us not to spend as much time bidding on the open market," he said, "We've had to fall back on past clients and referrals for the past year and a half. We have gotten through all right to this point. . . but it will still be a difficult year this year."

Wainschaf Associates did add four employees in 1991, an equipment manager, a carpenter, and two apprentice carpenters.

Spencer has a message for potential clients: "For anyone con-

sidering construction of any kind, now is the time. Prices are low. Interest rates are low."

"We would like to grow a little bit more," said Spencer. "We don't want to become one of the big contractors. We want to be a medium sized, well-respected contractor."

## Carpet firm weathers tough times

By Kathleen Shapiro

This past year has been a case of "trial by fire" for fledgling business owners Dave Sampson and his wife, Shirley Bianchi-Sampson.

No sooner had the couple opened their first business, the Creative Carpet Centre, when the Persian Gulf War broke out and the recession hit hard.

"With the economy going down and the war last year, it's been a tough time," Sampson admitted. "But we think we can see the light at the end of the tunnel now. Things are getting better."

Located at 121 Old Route 146 in Clifton Park, the store carries top-of-the-line carpeting and other floor coverings, including vinyl, hardwood and ceramic tiles.

"We're trying to gear ourselves toward the customers of the 90s," he said, noting that many of the store's products are custom designed. "We're going for service and value at the best possible price."

Last month, the store stumbled upon a stroke of good luck when it began sharing space with Room Scapes, an interior design firm specializing in wall coverings, custom bedspreads and window treatments.

So far, the informal partnership has been a boon to both businesses, said Sampson. "When people start thinking about changing their drapes and wallpaper, they usually want to change the whole look of the room," he said. "We're trying to give them a chance to do one-stop shopping."

## Tri-City Beepers



James and Elaine Loder established Tri-City Beepers in February 1990. It is the first communications firm in Delmar to serve the Capital District. The business at 208 Delaware Ave. sells and leases electronic pagers. Elaine McLain

## Federal kiddie tax on gifts affects finances of dependents

Sharing your wealth with your children may have more tax consequences than you think.

of unearned (or investment) income, such as dividends, interest and capital gains.

The New York State Society of CPAs suggest you consider how the kiddie tax may affect your savings and tax strategy when saving for your child's future.

Under the tax law, a child may apply \$550 of his or her standard deduction to offset the first \$550 of investment income. This means the child's first \$550 of income is tax free. The next \$550 will be taxed at the child's rate, but any amount over \$1,100 will be taxed at the parents' top tax rate.

The purpose of the kiddie tax is to discourage parents and relatives from shifting some of their income to children simply to reduce their own tax liability. The kiddie tax applies to children who are under age 14 and who have over \$1,100

These rules do not apply to children who are 14 years of age and older.



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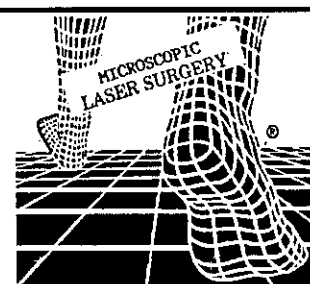
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## Bank chief: Recovery slow but sure

By Elizabeth Macdonald

It turned out to be a good first year on the job for Cohoes Savings Bank President Harry L. Robinson.

"We've had a lot of home equity loans and refinancing of existing first mortgages," he said, "And

we started offering annuities a couple of months ago as another dimension, another outlet, for people."

He said the conservative bank continued to build on its capital base through 1991.

"Whatever the economy does,

we're required to adjust to it. Hopefully, the economy will pick up and we'll get some other types of consumer loans and some new construction."

In 1992, Robinson says the bank will emphasize two basic principles. First, he says the bank recognizes that customers are the foundation of the institution, therefore quality service will continue to be of the utmost importance.

"Second, financial strength and stability will be the strategic focus by which we will manage the bank," the president said.

Robinson said the bank will remain strong and stable in 1992 by avoiding pitfalls such as trying to reach too far for loans and waiting patiently for the home and consumer markets to get back on track.

To reduce the risks of loans made by the bank, Cohoes Savings has had to reduce the rates paid on deposits. "If we reduce rates to attract loans, then it reduces whatever we pay depositors. It's a two-sided axe. If it goes down on one side, it's bound to go down on the other," Robinson said.

The bank president cited the expansion of the School Savings Program to more than 35 local schools (16,500 students) and the introduction of commercial checking accounts, commercial lending, credit cards and overdraft protection (line of credit) on personal checking accounts as examples of quality products and services available to the bank's customers.

## GE Selkirk practices good neighbor policy

By Michael DeMasi

General Electric Plastics in Selkirk isn't just a 25 year-old manufacturer of high performance engineering plastics for countries the world over. It's also an active member of the community.

"GE Selkirk takes pride in its association with the area townships and looks forward to continuing a positive relationship with the people in the community," said Marcia Fish, site communicator for GE Selkirk.

The company's Community Outreach Program teamed up with the Bethlehem and Ravena-Coeymans-Selkirk school districts last year on a number of projects.

Besides sponsorship of Junior Achievement and class room tutoring on chemistry and public speaking, GE Selkirk was also a partner with the Bethlehem Central School in the Lab School project.

GE Plastics in Selkirk, which employs more than 600 people, manufactures a wide range of products that are used in a variety of applications, such as the automotive, computer, business machine equipment, electronic and appliance markets.

Despite a tough economy, 1991 was marked with significant accomplishment at the company. Notably, the plant was recertified by the Occupational Safety and Health Administration as one of the safest environments in the U.S.

Additionally, \$1.3 million was invested in the site's emissions

reductions program, which is in compliance with the Superfund Amendments and Reauthorization Act (SARA).

"The site's four year SARA investment of \$8.1 million contributed to an emissions reduction of over 50 percent since 1987," said Fish.

In 1991, construction also continued on the \$110 million Cogeneration facility. The project is a partnership between J. Makowski Company Inc. and Old State Management Inc.

"Once it's operational, the facility will provide a clean, reliable and economical source of electricity to help satisfy the region's growing demands on the Niagara Mohawk system, as well as supply GE Plastics with needed steam to support production at a considerable cost savings."

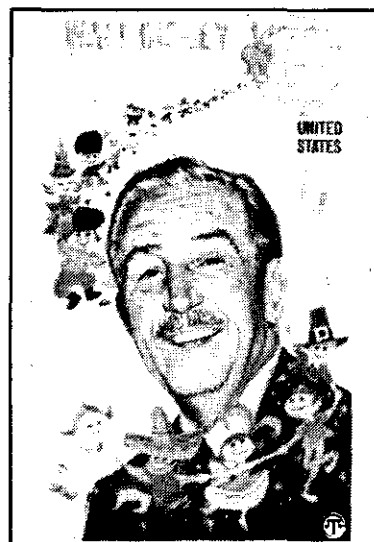
### Stamp collecting: a hobby to stick with

Today, stamp collecting is the world's favorite hobby, enjoyed by an estimated 20 million people—but it was not always so.

When the first gummed stamps were introduced by the British Post Office in 1840, many predicted an early demise for the newfangled forms of postage. Instead, the mailing public found the stamps — known today as the "Penny Blacks" — to be the answer to many of the problems previously experienced when posting correspondence.

In 1847, the American Post Office Department introduced its own stamps, which featured two national heroes — George Washington and Benjamin Franklin.

Today, collecting stamps provides a view of not only historical figures, but also present-day diplomats, actors, writers and athletes.



Walt Disney is just one of hundreds of famous Americans pictured on postage stamps. Stamp collecting remains one the most popular hobbies in the world, especially among children, as it is very easy to begin a first collection.

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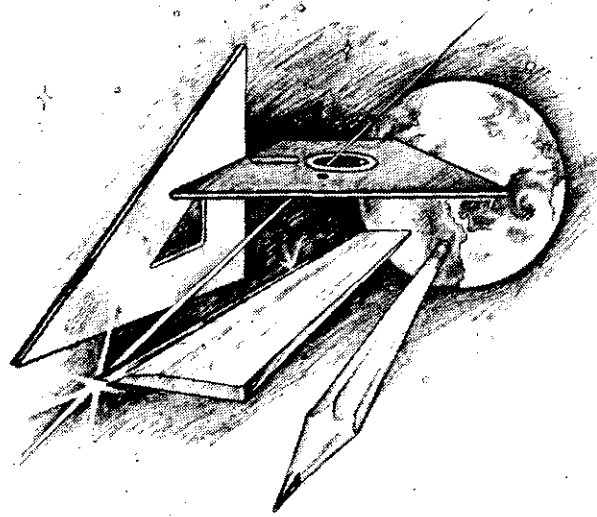
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## For Delmar design sky's the limit

By Hilary Lesser

In the current economy, instead of buying new homes people are looking to remodel their own, says Delmar Interiors Designs President Brent Histed.

"People are remodeling more than buying new because they have a lot of equity in their homes," said Histed. "I see more people turning back to their homes and putting in carpeting, draperies, tiles and general remodeling."

Delmar Interior Designs, a division of Delmar Construction Corporation, is located at 228C Delaware Ave. and has been owned and operated by the Histed family since 1946. Brent and Gary Histed took over the business from their father when he retired in 1976.

According to Histed, Delmar Interiors provides a major furniture building and room designing service for the home. "We build furniture for every room in the house. We really have no limitation," he said.

Company merchandise includes cabinetry, custom counters, vinyl flooring, ceramic tile, marbles, carpet and wall paper.



Delmar Interior Designs President Brent Histed at his shop on Delaware Avenue. Hilary Lesser

The business employs a 21-person staff of engineers, designers, plumbers and electricians.

Estimates costs \$50 per hour. The fee is deductible from the

total cost of a Delmar Interiors job, he said.

Looking towards the future for Delmar Interiors, Histed said, "I'd like to see good solid business at a reasonable medium pace."

## Warm flames can beat cold, dreary day

Cold weather can often put a chill on the most enthusiastic of spirits and the best laid plans. Then settle back and slowly sip a soothing cup of hot tea.

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Smith's Tire Service, 608 Columbia Turnpike, East Greenbush, is managed by Al Guntharp. Smith's sells Goodyear tires, is a certified auto service shop, performs tune ups, computerized wheel alignment and is a state certified inspection center. Guntharp said Smith's offers its customers monthly service specials and coupon discounts. "Quality doesn't have to cost more" is Smith's Tire Service's motto, he said.

Hans Pennink

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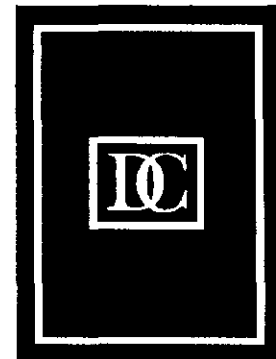
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## Cleaning service credits motivation for its success

By Elizabeth Macdonald

Menands General Cleaning provides a service to the community that has nothing to do with vacuums or scrub brushes.

"Any small company, like myself, that can grow is good for the general economy because they employ people," owner Joe Audino said. "And cleaning services especially tend to employ people who either work full time at another job and need more income." Audino said he takes pleasure in hiring people who might otherwise have trouble making ends meet.

He emphasizes motivation as a key component behind the quality janitorial services he provides. "Training motivates and service businesses must be totally committed to the task of fulfilling the agreed upon level of services. And go beyond expectations," he said.

"I find the biggest motivators (for employees) to be training and flexibility of scheduling," said Audino. "With salaries, we do the best we can. You can't discriminate anywhere in this world, except when based on job performance."

Audino's eye for responsible help has aided him in branching into residential cleaning as well. He said he has to have responsible, honest employees that people are comfortable having in their homes. "In 1992 we're looking to make an impact on the residential market with two types of people: people that want a good quality staff coming into their home and don't have to worry

about security or honesty. And the person concerned with the environment," Audino said.

Menands General Cleaning is introducing the EarthRite line of products for clients who are environmentally concerned or chemically sensitive. The cleaning materials are all-natural, non-toxic, and non-allergenic. Audino said it was "quite a chore" to find a line of all-natural, bio-degradable products that accomplished the cleaning tasks assigned. He said many such cleaners leave a film or have an unpleasant odor or simply don't clean as well as they should. Audino said the EarthRite products do a good job but they are a more expensive commitment.

"We know the most efficient methods of cleaning, sanitizing, dusting, vacuuming, polishing and window washing. We know how to treat vinyl, ceramics, marble, and wood for extended life and better appearance. We can also offer you lawn maintenance, carpet cleaning and dyeing or any other cleaning needs you may have," he said.

Audino, who works out of offices in his Albany home, said that there is really nowhere to go but up in the residential section of his business. He has 10 clients already lined up and 10 under consideration. He said that with the exception of two accounts, he is still cleaning for the same commercial customers that he started his company with in 1980.

Menands General Cleaning enjoyed its largest growth ever in the first eight months of 1991.

## A good day's work



Gene O'Brien, assistant manager of Curtis Lumber in Delmar, presents the newly-completed Abitare kitchen display. Curtis Lumber, which offers a variety of goods and services for home renovations, recently finished Abitare displays for the bath area and mill work.

Elaine McLair

## Hair salon does business in style

By Hilary Lesser

Profile Hair Design Inc. Manager Theresa Spinelli says she can't complain about business—people are still coming in for perms, hair coloring, waxing and manicures.

"I can't complain considering the economy," said Spinelli of business at the salon she started in 1989 at 318 Delaware Ave. in Delmar. "We like to provide the best possible service we can."

Spinelli said the salon strives to maintain a relaxed atmosphere, with calming colors of peach and teal in the interior. "It's a soothing effect," she said. "Ninety-nine percent of the time the atmosphere is relaxed. We give customers our total attention."

Spinelli said because she feels Delmar clients are somewhat progressive, she'd like in the future to become a full-service salon and offer facials and pedicures.

The salon's list of current services includes perming, coloring, waxing, manicuring, hair foiling and eyelash tinting, which involves darkening the eyelashes with brown or black vegetable dye to help mascara stay on better, she said.

In Spinelli's view, the new look for the 1990s is "very soft." She said clients are getting more full-body waves and fewer "hard curl" styles. They are also getting professional cuts which are "somewhat conservative," she said.

"Delmar is in to bobs for some reason," she said.

The salon also caters to working women, said Spinelli. "We are open every night for the working client."

Each time a customer comes in, Profiles' stylists try to change their hairstyle a little bit, she added. "We rarely do the same thing," she said.

Currently the salon employs four hair stylists and two receptionists.

### New booklet outlines savings strategies

With the emphasis on new beginnings and good intentions, now is the time for Americans to map their long-term savings goals.

Whether the desire is to finance a child's education, remodel a home or buy a new car, the key is planning ahead, experts say.

A new booklet, "Attaining Your Investment Goals," published by American Capital Management & Research Inc., offers concrete suggestions. For a free copy, write: Guide to Attaining Your Investment Goals, P.O. Box 1411, Houston, TX, 77251-1411 or call 1-800-421-5666.



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## School rich in tradition

By Michael DeMasi

Like many private schools, the boys Albany Academy has a clock tower that overlooks its campus on Academy Road. This is no ordinary clock tower, though.

Rising majestically above it are also a seven foot long laminated gold fish and a bulging metallic pumpkin.

Donated by the architect who originally designed the clock tower, the steel fish and pumpkin have come to represent prosperity and wealth at the independent day school for boys.

Founded nearly 180 years ago, the school provides a college-preparatory program to students in grades nine through 12 as well as a structured learning environment to children in kindergarten through eighth grade.

With a full-time teaching faculty of 50 and a student body of 420, the Academy is able to maintain a normal class size of 15.

The student to teacher ratio of 11 to one ensures every student gets special attention, said W. Bradley Gottschalk, director of admissions.

One year ago, the school stirred some controversy among past and present students as it broke with a longstanding tradition. Beginning with last fall's entering class, students were no longer required to wear military uniforms.

Although the school is not a military academy, all students in the middle and upper school (grades seven through 12) are required to participate in the Battalion Leadership program. In this program, students perform mili-

tary drills for one period a day, four days a week, during the fall and spring.

"This is a long and highly established part of the academy," Gottschalk said.

Rather than drill indoors during the winter, the school decided to institute a community participation program this year.

So far students have volunteered for various causes, including the American Cancer Society, holiday food drives and the Children's Hospital at Albany Medical Center.

"Every student is also able to involve himself in a number of extracurricular activities," Gottschalk said.

