

# THE SPOTLIGHT

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Inside: Spotlight Newspapers 3rd Annual

# PROGRESS

Edition 1993

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The weekly newspaper serving the Towns of Bethlehem and New Scotland

February 10, 1993

50¢

## Plaza developer hoping for green light

### Two-year old retail proposal on planners' agenda

By Mel Hyman

The retail/office complex known as Bethlehem Plaza will be back before the town planning board later this month, and owner/developer Tom Green has his fingers crossed about the future of the proposal.

It's been two years since the Delaware Avenue project was first unveiled, and Green is eager to get it off the ground. The project has been on the back burner for more than a year because of planning board concerns over drainage, traffic and slope stability.

The location of the site appears to have been the main stumbling block. The three-acre parcel is just east of the Tastee-Freez on the south side of Delaware Avenue.

Run-off from the site was a major worry, because of its proximity to the Normanskill, and also because several homes and a church lie at the bottom of the river embankment.

The board also requested a more in-depth survey of the site's archaeological importance.

As far as Green knows, all of the board's major concerns have been addressed, and all that remains is for the board to "choose the colors of the buildings." If his revised site plan meets board approval in the coming weeks, Green would like to start construction in May or June.

Attracting tenants should be no problem, he said, since numerous parties have already made inquiries.

"People in Delmar are looking for retail space," he said. "I think the board would appreciate our spreading out the

business district and not locating in the most congested area between McDonald's and the Four Corners."

"We're anxious to get moving," he said. "We've tried to make it unique, interesting and an asset to the town."

Each of the three buildings has a tower-like design and extensive landscaping and green space has been included. There is provision for 100 regular parking spaces and five

handicapped spaces. There will be from six to 10 retail stores and two large office areas.

Plans are in the works for the Green's Appliance store at 222 Delaware Ave. to relocate to one of the buildings.

"There are a lot of pluses in terms of their objectives for the site," said planning board member Gary Swan. "It's just that the planning board has to weave through some

□ PLAZA/page 20



Tom Green

## A peek into Bethlehem's past



Philip Rice, left, and Eugene Scott rehearse the re-enactment of Bethlehem's first town meeting, to be performed Friday, March 12, at town hall as part of the Bethlehem Bicentennial celebration. Rice will play the part of John Van Derheyden, town clerk and collector, while Scott will portray Philip Van Rensselaer, the first town supervisor. The play was written and directed by E. Patricia DeCecco.

Elaine McLain

## Hoblock pulls no punches in speech

By Dan Button

Iron Mike laid it on the line again Monday night in his second "State of the County" address.

In 4,000 unrelenting words, County Executive Michael J. Hoblock Jr., told it like it is, as he confronted the 39 members of the County Legislature, most of whom were skeptical or hostile auditors. "We are," he warned, "running out of time to make the changes that Albany County needs to survive."

They heard no "blue skies again" optimism, though he did describe a prospective innovation for acquiring several million dollars for "one-shot" financing of certain projects.

Rather, they heard a call for problem-solving and for "working together — put aside our differences for better results in county government. The executive cited a

**We are running out of time to make the changes that Albany County needs to survive.**

Michael Hoblock



Reaction to the Hoblock address by members of the county legislature and others will be included in next week's Spotlight.

"bitter taste lingering" from the 1992 deficit battle when his warnings were "ignored by some members." And he spoke scornfully of those who believe that the 1992 sales tax increase can lapse this year — sarcastically declaring he "eagerly awaits their plans" so these can be included in his 1994 financial strategy.

He denounced department heads who are reluctant to work with him and consider that "the Legislature is their master" — and warned that he will publicly chal-

lenge any who now won't go along.

As a final shot, he asserted that the county airport must be seized from "the hands of politicians and put into the hands of aviation professionals" — an authority to manage it "with political strings attached will not work."

The key issue in rehabilitating the airport is "to restore the public's confidence that we have the ability and the will to get the job done" rather than the questions of commercial or economic values to be realized.

For good measure, Hoblock deplored both state and federal mandates which requisition 75 percent of the county's budget to satisfy their purposes "while the state continues to withdraw financial support for county government."

"If the state can't afford to pay for a service, what makes them think that we can?" he said, noting new proposals by Governor Cuomo to "dump" more state costs onto counties, and disclosed early discussions among some localities "to lobby the state Legislature and Congress

□ HOBLOCK/page 20

## Cable change may lead to upgraded service

By Mel Hyman

A change in ownership for A-R Cable Services Inc. is expected to pave the way for a multi-million dollar upgrade of the cable television system serving Bethlehem.

The town board is expected to approve the ownership change at its bimonthly meeting tonight, Feb. 10. In the recent franchise agreement signed with A-R (Adams-Russell), the town was given the right to approve any corporate changeover since it could potentially affect cable service.

The new owner of A-R Cable Services is Warburg, Pincus Investors, LP — an investment company that will be purchasing a controlling stock interest.

The investment group will be "pouring a ton of dough" into the company for an overhaul of the cable transmission system, said Supervisor Ken Ringler.

The actual work should be starting in June, according to Judith Kehoe, town

□ CABLE/page 20

## Board to review disabilities plan

The Bethlehem Town Board will meet tonight, Feb. 10, to review a plan submitted by the town's committee on the Americans with Disabilities Act.

The committee will submit a plan which includes recommendations for the town's compliance with the federal act. One recom-

mendation is that the town board schedule a public hearing sometime in the near future to allow public comment on the plan.

Copies of the plan will be available at the meeting. For information, call David Austin, ADA coordinator, at 439-4131.

## Elks slate country music night

The Bethlehem Elks Club will host a country and western night and chuckwagon on Saturday, Feb. 13, at the club building on Route 144 and Winnie Road in Selkirk.

There will be a raffle, door prizes and music by Country Corners from 8 p.m. until midnight.

The chuckwagon dinner, including baked beans, chili, beef stew and chicken wings, will be served from 7 to 9 p.m.

The price is \$13 per person or \$25 per couple. For information, call 731-2916.

## Historian to speak in Feura Bush

The Feura Bush Neighborhood Association will meet on Wednesday, Feb. 10, at 7:30 p.m. at the Jerusalem Reformed Church in Feura Bush.

Virginia Bowers, Albany city historian, will speak on the history of the city's South End. For information, call 439-2948.

## Computer cooperation



At a recent technology open house, Voorheesville Elementary third-grader Tim Hauser and teacher Kim Greiner, left, show how the Blue Ribbon school uses technology to teachers Felicia Bordick and Karen Bylsma of Glenmont Elementary School, which also won the Blue Ribbon award.

Dev Tobin

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## Police charge six drivers with DWI

Bethlehem police arrested six people last week on charges of driving while intoxicated.

Timothy G. Higley, 29, of 203 Astor Court, Delmar, was stopped at 9:46 p.m. Tuesday, Feb. 2, on Delaware Avenue, police said. He was charged with speeding and DWI. He was released pending a Feb. 16 appearance in town court.

Wendy J. Pochobradsky, 25, of 3 Van Buren Ave., East Greenbush, was stopped at 2:48 a.m. Wednesday, Feb. 3 on Krumkill Road near Beldale Avenue, police said. He was charged with failure to keep right, speeding, DWI and driving with a suspended license.

He was released pending a Feb. 16 appearance in town court.

Benjamin B. Slingerland, 19, of 35 Bittersweet Lane, Slingerlands, was stopped at 4:16 a.m. Wednesday, Feb. 3, when his vehicle was found in a ditch on Mahar Road and Route 85, police said.

He was charged with failure to reduce speed, driving with a forged driver's license and DWI.

He was released pending a Feb. 16 appearance in town court.

Stephen J. Ribley, 26, of Kerslakes Motel, New Baltimore, was stopped at 8:09 p.m. Wednesday, Feb. 3 on Route 144 in Glenmont because he was involved in a hit-and-run accident in the Town of Coeymans, police said.

He was charged with possession of marijuana and DWI. He was released pending a Feb. 16

appearance in town court.

Patrick E. Bliven, 52, of 36 Currey Ave., Selkirk, was stopped at 5:25 p.m. Friday, Feb. 5 at a road check on Rte. 144 in Glenmont, police said. He was charged with DWI and released pending a March 2 appearance in town court.

James E. Bradley, 32, of 31 Euclid Ave., Delmar, was stopped at 2 a.m. Sunday, Feb. 7, at Kenwood and Elsmere avenues for passing a red light, police said.

He was charged with not signaling a turn, passing a flashing red light, driving while license suspended, improper plates, driving an unregistered vehicle, no insurance and DWI. He was released pending a Feb. 16 appearance in town court.

Sprinkle a sprig of rosemary and a sprig of thyme three times with water. At bedtime place one in each shoe, and put a shoe on either side of your bed. Then say:

*St. Valentine that's to lovers kind,  
Come ease the trouble of my mind,  
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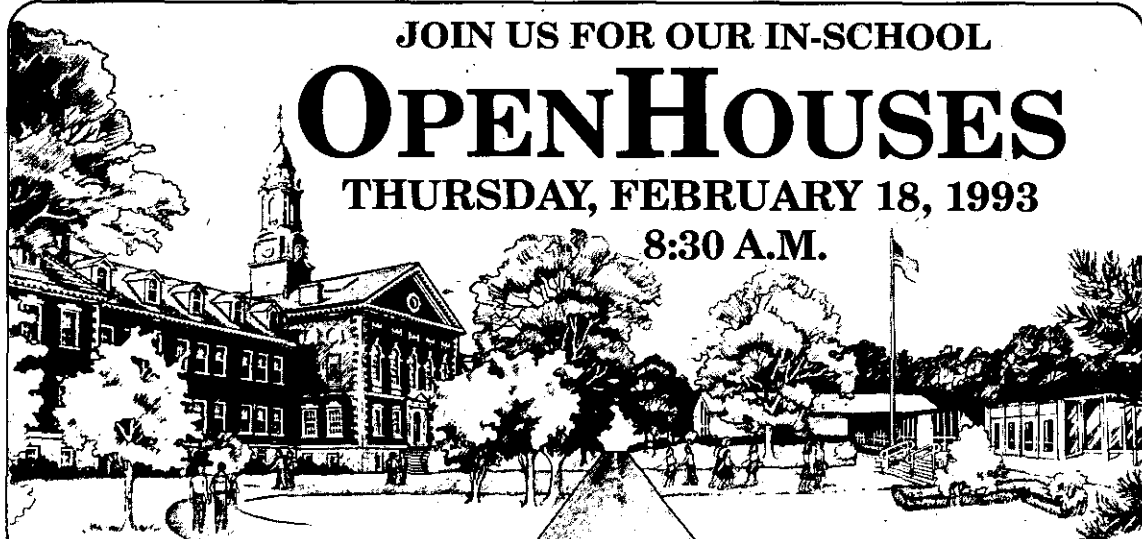
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# BC board proposes spending increase

By Dev Tobin

Expected increases in the cost of special education and employee benefits are the major factors in a proposed 6.2 percent spending increase for next year in the Bethlehem Central School District, according to district officials.

The district's fundamental operating budget, which contains the level of funding needed to carry forward the current year's programs, calls for spending \$33,632,726, an increase of \$1,968,634 over 1992-93.

"This budget is flat in all discretionary areas, and we will need to work on cutting costs aggressively," Superintendent Leslie Loomis told the school board at last week's meeting.

Special education costs are predicted to grow more than 22 percent, or \$451,556, in the coming year.

"We expect an increase in the numbers of students, and in the severity of their needs," Loomis explained. "This whole area calls for a great deal of scrutiny. There are limits to what a school district can afford to spend in educating individual special education students."

Employee benefits, including retirement and health insurance, will rise more than 11 percent, or \$622,369, according to district estimates.

Loomis noted that the district expects about 150 more students next year, "a reality that won't go away."

The effect of a nearly \$2 million increase in spending on the tax rate is uncertain for now, Loomis said, because the district is unsure of the final numbers for state aid, interest income, total assessed value and the current year's fund balance.

In other business, the board heard a presentation about a dif-

ferent investment vehicle that offers safety and a higher yield than certificates of deposit.

The district's interest income is expected to drop more than 30 percent this year due to low CD rates, according to Franz Zwicklbauer, business administrator.

Nancy Weiss told the board that the Cooperative Liquid Assets Securities System (CLASS) invests only in Treasury securities and provides safety, liquidity and a competitive yield.

"There is not a program out there where you can put money in today, then take it out tomorrow with interest," Weiss said.

The board also heard three sophomores in the Debate Club request funding for transportation, entrance fees and a faculty adviser.

"It's tough to fund any new initiatives when we are considering cuts in existing programs," Loomis said.

On another money matter, board member Bernard Harvith expressed concern with the addition of one week to the fall interscholastic sports schedule, which added more than \$4,000 in coaching salary adjustments to this year's budget.

"This extra week cost thousands of dollars in a tight time," Harvith said. "If we cut this out next year, that would be a cut that wouldn't hurt kids much."