There are 13 varsity sports at the school including football, soccer, basketball, ice hockey, skiing, swimming, baseball, lacrosse and tennis.

With two gymnasiums, an indoor hockey rink, swimming pool, 9 tennis courts, a 400 meter track, fitness center, football field, and more than 15 acres of playing fields, the school has some of the finest athletic facilities in the Capital District.

Enrollment at the school is slightly down from the mid 1980s, when the student population reached close to 500.

"I'm sure the economy is one of the reasons," Gottschalk said. "We're hoping to come back though. We would like to be at around 450 to 500."

## National Savings Bank puts customer first

By Susan Graves

National Savings Bank, with deep roots in the Capital District, has a strong sense of community and puts its money and its expertise where its mouth is.

Vice president John T. King said at National Savings Bank personnel sit down with customers to determine what their needs really are before deciding what kind of loan, if any, applies.

"This is one thing we do a little differently," King said, "Once we get a handle on their true needs, we try to fit a product to their needs." Often people aren't sure of what their needs are and can benefit from the services at National Savings.

"There are many more options than there used to be and it's important to dialog with people," he said. "We save them money and headaches and often talk them out of refinancing to save dollars."

The National Savings Albany office on 90 State St. opened in 1868 and now has nine branches in New York and King said it continues to have strong ties to the community. "We're the exception, not the rule in this industry."

National Savings also sponsors classes for prospective home buyers and in the future plans to include accountants and lawyers to help people better understand the process of closing a mortgage, King said.

Because of lower interest rates, National Savings has added "a lot of people to take and process applications."

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John T. King



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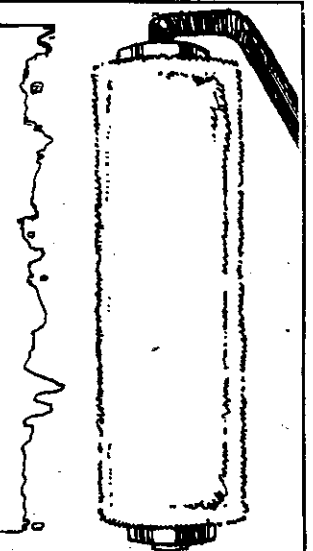
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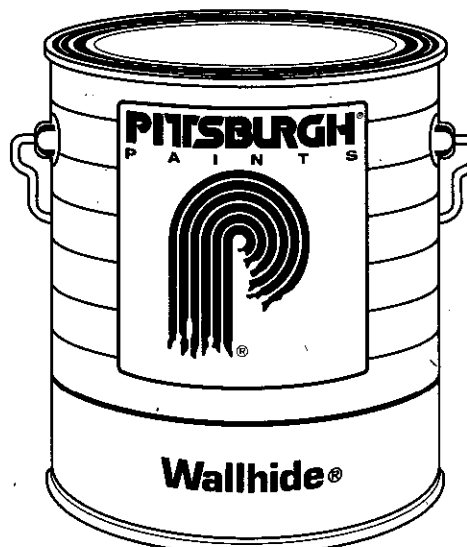


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## Dresses and more



Rick Spenello takes a seat in one of his three The Shoppe women's specialty stores. The Shoppe, located in downtown Saratoga Springs, downtown Schenectady and Delmar in Main Square Shoppes at 318 Delaware Ave., carries clothing, jewelry and accessories. The newest location, in Delmar, has been open since August.

## Polascek's packs in bargain hunters

By Elizabeth Macdonald

Add a few cash registers, a couple of dairy coolers, and 800 meat and dairy items to the former Tobin Packing Company warehouse on Exchange Street in Albany and you have a new concept in area food discounting.

Jack Polascek, owner of Polascek's Meat, Deli & More, created the cash and carry business; in what amounts to a little more than a refrigerated meat warehouse. He is assisted by Paul Calacone, store manager.

"Walking into our new outlet is like taking a trip back in time," Polascek said. "With the recent move of our wholesale meat operations to the Tobin building, we now had an outstanding opportunity to cater to the retail customer. We had the product right there, plenty of refrigerated space, and the tight economy seemed to assure a steady demand for bargain prices on meat and cheese."

Calacone quoted some of the prices that have lured bargain hunters into the chilly warehouse, including a pound of bacon for 79 cents, and a pound of boiled ham at \$2.99.

Even though temperatures inside range from 45 to 50 degrees, Polascek said, "The customers are more happy than we are. They always ask us why we didn't do this before."

The cash and carry appeal has attracted more family shoppers than small businesses. Polascek estimated that 75 percent of their business comes from people shopping for large families. "It's no problem for them to buy a five pound bag of chicken wings." The remainder of the customers are shopping for small businesses such as bars, single-location restaurants, and small delis, he said.

Polascek said it was easier to serve the small area restaurants with cash and carry because the restaurants can come and shop for themselves. He said that it was not as economical for Polascek's Meat, Deli & More to deliver small loads of meat and other products to the smaller area establishments so the warehouse where the owners can select their own meat is ideal.

All beef and pork purchases are custom-cut free of charge. And personnel are available to offer

advice on meat and its preparation. They will even carry purchases to the customers' cars, a plus for elderly buyers.

The recession has proved a positive environment for Polascek. Since its November opening, the warehouse has enjoyed business from money-conscious shoppers eager to keep the costs of running a home or business reasonable. Polascek said the warehouse also offers an affordable alternative to a caterer for social events such as weddings and parties.

The company is beginning a "freezer plan" offering which will allow consumers to choose a package of freezer items for a set price ranging from \$45 to \$79. A beef package might include roast, stew, ground beef, and boneless steak. Other combinations include ham and cheese.

Polascek said he was looking forward to the end of the recession in 1992. "I think we'll do nothing but grow. We have no place to go but grow."

## Craft shop makes business hands-on

By Heather Rockwood

If you're a creative person and like to use your hands, you know how gratifying it can be when a project is completed — it's yours from start to finish. You also know that craft materials can be quite costly.

Large retail stores have much to offer in terms of variety, but sometimes give little when it comes to low prices and personal attention. That's when it is time to head to Crafts & Fabrics.

Crafts & Fabrics Beyond The Tollgate, Inc. is a small retail store which specializes in craft supplies. Owned and operated by Norman and Lynn Warrell, the business was formed in 1989. Its location at 1886 New Scotland Road in Slingerlands makes it a bit off the beaten path, and away from its larger competitors.

At a time when most retailers were taking a beating from a sluggish economy, Crafts & Fabrics flourished in 1991. Overall business was up 19 percent over 1990 figures.

With so many people unable to head to the malls for expensive ready-made gifts this Christmas, customers headed to craft stores to develop their own creativity while saving money, said Lynn Warrell. Customers seem to be spending more time at home making things themselves, she said.

If you think this sounds like a great idea but are insecure regarding your artistic abilities, do not despair. Warrell has helped many troubled "artists" who come in to the store in need of assistance and guidance.

Even during a successful year, most small retailers do not have extensive advertising budgets. But decorations at Crafts & Fabrics for Easter, Halloween and Christmas have brought many curious customers inside.

A "Christmas In July" craft show, scheduled for July 25 this year, attracted 20 vendors on the front lawn last year, with a half-price sale on summer fabrics and one dollar off Christmas fabrics. A Halloween costume contest also adds to the unique charm of the store — the sole requirement for contestants is that they wear handmade costumes.

"When you are small and relatively new, you have to work very hard at being something special, something different," says Warrell. "Our overhead is low and our prices are competitive — our sales are spectacular."

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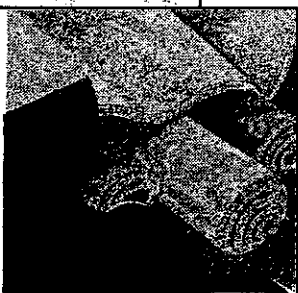
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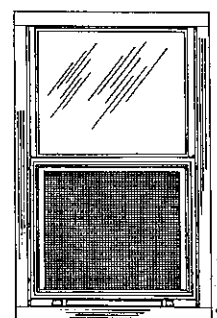
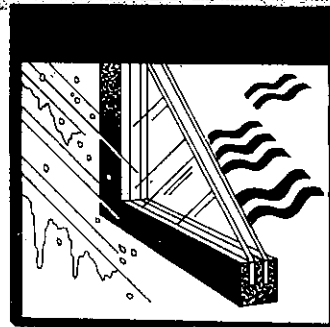
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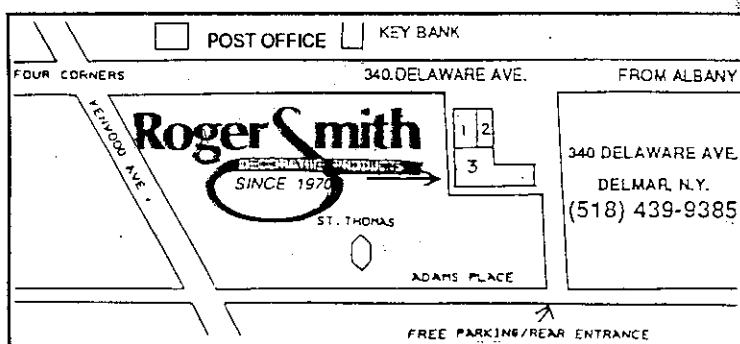
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## Birds, in 2nd place, wait for seeding

By Erin Elizabeth Sullivan

Sitting pretty in second place, the Voorheesville Blackbirds basketball team put forth two excellent second halves last week, rising above Cohoes and Averill Park with scores of 59-42 and 65-35, respectively. The double win bumped the Birds' record to 12-4 league and 13-5 overall.

At home on Tuesday night the Birds got off to a slow offensive start. Their tremendous defense, however, caged the Tigers, who couldn't stop the efforts of center Steve Lapinski, returning from an ankle injury. Lapinski sank six field goals and five foul shots. Tom Gianatasio contributed 17 points and Erin Sullivan had 10. Jack Brennan, who has been starting in a guard position, chipped in seven.

"Jack has been playing good

defense and has scored some points for us," said Coach Skip Carrk. "He's performing well at both ends of the floor."

At Averill Park on Friday, Carrk was disappointed with Lapinski's "slow start" and Kevin Relyea was subbed in the game. "He (Relyea) picked up some fouls, but played very aggressive defense," Carrk said. Lapinski entered the game in the second half and nailed 17 points to lead the Birds to victory.

It was not until this second half that the Birds came alive. They sank a total of 45 points to advance to an easy win. Sullivan had an excellent game with 13 points, 16 rebounds and four steals, and Kevin Meade played his best game of the season, scoring nine points in the fourth quarter. No player from Averill Park reached double figures.

Throughout the season the Blackbirds have held all league opponents to under 43 points and 44 points in non-league play. This defense has allowed the Birds to build the best record that a Voorheesville boys varsity basketball team has had since 1984.

Sectional seeding will take place on Feb. 19 or 20 and Voorheesville is hoping to land one of the top four slots. "The top seed will most likely go to Watervliet," said Carrk. "The next three are up for grabs between Schoharie, Spa Catholic and us."

The Blackbirds were scheduled to play at Lansingburgh yesterday (Tuesday) and will play their last home game of the season on Friday against Mechanicville.

### BC wrestlers defeated

By Jared Beck

The dismal season continued for Bethlehem's varsity wrestling team last week as the Eagles ended their home season with a 64-12 loss to Columbia, dropping their record to 3-10.

The Eagles had three individual victories in the meet.

Brian Fryer (126) cruised to a 7-0 decision, and Eric Horowitz (155) grappled to a 7-2 win. The other win for BC was a forfeit by Zack Hampton at 112.

The regular season ends for Bethlehem today, Feb. 13, with an away meet at Mohonasen.

### WRAV donates \$50,000 for area fire network

"The Mix," WRAV 94.5 FM, has pledged \$50,000 to the Selkirk Fire Department toward improvements to the Regional Fire Communication Network. Bob Costello, general manager of WRAV, presented a check to fire officials on Thursday, Feb. 6, at 10 a.m. at Fire Station No. 2 on Glenmont Road in Glenmont.

## Ladybirds drop two games

By Greg Sullivan

Despite playing well last week, Voorheesville's girls varsity basketball team was nipped at the buzzer in both of its Colonial Council contests. After being narrowly defeated by league-leader Cohoes on Tuesday, the Ladybirds were once again beaten in the closing minutes by Averill Park on Friday.

Voorheesville gave Cohoes (13-1) all it could handle on Tuesday, as the Ladybirds' outside shooting kept the game close down to the final seconds. Throughout most of the second half, Cohoes clung to its lead of about four points until one of five Courtney Langford three-pointers cut the lead to one with just nine seconds to play.

Voorheesville then dug in on defense in hopes of getting one last attempt to win the game. Cohoes, however, rebounded one of its own missed shots and managed to run out the clock for a 40-39 victory. Langford finished with

a game high 21 points while teammate Becky Baily chipped in 10 of her own.

The story was nearly the same on Friday night as Averill Park's strong third quarter allowed them to withstand a fourth quarter effort by Voorheesville to come back and win the game. After leading 25-24 at halftime, the Ladybirds were outscored 16-6 in the third quarter. They nearly did it as they closed the gap to one point with 42 seconds left in the game. However, two free throws by Averill Park's Courtney Mahoney helped seal the 49-46 victory for her team.

The Birds were once again led by juniors Langford (25 points, including four three-pointers) and Baily (10 points and 17 rebounds).

Voorheesville will finish league play next week with its final home game on Tuesday against Lansingburgh and Friday at Mechanicville. The week should help determine the Blackbirds' 7-9 chances for a sectional bid.

### Playground group plans used toy sale

Kids' Place, the Community Effort Playground Group of Bethlehem, will have a Used Toy Sale at the Kids' Place Carnival to take place on Saturday, March 21, at Bethlehem Town Hall. Donations of used toys are welcomed. Used toys can be delivered to Michael Cooper/Laura Giovannelli, 14 Wellington Road, Delmar. Please drop off toys or call for pick-up by March 19. For information, call 475-1464.

### Delmar woman named to St. Anne board

A. Dalmar Quinn has been named to the St. Anne Institute foundation board. A resident of Delmar, Quinn is a graduate of the Cornell University School of Nursing, a past volunteer at St. Peter's Hospital and the mother of five children.

## Ready to roll



John Dierendorf, a Bethlehem Central High School bowler, steadies the ball while teammate Steve Bradt looks on. BC was matched Thursday against Colonie Central High School at Del Lanes. Colonie won.

Mike McNessor

### Bethlehem soccer club teams place in tourney

The second week of the annual "Mostly Off The Wall" indoor soccer tournament at Bethlehem High School featured the Under 12A and Under 12B boys.

Bethlehem's teams, coached by Rob Plattner, ended with a 1-2-1 record in both divisions.

Goals were scored by Craig Addesso, Jared Alston and Joshua

Plattner.

The team's defense was led by Eamon Brennan, Brendan Johnson and goalies Toby Cushing, Aaron Tomkins and Adam Rice. Other players include Michael Alba, Zach Hildebrandt, Patrick Hoagkamp, Tyler Metevia, Trafton Drew and Brendan Dalton.

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Amy and Kevin Elliott

### Wight, Elliott wed

Amy Elizabeth Wight, daughter of Maxine Wight of Delmar and the late Fred E. Wight, and Kevin Daniel Elliott, son of John and Constance Elliott of Delmar, were married Dec. 28.

Rev. Joseph Cotugno conducted the ceremony at St. Patrick's Church in Albany.

The bride and groom are graduates of Bethlehem Central High

School.

The bride also attended Russell Sage College and is employed by Mechanicsburg Rehab Hospital in Harrisburg, Pa.

The groom is a graduate of State University College at Oneonta and is studying law at Widener College.

The couple resides in Harrisburg.

### Spotlight on the Services

Navy Petty Officer Third Class Douglas J. Kent, son of John P. and Elizabeth A. Kent of Selkirk, was recently promoted to his present rank while serving with Carrier Airborne Early Warning Squadron-113, Naval Air Station Miramar, San Diego. He joined the Navy in July 1988.

Marine Pfc. David A. Guyatte, son of Caryle M. Guyatte of Delmar, recently completed the Basic Metal Worker course.

A 1987 graduate of Shenendehowa High School in Clifton Park, Guyatte joined the Marine Corps in January 1991.

Army National Guard Pvt. Kristopher S. Wright has completed basic military police training at Fort McClellan, Anniston, Ala.