The board scheduled budget work sessions on two Wednesdays this month at 7 p.m. On Feb. 10, the topics will be operations, maintenance, transportation and benefits, while the Feb. 24 session will address special education and BOCES.

The board's next regular meeting, when the instructional and athletic budgets will be reviewed, is set for Wednesday, March 3.

## Hair today ...



BCHS varsity swimmer Adriaan Denkers gets a sleek new look from Tony Calsolaro of The Scissor Society at Delaware Plaza in hopes of shaving seconds from his competition times. Members of the team receive free haircuts at the shop. Elaine McLain

## Neri weighs town board run

By Mel Hyman

Bethlehem Democrats already have a possible candidate for supervisor, and now they may have one for the town board, too.

Following a relatively strong run for the Albany County Legislature, environmental activist Lou Neri said he is seriously considering a run for the town board this November. Neri was defeated by Republican Robin Reed last fall in the newly-created 36th Legislative District, which encompasses South Bethlehem, Glenmont and a sliver of Coeymans.

"I've thought about it, but I haven't made any decisions," Neri

said. "Several people have talked to me about it, but I still have to talk to the powers that be."

*I've thought about it, but I haven't made any decisions.*

Lou Neri



There are a number of things to consider, he said, such as how his wife feels about it. On the plus side, there would be some name recognition carryover from last fall's race, along with the fact that Delmar Democrat George Kansas upset longtime GOP incum-

bent W. Gordon Morris Jr. for the county Legislature.

"That should put a little enthusiasm" in the townwide races for '93, he said. "It might be time for us to field a really strong slate."

Democrat Joseph Glazer, who waged an unsuccessful campaign for the state Assembly last fall against GOP incumbent John Faso, has expressed interest in the supervisor's position.

A prime impetus for seeking one of the three seats up for grabs in November would be to help resolve the solid waste crisis in town, Neri said. Residents of South Bethlehem have complained about the problems associated with the Spawn Hollow Road (Metz) landfill and the Rupert Road landfill.

It was a mistake to license the Metz construction debris dump in the first place, he said, because "once they created the monster, they couldn't do anything about the monster."

About two dozen South Bethlehem residents last week heard some sobering news about the Metz site from state wildlife pathologist Ward Stone, who said it could be considered a health hazard to people living in the vicinity.

Town Democratic Chairman Matt Clyne said Neri would be a viable candidate, although he hastened to add that there is still an interview and selection process that is not expected to start before next month.

"With three seats up this year, I expect we'll try to complete our process fairly early this year," Clyne said.

Besides the supervisor's seat, which is being vacated by Republican Ken Ringler, Republican Charles Gunner has announced his intention not to seek re-election in November. GOP Councilwoman Sheila Galvin is still considering her options.

### NEW SCOTLAND

## Orchard Park well passes engineering test

By Dev Tobin

The test well drilled at the end of Smith Lane has a sufficient volume and good enough quality to supply the Orchard Park Water

District, according to a preliminary investigative report prepared by C.T. Male, consulting engineer for the town of New Scotland.

"The quantity of more than 200 gallons per minute exceeds the anticipated demands for Orchard Park, but some level of mineralization exists," said John Munsey, senior environmental hydrogeologist for the Latham firm.

The New Scotland Town Board will discuss the preliminary results, and move to acquire the quarter acre of county-owned land on which the test well was drilled, at the meeting scheduled tonight, Feb. 10, at 8 p.m.

There is some sodium, chloride and hardness in the water that may require treatment at the source, Munsey said, but the test well produced a "potable supply."

The town will also need to ac-

quire three to four acres surrounding the production wellhead to protect the source from contamination, according to Supervisor Herb Reilly. The town has a 90-day option to buy the county land for \$2,000 that runs out March 1, he said.

*The quantity more than exceeds the anticipated demands for Orchard Park.*

John Munsey

The water district will serve more than 60 houses in the area north of Route 85A, east of Route 155 and west of Hilton Road. Many private wells in the area are con-

taminated with salt and methane gas.

The board will also hold a public hearing at 7:45 p.m. on increasing the income qualification levels for the senior citizen property tax exemption.

The new levels, approved by the state legislature last year, are: 50 percent exemption for seniors with incomes below \$16,500; 45 percent for incomes between \$16,501 and \$17,100; 40 percent for incomes between \$17,101 and \$17,700; 35 percent for incomes between \$17,701 and \$18,300; 30 percent for incomes between \$18,301 and \$18,900; 25 percent for incomes between \$18,901 and \$19,500; 20 percent for incomes between \$19,501 and \$20,100; 15 percent for incomes between \$20,101 and \$20,700; and 10 percent for incomes between \$20,701 and \$21,299.99.

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## 3 Progress Club officers serve on state federation

By Mel Hyman

As the largest women's club in the state, the Delmar Progress Club has traditionally received a fair share of recognition.

But the club can add another feather to its cap, now that three former presidents of the organization are serving as officers in the New York State Federation of Women's Clubs.

May Blackmore of Elsmere, former Albany County chairwoman, is second vice president of the statewide group and, as such, is in charge of the state honor roll for outstanding clubwomen. There are six vice presidents and nine district directors for the federation.

Eunice Spindler of Delmar is now serving as third district director for the federation, which is made up of nine districts throughout the state. She is liaison for the more than 1,100 club members from Albany, Columbia, Greene, Rensselaer, Schoharie and Ulster counties to the state federation.

Spindler troubleshoots for the local clubs when needed, keeps the chapters apprised of federation activities and sends out periodic newsletters within the district. She will be in charge of the district meeting scheduled for Kingston in April.

Joy Ford, current Albany County chairwoman, is a liaison



Eunice Spindler

to the state federation representing the Latham Women's Club, the Coeymans-Ravena Women's Club and the Delmar club.

She will be hosting the bi-county meeting for Albany and Rensselaer counties in April at the Pruyn House in Newtonville.

The state federation is an important voice for the women's movement, Spindler said. Resolutions passed at the annual convention in May are sent to state Legislature and the White House.

The Delmar chapter is as active as ever, Spindler noted, and there is a waiting list for prospective members. It was decided

## First Night funds



Key Bank vice president Karen Schrader, left, and assistant vice president Lauretta Chrys, present Bethlehem Supervisor Ken Ringler with a \$5,000 check to help out with the First Night celebration. Bob Hendrick, chairman of the town Bicentennial Commission, looks on.

Elaine McLain

some time ago to cap membership at 350 because it becomes too difficult to coordinate beyond that point.

"We don't mean to be exclusive," she said, but since the group generally meets in the Bethlehem Public Library, "it gets unmanageable with more than that."

## Institute sets media memories program

The Albany Institute of History and Art, 125 Washington Ave., Albany, will sponsor a three-part program, "Remember When," beginning Sunday, Feb. 28, from 2 to 4 p.m.

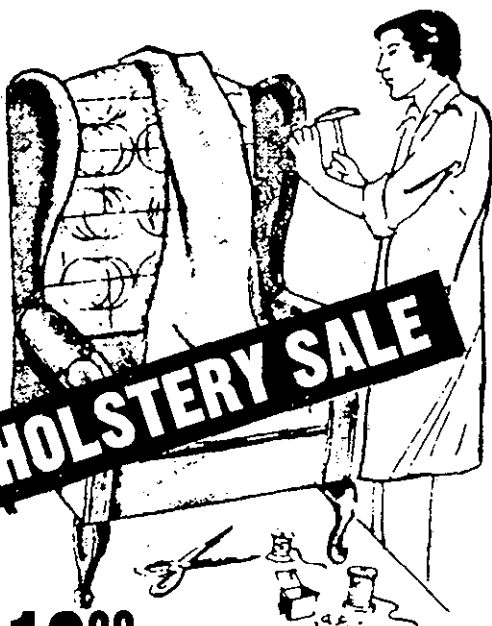
The informal program is de-

signed for people to share their memories about the past, with a focus on the role radio and television played in their development.

The program is free and open to the public. For information, call 463-4478.

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## Mothers meet Monday

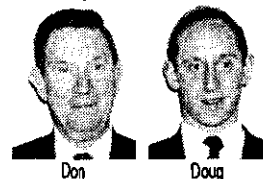
Mother's Time Out will meet Monday, Feb. 22, at the Delmar Reformed Church, 386 Delaware Ave., Delmar, from 10 to 11:30 a.m.

For information, call 439-9929.

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## Lutheran church sets vacation Bible school

The Bethlehem Lutheran church will sponsor a three-day vacation Bible school Tuesday, Wednesday and Thursday, Feb. 16, 17 and 18 from 1 to 3:15 p.m. each day.

Registration is open to children from 4 years old through fifth-grade.

The program, called February SONshine, was initiated by several of the church's Sunday school teachers in 1978 as an alternative to the summer vacation Bible school. Last year, approximately 100 children attended the school, which features Bible stories, crafts, songs, games and other activities.

Registration forms are available at the church office at 85 Elm Ave., Delmar. The enrollment fee is \$5

per child, with a \$10 maximum fee per family.

Forms must be completed and returned by Thursday, Feb. 11. Registration will be confirmed on a first-come, first-served basis.

"All our SONshine families, in fact, the entire community is invited to our Grand Finale SONshine Celebration at 7 p.m. on Thursday, Feb. 18," said SONshine chairman Jan Wilsey.

"Through lively song and a variety of other presentations, the children will share their February SONshine experiences." Refreshments and general fellowship will follow the program.

For information, call the church office Tuesday through Friday mornings at 439-4328.

## Library slates career workshops

A two-part workshop, "Making Changes," is set for Tuesday, Feb. 16, and Tuesday, Feb. 23, at 6 p.m. at the Bethlehem Public Library on 451 Delaware Ave. in Delmar.

The first session will focus on changing jobs and careers in mid-life, and includes an assessment of individual strengths and interests.

The second part will be an interviewing workshop.

The workshops will be led by Judy Fruiterman, who has a master's degree and an advanced certificate in counseling.

For information, call 439-9314.

## Gone to pot



This house at 113 Delaware Turnpike in Unionville was allegedly used as a marijuana factory by owner Kevin J. Kiernan of Rensselaerville. Albany County sheriff's deputies confiscated 486 pot plants during a drug bust last week. The upstairs portion was broken into several, separate rooms used for different stages of cultivation. Kiernan, charged with two felonies and two misdemeanors, remains in the county jail in lieu of \$75,000 bail. Law enforcement officials have decided not to seize the house because \$25,000 is still owed on it. Kiernan's Rensselaerville home was also raided.

Elaine McLain

## Take a break, recreate!

The town of Bethlehem Parks and Recreation Department will sponsor a wrestling clinic for third through ninth-graders beginning Monday, Feb. 22.

The program will run Mondays, Tuesdays and Wednesdays for six weeks from 4 to 5:30 p.m. at the Bethlehem Central Middle School. The clinic will be conducted by varsity wrestling coaches.

Transportation will be available from the elementary schools to the middle school, and parents should pick up their children at 5:30 p.m.

For information or to register, call 439-4131 or visit the park office. The program is open to residents of the town of Bethlehem and the Bethlehem Central School District.

### Spring program brochure

The town of Bethlehem's spring 1993 recreation program brochure will be available beginning Monday, Feb. 22, at the parks and recreation office, Bethlehem Town Hall or the Bethlehem Public Library.

## Area print club plans annual dinner meeting

The Print Club of Albany will have its annual dinner meeting on Tuesday, Feb. 23, at Jack's Oyster House, 42 State St., Albany, at 6 p.m.

The cost will be \$27 per person, and reservations are required by Tuesday, Feb. 16.

For information, call 438-9160.

## Amateur radio group slates annual auction

The Albany Amateur Radio Association will have its annual auction on Friday, Feb. 12, at the town of Colonie Community Center at 1635 Central Ave. in Colonie at 6 p.m.

For information, call 869-1074.

## Arbor Day group offers free trees

Ten free white pine trees or ten free white flowering dogwood trees will be given to each person who joins the National Arbor Day Foundation during February.

The trees will be shipped postpaid at the right time for planting, between March 1 and May 31, along with planting instructions. The 6 to 12-inch trees are guaranteed to grow or they will be replaced free of charge.

Members also receive a subscription to the Foundation's

"Arbor Day" news magazine, a book on tree planting and care, and a membership card.

To become a member, send a \$10 contribution to either Ten Pines or Ten Flowering Dogwoods, National Arbor Day Foundation, 100 Arbor Ave., Nebraska City, Neb. 68410.

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## Matters of Opinion

## 'Our most important product'

The third edition of The Spotlight Newspapers' annual Progress Issue is reaching you in auspicious circumstances. In the past two years, our business-and-consumer-oriented special section was battling the economic tide.

For several weeks recently, however, and now buoyed by the optimism engendered by an aggressive new national administration, business in our area is sharing the encouraging upturn that is being felt throughout the country.

The ultimate extent of the upswing, and its pace, is of course yet to be determined. But already its effect is becoming visible; it appears to be creating a greater confidence in the nation's future and in the ability of business, large and small, to weather economic turbulence.

This positive outlook is reflected in the contents of this week's *Spotlight* Progress Issue, in both the advertising placed by 120 commercial and service establishments, and in the accompanying news announcements and features.

(We hope, incidentally, that this same vigorously positive approach will be shared by the larger media—especially national periodicals and TV newscasts—which have de-

## A summons and a mandate

In his review of 1992 and projection for 1993, County Executive Michael J. Hoblock, Jr., employed the pronoun "we" a hundred times and generally avoided referring to his own role. He was not shirking responsibility, but instead was emphasizing the eminent need for effective collaboration between the two branches of Albany County's government.

"Deficit, crushing mandates, the need for improvements at our airport, and the ever-increasing need for the human services we provide," he conceded, made 1992 a time when not many people in government wanted to add to that list by undertaking "dramatic changes in how we operate."

But, Mr. Hoblock added, "That's what the people want—they elected new people with new ideas to tackle government's problems. . . . Now the voters expect us to deliver new leadership and ideas to make changes in the process and structure of Albany County government."

The achievements actually realized last year—his first year in office as only the second Executive the county has ever had—have demonstrated "what we can accomplish when we work together."

On the other hand, "now that the year is over, I feel that we could have done a better job of working together."

\*\*\*\*\*

He mentioned specifically "two distinct jobs the Executive and the Legislature share under our unique charter: oversight and direction to the service delivery operation and management of our fiscal and capital assets," but implicitly broadened such duty to embrace cooperation on such issues as the budget, taxation, scope of services, size of the work force, finding a non-political solution for the airport, and living with difficulties, sacrifice, and change.

He quoted President Clinton on the ur-

## Editorials

livered a not-always-justified negative message for many months past.)

In addition to the hopeful expectations that most Americans share about the impact the Clinton Administration will prove to deliver, other good signs are appearing. Considerable enthusiasm was generated by some aspects of Governor Cuomo's State of the State address, for example.

And as entrepreneurs continue to challenge the effects of the recent prolonged economic downturn, further gains are essential in reducing the larger-than-normal unemployment rolls; in combating too-high taxes that strangle business activity; in limiting fees and other charges that tend to depress normal impulses to spend and expand; and in loosening unnaturally tight credit on those same businesses.

These are important items for the future agenda not only of business enterprises but of government and of all citizens. Many of these challenges are described in "Progress, '93" along with the positive recounting of the recent gains and the projection of a glowing horizon.

agency of making "change our friend and not our enemy"—and said that the issue must be resolved here this year.

\*\*\*\*\*

Mr. Hoblock's summary of the state of the county was a sobering, straightforward view of the outlook for the county government; its solvency, its efficiency and effectiveness, its viability—and its credibility.

It was a call to the legislators of both parties (and to employees fortunate enough to remain in the county's service) to "put aside our differences and come together and make a commitment to lead the county forward in 1993."

\*\*\*\*\*

Perhaps those who cannot bring themselves to accept such a responsibility for the public good should, as Lee Iacocca would put it, "get out of the way."

## Service careers ahead

On behalf of all American citizens, we offer congratulations to the three young people from Bethlehem and New Scotland who have been nominated for possible places in the U.S. Military, Naval, and Air Force Academies. The names of young men from Selkirk and Slingerlands and a young woman from Voorheesville will be sent to the respective academies by U. S. Rep. Michael R. McNulty as a result of screening by a selection committee that he had appointed.

Congratulations are due also to Mr. McNulty for continuing in effect a practice instituted here more than a quarter-century ago of having the merit of applicants judged by such an impartial committee, with nominations then made by the Congressman on its recommendations, and with final appointment made by the service academies. Favoritism flavored by political considerations thus is eliminated.

## A golden goose objects to town's tardy notice

Editor, The Spotlight:

I have been a property owner in the Town of New Scotland for 25 years. Currently, the local taxes that I pay exceed 10 percent of our family's gross income.

On Feb. 2 (Groundhog Day—or perhaps Sacrificial Lamb Day), I received an unpostmarked postcard from the Town Assessor, informing "Dear Property Owner" that extremely important informational meetings concerning new assessments would be held on Feb. 2 and 3 at 7 p.m. at the Town Hall—RSVP by phone to express our desire to attend.

Dialing the two phone numbers listed, at 5:15 p.m. on the 2nd of February resulted in no an-

## Vox Pop

swers, busy, and even more ominously, news that one of the numbers was not in service.

Is it arrogance or ignorance that causes the Town of New Scotland to inadequately inform the public of its meetings and plans—or are there dark and ugly things it wants to accomplish without the residents' knowledge and input?

The Town would be better served to feed us golden geese something more palatable than mushroom culture.

Bruce L. Bibbins

Voorheesville

## Who will be a statistic in a DWI nightmare?

Editor, The Spotlight:

What a town! Last week I saw the amazingly well-done Middle School play "Joseph." Then I came home and read "What Can I Do About Drunk Driving," an excellent article in *The Spotlight* written by Denis Foley and Police Chief LaChappelle. The grim statistics of DWI in our town deflated my elation.

I thought about those 40 talented Middle Schoolers on stage and the many more who worked so hard on the lights and staging, and I couldn't help but wonder how many of them would not be "on stage" for their high school graduation. It's a depressing thought.

It's also a disturbing truth. And even if these kids, brimming with pride and self-esteem, never drink alcohol in their high school years, the effects of DWI in Bethlehem will have a lasting impact on them. Because these DWI losses are experienced at such an early age, your children and mine are sure to suffer emotional scars. Any

member of this year's junior class at BC can attest to that.

And so can I. For just about one year ago, my daughter and I were stopped at the light of the Four Corners on our way to the library. A drunk driver, age 27, (who grew up here) failed to negotiate her turn and slammed her car head-on into mine. My Middle School daughter and I can still see her glazed eyes, her unknowing stare as she crashed into us.

It was 8 o'clock on a Thursday night. We were now statistics. We were victims of DWI, one mile from our home in lovely Delmar.

If scenes like this continue to play out for the next four to six years, I shudder to think how many talented youth and proud parents will never see their dreams realized.

Please do as Mr. Foley and Chief LaChappelle suggest: Get involved with the organizations trying to make Delmar's environment safer. Join BOU (Bethlehem Opportunities Unlimited) or Net-

STATISTIC/page 8

## THE Spotlight

## SPOTLIGHT NEWSPAPERS

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## Down with the spokesmen

The local daily is fond of publishing news stories that include the line, "Mayor Whalen was unavailable for comment." The implication seems to be that he should be on hand whenever that particular reporter might feel like lifting the phone with some pertinent or impertinent query.

The real point is that Tom Whalen speaks for himself, in that straightforward plainspoken, almost gruff way he has. He does not issue declarations or responses through what the media have come to call "a spokesman." The only time recently that I can remember when someone undertook to speak for the Mayor, he came out with (I thought) exactly the wrong thing to say.

Out here in the country, *Spotlight* reporters find that such public officials as Ken Ringer and Fred Field are invariably accessible as their own spokesman. The occasional exceptions occur when one or another department head is better equipped to answer an inquiry and is delegated to do so.

The point is that these elected administrators are close to their jobs, close to the public, and are familiar with both. They do not have or need a "spokesman" to go out front and represent their views. Nor is there a payroll slot for such an individual.

Unfortunately, these public officials—both elective and appointive—are the exception in our country. Spokesmen represent a

trend that has been picking up momentum rapidly and now has become all but universal. If you don't have someone speaking for

### Uncle Dudley

you, it must not be much of a job that you have or a responsibility that you hold.

For confirmation of that, just read any news account from the state offices in Albany or the federal offices in Washington. The same holds true for public, quasi-public, and corporate offices everywhere. The loftier the officials (or the loftier that they see themselves), the more certain that a spokesman will be on hand to handle announcements and to field reporters' questions.

No self-respecting Cabinet Secretary or even a bureau chief here in our local capital will step out from behind his (her) desk and say to the gathered newshawks and newshens, "Yes, it's true. I have stopped beating my spouse."

Zoe Baird's real trouble was that she didn't have a spokesperson. She was on the line in person, and was forced to speak up with a relative lack of obfuscation. If only she had dodged past the pesky confirmation process and had taken office as Attorney General, there would have been plenty of

eager spokespeople to explain away any teeny inconsistencies.

Count how many times today you will see or hear George Stephanopoulos, described as the President's spokesman, tell the press what Mr. Clinton is thinking or doing or not doing. George's running mate, who uses the cute name of Dee Dee, went at it the other day employing the royal "we" in giving a long-winded explanation of what "we" think of Cyrus Vance's negotiations. Dee Dee doesn't know those things. All she knows is what someone told her to say.

But she was confident in employing the veteran spokesperson's habit of assuming the mantle of power and presenting herself as the authenticated wielder of the power by constitutional authority.

\*\*\*\*\*

I read a news story the other day about how members of the House of Representatives were looking for different office accommodations. A female employee was quoted as saying, "We have been a member since 1980," or something to that effect. There's a classic example of the spokesperson assuming the role and prerogatives of the actual officeholder.

When you've become as irritated as I am about the presumptions of the spokesperson and the shy remoteness of the bureaucrat, maybe we can start a rebellion that will unseat them all.

## Being good and doing politics

Mostly, as even occasional viewers of this column are aware, it is devoted to more or less timely reports on some of the interesting or thoughtful or even quotable things that are being published in magazines. Once last year, some may recall, the column indulged itself in a commentary on the literature in a certain catalogue. And every so often, a few words of assessment or praise for a current book, such as the annual Dick Francis thriller.

This week, another book review—of a sort. The reference is to one of the long series of Spenser adventure yarns by Robert B. Parker. Everyone knows Spenser; you can't possibly have missed the books as they come shooting along, and if you succeeded in avoiding them in their original form you surely have come across them in their later manifestations, paperbacks and the television series.

It is one of the Spenser books of recent years (not by any means the most recent) that I want to quote from this week. I read it again not long ago as a library loan—but the immediate trouble is that I can't remember the title. But it was a whale of a good story, better even than many others of the series, in my opinion.

The subject was a political career tinged with crime. At the point

we enter the plot (page 54), Spenser is sitting alone in his Boston office reading up on the politician in question and reflecting

### Constant Reader

ing on the great game of politics. Reflecting, in the voice of Spenser, is in fact one of the best things that Robert B. Parker does.

I am getting into this because we're in, after all, a very political time, and the Parker/Spenser observations about the game may be worth your reflecting, too. The words went something like this:

"Nobody took it (politics) seriously, in the sense that one takes, say, love, seriously. Everyone took it seriously the way they take baseball seriously. The question was of performance, of errors made, or runs scored, of wins and losses. Rarely was the question of substance discussed. Was (the person) good or bad? Were the things he did good for people, or bad for people? ...

"The excitement was: Would he win the election or lose it? Was his support of legislation calculated to help his chances or hurt them? Was the vote in Congress a defeat for the President; was it a victory for the House leadership? Even editorials tended to judge

politics in terms of a contest, or victory or defeat. ...

"Somebody, maybe Adlai Stevenson, had said that wanting to be elected disqualifies you for the job. ... What kind of man wanted to be in politics? Was it possible to be a good man and do politics? Maybe not. ... Maybe it wasn't possible to be a good man and do anything. ... Maybe being a good man didn't amount to much of anything anyway. It didn't seem to get you much. You ended up in the same place as the bad men. Sometimes with a cheaper coffin."

Spenser, having swiveled his chair and stared out the window; having gone out and bought a roast beef sandwich with chutney on whole wheat bread and a cup of black coffee; having dropped the empty cup into the wastebasket; having stared at his girl friend's photo, tells it: "The sea of faith is at its ebb."

I'll have to look up that book again, whichever one it was. It was a fine tale. And perhaps in the spring TV season one of the cable channels will reinstate the Spenser series for one more time and then, one evening a week, we'll enjoy one-name-only Spenser and Susan and Hawk and, yes, the bad guys.

As that earlier series, long ago, would have concluded: End of report.

## 'Horse before the cart' for business at last?

Mark Alesse, a resident of Delmar, has been the state director of the National Federation of Independent Business, a 32,000-member, small-business advocacy organization, for the past four years.

By Mark Alesse

Governor Mario Cuomo did something different in his State of the State message.

He made economic opportunity the theme of his message to the people of New York State.

### Point of View

Perhaps he was taking inspiration from President Clinton's unofficial 1992 campaign theme — "It's the economy, stupid" — when he wrote his message. But for the first time in recent memory, the governor placed the horse before the cart. He outlined a broad design for the legislative session that focuses on improving the economy by making New York a better place to do business.

That's good news for the hundreds of thousands of New Yorkers who own small businesses. It's also good news for the hundreds of thousands who are looking for work.

If the governor really wants to stimulate the creation of new jobs in the economy, he should continue this course, but with a special effort to direct his attention to the needs of small business.