Wright is the son of Stephen R. Wright of Delmar and Lisa J. Orsini of Schenectady.

Marine Pfc. Raymond L. Austin recently completed recruit training. His wife, Donna, is the daughter of Paul N. and Ann S. Vagianelis of Slingerlands.

Austin is a 1980 graduate of Christian Brothers Academy, Albany.



Mr. and Mrs. Glenn Evans

### Schipano, Evans wed

Susan Schipano, daughter of Dorothy and Anthony Schipano of Feura Bush, and Glenn Andrew Evans, son of Carol and Jon Evans of New Paltz, were married Oct. 26.

Rev. Jeffrey Matthews performed the ceremony at the Community United Methodist Church in Slingerlands.

Rita Schipano was matron of honor. Linda Rabbin, Suzanne Mitchell and Lisa Cole were bridesmaids.

Eric Hunter was best man. James Peischel, Tom Welch and Vincent Schipano were groomsmen.

Amanda Mitchell was flower girl. T.J. Schipano was ring bearer.

The bride is a graduate of Bethlehem Central High School and Hudson Valley Community College. She is employed by Certified Allergy Consultants in Albany.

The groom is a graduate of Ulster County Community College and the State University of New York at New Paltz. He is a science and math teacher at St. Thomas the Apostle Elementary School in Delmar.

After a wedding trip to the Florida keys, the couple resides in Ravena.

## THE YOUTH NETWORK

A BETHLEHEM NETWORKS PROJECT

### Project Hope gets parents involved

Project Hope, which has been providing counseling services for teenagers and their families in the towns of Bethlehem and Coeymans since 1983, believes that parental involvement is crucial to effectively address teenagers' issues.

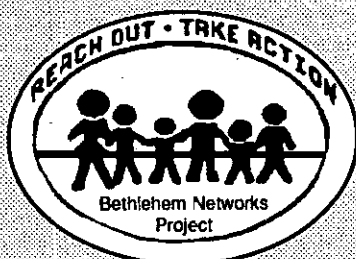
Several of Project Hope's programs involve parents, such as a monthly parent group in which participants learn about various parenting issues, provide each other with support and solve problems.

In addition, family therapy is provided weekly for program participants in their own homes. Project Hope also co-sponsors a weekly parent support group with Bethlehem Opportunities Unlimited at the United Methodist Church on Kenwood Avenue in Delmar. The group is for Bethlehem parents who are looking for support in problem solving, community resources, adolescent issues and parenting issues such as limit setting and household rules.

Although Project Hope is a Hope House program, alcohol and other drug abuse is not necessarily the focus of counseling. Families with teenagers between 12 and 15 years old who are experiencing difficulty at home, school or in the community are eligible. Program participants are not charged for individual, group or family counseling services.

For information about the weekly parent group call Holly Billings at 439-6885 or John Condemi, unit director of Project Hope in Bethlehem, at 767-2445.

This article was written by John Condemi.



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Mr. and Mrs. Michael McGonigle

### Allgaier, McGonigle wed

Barbara Jean Allgaier, daughter of Joseph A. and Jacqueline J. Allgaier of Delmar, and Michael Harold McGonigle, son of Harold M. and Mary Lou McGonigle of New Castle, Pa., were married Dec. 28.

Rev. James D. Daley conducted the ceremony at the Church of Saint Thomas the Apostle in Delmar.

Karen McAlonen was matron of honor. Ellen Driscoll and Sherri Langhans were bridesmaids. Brian McGonigle was best man. Michael Mullen and Jeffrey Ze-

man were ushers.

Kelly Langhans was flower girl and Mark Langhans was ring bearer.

The bride is a graduate of Bethlehem Central High School, LeMoyne College and Boston College. She is employed by NYNEX in Boston.

The groom is a graduate of Marquette University. He is employed by Mitsubishi Electronics in Woburn.

After a wedding trip to Florida and the Caribbean Islands, the couple resides in Andover, Mass.

### On The Senior Side

A blood pressure screening is set for Tuesday, Feb. 18, from 10 a.m. to 2 p.m. at the Bethlehem Town Hall auditorium, 445 Delaware Ave.

The screening is free and open to all town residents on a walk-in basis. A volunteer dietician will be available during the screenings to answer questions about nutrition.

In conjunction with the town's blood pressure screening, held under the auspices of the "Marion Martin Displays for Independent Living," Cynthia Klugg, intake specialist for Albany Meals on Wheels, Inc., will have examples of hot and cold meals. In addition, brochures will be available, as well as information on second careers and social day care.

Meals on Wheels is a division of Senior Service Centers of the Albany Area, Inc.

Bethlehem Senior Services is compiling an interest list for a hearing screening. To add your name to this list, call 439-4955, ext. 170.

### Smith, Fortin to wed

Mr. and Mrs. Merl Smith of Glenmont have announced the engagement of their daughter, Lisa E. Smith, to David P. Fortin, son of Mr. and Mrs. Roger J. Fortin of Loudonville.

The bride-to-be is a graduate of Bethlehem Central High School and Canton College in St. Lawrence County. She is manager of First National Mortgage Company of Delmar.

Her fiancé is a graduate of Albany Academy and Clarkson College in Potsdam, St. Lawrence County. He is vice president of R.J. Fortin Warehousing Inc. in Latham.

A July wedding is planned.



Heather Carron and Todd Wright

### Carron, Wright to wed

Robert and Joan Carron of Alpharetta, Ga., formerly of Delmar, have announced the engagement of their daughter, Heather Joan Carron, to Justin "Todd" Wright, son of Richard and Judith Wright of Delmar.

Both are graduates of Bethlehem Central High School; and both will be graduating from the State University of New York at Plattsburgh in May.

An August 1993 wedding is planned.



### Antique show and sale set

The Tawasentha Chapter of the National Society of the Daughters of the American Revolution 21st Annual Antique Show and Sale will be held at Bethlehem Central High School, 700 Delaware Ave., Delmar, on Saturday, Feb. 15, from 10 a.m. to 5 p.m. and Sunday, Feb. 6, from 11 a.m. to 4 p.m.

The invitational show features selected dealers with a wide range of antiques including furniture, glass and jewelry.

Russell Carlson, auctioneer, will appraise small portable items for a nominal fee. The chapter's Kalico Kitchen will offer a varied menu and desserts.

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## Obituaries

### William T. Rauch

William T. Rauch, 73, of School Road, Voorheesville, died Tuesday, Jan. 4, at St. Peter's Hospital in Albany.

Born in Gates Hill, Monroe County, he was a mechanical hydraulics engineer for the General Electric Co. in Schenectady for 40 years, retiring eight years ago. He also held a patent on an aircraft automatic pilot system as well as joint patents with other GE engineers.

Mr. Rauch had been a manager of the aviation and ordinance division of GE and worked in fluid hydraulics and as a mechanical engineer in other areas of the company's operations. He received the Coffin Award at GE in the 1950s.

He was one of the founding partners of the former Skiland in East Berne.

Survivors include his wife, Jane Coughtry Rauch; two daughters, Carol Ann Bromley of Fuquay-Varina, N.C., and Virginia Rapant of Schoharie; a son, Henry William Rauch of Morgantown, W.Va.; and a granddaughter.

Services were from Meyers Funeral Home, Delmar.

Cremation was at Oakwood Crematory in Troy.

### Helen Murn

Helen Isabelle Comrie Murn, 76, of Elm Avenue, Delmar died Sunday, Jan. 2, at Guilderland Center Nursing Home.

Born in Oneida, Madison County, she was a bookkeeper and office manager for an Albany physician. She was retired.

She is survived by a stepson, Charles Murn of Salem.

Services were private. Cremation was at Oakwood Crematory in Troy.

Arrangements were by Meyers Funeral Home, Delmar.

### Blanche F. Rosenholtz

Blanche F. Rosenholtz, 87, of Magdalen Road, Delmar, died Wednesday, Feb. 5, at St. Peter's Hospital in Albany.

Born in Port Chester, Westchester County, she was a graduate of Port Chester High School and the New England Conservatory. She had lived in Delmar for the past 15 years and in Troy for 50 years before moving to Delmar.

She was a self-employed piano teacher.

Mrs. Rosenholtz had been active in the Troy School District PTA many years ago, the Troy Chapter of Hadassah, Temple Beth Emeth and its sisterhood, former member of Congregation Berith Sholom in Troy, past president of the Sisterhood of Congregation Berith Sholom and a charter member of the Rensselaer Polytechnic Institute faculty wives group.

She was widow of Dr. Joseph Rosenholtz, the first chairman of the department of geology at RPI.

Survivors include two daughters, Claire Ruslander of Delmar and Ann Segel Tashman of Watervliet; a brother, Solomon Goldowsky of Coconut Creek, Fla.; a sister, Sylvia Frankel of Bridgeport, Conn.; five grandchildren; and four great-grandchildren.

Services were from Temple Beth Emeth, Albany. Burial was in Berith Sholom Cemetery, Troy.

The period of mourning was observed in the Ruslander residence.

Arrangements were by the Levine Memorial Chapel, Albany.

### Helen Thomas Olson

Helen Thomas Olson, 78, of Wildwood Lane in Selkirk died Wednesday, Feb. 5, at her home.

Born in Minneapolis, she received her undergraduate degree in mathematics from the University of Minnesota in 1933. In 1948, she moved to the Albany area, where she was a homemaker.

Mrs. Olson served as a 4-H leader for 18 years during the 1950s and 1960s. She was a volunteer in mathematics at the Albany Street Academy and Glenmont Elementary School for several years prior to her death.

She was a member of the Madison Avenue Presbyterian Church in Albany and was a former president of its Women's Association and served as a deacon in 1991.

Survivors include her husband, Milton C. Olson, of Selkirk; two sons, John R. Olson of Shelton, Conn., and Carl T. Olson of Dayton, Ohio; two daughters, Ann Treadway of Delmar and Jean Lucey of Boston; two sisters, Mary K. Thomas of St. Paul, Minn. and Alice T. Griffith of Germansville, Pa.; a brother, David F. Thomas of Red Wing, Minn.; and several grandchildren.

Services were from Madison Avenue Presbyterian Church,

Albany.

Arrangements were by the Philip J. Frederick Funeral Home, Albany.

Contributions may be made to Chapel House at the State University at Albany, St. Peter's Hospital Foundation for Hospice or the Capital Area Council of Churches.

### Frank Markus

Frank Markus, 87, of Cherry Avenue, Delmar, died Saturday, Feb. 8, at his home.

Born in Brooklyn, he moved to Delmar in 1926 where he owned and operated the Elsmere Food Shop, working as a butcher until he retired in 1979.

He was a charter member of the Bethlehem Lutheran Church and its head usher from 1955-80.

He was husband of the late Anne Carey Markus.

Survivors include two sons, Frank E. Markus and Richard C. Markus, both of Delmar, and two grandchildren.

Services were from Bethlehem Lutheran Church, with burial in Bethlehem Cemetery.

Contributions may be made to the Bethlehem Lutheran Church Memorial Fund.

Arrangements were by Meyers Funeral Home, Delmar.

### Frank J. Burke

Frank J. Burke, 79, formerly of East Harwich, Mass., and Voorheesville, died Sunday in the Cranberry Pointe Nursing Home after a brief illness.

Born in Albany, he was educated in the Albany schools. He had moved to East Harwich from Voorheesville.

Mr. Burke had worked for A&P food store chain in Albany and Boston for 35 years, retiring as regional vice president in 1972.

He was an Army veteran of World War II, having served in the Pacific.

He was a member of Service Corps of Retired Executives.

Survivors include his wife, Jan Hall Burke, a son, F. John Burke Jr. of Dover, Mass.; two daughters, Elizabeth Ennis of Norwell, Mass., and Sarah Barrowman of Saratoga Springs; a sister, Madelyn Horn of Flushing, Queens County; and five grandchildren.

Services were from Holy Trinity Church.

Arrangements were by Doane, Beal & Ames Funeral Home, Hyannis, Mass.

Donations may be made to Alzheimer's Disease Association of Cape Cod & the Island, 3055 Main St., Box 953, Barnstable, Mass. 02630.

### Phoebe Woo Wong

Phoebe Woo Wong, 79, of Delmar and Andover, Conn. died Saturday, Feb. 8.

Born in Honolulu, Hawaii, she

was a homemaker.

Survivors include daughter Mrs. James (Sybil) Woo, a sister Dorcus Yee of Honolulu, Hawaii; and three grandchildren.

Services were from Meyers Funeral Home, 741 Delaware Ave., Delmar.

### Harold L. Fuller

Harold L. Fuller, 85, formerly of Delmar, died Wednesday Feb. 5, at Pikes Peak Hospice Care Facility, Colorado Springs, Colo.

Born in Williamstown, Mass., he grew up in the Mechanicville, N.J. area.

Mr. Fuller received his master's degree from New York University. He was a retired music teacher from Roslyn. He was a 50 year member of the American Numismatic Association, and was church organist at various churches for 50 years.

Survivors include a daughter, Mary F. Osborne of Colorado Springs; a son, William L. Fuller of Delmar; several grandchildren and great-grandchildren.

Services were from First Presbyterian Church, Colorado Springs.

Arrangements were by the Swan-Law Funeral Directors Inc., with burial in the Fairview Cemetery.

Contributions may be made to the Pikes Peak Hospice, 622 S. Tejon Colorado Springs, Colo. 80903.

### Walter J. Baker

Walter J. Baker, 79, formerly of New Salem, died Saturday, Feb. 8, in Fredonia.

Baker was a longtime newspaperman before becoming public relations director of the New York Department of State in 1964. He subsequently was appointed executive deputy Secretary of State. He joined the State Department of Taxation and Finance as public relations director, retiring in 1978.

Mr. Baker was a native of Ithaca where his father, John W. Baker, was general manager of the Ithaca Journal, one of the early members in the Gannett chain of newspapers. He was a graduate of Olean High School and the Empire State School of Printing at

### Outdoor walk at Five Rivers slated

An outdoor study of winter plant life will be presented at Five Rivers Environmental Education Center, Game Farm Road, Delmar, on Saturday, Feb. 15, at 2 p.m.

The guided walk through the trails of Five Rivers will look at

### Community group plans meeting

Bethlehem Opportunities Unlimited, a community organization dedicated to providing youth with alternatives to drugs and alcohol, will have its monthly meeting on Wednesday, Feb. 12, at 7 p.m. at the Bethlehem Public Library. All

Ithaca, now a part of Rochester Institute of Technology.

He edited weekly newspapers in Wellsville and Friendship and with his father owned the Skaneateles Press. He moved to Fredonia in 1948 as editor of the Fredonia *Censor*. The paper discontinued publication in 1964.

Mr. Baker lived in New Salem during his service with state government and was a former member of the board of education and the public library board of the Voorheesville Central School District. He was a member of First Church of Christ Scientist, Albany.

A veteran of World War II, Mr. Baker had been a cryptographic technician in the Army Air Force and served in Australia, New Guinea and the Philippines.

Survivors include his wife, Rheta Baker; four daughters, Nancy McElroye of Rochester and Kay Van Skiver of Colorado Springs, Colo., Marsha Baker of Fredonia and Ethel Baker of Marblehead, Mass.; three sons, John W. Baker of Morristown, N.J., David R. Baker of Winston-Salem, N.C. and Frank S. Baker of Concord N.H., a sister Zelma Voggenthaler of Mooksville, N.C.; and five grandchildren.

Services were from Lason-Timko Funeral Home, 20 Central Ave., Fredonia.

### Robert E. Muller

Robert E. Muller, 85, of Old Town Raod in Selkirk died Monday, Feb. 10 at his home.

Born in Brooklyn, he had sold auto parts in a Cadillac dealership there.

He was a life time member of the Cocksackie Yacht Club.

Mr. Muller served in the Navy from 1923 to 1927.

Survivors include a son Robert E. Muller of Cocksackie; a daughter, Marion Winters of Selkirk; a brother, Carl Muller of California; nine grandchildren; and six great-grandchildren. Services were at 11 a.m. today from the Oakwood Crematory in Troy.

Arrangements were by Meyers Funeral Home, 741 Delaware Ave. in Delmar.

Contributions may be made to the American Heart Association.

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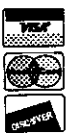
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# Family

## Cupid's arrow pointed at Capital District hearts

By Kathleen Shapiro

No matter what their deepest desire — be it sweets for the sweet or dancing the night away to the big band tunes of the 1940s — Capital District Valentines will be able to choose from a variety of events sure to sweep them off their feet this year.