Small business creates new jobs. That fact has been shown time and again in national and state economic studies. But small business is so diverse and so ubiquitous that its needs somehow become overlooked.

If the New York economy is going to spin off the jobs that people need, policymakers are going to have to figure out how to help the small entrepreneur, and then have the courage to follow through with policy.

\*\*\*\*\*

- The first thing to be done is to ease the general tax burden, particularly the personal income tax. Because of some unique provisions of the tax code, many small businesses are taxed through the owner's personal income tax. Without relief from our high personal income tax, there won't be sufficient profits to invest back into the business to help it grow.

Furthermore, the majority of new business start-ups are financed with the owner's personal savings and loans from family and friends. A cut in the personal income tax will free up the major source of seed capital a small entrepreneur has access to. No one has tried to figure out how many new businesses are never started in New York because people are not allowed to keep enough of their pay after taxes, but it must be considerable.

- A second way to help small business would be to lower the costs of workers' compensation insurance. This mandated employer-paid benefit program has risen an average of 78 percent over the last four years.

- A third way would be to lower the cost of unemployment insurance, another employer-paid benefit program whose costs have risen so high that, together with workers' comp, they limit a business' ability to hire new people.

- A fourth way would be to control health-care costs. But judged by the way that New York has handled the Empire Blue Cross problem, nobody in state government knows how to solve this one. We may have to hope for better thinking out of Washington in the form of a national policy before things get better here.

One small step in the right direction, however, would be for New York to eliminate its mandated small-group coverage requirements. While well-intentioned, these mandates increase costs and prevent an employer from buying a low-cost basic insurance plan — one without all the bells and whistles, but one that is affordable.

- Many other changes in law should be made immediately if we want to help small business, such as repealing the Wicks Law, reforming and making rational the product liability laws, and making the administrative hearing process fair.

\*\*\*\*\*

These changes can make a difference in what has been called the business climate — the economic environment. If we clean it up now, the chances a small business will succeed in New York will be vastly improved. The reason we should all care about small-business success is that the immediate effect it will have is

□ BUSINESS/page 9





## Matters of Opinion

## Small business group aids in hurricane relief

Editor, The Spotlight:

Support Services Alliance, Inc., is a membership organization serving small business owners (with 49 or fewer employees) and the self-employed.

Soon after Hurricane Andrew struck last year, we established a fund ("Reaching Out Through SSA—A special effort for victims of Hurricane Andrew") and encouraged our members to contribute.

We postponed identifying a specific use of whatever funds might be collected. We wanted the flexibility of targeting a situation "left out" of the initial wave of private and public resources.

**'We thought our efforts however modest would send a message that the hurricane's victims are not forgotten'**

Too often, relief efforts go from intensity to a mere trickle after a few weeks. We thought our effort—although modest—would send a message that they aren't forgotten.

Our plan—which we are about to implement—was to find a suitable purpose for the funds we have collected. Then I read in *The Spotlight* about the youth group that is soon to be en route to Florida on a relief mission.

I have written to Debbie Besse, director of Christian Education at First United Methodist Church in Delmar, who is active in leading the group, along with the following lines:

We are asking that the group search for and recommend a suitable use of the SSA Fund, which totals \$2,200. After we have an opportunity to review and respond to their suggestion, they would be able to immediately make a pres-

entation of the funds—or what's purchased with the funds—on behalf of SSA.

SSA is also making an additional contribution of \$200 towards the cost of the group's trip.

SSA has no pre-disposition on how the funds should be spent—other than some general guidelines: (1) The project should be something singular and tangible that benefits the community-at-large, or a specific need related to a community of children; (2) Because the funds originate from a very diverse SSA membership,

### Clinton office flunks on Flag Code protest

Editor, The Spotlight:

On the day after the November election, and again on Dec. 14, I wrote to President-elect Clinton on the subject "importation of American flags on which appear, in violation of the Flag Code, imprinted pictures and other symbols."

On Jan. 2, from the Office of the President-elect and Vice-President-elect in Washington, I received a "Thank you" card over Mr. Clinton's signature. On Jan. 29, I received from that office a copy of a three-page printed statement, "Clinton-Gore on Trade."

The statement contains nothing relating to the breach of flag etiquette raised in my letters to Mr. Clinton. Such response reflects poorly, I believe, on the new administration.

It is my intent in this letter to stir action that will help bring to a halt the importation of defaced American flags and also to encourage adherence to the Flag Code of this country.

Alexander J. Woehrle

Delmar

the purpose should be related to something nonsectarian and non-secular; (3) The project should be something not typically eligible for other types of funding.

We are delighted and grateful for the enthusiastic response we have received to our request for

help. Surely we couldn't find a more perfect group to serve as our helpers and ambassadors on this mission.

Gary Swan  
Vice President  
Public Affairs, SSA.

### Parents urged to attend Victim Impact Panel

Editor's note: The following letter was distributed last week to the families of students at Bethlehem Central High School:

Dear Bethlehem Central parents:

It takes a whole village to raise a child. —African proverb.

Many of us within the school system and the larger community are increasingly concerned about teenage drinking. When tragedy strikes, we ask, "Is there something I could have done?" Here is something you *can* do—inform yourself at the Albany County Sheriff's STOP-DWI Victim Impact Panel on Thursday, Feb. 25, at 7 p.m. in the Bethlehem Central High School auditorium.

When you attend the Victim Impact Panel, you will hear how a DWI statistic translates into daily life for the victim's family. You'll hear some hard facts about teen drinking in Bethlehem.

These are not comfortable topics in view of our community's tragic losses, but they are critical ones. You might use your attendance at this panel to start a dialogue with your teenager. (Bethlehem Central High School students attended a similar program in November.) At the very least, you will have a response to the question, "Is there something I could have done?"

As a community member and as a parent, you are charged with raising the children in our "village." Please demonstrate your commitment to that charge by attending this forum.

Leslie G. Loomis  
Superintendent,  
Bethlehem Central

Betty Martin  
RID (Remove  
Intoxicated Drivers)

Holly Billings  
President,  
Bethlehem Opportunities  
Unlimited

Kenneth J. Ringler, Jr.  
Supervisor  
Town of Bethlehem

### Nation can correct 'reparable errors'

Editor, The Spotlight:

In thinking about the rather rocky start that President Clinton has experienced in his first few weeks in office, my mind went back to a reference I believe I recall seeing in *The Spotlight* at the time of the election. It had something to do with undoing a President's mistakes. Can you locate the reference I am thinking of and give me the benefit of what it did say?

Curious  
(Name submitted)

Editor's note: An editorial published the day after the Nov. 3 election referred to the book, "Democracy in America," written by Alexis de Tocqueville in the 1830s, and quoted this expression of his:

"The great privilege of Americans is their ability to correct reparable errors." Perhaps this is what you are trying to recall.

(Our editorial comment—written before Election Day—went on to say that though the winner "may turn out to be another Washington or Jefferson, he may also be found a dangerous disappointment," and added, "Ours is a self-correcting government.")

### Statistic

(from page 6)

works. Support the local youth and sports groups. Discuss DWI and alcohol abuse with every young person you know—and, better yet, with every adult whose behavior towards alcohol is a role model for the next generation.

This is a wonderful town, where dreams can come true—let's each and every, one of us resolve to make sure the dream is not a DWI nightmare.

Name Submitted

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Armadillo Cafe	439-4995	Bethlehem Chamber of Commerce	439-0512	Dr. Buchanan, DDS, MS	439-6399
Richard Green, PE, PC	439-6474	Northeast Real Estate	439-1900	Walden Asset Group	475-0500



# Cabinet-maker's expertise prompts business venture

By Mel Hyman

Charles C. Valentine Jr., a cabinet-maker for the past 22 years, worked for the largest cabinet manufacturer in Florida until three years ago.

That's when he and his wife Margaret decided they'd had enough of the transitory lifestyle of the Sunshine State and would return to the Northeast. Since they had family in Delmar, that's where they chose to settle.

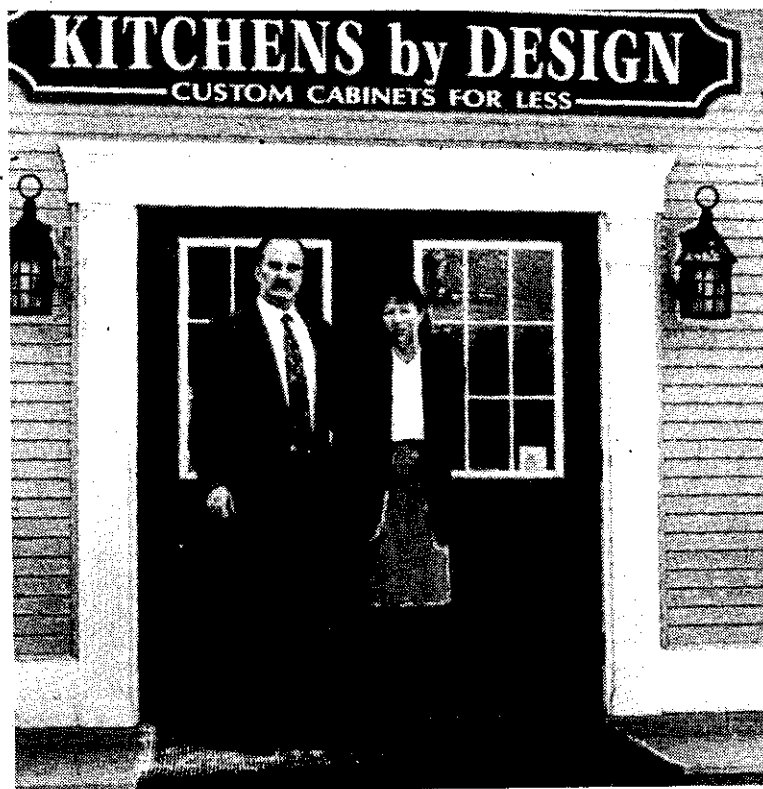
Drawing upon the expertise he's built up over the past two decades, Valentine will open Kitchens by Design at Main Square Shoppes on Delaware Avenue, starting on Wednesday, Feb. 10.

The hottest trend in kitchen cabinetry these days is solid wood construction, with particular emphasis on cherry and maple, Valentine said. While the majority of cabinets are still made of chipboard with a wood or plastic veneer, more and more people are opting for the all-wood variety.

They may cost a bit more, but they generally last a lifetime, Valentine said. Nearly all of the solid wood cabinets used to be made of oak, but unstained cherry has now become even more popular, Valentine said.

The trend in countertop design is away from the ever-popular formica and toward the solid surface variety that is much more durable and also more attractive, he said.

For those who are in need of guidance before remodeling the kitchen, Valentine will be happy to



Charles and Margaret Valentine left the warm climes of Florida for the friendlier environs of Delmar. Their new store opens this month.

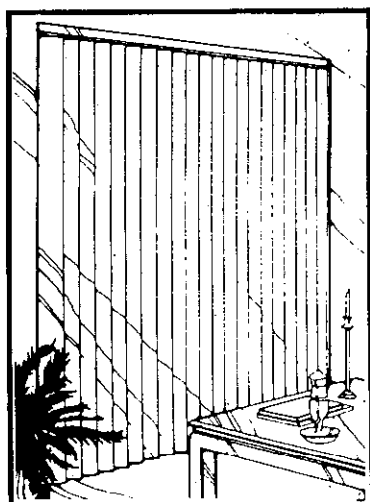
Elaine McLain

answer questions. "People are much more aware of what things are made of," and they're opting for cabinetry that will hold up, Valentine said.

Sample kitchens will be on display in the new store, and customers can order stock items or custom-designed cabinets that Valentine will manufacture in his own shop for a reasonable price, he said.

As the economy improves, Valentine expects business to be brisk. On a personal note, however, he doesn't want Bethlehem to be swamped with new subdivisions.

In Florida, where the development boom still has yet to peak, "New neighbors move in next to you every year," he said. "The kids like this area much better."



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## The Spotlight remembers

This week in 1983, these stories were making headlines in *The Spotlight*.

- The Voorheesville Village Board hired Kenneth Connolly as a special counsel to investigate condemnation of the Salem Hills sewer system, which was owned by the subdivision's developer, Rosen-Michaels.

- Bethlehem Central Middle School teacher Warren Stoker traded places with Australian teacher Ray Aldridge in Bethlehem's first-ever teacher exchange.

- The draft budget for the Voorheesville Central School District called for eliminating 2.5 teaching positions and adding no new buses, but still would have required a 6.9 percent tax hike.

- The Visiting Nurses Association of Albany named several local people to its board, including: Edgar Kemp of Elmsmere, treasurer; Chris Thompson of Slingerlands, recording secretary; Lawrence Barnett and Marylou Friedlander, both of Delmar; John Clark, Gloria Hatch, Bea Herman and Louise Marwill, all of Slingerlands; and Eleanor Gochanour and Maryellen Saba, both of Glenmont.