Passionate partners can savor their love in style with a chocolate buffet, the featured attraction at "Confections in Chocolate, A Sweetheart's Delight" at the Albany Marriott on Wolf Road in Colonie. The event, which begins at 7 p.m. Friday evening, will be highlighted by a dessert table filled with confections dreamed up by some of the area's most renowned chefs.

After sipping cocktails, nibbling hors d'oeuvres served by a white-gloved waiter and sampling dishes like tortellini with pesto and roast beef carved to order, guests can turn their attention to dessert. Among the delectable dishes featured will be fresh fruit chocolate fondue, viennese sacher torte created by staff at the Stone Ends Restaurant and chocolate rendezvous — chocolate truffles topped with chocolate mousse and raspberries — from Yono's Restaurant in Albany.

Other offerings include chocolate concorde (a dish made of rich chocolate

mousse and meringue), white chocolate and peanut butter cake, midnight chocolate layer cake and the Glen Sanders Mansion's triple chocolate mousse terrine featuring white chocolate and two kinds of dark chocolate.

The evening will also feature live music and raffle prizes from area restaurants and businesses, including a grand prize "Get Away Weekend" at the Marriott.

Tickets to the event cost \$35, and are available by phoning 456-7501. All proceeds will benefit the Epilepsy Association of the Capital District.

For those who still haven't had enough romance, "Love" will emanate from the big screen at Proctor's Theatre in Schenectady. The 1927 silent film classic starring Greta Garbo and John Gilbert will be accompanied by a live 21-piece musical ensemble conducted by the Chicago Symphony Orchestra's Arnold Brostoff. The show begins Friday evening at 8 p.m. Tickets are priced at \$12, and can be ordered by calling the Proctor's box office at 346-6204. Specially-priced tickets for children under 12 are also available.

If you've been longing for a chance to hold your heart-throb close, the New York State Museum in Albany will sponsor a World War II USO Sweetheart Dance on Saturday from 7 p.m. to midnight in the museum's Terrace Gallery.

Valentines can take a trip down memory lane with two live shows rec-

reating World War II radio broadcasts, complete with 1940s swing tunes and advertisements.

WROW's John Montier will also be on hand with music trivia contests and prizes. As an added kick, coffee and doughnuts will be on sale at 1940s prices. Guests arriving in World War II uniform will be served free.

Tickets are available in advance at a cost of \$10 for museum members and \$12 for non-members. Prices at the door are \$12 for members, \$14 for non-members. For information, call 474-5801 weekdays.

Amorous adventurers looking for entertainment with an international flavor may want to check out the weekend-long Dance Flurry Festival hosted by the

Hudson Mohawk Country Dancers at the Farnsworth Middle School, Route 155 in Guilderland.

The event will begin Friday evening from 8 p.m. to midnight, and continue on Saturday from 10 a.m. to midnight and Sunday from 10 a.m. to 5:30 p.m.

Now in its second year, the festival will feature dozens of music and dance performers from across the Northeast, including contra-dancing, swing, cajun, clogging, African, Eastern and Western European, Latin and jazz groups.

Music workshops and dance lessons for couples, singles and children will be all be part of the fun. The festival will also

□ CUPID/ page 30



Valentines can dance the night away to authentic 1940s tunes at the World War II USO Sweetheart Dance on the Terrace Gallery of the New York State Museum, Albany. The event is Saturday, Feb. 15, from 7 p.m. to midnight.

## Snow-lovers ski, skate at Saratoga Winterfest

By Michael Kagan

There may not be much snow on the ground, but as America's favorite groundhog recently told us, winter will be here for awhile.

To celebrate this reality, or at least make the most of it, Saratoga Spa State Park will host its third Winterfest on Saturday, Feb. 15, from 10 a.m. to 4 p.m.

Indoor and outdoor activities for all ages have been scheduled throughout the day, from sleigh riding, snowshoeing, cross country skiing and ice skating to exhibits and children's programs.

"We try to have activities so there's something for everybody. That's how we

wanted it," said Teddi Smith, who has coordinated the past two festivals.

Several activities will begin at 10 a.m. and continue throughout the day, including an ice sculpture demonstration and contest, and Newfoundland dog cart rides for children.

Cunningham's Ski Barn will offer cross-country ski lessons for beginners and snowshoe lessons, also at 10 a.m. An ice hockey demonstration and clinic sponsored by Walton's Sports Shop will begin at 10:30 a.m., and the 10 kilometer Gideon Putnam ski race will start at noon, with a \$5 entrance fee.

For children, there will be a snowman contest from 10:30 to 11 a.m. and a treasure hunt from noon to 12:30 p.m.

Several area clubs will display exhibits inside the administration building. Girl Scout Cadet Troop 75 created "This Party Is for the Birds," and the Capital District Audubon Society will present "Audubon Is More than Birds!" Forest rangers from the Department of Environmental Conservation will provide information on cold weather survival.

Information will also be available from the Empire Orienteering Club, and a film, "Quilts Galore" by Eleanor McGreevy and Gerry Williams will be shown.

In the afternoon, family activities will be offered in the Gideon Putnam room of the administration building, including a sing-along with country singer John Mrowka, a storytelling rendition of "Beauty and the Beast" by Barbara Garro, and various short children's films.

"They're just something that kids would like," Smith said, "It's really a wind-down. At that point, you have a lot of tired children."

Yorki, the bear mascot of the state Office of Parks, Recreation, and Historic Preservation, will be on hand to greet visitors. E. V. Mole, a rodent impersonator

□ WINTERFEST/ page 30

# ARTS & ENTERTAINMENT

## THEATER

### TOP GIRLS

Issues faced by women, by Union College students, faculty, staff, alumni and local community, Nott Memorial Theater, Union College campus. Feb. 13-15, 18-22, 8 p.m. Information, 370-6153.

### HOW I GOT THAT STORY

nightmare comedy, Capital Rep. Albany. Feb. 14-March 15. Information, 462-4531.

## DANCE

### WWII USO SWEETHEART DANCE

two live shows recreating radio of the 1940s, state museum, Albany. Feb. 15, 7 p.m.-midnight. Information, 474-5877.

### ALTAMONT STATION SQUARES

Valentine's Day dance, Gunderland. Feb. 14, 8 p.m. Information, 438-7387.

## MUSIC

### ALBANY SYMPHONY ORCHESTRA

Tsung Yeh, conductor, Troy Savings Bank Music Hall. Feb. 14, 8 p.m. Information, 273-0038.

### ODADAA!

traditional music and dance of Ghana, Troy Savings Bank Music Hall. Feb. 15, 8 p.m. Information, 273-0038.

### JOAN CRANE

traditional country blues accented by folk swing and contemporary acoustic, The Eighth Step, Albany. Feb. 14, 8 p.m. Information, 434-1703.

### GLENN WEISER & GREG SCHAFF

Celtic, blues harmonica, The Eighth Step, Albany. Feb. 15, 8 p.m. Information, 434-1703.

### LINDA JONES

singer, piano player, the Stone Ends Restaurant, Glenmont. Fri. and Sat. 9 p.m.-1 a.m. Information, 465-3178.

## WINTER CONCERT SERIES

World Music and Chamber Music, Feb. 21; World Music and Jazz, Feb. 28, 7:30 p.m. Union College, Schenectady. Information, 370-6201.

### ONE HEART

Ken Shea and Maureen DeLuke, every Thursday, 9:30 p.m.-12:30 a.m., Monaco's Village Inn. Information, 899-5780 or 393-5282.

### SKIP PARSONS & CO.

Sunday jazz brunch, Italian American Community Center, Albany. Through March 1, 11:30 a.m.-2 p.m. Information, 439-2310.

### SKIP PARSONS' RIVERBOAT JAZZ BAND

second weekend, every month, The Fountain, Albany. Information, 439-2310.

### FINDLAY COCKRELL

noontime concerts, Proctor's Theatre, Schenectady. Feb. 18, noon. Information, 374-3321.

## TOURS

### ART TALKS

Ars Medica: Art, Medicine and the Human Condition, Albany Institute of History & Art. Feb. 13, 12:10 p.m. Information, 463-4478.

### YOUTHFUL ART: CHILDREN IN THE COLLECTION

gallery tour, Albany Institute of History & Art. Feb. 14, 12:15 p.m.; Feb. 16, 1:30 p.m. Information, 463-4478.

### HART-CLUETT MANSION

of the Seneca County Historical Society, adult tours, Tues.-Fri., with an occasional Sat. tour. Reservations, 272-7232.

## WORKSHOPS

### VACATION WORKSHOPS

hands-on workshops, The Junior Museum, Troy. Magic show, Feb. 17, 10-11 a.m.; environmental sculptors, Feb. 18, 10-11:30 a.m.; tide pool treasures, Feb. 19, 10-11:30 a.m.; masquerades, Feb. 20, 10-11:30 a.m.; "get stuffed," Feb. 21, 10-11:30 a.m. Information, 235-2120.

## HOW HARD CAN FOSSILS BE?

family workshop, state museum, Albany. Feb. 15, 10:30 a.m.-12:30 p.m. Information, 474-5801.

## FAMILY ACTIVITIES

### STORYTELLING FESTIVAL

at the state museum, Albany. Deadwood Dick: A Cowboy Tale, Feb. 17; Black History Celebration, Feb. 18; Storytelling Meritment and Fun, Feb. 19; Tales of Deep Rooted Magic, Feb. 20; Suns and Moons All Over the Place, Feb. 21. Information, 474-5877.

### JUNIOR MUSEUM VACATION HOURS AND ACTIVITIES

special winter vacation hours, Feb. 17-21, 1-5 daily. The Junior Museum, Troy. Special activities: Happy Valentine's Day!, Feb. 8-9; wintertime storytelling, Feb. 15-16; learn animal tracks, Feb. 22-23; making your own calendar, Feb. 29. Information, 235-2120.

## FILMS

### LOVE

Greta Garbo and John Gilbert, original film, Proctor's Schenectady. Feb. 14, 8 p.m. Information, 346-6204.

### HOLLYWOOD MUSICALS OF THE 1940S

"Cover Girl," with Rita Hayworth; "Anchors Aweigh," with Gene Kelly, Frank Sinatra and Kathryn Grayson, Feb. 16, 23, 2 p.m. Information, 474-5877.

## CLASSES

### WINTER ART CLASSES

for children and adults, Albany Institute of History and Art. Through March. Information, 463-4478.

### WINTER BREAK SPECIALS

fine arts classes, The Hyde Collection, Glens Falls. Through April. Information, 792-1761.

### AFTER SCHOOL ART CLASSES

mixed media and spindle spinning, vegetable dyeing and weaving, hands on experience, YWCA, Albany. 10 sessions beginning in Feb. Information, 459-4953.

### MAKEUP TECHNIQUE CLASSES

held by the Highlight Acting Troupe, Raymertown Evangelical Lutheran Church. Feb. 13, 20, 27, March 5, 7-10 p.m. Information, 237-6936.

## DANCE & MOVEMENT CLASSES

for adults and children, through April 11, eba Center for Dance and Movement, Albany, offering ballet, jazz, tap, modern, African, mid-Eastern, bodyshop, stretch and Tai Chi. Information, 465-9916.

## SHOW

### RENO

performing, Proctor's Schenectady. Feb. 22, 8:00 p.m. Information, 346-6204.

## ENTRIES

### CALL FOR ART

Capital District artists, site specific art for the atrium area and/or exterior of the new Recreation and Convocation Center, Albany. Feb. 17.

### ART THAT FUNCTIONS

sponsored by The Designer Crafts Council of the Schenectady Museum, The Northeast Fine Crafts Exhibit. Exhibit from March 9-April 26. Information, 463-6496.

## POETS

to participate in a Poetry Performance Marathon, Voorheesville Public Library. Feb. 29, 10 a.m.-5 p.m., 10-minute slots. Information, 765-2791.

## LECTURES

### JEWS IN AMERICA: THE LIVING TRADITION

four-part series, Albany Institute of History & Art. Feb. 23, 2 p.m. Information, 463-4478.

## AUDITIONS

### MENDELSSOHN CLUBS OF ALBANY

two awards for further vocal study, ages 16-30. Applications must be postmarked by March 7. Information, 438-8068.

### TARTUFFE

directed by Joseph Fava, Schenectady Civic Playhouse. Feb. 13, 7 p.m. Information, 382-2081.

## VISUAL ARTS

### 20TH CENTURY AFRICAN AMERICAN ACTIVISM

in the Capital District, University at Albany, library. Through Feb. 29. Information, 442-3544.

## THE SIGHTS OF WOMEN'S RIGHTS:

New York State, prepared by Beth Powers and Dr. Maren Stein, University at Albany, library lobby. Through Feb. 29. Information, 442-3558.

## SHIPSHAPE!

with work by Dave Kavner, Rex Stewart and the North River Boatworks, lobby of One KeyCorp Plaza, Albany. Through March 20, 8 a.m.-8 p.m. Information, 463-3332.

## ANNE FRANK IN THE WORLD: 1929-1945,

Lessons for Humanity, exhibit, The College of Saint Rose, Albany. Feb. 12-March 15, Mon.-Thurs. 10 a.m.-8 p.m.; Fri. 10 a.m.-5 p.m.; Sat. and Sun. noon-5 p.m. Information, 785-0035.

## FORMATIONS

four regional sculptors, Russell Sage College, Troy. Mon.-Fri. 9 a.m.-4:30 p.m.; Sun. noon-4 p.m. Information, 270-2246.

## FOREVER WILD: THE ADIRONDACK EXPERIENCE

paintings, furniture, photographs, architectural drawings, maps, boats and baskets, The Hyde Collection, Glens Falls. Through April 5. Information, 792-1761.

## THE WORD MADE FLESH

photographs by Marsha Mueller and pastels by Keith Mueller, Visions Gallery, Albany. Through March 31. Mon.-Fri. 8 a.m.-8 p.m. Information, 453-6645.

## TEAPOTS

by 30 ceramic artists, Rathbone Gallery, Albany. Feb. 28, Mon.-Fri. 10 a.m.-4 p.m.; Mon., Wed. 6-8 p.m. Information, 445-1778.

## A BRIEF EPISODE OF CLARITY

artist Eve Andree Laramee, The College of Saint Rose Art Gallery, Albany. Through Feb. 23, Mon.-Fri. 11:30 a.m.-4:30 p.m.; Sun. 1-4 p.m. Information, 432-6960.

## BILL WILSON

paintings, The Albany Center Galleries. Through March 6, Mon.-Fri. 10 a.m.-5:30 p.m.; Sun. noon-4 p.m. Information, 462-4775.

## GEORGE VAN HOOK

paintings, Dietel Gallery, Troy. Through March 6. Daily 9 a.m.-9 p.m. information, 274-4440.

## All You Can Eat BREAKFAST BUFFET

Sunday, February 16th  
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 Child under 12: \$2.50  
Senior Citizens: \$3.50

For More Information Call 767-9959

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# AROUND THE AREA

**WEDNESDAY  
FEBRUARY 12**
**ALBANY COUNTY**
**BABYSITTING**

Albany Jewish Community Center, 340 Whitehall Rd., Albany, 5:30-8 p.m. Information, 438-6651.

**CAPITAL AREA SKI TOURING ASSOCIATION**

devoted to cross country skiing, German American Club, Cherry St., Albany, 7:45 p.m. Information, 489-2275.

**COPING WITH STRESS**

"Tiptoeing Through a Minefield: Communicating During Stressful Events," Woman's HealthCare Plus, 2093 Western Ave., Guilderland, 7-9 p.m. Information, 452-3455.

**PMS SUPPORT GROUP**

Woman's HealthCare Plus, 2093 Western Ave., Guilderland, 7-8:30 p.m. Information, 452-3455.

**FIRST AID IN A CHILD CARE SETTING**

course, Albany Area Chapter of the American Red Cross, Hackett Blvd., Albany, 6-9:30 p.m. Registration, 462-7461.

**PARSONS FOSTER CARE/ADOPTION INFORMATION NIGHT**

orientation session for adults interested in becoming foster or adoptive parents, Parsons Child and Family Center, 60 Academy Rd., Albany, 7 p.m. Information, 426-2600.

**RENSSELAER COUNTY**
**EATING DISORDERS SUPPORT GROUP MEETING**

Russell Sage College, Sage Hall Counseling Center, Troy, 7:30-9 p.m. Information, 465-9550.