- The Voorheesville wrestling team, coached by Dick Leach, won all four of last week's matches (against Averill Park, Watervliet, Salem and Corinth) to raise its record to 10-4. Grapplers Jeff Clark (at 119 pounds) and Shawn Sheldon (at 112) remained undefeated.

## Author to sign books Saturday

Author John Hennessy, recently featured in *The Spotlight*, will be at the Friar Tuck bookstore in Delaware Plaza on Saturday, Feb. 13, from 2 to 4 p.m. to sign copies of *Return to Bull Run*.

The book, a main selection of the history book club for December, was published by Simon and Schuster and is now in its third printing.

Hennessy was an active member of the local Civil War Roundtable before moving to Frederick, Md. A 1976 graduate of Bethlehem Central High School, he played on the school's football and baseball teams. He is also a graduate of the University at Albany, where he earned degrees in history and business administration.

## NiMo warns: check IDs at door

Niagara Mohawk officials have warned customers to verify the identification of anyone attempting to enter their home on Niagara Mohawk business.

All Niagara Mohawk's customer-contact field employees wear Niagara Mohawk jackets or uniforms and wear or carry photo identification cards. Employees must produce their photo-IDs if

asked.

"If someone claiming to represent Niagara Mohawk is unwilling or unable to produce proper identification, we urge customers to refuse admittance and to contact both Niagara Mohawk and the appropriate authorities," said Gary Dunne, director of the company's security department.

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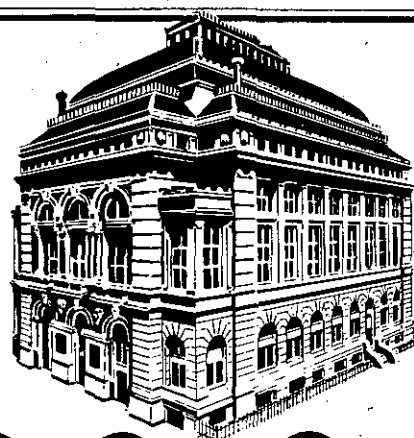
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449-6101—Deborah



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## 1993 officers



The new officers of the Delaware Plaza Merchants Group are president Clint Hegeman, left, vice president Laurie Mendleson, treasurer Dan Parson and secretary Sue Robertson. Board members for this year include Joanne Bucci, Leeanne Shade, Anthony Calsolaro and Tracey Dibble.

## BC adjusts calendar because of snow days

Bethlehem Central School District has adjusted its school calendar for this year to account for the two days missed due to inclement weather.

School is now scheduled to be in session on Friday, March 26, originally designated as a superintendent's conference day, and Friday, May 28, formerly part of an expanded Memorial Day weekend.

If there are no more snow days this year, the vacation weeks of Feb. 15 to 19 and April 9 to 16 will remain intact.

## Tawasentha DAR sets antique show

The Tawasentha Chapter of the National Society of Daughters of the American Revolution will sponsor its annual antique show and sale on Saturday, Feb. 13, from 10 a.m. to 5 p.m., and Sunday, Feb. 14, from 11 a.m. to 4 p.m. at Bethlehem Central High School on 700 Delaware Ave., Delmar.

For information, call 439-4142.

## Bethlehem Recycling Corner

By Sharon Fisher, town recycling coordinator

Glassmills are able to use larger quantities of recycled glass in their furnaces. Some can currently take as much as 75 percent cullet. However, increased recycling has caused more problems with cullet contamination.

During the manufacture of new bottles, any contamination of the cullet or raw materials eventually shows up in the new product. The smallest piece of stone, ceramic or metal could be responsible for stress fractures, bubbles and metal slugs in the glass.

Therefore, when separating trash for recycling, it's extremely important to be sure glass is prepared correctly.

Glass recycling targets bottles and jars that are clear, green and amber (brown) in color. All tops, caps and other closures such as metal rings or baskets must be removed. A small needle-nosed pliers can cut them off fairly easily.

Paper labels are okay because they biodegrade or are burned off during the process. Wrap-around

plastic labels can be removed as easily as the paper labels on cans.

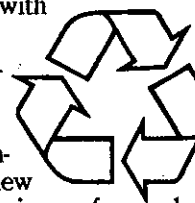
No other glass items should be recycled with these containers.

Ceramic mugs and dishes chip easily, so that even if the large piece can be rescued from the recyclables, small pieces can still escape into the mix. Ceramic materials have a clay base rather than the sand base of glass.

Glassware, crystal, windshield or window glass, mirrors and light bulbs are not recyclable with glass bottles and jars because these items all contain a contaminant of lead, tungsten or other metal.

White milk glass or blue colored glass is also not acceptable.

Unwanted dishes or glassware can be donated to charitable organizations. Reference sheets called *Donating Reusables* are available at the library, the town hall, the parks office or the highway garage. The sheet lists charitable organizations in need of household items as well as reusable clothing and furniture.



## Area firefighters finish tactics course

Members of several local fire companies recently completed a class on garage fire tactics, sponsored by the Fire Chiefs Association of Rural Albany County, at the Onesquethaw Volunteer Fire Station No. 1 in Clarksville.

Onesquethaw Volunteer Fire Company members who completed the course are: Earl Miller, Jeff Houck, Don Hendrickson Sr., Elise Felter, Lynne Powers, Rick Voorhaar, Dustin Leonard, James Cable, Andy Appleby, Walt Myers, Burl Cable, David Ingraham, Nelson LaDuke, Jim Decrescenzo

and Randy Heilman.

Also, Ted Whitbeck, John Bintz, Dan LaDuke, Dennis LaDuke, Larry Powers, Don Palmatier, Seth Bathrick, Pat Decrescenzo, Mike Meyer, Karen Rutnik, Mike Rutnik, Evelyn Cole, Debbie Shute, Jeff Mudge, Adam Hornick, Judy Grose-Johnson, Anthony Latham, Steve Myers and Lynne Petruska.

Slingerlands Fire Department members who completed the course include: Roger Griffiths, William McGarry Jr., Walter Eck,

Robert Lukens, Steve Skultety, Don MacMillan, Chris Toomey, James Willey, Dan Peters, Craig Sleurs, John Flanagan, David Rook and Hazard Covey.

From the New Salem Fire Department, Sal Praga, James Cramer, John Lawson, Peter VanZetten, Joseph Sala, John Wright, Tim Machia and Bob Fisher took the course.

Steven Mattfeld and Steven Stein represented the Voorheesville Fire Department.

## Info session planned

Parents of eighth-graders at Clayton A. Bouton Junior-Senior High School on Route 85A in Voorheesville are invited to attend an informational meeting today, Feb. 10, at 7:30 p.m.

For information, call 765-5529.

## Quilters slate meeting

Quilters United in Learning Together will meet Friday, Feb. 12, at the United Methodist Church, 428 Kenwood Ave., Delmar, at 9:30 a.m.

For information, call 283-4848.

## Delmar church plans program on proxies and living wills

The Christian education committee of the Delmar Presbyterian Church will sponsor a presentation on "The Health Care Proxy and Living Will" on Wednesday, Feb. 10, from 7:30 to 9 p.m.

The meeting will be in the church fellowship hall at 585 Delaware Ave., Delmar.

Topics to be addressed include state and federal legislation enacted within the last two years enabling adults to predetermine the extent of their health care

procedures. Information will be available on the differences and similarities between a health care proxy and a living will; requirements for completing the forms; ethical and spiritual implications; medical concerns and legal requirements.

Presenters will include attorney Amy O'Connor of Kahn Bookstein & Carp, Lynne Perry, Dr. Jack Braaten and the Rev. Larry Deyss, pastor of the church.

The program is open to the public.

## St. Peter's sets sibling program

St. Peter's Hospital, 315 South Manning Blvd., Albany, will offer the following programs during February:

• An expectant parent tour is scheduled for Monday, Feb. 15, at 7:30 p.m. The free tour will inform prospective parents about policies

and programs available at the hospital.

• A sibling preparation program will be offered on two Saturdays, Feb. 6 and 20, at 10 a.m. The program is designed to prepare expectant siblings for a new baby brother or sister. Cost is \$10 for families with one child or \$15 for families with more than one child.

For information, call 454-1388.

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# Self-taught sculptor garners national awards

By Mel Hyman

You don't need to attend an expensive university or art school to become an artist.

Glenmont sculptor George Korenko is living testimony to that. When he returned from Vermont with his first block of granite about 10 years ago, by his own admission he had nothing to go along with it. No tools and no training.

So, for a relative beginner, he's garnered some nice recognition. Most recently, he received an award from the Allied Artists of America for a piece included in a juried show at the National Arts Club in New York City.

He also received two other national awards — in 1987 and 1990. But, even though the awards give him a warm feeling inside, that's not the reason he spends endless hours carving and polishing his marble sculptures.

When he gets into the actual carving, the 43-year-old native of Czechoslovakia likens it to a meditative state. "I can block out the outside world." And that's probably a good thing, because one slip can ruin a 500-pound block of Georgia marble.

"I was always fascinated by stone carvings while I was growing up," Korenko said. "I always had my eye out for sculpture while I was pursuing a career as a professional musician in eastern Europe, Switzerland and Austria."

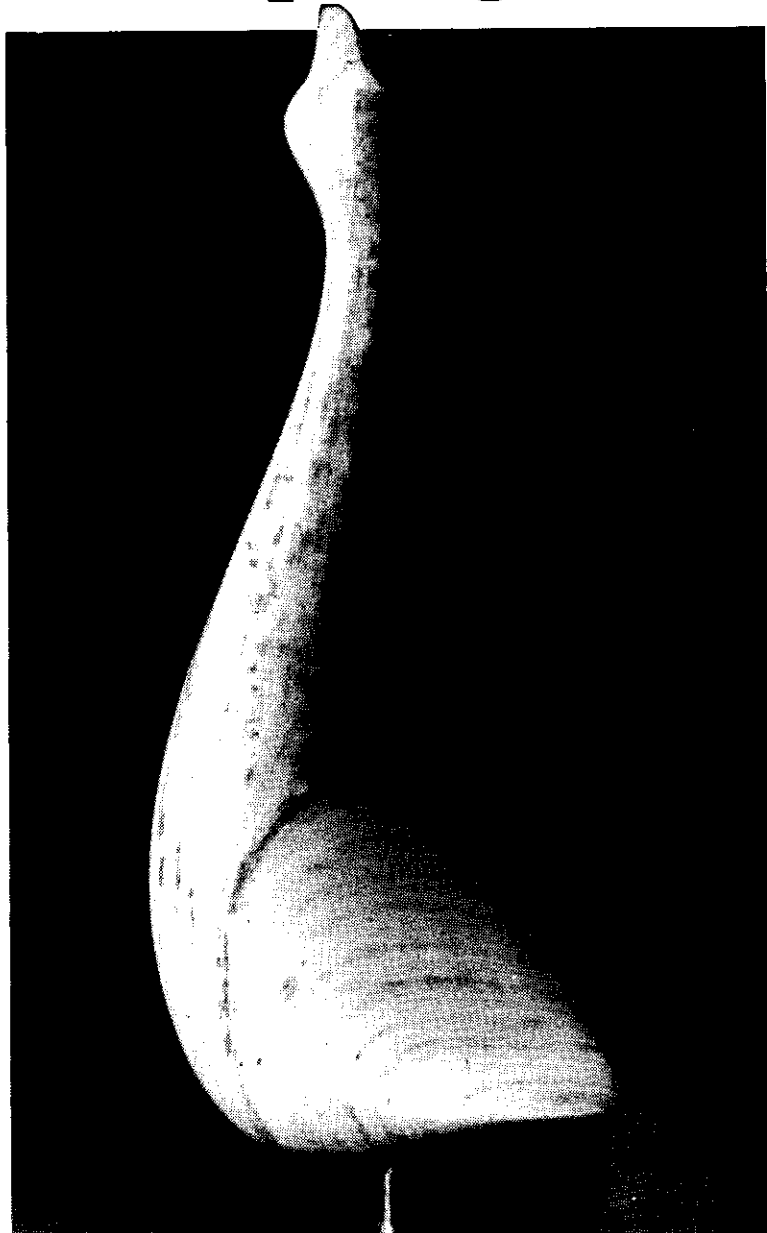
After Korenko met his wife, Lilly, and they decided to settle in upstate New York, he finally had the time to try his hand at some sculpture. It's heavy, dirty work, but Korenko said he doesn't have to change out of his dusty work clothes when he makes a run to the Grand Union. "Most people don't blink an eye any more when they see me covered in marble dust. They just ask what I'm working on."

A steel-fabricator during the day at a shop in Green Island, Korenko doesn't rely on selling his works to support the family. That gives him the luxury of doing exactly what he wants and, when he does sell a piece, he sinks the money back into materials.

Marble is not cheap, and Korenko has discovered that the best way to buy is to visit a quarry in Vermont, Tennessee, Georgia or Colorado and pick out exactly what he wants. He prefers blocks that have distinct patterns and veins because it makes the stone more interesting.