**CHORUS REHEARSAL**

sponsored by Capitaland Chorus, Woodward St., Troy, 7:30 p.m. Information, 383-8051.

**SQUARE DANCE**

St. Michael's Community Center, Linden St., Cohoes, 7:30 p.m. Information, 664-6767.

**SCHENECTADY COUNTY**
**SCHENECTADY PHOTOGRAPHIC SOCIETY**

program on "Composition," First United Methodist Church, corner of Lafayette and State Streets, Schenectady, 7:30 p.m. Information, 463-1674.

**SCHENECTADY COUNTY COMMUNITY COLLEGE**

Information session, 78 Washington Ave., Schenectady, call for room location, 4 p.m. Information, 485-5964.

**RIVER VALLEY CHORUS MEETING**

Glen Worden School, 34 Worden Rd., Scotia, 7:30 p.m. Information, 355-4264.

**THURSDAY  
FEBRUARY 13**
**ALBANY COUNTY**
**SENIOR CHORALE**

Albany Jewish Community Center, Whitehall Rd., Albany, 1 p.m. Information, 438-6651.

**BABYSITTING**

Albany Jewish Community Center, 340 Whitehall Rd., Albany, 5:30-8 p.m. Information, 438-6651.

**SENIORS LUNCHE**

Jewish Community Center, Whitehall Road, Albany, 12:30 p.m. Information, 438-6651.

**CONCERNED FRIENDS OF HOPE HOUSE**

meeting, support group for families of substance abusers, Child's Nursing Home auditorium, 25 Hackett Blvd., Albany, 7:30 p.m. Information, 465-2441.

**WORKING AND BREASTFEEDING**

learn the advantages of breastfeeding for employed mothers, Woman's HealthCare Plus, 2093 Western Ave., Guilderland, 7:30-9 p.m. Cost is \$15. Information, 452-3455.

**AGRICULTURE PROGRAM COMMITTEE MEETING**

William Rice Extension Center, Route 85A and Martin Road, Voorheesville, 7:30 p.m.

**ART, MEDICINE AND THE HUMAN CONDITION**

tour of exhibit to focus on artwork from the Middle Ages, Albany Institute of History and Art, 125 Washington Ave., Albany, 12:10 p.m. Information, 463-4478.

**AIDS/HIV AWARENESS LECTURE**

Cornell Cooperative Extension, William Rice Extension Center, Route 85A and Martin Road, Voorheesville, 7-9 p.m. Information, 765-3500.

**FRIDAY  
FEBRUARY 14**
**ALBANY COUNTY**
**"CONFECTIONS IN CHOCOLATE"**

dinner to benefit the Epilepsy Association of the Capital District, Albany Marriott, 189 Wolf Road, Colonie, 7 p.m. \$35 per person. Information, 456-7501.

**MOTHER'S DROP IN**

sponsored by the Capital District Mothers' Center, First Congregational Church, Quail St., Albany, 9:30 a.m.-noon. Information, 482-4508.

**SCHENECTADY COUNTY**
**RECOVERY, INC.**

self-help group for former mental patients and former nervous patients, Salvation Army, 222 Lafayette St., Hillard Rm., Schenectady, 10 a.m. Information, 346-8595.

**SATURDAY  
FEBRUARY 15**
**ALBANY COUNTY**
**FOSSIL WORKSHOP FOR KIDS**

family workshop "How Hard Can Fossils Be?," New York State Museum, 10:30 a.m.-12:30 p.m. \$8 per adult, \$4 per child. Information, 474-5801.

**DAUGHTERS OF THE AMERICAN REVOLUTION**

meeting, Guilderland Chapter, Mynderse-Frederick House, Guilderland Center, 10 a.m. Information, 864-5651.

**"SOUL-FOOD" DINNER**

sponsored by the Black and Latin Student Alliance at Russell Sage College, French House Dining Room, Sage Troy Campus, 5 p.m. Information, 270-2020.

## SPOTLIGHT

By Martin P. Kelly

### Theater fortunes tracking nation's economic cycle

Layoffs, cutbacks, retrenchment and innovative procedures are all part of the economic scene as industries and businesses attempt to weather the recession.

The arts organizations throughout the country are mirroring the activities of the business world. We need only look at the local scene to see some of the results of the recession.

Last week, Capital Repertory Company projected a \$448,000 deficit in its \$1.46 million budget for this season and launched a "Save Cap Rep" campaign to keep its doors open.

Earned income is down about \$80,000 through the first half of the season, leaving the theater short of cash to pay its bills.

In addition to the loss of more than half of public funding and corporate gifts this season, artistic director Bruce Bouchard blamed the theater's own "shortsightedness" in overestimating income and scheduling of plays which were too big to produce in a recession.

He indicated that next season's budget will be almost one-third less to about \$1 million. It will mean cutting the number of actors hired from 34 to 25 while the theater and linking with Stage West in Springfield, Mass. for two productions. These co-producing efforts will cut costs for both theaters.

In recent weeks, there have been public service announcements on television urging support for the New York State Theatre Institute, the arm of the State University of New York which produces theater in Albany for children and adults alike.

The financial struggle during the past year that has resulted in a virtual elimination of this internationally known theater troupe, has been well documented in the press and in the halls of the legislature.

As the theater moves through its season, losing employees to budget cutbacks, it maintains its fight for financial help.

It appeared that the troupe's final production of the season—*The Wizard of Oz* in June—would have to be cancelled due to these budget reductions, a 75 percent loss of state appropriations.

Last week, the State University at Albany agreed to pick up the tab of \$232,000 spent in the troupe's move from the Empire Center in Albany to the campus. This amount permits the rehiring of actors and technicians dismissed at the first of the year so they may work on the rest of the season, including *The Wizard of Oz*.

This BandAid help doesn't solve the overall problem, however. Unless a new funding program is voted by the State Legislature in the next several months, the Theatre Institute will be reduced to approximately 25 percent of its former self, hardly sufficient to maintain anything resembling its past seasons.

Heritage Artists at the Cohoes Music Hall is another theater struggling also to maintain its season of small musicals. It suffers the same problems, cutback in government funding and reduced private support.

One of its problems in the past has been its necessity of cutting the staff in the summer and then starting all over again in the fall.

Producing artistic director David Holdgrave is planning a musical theater summer camp at the Cohoes Music Hall for students. Hoping to have two sessions—one in July and another in August—they will be designed to give students a background in musical theater and to let them participate in a production at the end of each session.

Important to the theater, these sessions will permit the maintaining of technical and artistic staff during the summer to teach these courses.

There is also talk at the theater of bringing in some special children's theater productions later in the spring.

### Media satire opens Friday at Capital Repertory

Amlin Gray's self-described 'nightmare comedy, *How I Got That Story* opens Friday (Feb. 14) at the Capital Repertory Theater in Albany as a satirical look at the trials of a idealistic war correspondent covering war in Asia.

The fourth production of the season at the Albany theater, Phil Kaufmann plays the young reporter who travels from his small town to an Asian war where he hopes to report with objectivity but is set upon by prostitutes, politicians and jittery GIs.

Michael J. Hume plays the numerous roles as a sort of dark Everyman.

Mark Dalton makes his mainstage directing debut at Capital Rep with this production. Previously, he was director of last season's Outreach program where he directed his own play.

*How I Got That Story* plays through March 15. For more info, call 462-4534.

### Around Theaters!

*Lady Day at Emerson's Bar and Grill*, a revue of singer Billie Holiday's life, at Cohoes Music Hall (235-7969)...*Of Mice and Men*, John Steinbeck's powerful drama of migrant workers, at Home Made Theater in Saratoga (587-4427)...*Run For Your Wife*, British farce of marital mixup, at First United Presbyterian Church, Troy (271-5077).



Martin P. Kelly

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### FRIDAY NIGHT DINNERS (Reasonable Prices)

February 14th

6:00 pm to 9:00 pm

Bethlehem Elks Lodge

Route 144, Selkirk, NY 767-9959

Choice of Chicken Divan

Broiled Steak

Broiled or Fried Fish (Limited Quantity)

 Choice of Mashed or French Fried Potatoes  
Vegetable

Meal includes Soup and Salad Bar

Dessert Available at Nominal Charge

### Children's Menu

 Choice of Hot Dog or Hamburger  
with Potatoes and Vegetable

Member and Guests



THE  
Spotlight

## CALENDAR

WEDNESDAY  
FEBRUARY 12

## BETHLEHEM

YOUTH EMPLOYMENT  
SERVICESParks and Recreation Office,  
Delmar, 2-4:30 p.m. Information,  
439-0503.

## TESTIMONY MEETING

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

## WELCOME WAGON

newcomers, engaged women  
and new mothers, call for a  
Welcome Wagon visit, Mon.-  
Sat. 8:30 a.m.-6 p.m.  
Information, 785-9640.NORMANSVILLE COMMUNITY  
CHURCHBible study and prayer meeting,  
10 Rockefeller Rd., Elsmere.  
Information, 439-7864.

## SOLID ROCK CHURCH

1 Kenwood Ave., Glenmont,  
evening prayer and Bible study,  
7-9 p.m. Information, 439-4314.BETHLEHEM ARCHAEOLOGY  
GROUPprovides volunteers with  
excavation and laboratory  
experience, Monday and  
Wednesday mornings,  
archaeology lab, Rt. 32 South.  
Information, 439-6391.

## RED MEN

second Wednesdays, St.  
Stephen's Church, Elsmere, 7:30  
p.m. Information, 439-3265.SECOND MILER'S LUNCHEON  
MEETINGFirst United Methodist Church,  
Delmar, noon. Information, 439-  
6003.DELMAR FIRE DISTRICT  
COMMISSIONERSmeet second Wednesdays,  
Delmar firehouse, Adams Place,  
Delmar, 7:30 p.m. Information,  
439-3851.

## NEW SCOTLAND

NEW SCOTLAND SENIOR  
CITIZENSevery Wednesday, Wyman  
Osterhout Community Center,  
New Salem, 6:30 p.m.  
Information, 765-2109.VOORHEESVILLE PUBLIC  
LIBRARY STORY HOURS51 School Road, Voorheesville,  
4 p.m., "Roses are Red,"  
bedtime story hour with a  
valentine theme, 7 p.m.  
Information, 765-2791.ANTIQUE FISHING TACKLE AND  
CHARCOALS EXHIBITScollections of Kevin McCann  
and Mark Skelly, charcoals by  
Rita Buttker, Mon. through Fri.,  
10 a.m. to 9 p.m., Sat. 10 a.m. to  
5 p.m., through the month of  
February, 51 School Road,  
Voorheesville. Information, 765-  
2791.

## BENEFIT VOLLEYBALL GAME

sponsored by National Honor  
Society of Voorheesville High  
School, VCHS faculty vs. staff of  
WKLI Radio, KLITE 101,  
Voorheesville High School,  
Route 85A, Voorheesville, 7:30  
p.m. Information, 765-3314.NEW SCOTLAND ELKS LODGE  
meets second and fourth  
Wednesdays, 22 South Main St.,  
Voorheesville, 8 p.m.  
Information, 765-2313.

## MOUNTAINVIEW

EVANGELICAL FREE CHURCH  
evening service, 7:30 p.m.; Bible  
study and prayer, Rt. 155,  
Voorheesville. Information, 765-  
3390.THURSDAY  
FEBRUARY 13

## BETHLEHEM

YOUTH EMPLOYMENT  
SERVICESParks and Recreation Office,  
Delmar, 2-4:30 p.m. Information,  
439-0503.

## WELCOME WAGON

newcomers, engaged women  
and new mothers, call for a  
Welcome Wagon visit, Mon.-  
Sat. 8:30 a.m.-6 p.m.  
Information, 785-9640.

## CHP DELMAR HEALTH CENTER

open house, second Thursday  
of every month, 250 Delaware  
Ave., Delmar, 6 and 8 p.m.  
Information, 783-1864.

## BETHLEHEM WORK ON WASTE

meeting, Bethlehem Public  
Library, 451 Delaware Ave.,  
Delmar, 7 p.m. Information, 449-  
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Productions

presents

B'Way Bus Trip  
"Miss  
Saigon"Matinee,  
Wed. Mar. 25Escorted Bus Trip  
Albany & Return  
plus orchestra seat  
\$80For reservations  
and information  
call 463-3811BETHLEHEM SENIOR CITIZENS  
meet every Thursday at  
Bethlehem Town Hall, 445  
Delaware Ave., Delmar, 12:30  
p.m. Information, 439-4955

## KABBALAH 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.  
Information, 439-9976.

## 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  
CHURCH85 Elm Ave., Thursdays. Bible  
study, 10 a.m.; Creator's  
Crusaders, 6:30 p.m.; senior  
choir, 7:30 p.m. Information,  
439-4328.

## LADIES AUXILIARY

of Delmar Fire Department,  
regular meeting, 8 p.m. at  
firehouse, second Thursday of  
every month except August.BETHLEHEM MEMORIAL VFW  
POST 3185meets second Thursday of  
every month, post rooms, 404  
Delaware Ave., Delmar, 8 p.m.  
Information, 439-9836.ELSMERE FIRE COMPANY  
AUXILIARYsecond Thursdays, firehouse,  
Poplar Drive, Elsmere, 8 p.m.

## SIGN LANGUAGE CLASS

Bethlehem Public Library, 451  
Delaware Ave., Delmar, 6:30  
p.m. Information, 439-9314.

## "The Release"

Rt. 9W Glenmont  
Located Below  
Boilerworks  
Formerly The  
Olde Center Inn.  
Opened Fri & Sat  
7-12D.J. Just Nice  
462-9040Riverview Productions  
presents"Home to the  
Greenhorn"

By MARTIN P. KELLY

Directed by Joan A. Jamison

Feb. 21, 22, 23, 28, 29, Mar. 1

Fri. &amp; Sat. at 7 p.m., Sun. at 5 p.m.

Complete dinner and show \$19.

(Group discounts available)

Reservations

463-3811

St. Andrew's Dinner Theater

(10 North Main Avenue, Albany)

## BOWLING

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

## NEW SCOTLAND

## TALKING WITH KIDS ABOUT

AIDS  
sponsored by Cornell  
Cooperative Extension, William  
Rice Extension Center,  
Voorheesville, 7-9 p.m. Call to  
register, 756-3500.

## AGRICULTURE PROGRAM

meeting, Cornell Cooperative  
Extension, Martin Road,  
Voorheesville, 7:30 p.m.  
Information, 765-3500.

## FEURA BUSH FUNSTERS

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

## FAITH TEMPLE

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

## INTRODUCTION TO P.C.'S

presented by Computer Users  
Group, Voorheesville Public  
Library, 51 School Road, 7 p.m.  
Information, 765-2791.

## POETRY GROUP

open to anyone wanting to  
read their works, Voorheesville  
Public Library, 51 School Road,  
7 p.m. Information, 756-2791.FRIDAY  
FEBRUARY 14

## BETHLEHEM

## RECOVERY, INC.

self-help for those with chronic  
nervous symptoms. First United  
Methodist Church, 428  
Kenwood Ave., Delmar, every  
Friday, 12:30 p.m. Information,  
439-9976.WOULD YOU BE MY  
VALENTINE?program for ages three to five,  
10:30 a.m., Bethlehem Public  
Library, 451 Delaware Ave.,  
Delmar. Information, 439-9314.

## SWEETHEART DINNER

Bethlehem Lodge of Elks, Route  
144, Selkirk, 6 to 9 p.m.  
Information, 767-9959.

## WELCOME WAGON

newcomers, engaged women  
and new mothers, call for a  
Welcome Wagon visit, Mon.-  
Sat. 8:30 a.m.-6 p.m.  
Information, 785-9640.

## CHABAD CENTER

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

## NEW SCOTLAND

VOORHEESVILLE PUBLIC  
LIBRARY STORY HOURS51 School Road, Voorheesville,  
10:30 a.m. and 1:30 p.m.  
Information, 765-2791.

## YOUTH GROUP MEETINGS

United Pentecostal Church, Rt.  
85, New Salem, 7 p.m.  
Information, 765-4410.SATURDAY  
FEBRUARY 15

## BETHLEHEM

## WELCOME WAGON

newcomers, engaged women  
and new mothers, call for a  
Welcome Wagon visit, Mon.-  
Sat. 8:30 a.m.-6 p.m.  
Information, 785-9640.

## CHABAD CENTER

services followed by kiddush,  
109 Elsmere Ave., Delmar, 9:30  
a.m. Information, 439-8280.21ST ANNUAL ANTIQUE SHOW  
AND SALEBethlehem Central High School,  
700 Delaware Ave., Delmar, 10  
a.m. to 5 p.m. Information, 439-  
4142.

## NEW SCOTLAND

WOULD YOU BE MY  
VALENTINE?program for ages three to five,  
10:30 a.m., Bethlehem Public  
Library, 451 Delaware Ave.,  
Delmar. Information, 439-9314.SUNDAY  
FEBRUARY 16

## 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  
CHURCHmorning worship service, nursery  
provided 10:30 a.m. Sunday  
school 9 a.m.; evening  
fellowship, 6 p.m., 201 Elm Ave.,  
Delmar. Information 439-3135.BETHLEHEM LUTHERAN  
CHURCHworship services, 8 and 10:30  
a.m.; Sunday school 9:15 a.m.  
Nursery care available 8 a.m.-  
noon, 85 Elm Ave., Delmar.  
Information, 439-4328.

## DELMAR REFORMED CHURCH

worship and Sunday school,  
nursery provided, 9 and 11 a.m.  
adult education and children's  
program, 10-10:50 a.m. Nursery  
care available, 386 Delaware  
Ave. Information, 439-9929.DELMAR PRESBYTERIAN  
CHURCHworship, 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, 585  
Delaware Ave., Delmar.  
Information, 439-9252.EMMANUEL CHRISTIAN  
CHURCHworship, 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  
SCIENTISTservice and Sunday school, 10  
a.m., child care provided, 555  
Delaware Ave., Delmar.  
Information, 439-2512.FIRST REFORMED CHURCH OF  
BETHLEHEMchurch school, 9:30 a.m.;  
worship, 11 a.m.; youth group, 6  
p.m. Rt. 9W Selkirk, Information,  
767-2243.FIRST UNITED METHODIST  
CHURCH OF DELMARworship, 9:30 a.m.; church  
school, 9:45 a.m.; youth and  
adult classes, 11 a.m.; nursery  
care, 9 a.m.-noon, 428  
Kenwood Ave., Delmar.  
Information, 439-9976.GLENMONT REFORMED  
CHURCHworship, 11 a.m., nursery care  
provided; Sunday school, 10  
a.m., 1 Chapel Lane,  
Glenmont. Information, 436-  
7710.NORMANSVILLE COMMUNITY  
CHURCHSunday school, 9:45 a.m.;  
Sunday service, 11 a.m., 10  
Rockefeller Rd., Elsmere.  
Information, 439-7864.ST. STEPHEN'S EPISCOPAL  
CHURCHEucharist followed by breakfast,  
8 and 10:30 a.m., followed by  
coffee hour, nursery care  
provided, Poplar and Elsmere  
Ave., Delmar. Information, 439-  
3265.

## SOLID ROCK CHURCH

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

DELMAR, NEW YORK  
THE TAWASENTHA CHAPTER, D A R  
21st Annual  
**Antiques Show and Sale**  
APPRAISALS BY RUSSELL CARLSEN  
Saturday, February 15, 1992 - 10 a.m. to 5 p.m.  
Sunday, February 16, 1992 - 11 a.m. to 4 p.m.  
at BETHLEHEM CENTRAL HIGH SCHOOL  
700 Delaware Avenue, Delmar, N.Y.  
Refreshments available  
MARION G. JEWELL, Manager - Delmar, N.Y.  
Donation: \$3.00 per person \$2.50 with this ad

Yours,  
Anne

This beautiful musical  
adaptation of Anne  
Frank's unforgettable  
diary captures a  
powerful new awareness  
of her incandescent life.

February 20 - 29  
at the Empire Center  
Box Office: (518) 442-5373  
(TTY: 442-5372)

A professional production of the Empire State  
Youth Theatre Institute, The University at  
Albany State University of New York

NY  
Theatre Institute

**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**  
Sunday school, 9:30 a.m.; 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., Bethlehem. Information, 438-7740.

**21ST ANNUAL ANTIQUE SHOW AND SALE**  
Bethlehem Central High School, 700 Delaware Ave., Delmar, 11 a.m. to 4 p.m. Information, 439-4142.

**ALL YOU CAN EAT BREAKFAST BUFFET**  
Bethlehem Lodge of Elks, Route 144, Selkirk, 9 a.m. to noon. Information, 767-9959.

**LORD OF LIFE LUTHERAN CHURCH**  
worship meeting, Bethlehem Grange Hall 137, Rt. 396, Beckers Corners, 11 a.m. Information, 235-1298.

#### NEW SCOTLAND

**JERUSALEM REFORMED CHURCH**  
Sunday school, 9:30 a.m.; worship 10:30 a.m., followed by coffee hour, Route 32, Feura Bush. Information, 732-7047.

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

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

**NEW SALEM REFORMED CHURCH**  
worship service, 11 a.m., nursery care provided, Rt. 85 and Rt. 85A, New Salem. Information, 439-6179.

**MOUNTAINVIEW EVANGELICAL FREE CHURCH**  
Bible hour for children and adults, 9:15 a.m.; worship service, 10:30 a.m.; evening service, 6:30 p.m. Nursery care provided for Sunday services. Rt. 155, Voorheesville. Information, 765-3390.

**ONESQUETHAW CHURCH**  
worship, 9:30 a.m. and 10:45 a.m., Sunday school, Tarrytown Rd., Feura Bush. Information, 768-2133.

**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, 10:30 a.m., followed by fellowship time, Delaware Turnpike, Delmar. Information, 439-5001.

**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.

**FAITH TEMPLE**  
Sunday school, 10 a.m.; worship, 11 a.m. New Salem. Information, 765-2870.

**MONDAY FEBRUARY 17**

#### BETHLEHEM

**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.

**SCHOOL'S OUT FIM**  
program for school age children, 2 p.m., Bethlehem Public Library, 451 Delaware Ave., Delmar. Information, 439-9314.

**WELCOME WAGON**  
newcomers, engaged women and new mothers, call for a Welcome Wagon visit, Mon.-Sat. 8:30 a.m.-6 p.m. Information, 785-9640.

**TEMPLE CHAPTER 5 RAM**  
first and third Mondays, Delmar Masonic Temple.

**DELMAR KIWANIS**  
meets at Sidewheeler Restaurant, Rt. 9W, Days Inn, Glenmont, 6:15 p.m. Information, 439-5560.

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

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

**BETHLEHEM ARCHAEOLOGY GROUP**  
provides volunteers with excavation and laboratory experience, Monday and Wednesday mornings, archaeology lab, Rt. 32 South. Information, 439-6391.

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

**STORY HOUR**  
Voorheesville Public Library, 51 School Road, 10:30 a.m. Information, 765-2791.

**4-H CLUB**  
meets first and third Mondays, 7:30 p.m., home of Marilyn Miles, Clarksville. Information, 768-2186.

**TUESDAY FEBRUARY 18**

#### BETHLEHEM

**MULTIPLE SCLEROSIS SELF-HELP GROUP**  
Bethlehem Public Library, Delaware Ave., Delmar, 2 p.m. Information, 452-1631.

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Delmar, 2-4:30 p.m. Information, 439-0503.

**DELMAR PROGRESS CLUB**  
garden group, community room, Bethlehem Public Library, "Anatomy of a Park," 9:30 a.m. Information, 439-3916.

**BOOK DISCUSSION GROUP**  
7:30 p.m., Bethlehem Public Library, 451 Delaware Ave., Delmar. Information, 439-9314.

#### LEGAL NOTICE

##### NOTICE OF SPECIAL MEETING VOORHEESVILLE CENTRAL SCHOOL DISTRICT TOWNS OF NEW SCOTLAND, GUILDERLAND AND BERNE ALBANY COUNTY, NEW YORK

NOTICE IS HEREBY GIVEN on behalf of the Board of Education, that a Special Meeting of and for the Voorheesville Central School District, Albany County, New York (the "District") will be held on the 10th day of March, 1992 at the Clayton A. Bouton Junior-Senior High School Building for the Voorheesville Central School District from 2:00 o'clock p.m. to 9:30 o'clock p.m. or as much longer as may be necessary for the purpose of enabling the qualified voters then present to cast their votes on the following proposition:

RESOLVED: That the Board of Education of the Voorheesville Central School District (hereinafter the "District") is hereby authorized to purchase two sixty passenger buses and one sixteen passenger bus for the purpose of transporting District pupils at an estimated maximum cost of One Hundred Twenty Thousand and 00/100 Dollars (\$120,000.00) including necessary equipment, machinery, apparatus and other ancillary costs for required for the purposes for which such vehicles are to be used, further, that the entire expenditure be supported through the use of unappropriated District funds which were not heretofore designated for use during the 1991-1992 fiscal year.

AND NOTICE IS FURTHER GIVEN that an informational Public Meeting regarding the Proposition on School Bus Purchases will be held on Monday, March 9, 1992 at 7:00 p.m. prior to the Regular Board Meeting at the Clayton A. Bouton Jr.-Sr. High School Cafeteria, Route 85A, Voorheesville, New York.

AND NOTICE IS ALSO GIVEN that letters requesting application for absentee ballots may be received by the District Clerk not earlier than the thirtieth (30th) day nor later than the seventh (7th) day before the election. Requests should be addressed to:

Clerk, Board of Education  
Voorheesville Central School District  
Voorheesville, New York 12186  
Dated: January 14, 1992  
Valerie Ungerer  
District Clerk  
(February 12, 1992)

##### TOWN OF BETHLEHEM ALBANY COUNTY NEW YORK BOARD OF APPEALS 445 DELAWARE AVENUE DELMAR, NEW YORK 12054 (518) 439-4955 OFFICE OF THE CHAIRMAN NOTICE OF PUBLIC HEARING

#### LEGAL NOTICE

Notice is hereby given that the Board of Appeals of the Town of Bethlehem, Albany County, New York will hold a public hearing on Wednesday, Feb. 19, at 7:30 p.m., at the Town Offices, 445 Delaware Avenue, Delmar, New York, 12054 for Variance under Article XII, Percentage of Lot Occupancy, Section 128-55, of the Code of the Town of Bethlehem for the construction of a two care detached garage at premises 272 Kenwood Avenue, Delmar, New York.

Charles B. Fritts  
Chairman  
Board of Appeals  
(February 12, 1992)

##### TOWN OF BETHLEHEM ALBANY COUNTY NEW YORK BOARD OF APPEALS 445 DELAWARE AVENUE DELMAR, NEW YORK 12054 (518) 439-4955 OFFICE OF THE CHAIRMAN NOTICE OF PUBLIC HEARING

Notice is hereby given that the Board of Appeals of the Town of Bethlehem, Albany County, New York will hold a public hearing on Wednesday, February 19, 1992 at 7:45 p.m., at the Town Offices, 445 Delaware Avenue, Delmar, New York, 12159 for Variance under Article XVIII, Rear Yard, of the Code of the Town of Bethlehem for the construction of a deck encroaching into rear yard setback at premises 52 Daniel v. Street, Slingerlands, New York.

Charles B. Fritts  
Chairman  
Board of Appeals  
(February 12, 1992)

##### TOWN OF BETHLEHEM ALBANY COUNTY NEW YORK BOARD OF APPEALS 445 DELAWARE AVENUE DELMAR, NEW YORK 12054 (518) 439-4955 OFFICE OF THE CHAIRMAN NOTICE OF PUBLIC HEARING

Notice is hereby given that the Board of Appeals of the Town of Bethlehem, Albany County, New York will hold a public hearing on Wednesday, February 19, 1992 at 8:00 p.m., at the Town Offices, 445 Delaware Avenue, Delmar, New York, 12054 for Variance under Article XII, Percentage of Lot Occupancy, of the Code of the Town of Bethlehem for the construction of addition to residence at premises 39 Murray Avenue, Delmar, New York.

#### LEGAL NOTICE

hem for the construction of addition to residence at premises 39 Murray Avenue, Delmar, New York. Charles B. Fritts  
Chairman  
Board of Appeals  
(February 12, 1992)

##### TOWN OF BETHLEHEM ALBANY COUNTY NEW YORK BOARD OF APPEALS 445 DELAWARE AVENUE DELMAR, NEW YORK 12054 (518) 439-4955 OFFICE OF THE CHAIRMAN NOTICE OF PUBLIC HEARING

Notice is hereby given that the Board of Appeals of the Town of Bethlehem, Albany County, New York will hold a public hearing on Wednesday, February 19, 1992 at 8:15 p.m., at the Town Offices, 445 Delaware Avenue, Delmar, New York, 12054 for Variance under Article XII, Percentage of Lot Occupancy, of the Code of the Town of Bethlehem for the construction of addition to residence at premises, 121 Devon Road, Delmar, New York.

Charles B. Fritts  
Chairman  
Board of Appeals  
(February 12, 1992)

Councilman Ms. Galvin moved that the following resolution be adopted. The resolution was adopted, the following members of the Town Board voting in favor of the resolution Mr. Ringler, Mr. Webster, Mr. Gunner, Ms. Galvin, Mrs. Fuller and the following members of the Town Board voting against the resolution none.

**BOND RESOLUTION, DATED JANUARY 22, 1992, AUTHORIZING THE ISSUANCE OF \$10,700,000 SERIAL BONDS OF THE TOWN OF BETHLEHEM, PURSUANT TO THE LOCAL FINANCE LAW, TO FINANCE THE INCREASE AND IMPROVEMENT OF FACILITIES OF WATER DISTRICT NO. 1, WITHIN SAID TOWN, AND APPROPRIATING THE PROCEEDS TO SUCH PURPOSE.**

#### RECITAL

WHEREAS, following preparation of a map and plan for the increase and improvement of facilities of Water District No. 1 (herein called "District"), in the Town of Bethlehem (herein called "Town"), in the County of Albany, New York, consisting of the expansion of water supply facilities and transmission mains, including construction of new infiltration wells, raw water pumping station and transmission main, and construction of a new water purification plant and finished water transmission main, and also

#### LEGAL NOTICE

including buildings, land or rights in land, original furnishings, equipment, machinery and apparatus required therefor, and after a public hearing duly called and held, the Town Board of the Town determined, that it is in the public interest to increase and improve the facilities of the District, and ordered that such facilities be increased and improved at the estimated total cost of \$10,700,000.

NOW, THEREFORE, BE IT RESOLVED by the Town Board of the Town of Bethlehem in the County of Albany, New York (by the favorable vote of not less than two-thirds of all members of said Town Board), as follows:

Section 1. The Town of Bethlehem, in the County of Albany, State of New York, shall issue its serial bonds in the aggregate principal amount of \$10,700,000 pursuant to the Local Finance Law of New York, to finance the specific object or purpose hereinafter described.

Section 2. The specific object or purpose (hereinafter referred to as "purpose") to be financed by the issuance of such serial bonds is the increase and improvement of facilities of the District, consisting of the expansion of water supply facilities and transmission mains, including construction of new infiltration wells, raw water pumping station and transmission main, and construction of a new water purification plant and finished water transmission main, and also including buildings, land or rights in land, original furnishings, equipment, machinery and apparatus required therefor, all in accordance with the map and plan prepared by J. Kenneth Fraser and Associates, P.C., competent engineers duly licensed by the state of New York, on file in the office of the Town Clerk. The proceeds of such obligations are hereby appropriated to such purposes.

Section 3. It is hereby determined and stated that the estimated maximum cost of such purpose as heretofore determined by the town Board is \$10,700,000 and that no money has heretofore been authorized to the payment of the cost of such purpose and the Town Board plans to finance the cost of such purpose entirely from funds raised by the issuance of the obligations authorized by this bond resolution. The payment of the principal of and interest on the obligations authorized by this resolution shall be paid by the assessment, levy and collection of assessments upon the several lots and parcels of land within the District on an ad valorem basis, in the same manner and at the same time as other Town charges.

Section 4. It is hereby determined that the purpose described in Section 2 above is a purpose described in Subdivision 1 of Paragraph a. of Section 11.00 of the Local Finance Law, and that the period of probable usefulness of such purpose is forty (40) years;

#### LEGAL NOTICE

however, the period of probable usefulness of said \$10,700,000 serial bonds is hereby limited to twenty (20) years.