There are a few abstract-looking pieces in his inventory, but Korenko usually focuses on animals or humans as his subject matter. His 23-inch high piece "Silly Goose," which won the "In Memoriam" award from the Allied Artists of America, has a remarkably graceful feel to it. Many viewers have expressed surprise that cold marble or granite can be transformed into a warm, life-like figure.

He describes his endeavors as an "endless journey of finding and



Run your hand over the back of this "Silly Goose" and you'll be amazed by its smooth texture. It took many hours for sculptor George Korenko to get it this way.

utilizing the most essential planes" of his subject matter and "translating those contours onto colorful, busy stones."

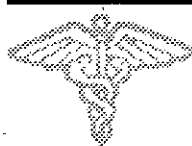
The size of the block he starts with ranges from 200 pounds to a half ton. But these age-old remnants are more fragile than they look.

"It can be a little nerve-wracking," he said. "Wood is stronger than stone," and one poorly-aimed gouge can spell disaster.

You also can't go back and make corrections. It demands total concentration until you get to the polishing stage, he said, and then you can turn on the radio or TV for a little accompaniment.

## St. Thomas pupils earn scholarships

Daisy Ford, Matthew Kelly and Erik Walsh, all of Delmar, recently were offered full scholarships to Bishop Maginn High School.



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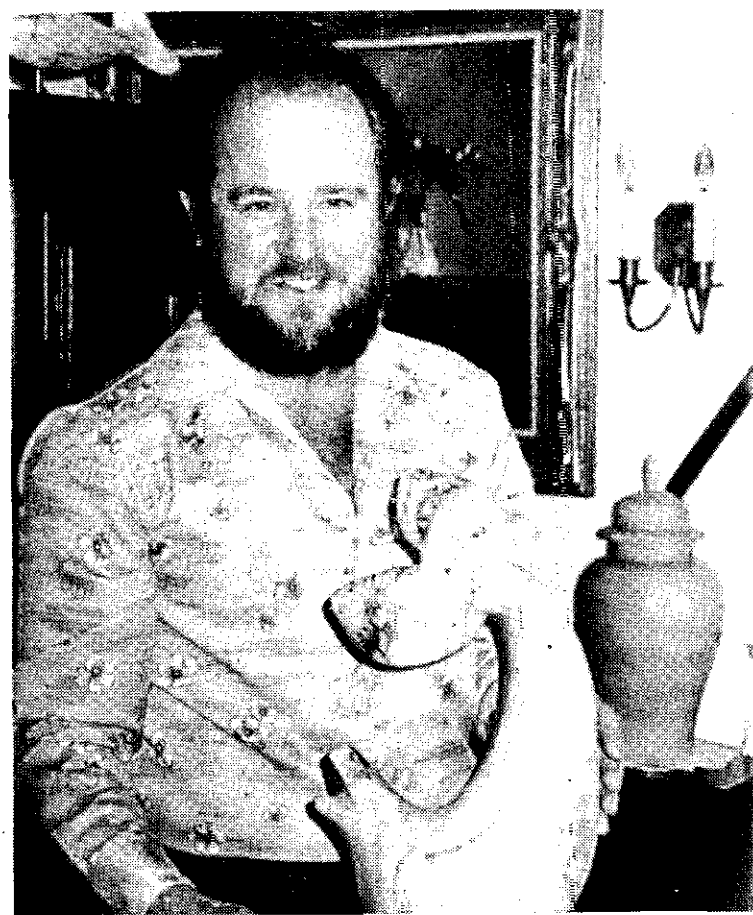
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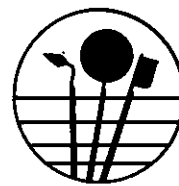
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By day George Korenko is a steel fabricator and in his free time he's an artist.



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## Views On Dental Health

Dr. Geoffrey B. Edmunds, D.D.S.

### CHILDREN AND THE DENTIST

This is the second article about children's dentistry to coincide with Children's Dental Health Month. Young children are like little "sponges" in that they soak up information and impressions of people around them — especially the attitudes of grown-ups. Try to eliminate negative or fearful discussions involving dentistry. Rather, try to focus on the fun or positive aspects of the dental visit.

Our modern techniques have all but eliminated the discomfort associated with dental treatment. Children are gently broken into the regular hygiene routine and are rewarded with praise during and after their dental appointment. If cavities are found in deciduous (baby) teeth, it is especially

important to get the teeth restored as soon as possible because these teeth have a high decay rate and soon, what would have been a simple small filling has become a much larger procedure.

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

Dr. Thomas H. Abele, D.M.D.  
Dr. Geoffrey B. Edmunds, D.D.S.  
344 Delaware Avenue  
Delmar, N.Y. 12054  
(518) 435-4228  
and

Dr. Virginia Plaisted, D.D.S.  
74 Delaware Avenue  
Delmar, N.Y. 12054  
(518) 439-3299



# Assessment update on agenda Feura Bush neighbors to hear city historian

Due to an unexpectedly large crowd at two recent informational meetings on the town assessment update, another meeting is scheduled for Wednesday, Feb. 17, at 7 p.m. at the New Scotland Town Hall.

A full disclosure notice will be sent to all residents to show the impact of the assessment update program on property.

Residents can schedule an informal review between March 8 and 20 with Cole Layer Trumble Co. to discuss fair market value estimates on property. For an appointment, call 765-4940.

For information on assessments, contact the assessor's office at 765-3355.

## AARP to provide tax help for area senior citizens

Trained counselors from the American Association of Retired Persons (AARP) will provide free tax assistance and counseling to senior citizens at the Voorheesville Public Library on South Main Street on five Wednesdays, Feb. 10 and 24, March 10 and 24 and April 7.

## Bouton students make French connection

The International Studies

## NEWS NOTES

### Voorheesville

Susan Casler  
765-2144



Committee and the French department of the Clayton A. Bouton Junior Senior High School will sponsor a trip to France beginning Feb. 12.

Karen Griffin and Maguerite Montouri, chaperones, will accompany the following students: Elizabeth Baltis, Scott Basal, Jennifer Casler, Melissa Cooper, Gretchen Gies, Kelly Griffin, Rachael Legere, Ruth Legere, Chandra Luczak, Megan McCartney, Kurt Pahl, Martha Perry, Cheryl Renker and Mara Steinkamp.

During the week, the students will stay with families in Chalons-sur-Marne, attend school at the Notre Dame Perrier and learn about the French way of life. They will also have the opportunity to visit Versailles, the College Notre Dame Perrier and Fontainebleau Chateau.

At the end of the trip, students will visit the Eiffel Tower and shop and dine in Paris. The students will return to Voorheesville on Feb. 20.

## Schools to close for mid-winter break

The Voorheesville school district will observe mid-winter vacation from Monday, Feb. 15, to Friday, Feb. 19.

Classes will resume on Monday, Feb. 22.

## Registrations still open for continuing ed courses

Mail registration for the spring 1993 continuing education courses in Voorheesville will be accepted through Saturday, Feb. 13.

Courses will begin on Monday, Feb. 22, at Clayton A. Bouton Junior Senior High School. Copies of course descriptions are available at the school or library.

For information, contact James Hladun, director of continuing education, at 765-3314.

## Nursery school lottery slated on Feb. 11

Applications for the Voorheesville Community Nursery School must be filed by Thursday, Feb. 11, at 7 p.m.

A lottery drawing will be held in the social hall of the First United Methodist Church, 68 Maple Ave., at 7:30 p.m. on that date, to determine which children will be registered for the 1993-94 school year.

For information, contact Cheryl Hammer at 765-9377 or Betsy Glath at 765-4515.

Participants are requested to bring their federal and state income tax forms and any statements, receipts or other pertinent 1992 information. For an appointment, contact the library at 765-2791.

The Feura Bush Neighborhood Association will meet tonight, Feb. 10, at 7:30 p.m. at the Jerusalem Reformed Church Hall on Route 32 in Feura Bush.

Guest speaker at the meeting will be Virginia Bowers, Albany city historian and author, who will give a presentation on the history of Albany's South End. Copies of Bowers' book, *The Texture of a Neighborhood: Albany's South End 1890-1940*, will be available for purchase after the presentation. Proceeds will benefit the South End Historical Society.

For information, call 439-2948.

## PTO to meet at Ravena school

The Ravena-Coeymans parent teacher organization will meet tonight, Feb. 10, at 7 p.m. at Ravena Elementary School on Mountain Road.

At the meeting, a member of the board of education will discuss the upcoming vote on the district school bond proposal.

## PTO plans Disney film at family fun night

The PTO will show a full-length Disney film at the family fun night, Friday, Feb. 12, at 6:30 p.m. at Pieter B. Coeymans Elementary School on Church Street.

The cost will be \$2 for adults and \$1 for children. For information, call 756-3005 or 756-3099.

## Mid-winter break set for RCS schools

There will be no school in the Ravena-Coeymans-Selkirk district during mid-winter break, Monday, Feb. 15, through Friday, Feb. 19.

Classes will resume Monday, Feb. 22.

## Library to provide free tax assistance

The Ravena Free Library at 106

## Music association sponsors art contest

The Bethlehem Music Association is sponsoring a contest to choose artwork for its concert program covers.

All Bethlehem Central School District students are eligible to participate, with cash prizes to be awarded.

Artwork submitted for the con-

## NEWS NOTES

### Selkirk

### South Bethlehem

Michele Bintz  
439-3167



Main St. has a variety of state and federal tax forms available. Fran Curley, of Curley's Tax Service, will be in the library at 6 p.m. on two Monday evenings, Feb. 22 and March 1, to check completed tax forms or answer tax-related questions.

For information, call 756-2053.

## Bethlehem Elks to host country music night

The Bethlehem Elks will have a country and western night Saturday, Feb. 13, at the Elks lodge on Route 144 and Winnie Road in Selkirk.

Tom's Chuckwagon will serve dinner from 7 to 9 p.m. The menu includes chili, beef stew, chicken wings, baked beans, beer and soda.

Music will be provided by the Country Corners from 8 p.m. to midnight. Cost will be \$13 per person or \$25 per couple.

For information or to buy a ticket, call 731-2916 or stop by the lodge.

## South Bethlehem church slates Brooks barbecue

The South Bethlehem United Methodist Church on Willowbrook Avenue has scheduled a chicken barbecue dinner by Brooks of Rochester on Saturday, Feb. 20, from 5 to 7 p.m. at the church hall.

Takeouts will be available at 4 p.m. The menu includes barbecue chicken, baked potato, cole slaw and dessert. The cost will be \$7 for adults and \$4 for a half portion for children under 12.

For information, call 767-9953.

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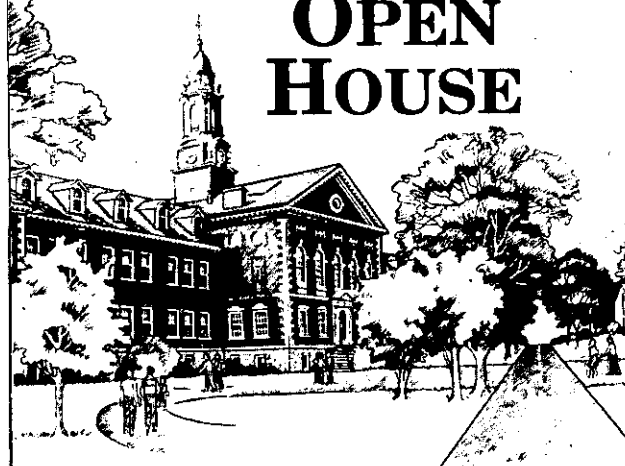
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## Preschool directory available for parents

The new edition of the library's publication "Preschool Possibilities" is now available in the children's room.

The directory of nursery schools and day care centers that serve Delmar and surrounding communities is compiled annually by children's room staff member Polly Hartman.



Each listing in the free, 12-page booklet includes the school's address and phone number, director's name, ages of children served, hours of operation, and school calendar.

"This is an essential tool for area parents," says head of children's services Beverly Provost. "People eagerly await the new edition, and we receive a lot of positive feedback from the community for providing this service."

Youngsters who have interesting collections are invited to display them in the children's room. An attractive case exhibit can be created from many crafts, hobbies or other collectibles. There is

a locked case where items can be securely displayed.

For information about displaying items, call Janis Dominelli at 439-9314.

An upcoming episode of TV-31's children's program, "Mother Goose and Gander," will feature a visit to the hospital. "Gander Goes to the Hospital" will be broadcast the week of Feb. 15. The program is designed to ease the fear of children facing such an experience for the first time.

Taped at Albany Medical Center Hospital, the half-hour episode will include visits to the emergency room, admitting, radiology and a special children's playroom. The program features AMC staffers Richard Puff, Johanna Flanagan, Barbara Pellegrini, Edward Potyrala, Iolene Boenau, Allison Welch, Toby Wilbur, Patti Fetter and Audrey Kern. The series is written and produced by Barbara Garro.

"Mother Goose and Gander" airs weekly Tuesdays at 12:30 p.m., Wednesdays at 6 p.m., Thursdays at 4:30 p.m. and Fridays at 10 a.m.