Section 5. Each of the serial bonds authorized by this resolution and any bond anticipation notes issued in anticipation of the sale of said serial bonds shall contain the recital of validity as prescribed by Section 52.00 of the Local Finance Law and said serial bonds and any notes issued in anticipation of said serial bonds, shall be general obligations of the Town, payable as to both principal and interest by general tax upon all the taxable real property within the Town without limitation of rate or amount. The faith and credit of the Town are hereby irrevocably pledged to the punctual payment of the principal of and interest on said serial bonds and any notes issued in anticipation of the sale of said serial bonds and provision shall be made annually in the budget of the Town by appropriation for (a) the amortization and redemption of the serial bonds and any notes in anticipation thereof to mature in such year, and (b) the payment of interest to be due and payable in such year.

Section 6. Subject to the terms and conditions of this resolution and the Local Finance Law, and pursuant to the provisions of Sections 30.00, 50.00 and 56.00, inclusive, of the Local Finance Law the power to authorize bond anticipation notes in anticipation of the issuance of the serial bonds authorized by this resolution and the renewal of such notes and the power to

prescribe the terms, form and contents of such serial bonds and such bond anticipation notes, and the power to sell and deliver such serial bonds and any bond anticipation notes issued in anticipation of the issuance of such bonds is hereby delegated to the Supervisor, the Chief Fiscal Officer of the Town. The Supervisor is hereby authorized to sign any serial bonds, and any bond anticipation notes issued in anticipation of the issuance of said serial bonds, and the Town Clerk is hereby authorized to affix the corporate seal of such Town to any such serial bonds or such bond anticipation notes and to attest such seal.

Section 7. This resolution shall be published in full by the Town Clerk of such Town together with a notice in substantially the form prescribed by Section 81.00 of said Local Finance Law and such publication shall be in a newspaper having a general circulation in said Town and published in *The Spotlight*, in the County of Albany and State of New York. The validity of such serial bonds may be contested only if such obligations are authorized for such purposes for which such Town is not authorized to expend money, or the provisions of law which should be complied with at the date of publication of this resolution are not substantially

#### LEGAL NOTICE

complied with, and an action, suit or proceeding contesting such validity, is commenced within twenty (20) days after the date of such publication, or if such obligations are authorized in violation of the provisions of the Constitution of the State of New York.

Section 8. This resolution shall take effect immediately upon its adoption.

Notice is hereby given that the Town Board of the Town of Bethlehem is Lead Agency for the above Type I action and that it has filed and circulated a Negative SEQRA Declaration for said project. (February 12, 1992)

##### TOWN OF NEW SCOTLAND CORINNE COSSAC, TOWN CLERK TOWN HALL R.D. SLINGERLANDS, NEW YORK 12159 PHONE 439-4865 TOWN OF NEW SCOTLAND PUBLIC HEARING

PLEASE TAKE NOTICE that the Town of New Scotland will hold a Public Hearing at the WYMAN OSTERHOUT COMMUNITY CENTER, on OLD ROAD in the HAMLET OF NEW SALEM on the 26th day of February, 1992 at 2:00 P.M., on Amendment to Paragraph (a) Sub-division 3 of Section 467 of the Real Property Law. This amendment would exempt property owners of the Town of New Scotland who are at least 65 years of age from taxation on a sliding scale as follows:

ANNUAL INCOME	% OF EXEMPTION ON ASSESSED VALUATION
Not more than \$15,000.00	50%
\$15,000.00 or more but less than \$15,600.00	45%
\$15,600.00 or more but less than \$16,200.00	40%
\$16,200.00 or more but less than \$16,800.00	35%
\$16,800.00 or more but less than \$17,400.00	30%
\$17,400.00 or more but less than \$18,000.00	25%
\$18,000.00 or more but less than \$18,600.00	20%
\$18,600.00 or more but less than \$19,200.00	15%
\$19,200.00 or more but less than \$19,800.00	10%

The income tax year immediately preceding the date of application for exemption is the base for annual income. The present maximum limit is fifteen thousand six hundred and twenty-five dollars (\$15,625.)

all persons desiring to be heard on the question will be duly heard at the time and place specified. BY THE ORDER OF THE TOWN BOARD, DATED: FEBRUARY 10, 1992 (February 12, 1992)

# SPOTLIGHT TEENSCENE

By Erin Elizabeth Sullivan

The New York Giants football team just completed a disappointing season. Now they're coming here to try their hands at basketball. Members of the 1991 Super Bowl winning team are scheduled to play a series of basketball games around the Albany area.

The National Football League team's members are coming to play basketball at a court near you. And these are not bench-warming third string players. These are some of the premier stars of the Giants: Rodney Hampton, Pepper Johnson, William Roberts, Odessa Turner, John Washington, Maurice Carthon and Bob Kratch. Giant-turned-Cleveland Brown Lee Rouson will join his former teammates on the hoop tour, during which the team challenges local sponsors.

The Giant eight will play locally at Bethlehem Central High School, 700 Delaware Ave., against BC coaches on Saturday, March 14, at 1 p.m. Proceeds will benefit the Bethlehem Central Athletic Association.

Other games are set for Saturday, Feb. 22, at noon at Johnstown High School, at 4 p.m. at Gloversville High School and at Amsterdam High School at 8 p.m.

The next day, the team will play at the Fort Plain Junior High School at noon and at 4 p.m. at Mayfield. The Giants will also play at the Guilderland High School on Sunday, Feb. 23, at 8 p.m. Proceeds will go to St. Jude Children's Research Hospital. Call 456-6200 for information.

Pre-sale tickets for the basketball games are \$5 each or \$6 at the door. Tickets will be available to the community through various athletic booster clubs. For information, call Tom Yovine at 439-2062 or 374-8461.

Have you ever wanted to see Mt.

Vernon, the former home of George Washington? Now is your chance. Sacred Heart/St. Columba's Church in Schenectady is offering an exciting four-day trip to Washington D.C. from Thursday, April 23, to Sunday, April 26.

The trip is open to the public and includes the following features: transportation by motor coach, bus escorts, box lunch on the bus the first day, snack on the bus the fourth day, hotel accommodations (every room is a suite), full breakfast every morning and an evening tour on Thursday given by a professional tour guide. An escort will be available during the day on Friday to assist you around Washington and the motor coach will be available during the day on Saturday for trips to Mt. Vernon and Arlington National Cemetery. The motor coach will be available on Sunday for a trip to the Shrine of the Immaculate Conception.

The activities are offered as options and those who want to sight-see on their own during the stay are welcome to do so.

The cost of the trip varies depending upon room occupancy and age. Reservations with a \$50 deposit are now being taken. Call Lew Blaha at 374-1966 or Kathy Nollis at 456-6545 for information.

One, two, three, four — bump, set, spike, score! The National Honor Society of Voorheesville's Clayton A. Bouton Junior-Senior High School will sponsor a volleyball game between faculty and staff and the KLITE Liteweights from WKLI-FM on Wednesday, Feb. 12, at 7:30 p.m.

The proceeds from the \$2 admission charge will be donated to the homeless and to the Earth Day Festival being held at the high school on April 29. Call 765-3314 for information.

## Winterfest (From Page 25)

for who works to promote eye health, will also attend.

Smith said that although the schedule "is family oriented . . . anyone else can come too."

Winterfest, which was first introduced at the park in 1988, was not held last year due to budget constraints. "This year we went out and got some sponsors and had a lot of volunteer work. That's the only way we can do it," Smith said.

Sponsors include Z-ROCK radio, 102.3 FM, and the Gideon Putnam Hotel.

"The turnout depends a lot on the weather, and also on the publicity," said Smith. One year, when there was a lot of snow, over 5,000 people attended Winterfest, but two years ago, when there was little snow, about 1,000 people attended, she said.

"We've been lucky," Smith said. "With a lot of newspapers advertising this, and we have a radio station sponsoring us."

## Cupid (From Page 25)

include puppet shows, storytelling and family sing-alongs. Dancers should bring a pair of soft soled non-street shoes to wear in the gym.

Friday tickets are \$6 for all guests. On Saturday, tickets will be sold for the 10 a.m. to 6 p.m. session and the 4 p.m. to midnight session at a cost of \$9 for adults

and \$4 for seniors and children. All-day Saturday tickets are \$16 for adults and \$8 for seniors and children. On Sunday, all-day tickets will be priced at \$9 and \$4. A weekend ticket is \$24.

For information, call 237-9520 or 438-3035.

## Museum offering first breath of spring

"New York in Bloom," a flower show featuring creations by amateur and professional floral designers in the Capital District, brings spring to the New York State Museum Feb. 28 and 29 and March 1. The show celebrates the opening of the exhibit The Enduring Flower, on view at the museum from Feb. 28 through June 28.

The flower show and some related programs are free.

Each designer will create a floral design to enhance exhibits throughout The Enduring Flower and the museum's New York Metropolis Hall.

For information, call 474-5801.

## Noon music series

The Schenectady County Council on the Arts and Proctor's, are sponsoring a free noontime concert series at Proctor's Theatre in Schenectady. On Feb. 18, March 3 and 10, April 14 and 28, and May

12 and 26 the public is invited to spend an enjoyable lunch hour filled with music.

For information, call 374-3321.

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Rts. 9 & 146 • Clifton Park • 371-7001

## Weekly Crossword

"Cupid's Arrow"

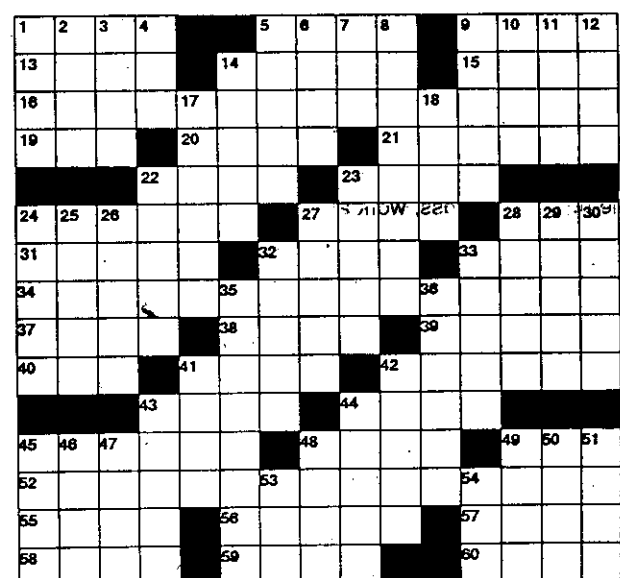
By Gerry Frey

### ACROSS

- 1 Linger
- 5 Diplomacy
- 9 Type of jazz singing
- 13 Blue pencil
- 14 "\_\_\_\_\_ Indiana"
- 15 Magnet end
- 16 Cupid's Aim
- 19 Pub offering
- 20 Dozes off
- 21 Leased
- 22 Easter flower
- 23 Tardy
- 24 City in Washington
- 27 Gladys Knights group
- 28 Afghani: Abv.
- 31 Pleasant odor
- 32 Very large truck
- 33 Atmosphere
- 34 Cupid's Day
- 37 \_\_\_\_\_ Shan: Mountains in Cen. Asia
- 38 Apple-pie order
- 39 Gilsten
- 40 Poetic ever
- 41 Israeli airline
- 42 Shoots at clay pigeons
- 43 A fastener
- 44 Greek letters
- 45 Seem
- 48 Wander
- 49 "\_\_\_\_\_ Yankee Doodle Dandy"
- 52 "Absence Makes The \_\_\_\_\_"
- 55 Girl in Paris
- 56 Jubilate
- 57 Ms. Korbet
- 58 Encounter
- 59 Supersonic jets
- 60 Shade of blue

### DOWN

- 1 Actor Lugosi
- 2 Statue
- 3 Half gainer or swan
- 4 Summer in Paris
- 5 \_\_\_\_\_ bear
- 6 Weapons
- 7 Intelligence org.
- 8 North American turtle
- 9 Backbone
- 10 Outer garment
- 11 Precedes BRA
- 12 Placed the golf ball
- 14 \_\_\_\_\_ Gay: Atomic Bomb carrier
- 17 Not vegetable or mineral
- 18 Soaks flax
- 22 Salesman Willy \_\_\_\_\_
- 23 Boundary
- 24 Sip
- 25 Mr. Shaw
- 26 Lid
- 27 Flower part
- 28 \_\_\_\_\_ Murphy: WWII hero
- 29 18th US President
- 30 19th US President
- 32 Golfer Sammy \_\_\_\_\_
- 33 Residues
- 35 Magnifies
- 36 Native of Greenland



- 41 He was: Latin
- 42 Elevator part
- 43 Pierre's chapeau
- 44 Monks' hoods
- 45 Interrupting word
- 46 Soccer player
- 47 Colorless
- 48 Lambaste
- 49 Inactive
- 50 Word with buck or bit
- 51 Russian sea
- 53 Prescription dosages
- 54 Negative word

Solution to "Body Language"





To place an ad, Use Mastercard or Visa — 439-4949

CLASSIFIED ADVERTISING

# ANNOUNCEMENTS

**JOURNALISM STUDENTS** - \$2,500 Scholarship available for qualified NYS journalism undergraduate students. For application or further information contact New York Press Association, Executive Park Tower, Albany NY 12203. 800-322-4221.

**NEW YORK PRESS ASSOCIATION** announces its **PRESS RELEASE MAILING SERVICE**. For \$100 NYP will send you 1 pg press release to 300 New York State community newspaper publishers. For more information, contact NYPA, Executive Park Tower, Albany NY 122-3, 800-322-4221.

# ANTIQUES

**DININGROOM DRESSER** & farmhouse table, English Pine, circa 1850, excellent cond. 426-9435

# APPLIANCES

**WANTED:** Good Used Appliances, working or non working. Refrigerators, ranges, air conditioners (any make) Sears, Kenmore, Whirlpool washers & dryers. 439-0912.

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**NEED CASH?** Will buy outright or sell consignment at public auction, homes, estates, antiques, old oil paintings, vehicles, business inventories, farms, commercial or waterfront property. Your location or ours. **BRZOSTEK'S AUCTION SERVICE, INC.** Call toll free 1-800-562-0660. New York State's leading auctioneers.

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**WE CLEAN APARTMENTS, HOMES & Offices.** Reliable, 15 years experience. Ins. & bonded, references. Call 426-3137.

**HAVE OPENINGS** for house cleaning. Please call 786-7874. References.

Automotive Classifieds on page 35

# 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.

439-4949

# BABYSITTING SERVICES

**CHILDCARE** my Glenmont home 18 months and up. 427-8199

**DELMAR:** While you're away let your little one play - in a safe, loving environment. Any age/time. Reasonable 475-0183.

**NYS LICENSED** Group Family Daycare Home has one opening, full-time ONLY, prefer 3+, but will consider infant also. Please call between 1 and 3 pm or after 6pm 439-0164.

**QUALITY CHILDCARE** in my Delmar home, F/T, P/T 18 mos. - 4 yrs. NYS licensed and certified 475-1880.

# BABYSITTING HELP WANTED

**CHILDCARE** in our home, 3 year old and infant, 3 days per week, car & references required 439-5182.

# BUSINESS OPPORTUNITY

**HOTEL 1-800-6-MOTEL-6 (EXT. 600) WE'LL PAY YOU TO RUN YOUR OWN BUSINESS:** Motel 6 seeks live-in management teams for opportunities nationwide. Benefits include: Free furnished 1 bedroom apartment, paid utilities, paid training, generous health and retirement plans. Must have no dependents and be willing to relocate. Call 1-800-666-8356. Ext 600 EOE.

# FOUND

**GLENMONT:** Feb. 6th, approx. 5 month old male, Springer Spaniel mix, no collar, Black & White markings 463-1656

**HOUSECLEANING** jobs wanted: I'm reliable, experienced & reasonable. Phone 783-9439 between 10am - 4:00.

# HELP WANTED

**MUNSON TRANSPORTATION** NOW HIRING OTR T/T Drivers. **EXPERIENCED ONLY.** Secure company, benefits, top earnings. \$30,000 + **ANNUAL EARNINGS.** Call 800-423-7629.

**PART-TIME:** 2-3 hours daily, lunchtime wait service. Ideal for house wife 452-6938.

**LADIES** bi-focal glasses, Feb 5th, Kenwood Ave near Adams St. Call The Spotlight 439-4949

**TRUSTWORTHY,** reliable woman with 10 years experience. References available, prefer Delmar area 439-0878

# FINANCE

**BAD CREDIT?** Learn exactly how to fix your credit report - get loans - credit cards etc. Amazing recorded message reveals all 477-9278 Dept. 12.