Anna Jane Abaray

## Area supermarkets to host passenger safety displays

In recognition of National Child Passenger Safety Week, the Bethlehem Police Department is sponsoring a series of seminars this weekend at local supermarkets.

On Friday, Feb. 12, there will be an all-day display at the Grand Union in the Glenmont Plaza on Route 9W.

On Saturday, Feb. 13, the Grand Union in the Delaware Plaza will house the display that focuses on child restraint devices, seat belts and traffic safety.

On Sunday, Feb. 14, the safety display will move to K-mart's in the Town Squire Plaza on Route 9W.

### Library offers seniors help with tax forms

Free tax assistance will be offered to seniors at the Voorheesville Public Library at 51 School Road in Voorheesville on five Wednesdays, Feb. 10 and 24, March 10 and 24, and April 7, from 10 a.m. to 2 p.m.

For an appointment, call 765-2791.

### Empire State College slates info session

Empire State College of the State University of New York, located at 845 Central Ave. in Albany, will offer a public information session on its graduate program on Thursday, Feb. 18, at 5 p.m.

For information, call 587-2100.

## Winter break activities set

School vacation is coming up, and there will be plenty to do at the library.

National Snack Food Month will be celebrated in style with a Winter Picnic on Tuesday, Feb. 16, for kids in kindergarten through grade-two. Join us at noon for lunch and learn about food preparation and table setting before settling down to a feast.

Toddlers and younger children



will enjoy a picnic of their own throughout the week as Story Hours will feature a teddy bear's picnic. Bring along a stuffed bear of your own to listen to stories on Monday at 10:30 a.m., Tuesday at 10 a.m., Wednesday at 4 p.m. or Friday at 1:30 p.m.

A papermaking making workshop is scheduled for children in grades-three and up on Friday, Feb. 19, at 10 a.m. Participants will make and decorate their own notebooks with handmade paper covers and also learn something about the history of papermaking and some simple recycling ideas.

Sign up is required at the library or by calling 765-2791.

The deadline is Thursday, Feb. 11, for those who would like to drop cards off for the Valentine Heartline for delivery to area nursing homes and hospitals. The valentine mailbox is located in the young people's section.

Adults should also be able to find something of interest among the eclectic sampling of programs coming up. The Writer's Group meets Thursday, Feb. 11, for readings of works in progress and that always important feedback.

Computer User's Group will meet on Monday, Feb. 15, at 7 p.m. for a meeting on the spreadsheet. The public is invited.

The Library Quilters and Nimblefingers needlework group will continue to meet on Tuesday af-

ternoons from 1 to 3 p.m. in the community room.

For information about the meetings, call the library to sign up and for a list of materials needed.

Tax counseling for seniors provided by the AARP begins at the library today. Appointments are available between 10 a.m. and 2:15 p.m. on Wednesdays, Feb. 10 (today) and Feb. 24, March 10 and 24 and April 7. To sign up for a time convenient for you, call the reference desk at 765-2791.

The whole family can do something red and come to the library this evening Wednesday, Feb. 10, for some stories about love and friendship. Red, White and You! begins at 7 p.m. and will feature some delicious valentine treats.

Christine Shields

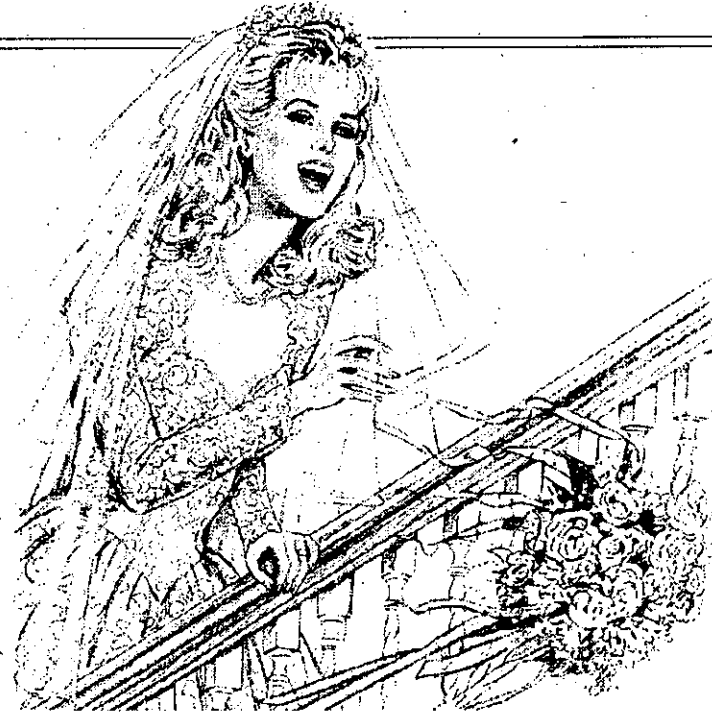
### BCHS senior to play in college concert

The University at Albany music department will sponsor a concert of percussion music on Thursday, Feb. 25, in the Studio Theater of the Performing Arts Center at 8 p.m.

The program will feature the work of two young area composers, including Kevin Romanski,

who is a Bethlehem Central High School senior. Romanski will perform his composition "Waltz Espano".

Works by four composers of the 20th century will also be featured. For information, call 439-7364.



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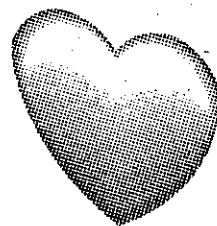
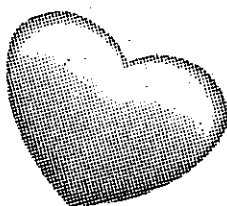
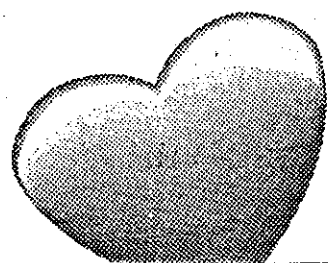
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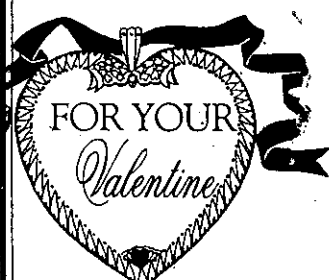
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## SPOTLIGHT ON

**SPORTS****Girls gymnastics team vaults over Ichabod**

By Laura Del Vecchio

The Bethlehem gymnastics team continued its season with a victory last Tuesday against Ichabod Crane.

BC captured first place in all four events. In the all-around competition, junior Bridgid Carroll placed first with a 30.7.

Heather Mann placed second in the all-around with a score of 30.0, a personal best for her this season. Also placing in the all-around were Amy Schron, fourth with a score of 25.5 and Sara Haskins, sixth with a score of 22.5. Excellent performances were also turned in by April Houghton and Meri Tombros.

Heather Mann took first on the vault with a score of 8.2. In third place was Bridgid Carroll with a score of 7.8. Excellent performances were also shown by Meri Tombros with a score of 5.6, Jill Pappalardi 5.5 and Sharon Fellows 4.0.

**Bethlehem Basketball Club battles Amsterdam at the Knickerbocker**

The Bethlehem Basketball Club (BBC) seventh and eighth grade travel team will be taking on Amsterdam in a Capital District Youth Basketball League contest at the Knickerbocker Arena on Wednesday, Feb. 17 at 5 p.m.

The game is part of a double-header featuring the Capital Region Pontiacs in the second game scheduled for 7 p.m. Tickets good for both games can be obtained by

BC also had a good showing on the floor routine taking five of the six top spots and also achieving several bests. In first was Bridgid Carroll with a score of 8.2. Mann was second with a score of 8.0. In third was Amy Schron with a 7.6.

Haskins finished fourth and scored a 7.5, also a personal best. Meri Tombros found herself in sixth place with a personal high 7.2 and achieving a personal best was eighth grader Jill Pappalardi, who scored a 5.6.

BC took the first four spots on the uneven bars. Carroll took first with a 7.3. In second was Mann with a 7.2. A score of 5.8 earned third place for Schron and Houghton took fourth with a 4.8. Excellent performances were also turned in by Haskins and Tombros.

BC took the first two spots on the balance beam. First was Bridgid Carroll scoring a 7.4 and Mann was second with a 6.6.

contacting the Knick Arena box office or by calling 439-7284.

Members of the BBC team include Marc Borzykowski, Leo Bresnahan, Cory Czajka, Mike DelGiaccio, Seamus Gallagher, Tom Hitter, Geoff Hunter, Andy Karins, J.J. Kasarjian, Geoff Linstruth, Ryan Murray, Kevin Russell, Mark Svare and Matt Tulloch.

**V'ville boys split a pair of close ones**

By Kelly Griffin

The Lady Blackbirds lost one on the road and picked up an overtime win in their home nest last week. V'ville is eyeing a sixth seed and a possible home berth in the first round of sectional play.

On Tuesday, Feb. 2, the 'Birds traveled to Albany Academy where they had their worst defensive game of the year, according to coach Skip Caark. The Cadets prevailed 52-48 as V'ville had a chance to tie the score with 16 seconds left in regulation, but fell short.

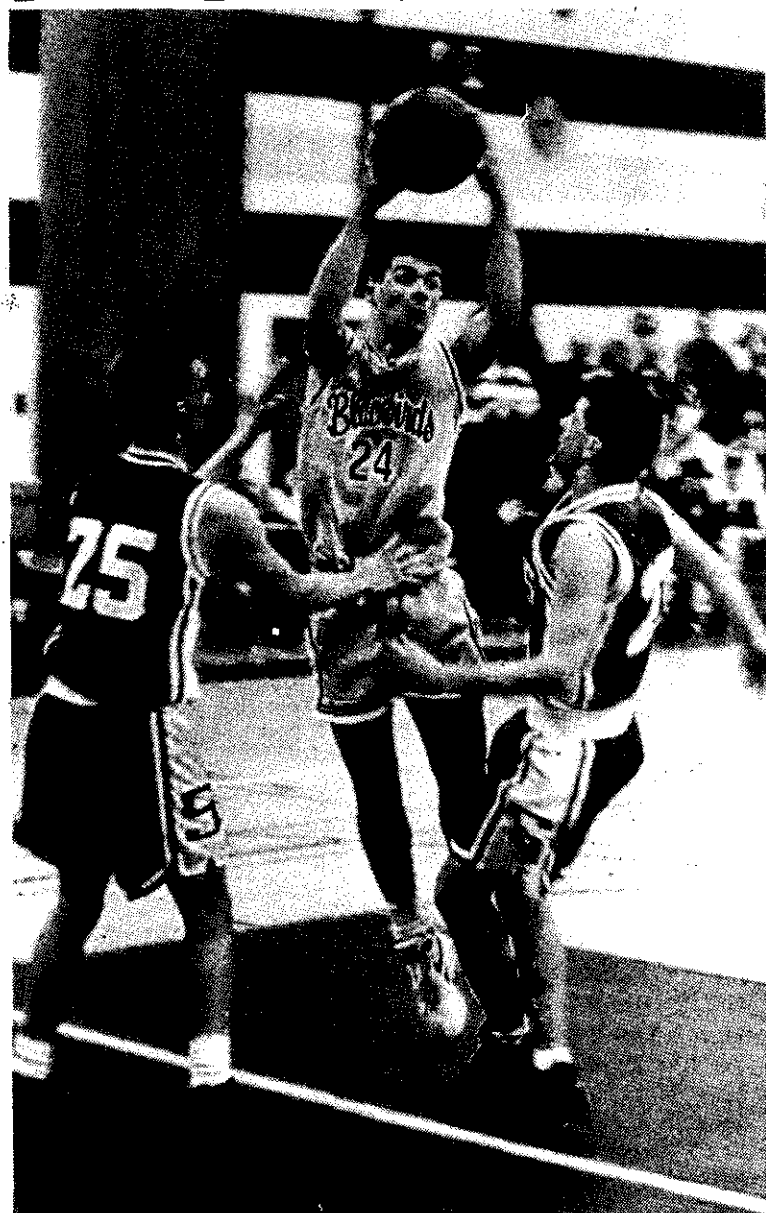
One bright spot for the Blackbirds was the performance of sophomore David Burch. Recently promoted from the jayvees, Burch grabbed seven rebounds and managed five points in about eight minutes of playing time.

On Friday, Feb. 5, V'ville faced Ravena at home and managed to squeeze out a 56-50 overtime victory. Ravena rallied in the fourth quarter to tie the game at 44-44.

V'ville was led by senior Tom Dutkiewicz who was five for eight from the field and seven for eight from the foul line for a total of 20 points. He also stood out on defense, recording four steals.

"That was easily the best game of (Dutkiewicz') career," Caark noted. "It was a really exciting high school game. As a team we made good decisions, took good shots and played smart defense. That's what won it for us."

Brad Rockmore contributed 14 points while Greg Sullivan hit two, three-pointers and Kevin Meade pulled down seven rebounds.