# FIREWOOD

**MIXED HARDWOOD:** Cut, split & delivered, full cord \$125.00; face cord \$55.00. Jim Haslam 439-9702.

**SEASONED Oak firewood,** Face cord \$45. delivered 475-8057.

**FIREWOOD** cut, split, delivered, 1 cord \$100, 2 cords \$180. 966-4119, 239-4822.

**SEASONED FIREWOOD:** Satisfaction guaranteed, evenings 356-1892.

**SEASONED HARD WOOD:** face cords, delivered 439-6446.

**FIREWOOD:** Mixed hardwood, \$100 cord delivered and split. 765-5549, 765-5550.

**SELLAVON:** P/T, F/T, flexible hours, door to door selling optional, commissions up to 50%. Call 1-800-648-2866, En Espanol. 1-800-851-2866

**SUBSTITUTES** for Health Office: R-C-S School District, 1991-92 school year. First Aid & Community CPR required; RN's preferred. Contact Rose Nunziato at 767-2517.

**CONSTRUCTION,** trucking, teaching, nursing, machinists, programmers, mechanics, cooks.... First \$70,000 tax free in England, Germany, Australia. Free airfare, housing. Florida jobs also. 1-407-578-8111 extension 25.

**HAIR DESIGNERS** and nail techs needed for beautiful new Euro/salon: high tech, high motivated atmosphere, commission plus bonus or clientele preferred, Loudonville area, call Debra 438-7929.

**BE ON T.V.** many needed for commercials. Now hiring all ages. For casting info. Call (615) 779-7111 Ext. T-503.

**POSTAL JOBS** available! Many positions. Great benefits. Call 1-805-682-7555 ext. P-3467.

**HAIRSTYLIST:** Booth Rental, \$75 a week, everything included but your supplies, in large modern salon Delmar 439-6066 or 452-3689

**HOW YOU CAN HAVE EMPLOYERS** call you for the job you want. Get **FREE INFORMATION** on our step-by-step manual. Call "Success" (518) 436-1386 24 hrs.

**SEWING MACHINE OPERATORS,** Factory experience, full-time, good opportunity, Albany 463-1262 machine.

**DRIVERS** \$35,000 per year+++ **NO EXPERIENCE NEEDED** Local and nationwide **FULL-TIME - PART-TIME.** Drivers license required 1-800-992-8005.

**POSITION AVAILABLE** with USDA/ASCS working in agriculture related field, farm background/computer skills essential. Starting salary \$6.48/hr. For application write: USDA/ASCS PO BOX 497, VOO-RHEESVILLE, NY 12186.

**TELEPHONE SALES REP.** for New York State Classified Advertising Network. Positive, dependable, hardworking person needed for full-time position. Excellent phone skills. Experience preferred. Send resume to NYSCAN, Executive Park Tower, Albany NY 12203. Attn: Classified Mgr. **NO PHONE CALLS.**

**NURSES:** It is TIME!! Dial 783-5739 Around The Clock Care Inc.

**MEMBERS OF THE PRESS:** FREE classified ad service for job hunting members of the press looking for employment with a weekly newspaper in New York State. Send your ad to NYPA Newsletter, Executive Park Tower, Albany, NY 12203.

**PART-TIME MEDICAL** Secretary: typing, dictation, varied office duties, flexible hours. Reply to: Box "D" Spotlight Newspapers, 125 Adams St., Delmar, NY 12054.

# Spotlight Newspapers

# HOME IMPROVEMENT SECTION

February 26, 1992

Ad Deadline February 19th

We put it all together for you...

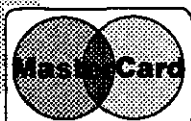
The leak in the roof.  
The hole in the driveway.

When you need to make Home Improvements, it's good to know that Spotlight Newspapers can help pave the way.

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Phone in your  
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or **Visa**  
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**CLASSIFIED ADVERTISING****To place an ad, Use Mastercard or Visa — Call 439-4949**

**CERTIFIED HOME HEALTH AIDE TRAINING:** Free of charge, March 4 thru March 20, employment following training offers; work close to home, mileage reimbursement, benefits, & flexible scheduling. Call Nancy or Stephen; Inter County Home Care 489-4756 for information.

**HOME IMPROVEMENT**

**NEED HOME IMPROVEMENTS?** Call Franchini Bros. 463-8979 ask for Gino.

**HOMEOWNERS WANTED** allow us to install vinyl siding and replacement windows on an advertising basis. Buy now, Huge savings. 100% financing available. No money down. E/U-4/21. **PREFERRED INDUSTRIES** 1-800-688-3131.

**INSTRUCTION**

**BE A PARALEGAL:** Attorney Instructed, home study. Established 1976. FREE catalog 1-800-669-2555. Southern Career Institute, Box 2158, Boca Raton, FL 33427.

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**LAWN MOWERS**

**PUSH OR RIDING EQUIPMENT:** tune-ups, sharpening & safety checks. Be prepared for early spring work. Scheduling now, free pick-ups, Sr Discounts 438-9509.

**MISCELLANEOUS FOR SALE**

**PIANO:** upright, good condition \$250.00 439-8680.

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**WOOD STOVE w/pipe,** Black enamel, excellent condition, 439-2733 \$225.00.

**LOST**

**THREE WEEKS AGO** Red Ruby bracelet in Brockley's. A lot of memories 439-1890.

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**A WONDERFUL FAMILY EXPERIENCE.** Australian, European, Scandinavian, Japanese High School exchange students arriving in August. Become a Host Family/American Intercultural Student Exchange. Call 1-800-SIBLING.

**ADOPTION:** Happily married couple wishes to share love and security with newborn. Expenses paid. Lets help each other. Call Donna & Dick 1-800-982-2303.

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**ADOPTION:** Well-educated financially secure couple want to adopt infant. We offer child a chance to achieve full potential in happy/stable environment. We love children, animals, music/art, nature, sports. Lakefront house. Call collect (203) 491-9129.

**ADOPTION: LET US GIVE YOUR BABY** a lifetime of love, family, security and a world of hope and possibilities. Call Fay & Howie at 1-800-882-3782.

**THE COOK ADULT HOME** has immediate openings for a resident. Family atmosphere, full activity schedule, home cooking, 24 hr supervision, 25 min. from Albany. Financial assistance available (518) 664-8014 1 Prospect St., Mechanicville, NY 12118.

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**PETS**

**FREE** to good home; female cat, neutered, all shots. Call 439-9567.

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**THE PIANO WORKSHOP** Complete Piano Service. Pianos wanted; rebuilds sold. 24 hr. answering service. Kevin Williams 447-5885.

**PIANOS TUNED & REPAIRED,** Michael T. Lamkin, Registered, Craftsman. Piano Technicians Guild, 272-7902

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Great Location - Great Price



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**GUNS:** Used; any condition, also anything Civil War. Private collector. Ron - days 472-1022, eves 758-7415.

**ATTENTION**

Great for 1st Time Buyers



Updated Kitchen; 3 Bedrooms, 2 Baths; Central Air; large Deck; large lot. \$118,900

**PAGANO****WEBER 439-9921**

**GLENMONT \$179,900** 4 BR, 2.5 BTH COL, FR w/FP, Millbrook Kit, Hardwood Floors, Formal DR, C/A. 439-2888

**DELMAR \$229,000** Newly Decorated 4 BR, 2.5 BTH COL in Move-In Condition, Mstr w/4 Closets, Finished Basement, Family Room w/FP. 439-2888

**DELMAR \$199,000** 4 BR, 2.5 BTH COL, Tastefully Decorated, Family Room w/FP, Vaulted Ceiling in Family Room, White Brick Fireplace. 439-2888

**BETHLEHEM \$129,900** 3 BR, 1.5 BTH S/L Newly Renovated & Carpeted, Spacious Lot, Beth Schools, FR w/FP. 439-2888

**& BLACKMAN DESTEFANO**  
Real Estate

**STANDS** of overgrown Christmas trees. Spruce, Pine, & Fir 439-6446.

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**WANTED:** Mobile home on local lake. Please call 489-7105

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**WANTED** 49 people to lose between 5 and 150 lbs or more! 30 day money back guarantee. Dr. Recommended. If you don't need to lose weight, someone you love does. Call now 869-6171.

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**Hurry! Hurry! Hurry!**

Today's low interest rates and reduced asking prices can't last forever. Take advantage of the best market for Purchasers in more than a decade.

**\$105,000**

Lots of room for a growing family and located adjacent to the Glenmont schoolyard, a four to five bedroom colonial plus garage.

**\$115,000**

Completed renovated brick and vinyl home, new oak kitchen, two baths, one with whirlpool, great room, two car garage.

**\$119,000**

Commercially zoned colonial in uniquely private location, usable as a four bedroom family home or for business purposes.

**\$119,900**

Available for immediate occupancy, move-in condition, a very conveniently located 4 or 5 bedroom home, low maintenance exterior.

**\$157,000**

Classic center hall colonial, four bedrooms, hardwood floors, very pleasant neighborhood near four corners and library.

**\$229,500**

Colonial across four bedroom home, walk-out and finished basement, large kitchen with Woodmode cabinets, two fireplaces, two car garage.

**\$840,000**

Very grand early nineteenth century mansion, private location, barn with six room apartment, plus approximately 59 developable acres.

**Nancy Kuivila**  
Real Estate, Inc.

**Classified Advertising****It works for you!****Spotlight Classifieds Work!!****WRITE YOUR OWN**

Minimum \$8.00 for 10 words, 30¢ for each additional word. Phone number counts as one word. Box Reply \$3.00. Business ads to be charged to account \$2.50 extra.

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

**Classified Advertising**

Runs in both

**THE Spotlight and the Coloni Spotlight****35,000 readers every week****\$8.00 for 10 words****30¢ each additional word****CLASSIFIED DEADLINE - 4:00 PM FRIDAY for next Wednesday's papers**

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6	7	8	9	10
\$8.30	\$8.60	\$8.90	\$9.20	\$9.50
\$9.80	\$10.10	\$10.40	\$10.70	\$11.00
\$11.30	\$11.60	\$11.90	\$12.20	\$12.50
\$12.80	\$13.10	\$13.40	\$13.70	\$14.00
\$14.30	\$14.60	\$14.90	\$15.20	\$15.50
\$15.80	\$16.10	\$16.40	\$16.70	\$17.00

Classified ads may be phoned in and charged to your MasterCard or VISA at 439-4949

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**Spotlight Newspapers**  
125 Adams Street  
Delmar, NY 12054

Category \_\_\_\_\_

I enclose \$\_\_\_\_\_ for \_\_\_\_\_ words

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

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

**Real Estate**

For the best buys in  
Home, Apartment  
or Property

To place an ad, Use Mastercard or Visa — 439-4949

CLASSIFIED ADVERTISING

## REAL ESTATE CLASSIFIEDS

## REAL ESTATE FOR RENT

THE Living Connection Inc.. Rental. and Roommate Svc.. Small Fee.. 434-6075.

COLONIE: 1 bedroom, upstairs apartment, \$400.00 heat & hot water included, 1 person, no pets. 489-7105.

\$475 SELKIRK: 2 bedroom, appliances, washer/dryer hook-ups, security. Reply to Box "L" Spotlight Newspaper, 125 Adams St., Delmar NY 12054

\$550+ UTILITIES: Delmar, 2 bedroom duplex, 1 story, garage, no pets, available March 1st 439-1679.

OFFICE SPACE AVAILABLE, Delmar's best location, 500 Kenwood Ave. Up to 5000 Sq.Ft. Will build to suit. 439-9955.

\$525: 2-3 Bedroom, South Bethlehem, large yard, washer/dryer hook-ups. 383-8135.

OFFICE SPACES - 300 SF @ \$300 gross; 721 SF @ \$540+; 427 SF @ \$320+; 1200 SF @ \$700/mo. Call today for more info. Pagano Weber 439-9921.

\$575+ UTILITIES: Delmar, 2 bedroom duplex 477-5964 or 472-8229

\$435+ GLENMONT: 2 bedrooms, livingroom, gas heat with air conditioning, appliances 465-6537.

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The 9000 Turbo, is a family sized sports sedan. The front-drive 9000's "feel" is traditional European. Its instrument cluster, too, contains the characteristic white-on-black hand and dial gauges that "trade-mark" this design philosophy. The car's completely equipped just as it comes from the factory, too, with power steering, four-wheel power disc anti-loc brakes, a driver's side airbag, AM-FM stereo cassette player, automatic climate control, power windows, and much more. For '92, changes include a stiffened body and a reduced maintenance schedule.

But even from this car's beginnings, it's obvious comfort was foremost in the designer's minds: the front seats are wide, firm, supportive leather-covered buckets. There's plenty of room there, too, and the rear is suitable even for large adults. Luggage space is enormous; you'll never need a roof rack.

The 9000's heart is a spanking-new

turbocharged, intercooled 2.3 liter, 16-valve 200 horsepower in-line "4". Though at 3,225 pounds, the fuel-injected 9000's no lightweight, 0-60 times average in the high eight-second bracket. The car has minimal turbo lag, too (the time between pressing the accelerator and the desired result occurring) and decent low and mid-range torque. For ultimate performance, though (a full second 0-60), order this car with a five-speed.

Efficiency-wise, excellent economy is the norm: mileage averaged 17 city and 24 highway, exactly its EPA rating.

Contributing to this was an ultra smooth four-speed automatic overdrive transmission with lock-up torque converter. The combination shifts smoothly.

The 9000 Turbo isn't cheap, but if you're looking for traditional European luxury and performance, the 9000 deserves a test drive.

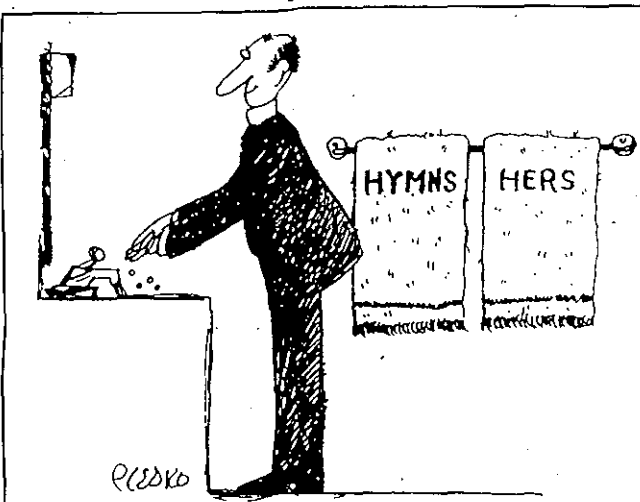
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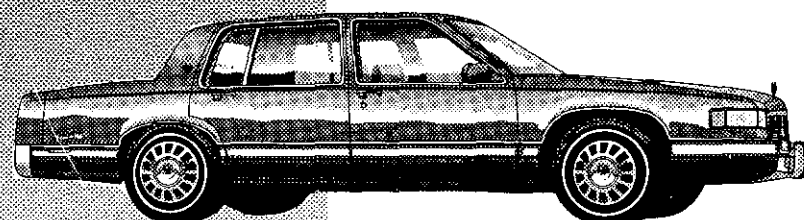
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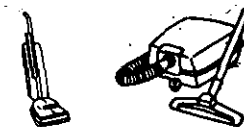
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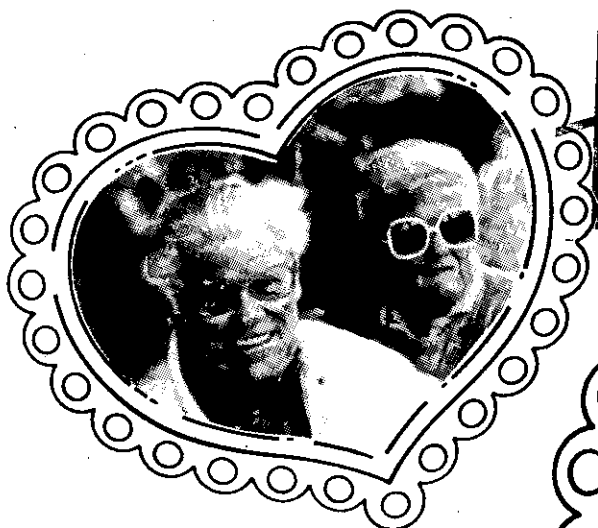
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