Voorheesville's Kevin Meade tries to thread the needle during recent action. The senior guard has been a key player for the Blackbirds this season. *Dave Bibbins*

**Girls soccer team wins indoor match**

The Bethlehem Under-14 girls travel soccer team won the Lakehill Indoor Soccer Tournament on Saturday, Jan. 30 at Burnt Hills Middle School.

The team featured a superb passing attack with balanced scoring and shutout defense in winning their first games against teams from Niskayuna, Colonie, Guilderland and Lakehill.

Kerry Van Riper and Lauren Rice had two goals apiece from the midfield position and Addie Blabey, Emily Haskins, Lisa Engelstein and Danielle Pope each chipped in with one goal.

The goalies were Kerry Van Riper, Winnie Corrigan and Emily Haskins. Julie Muhfelder, Heather Dorsey, Lucy Hermans and Katie Fireovid made strong contributions on offense and defense to round out the team.

Coaches Frank Rice, Stan Smith and David Blabey were especially pleased with the girls' effort because this was a young team with three new players to the travel team program and only one player returning from last year's under-14 team.

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MAGAZINE

## Guilderland edges BC

By Joshua Kagan

The Bethlehem boys basketball team (6-6, 7-10) split two Suburban Council games, but still managed to pull within one game of gold-division leading Columbia.

Bethlehem lost a heartbreaker to the Guilderland Dutchmen on Thursday, Feb. 4, 51-49. Guilderland opened the game red-hot, while the Eagles struggled through the first quarter. When it was over, the Dutchmen led 23-12.

"They only missed two shots in the first quarter. (Craig) Leonard and (Jay) Watts just came out on fire. They scored eight points each in the first quarter," BC coach Jack Moser said. "We switched our defense after the first quarter and we held them to only 28 points the rest of the game."

Starting in the second quarter, the Eagles gradually cut Guilderland's lead to 45-43 at the end of the third period, led by Chris Macaluso, who scored 10 points during the stretch, and Matt Follis, who added nine.

The Eagles took the lead with 2:28 to go when Ollie Eslinger drove from the top of the key, made

a lay-up and was fouled. After making the free throw, Eslinger had put the Eagles up 49-47.

But the Dutchmen battled back. Ryan Caruso's jump shot tied the game with 65 seconds left to play. After a Bethlehem turnover and a Dutchmen time-out, Caruso scored the winning basket with just nine seconds remaining. Without calling a time-out, the Eagles took the ball down the court and Macaluso took one last shot at the buzzer, but it bounced off the rim.

Macaluso finished with 15 points to lead Bethlehem. Follis and Eslinger each contributed 11.

The Eagles overwhelmed Scotia 74-61 on Tuesday, Feb. 2. After opening with an 18-2 run, Bethlehem cruised to an easy victory, making 25 foul shots along the way. Scotia only made 12.

Five Eagles were in double figures against Scotia. Sophomore center Eric Gill led BC with 14 points. Mike Pelletier and Dave Bilicki added 12 apiece and Demarest and Follis each scored 11. Chris Rogers led Scotia with 19 points.

## Frigid temps matter little to BBC

With frigid weather blanketing the Delmar area, the temperature of the Middle School gyms heated up with close contests and heart-stopping action Sunday.

With a fast breaking offense, the Knicks ran past the Pistons 36-21 for their first win of the season in Bethlehem Basketball Club action. For the Knicks, Mike Gilligan scored eight points and Steve Silver grabbed four rebounds. Justin Riccio scored four points, and hustled on defense for the Pistons.

In other Pro Division games, the Bulls outlasted a fiery Lakes squad 44-41. Heather Barclay's defensive play helped the winners while Matt Reuter and Sean Boyle combined for 12 points to keep the Lakers in contention.

An upset-minded Nuggets squad fell short as they were edged by the division leading Celtics 35-34. For the Celtics, Jeff Smith (11 points) and Chris Brown (12 points) keyed the victory while Aaron Smith (9 points) helped the Nuggets cause.

In the All-Star Division, Bill Soronen's steal of an inbound pass with four seconds left on the clock iced a 42-40 win by the Bucks over a steadily improving Rockets

squad. Dan Burrell ripped the nets for 22 points for the Rockets.

The gritty defense of Avi Shoss and Dana Reid-Vanas helped the Hawks to a 44-29 victory over the Sixers. Mike DelGiacco lead the way for the Sixers with 10 points and 7 rebounds. Down by 15 points after the first quarter, the Magic staged an incredible rally to dump the Heat 44-42. Andy Karins lead the Magic with 20 points while Geoff Linstruth paced the Heat with 12 points.

In spite of John McCormack's 24 points, the Spurs were topped by the Mavs 62-44. For the Mavs Matt Tulloch was on fire with 23 points and 13 rebounds.

In the College Division, the defensive play of Calvin Brown and Dennis Clarke keyed a 29-20 victory over a stubborn Miami squad. Josh Plattner's nine points kept Miami in the game. Villanove downed Georgetown 25-21 as Mike Mooney paced the win with 10 points and court leadership. The rebounding of Chris Palmieri (7) and the scoring of Kim Comtois (6) helped Georgetown.

Seton Hall stayed on track with a 42-33 win over Providence. Travis Ostroff scored 10 points for the winners while Elijah Bonnell net-

ted four for Providence.

Syracuse stayed on top of the College Division with a 43-20 victory over St. Johns. Joe Gerstenzang and Joe Gutman played tenacious defense for Syracuse while John Caplan played a strong game at both ends of the court for St. Johns with 11 points and seven rebounds.

### Babe Ruth sign-ups

The Bethlehem Babe Ruth League will finalize team rosters shortly. Anyone not registered by Saturday, Feb. 20 will be placed on a waiting list.

Jack Aker, former major league player and coach, will conduct a clinic for pitchers and catchers who register with the Bethlehem Babe Ruth League on Saturday, April 3 at the Middle School.

Any and all outstanding uniforms should be returned by Feb. 20. For additional information call Tom Yovine 374-8461 days, 439-2062 evenings.

### Weekend walk slated

The Five Rivers Environmental Education Center on Game Farm Road in Delmar will sponsor a winter walk on Sunday, Feb. 14, at 2 p.m.

## V'ville girls still shy of .500

By Greg Sullivan

The Voorheesville girls basketball team split its two games last week, as it fell to Holy Names on Tuesday, Feb. 2, before defeating Ravena, on the road, Friday, Feb. 5.

On Tuesday, the Ladybirds were once again victimized by their free throw shooting as they shot only seven of 14 from the line while Holy Names hit 15 of 26. This was the key to the game, according to Voorheesville head coach Nadine Bassler, who added that, "Every time we got close, they got to the foul line! It really hurt us."

Lea Foster and Kelly Griffin were strong in the 53-45 defeat for Voorheesville, scoring 12 and 10 points respectively. The loss dropped the Ladybirds to 6-8 in the Colonial Council.

On Friday night, Voorheesville overcame a very slow start to pull away from host Ravena. After finishing the first quarter with the low score of 4 to 4, Bassler put on a full court press which seemed to bother Ravena, giving Voorheesville an 18-11 halftime lead.

From that point on, behind a strong 15 points from eighth-grader Kristen Person, the Ladybirds pulled away to an easy 49-32 victory.

The victory put Voorheesville just one game under .500 with a 7-8 record and three games to play before the start of sectional play. This week Voorheesville begins to close out its regular season with games against Cohoes and Averill Park.

## Girls coach upbeat despite loss

By Jamie Sommerville

The Lady Eagles (9-3, 11-5) registered a win and a loss in league action last week.

On Wednesday, Feb. 3, the girls took on Scotia at home for what was expected to be an easy victory. It turned out just that way as junior Sheila McCaughin led the way with 14 points and sophomore Karena Zornow added 13 points and 12 rebounds in the 56-28 win.

On Saturday, Feb. 6, the girls traveled to Guilderland for the first time this season and fought valiantly before dropping a 51-44 decision.

The game was close throughout and Guilderland held only a two-point margin at halftime. McCaughin was once again the key player for Bethlehem with 17 points.

BC coach Bill Warner had no

complaints about his team's performance against Guilderland. "It was an evenly played game and a tough one at that. We played very strongly."

Warner also mentioned that Guilderland has suffered only two losses this season, both of which were against powerhouse Shenendehowa.

The girls take on Columbia and Shaker this week.

### Giant aquarium at Saratoga Expo

A 40-foot aquarium filled with sport fish will be the highlight of the Saratoga Springs Fishing Expo, Feb. 19, 20 and 21 at the Saratoga City Center.

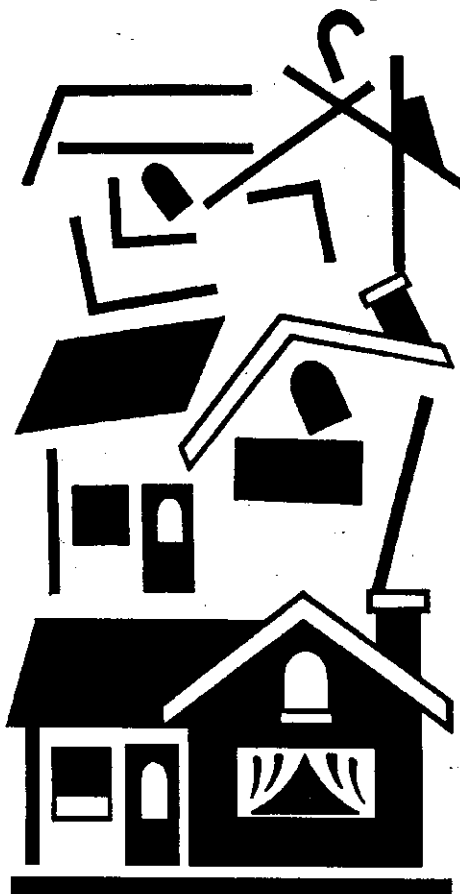
The "Oklahoma Bass Tub" is actually a 40-foot trailer with sides made of extra heavy plexiglass and filled with live fish.

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# Hoblock

(From Page 1)  
on our behalf."

\*\*\*\*\*

The executive briskly enumerated a dozen areas of achievement in his first year — ranging from competitive bidding on insurance, fleet management of vehicles and a freeze on hiring to Medicaid savings, a detailed budget format and successfully transforming the ice rink "from albatross to asset."

His plus side also included the "invaluable management tool" provided by the report of his Management Advisory Commission, efforts to "free up the Al Tech Loan Fund revolving loan program" to help create jobs, progress on the 911 emergency telephone system (which he said should be operative in about a year), consolidation of some services and creation of a central personnel office, an arrangement with the Albany-Colonie Chamber of Commerce to promote economic development and a Capital Projects Committee that will set priorities for large-scale programs.

\*\*\*\*\*

The emphasis throughout, however, was on problems and issues yet to be tackled and solved. Among those mentioned were:

- Charter reform: When the Charter Commission's report is turned in "I promise to give the draft charter my 'everyone in charge — but no one in charge' test."

His reference was to the history of diffused responsibility through the Legislature's effort to run the county, as in the past.

- Extension or demise of the 1 percent sales tax add-on, due to expire Aug. 31 with a "loss of \$20 million to the county and \$14 million to cities, towns and villages within the county."

- "How we manage to pay for a \$329 million budget with a \$42 million property tax levy."

- Determining through public forums whether people prefer increased taxes to support the current level of county services or to "forgo some services to cut or eliminate our structural deficit."

- Possibly refinancing the county's debt; and reviewing the entire capital portfolio.

- Finding a way to "justly compensate" the smaller work force from which more productivity is expected. And requiring department heads "to help us make the process work."

- Continuing to pay for "double-digit increases in the cost of Medicaid when our revenue growth is stagnant."

- Finding the "money to reward our employees and meet our needs for new infrastructure."

- And, not least, developing an independent authority to manage the airport and obtaining the airlines' agreement on how to finance any proposed redevelopment, plus

staying on top of maintenance "just to keep the airport operating safely" meanwhile.

\*\*\*\*\*

Hoblock disclosed that he recently had learned of a "local law regarding the sales of tax-sale certificates," as adopted by Chautauqua County, and added:

"The good news is the potential to raise several million in cash."

"Tonight, I am formally proposing that Albany County sell our delinquent tax-sale certificates and use this one-shot infusion of cash to address some of the many one-time expenditures the county has."

"If we go forward with this proposal," he said, "these funds cannot be used for operating expenses." He then enumerated some ways in which the windfall could be applied:

"The money could pay some of the local costs associated with the

airport infrastructure and transportation improvements.

"We could dedicate a portion to invest in the safety and welfare of our social service caseworkers by paying the capital costs associated with improving the work space and increasing security measures at 40 Howard St."

"(The County offices at) 112 State St. need a new telephone system. We are out of space for storage and retrieval of public records."

"We need new radio equipment

"Court facilities mandates, DPW equipment or even a computer system at the Board of Elections could all be considered for a portion of these funds."

"These are just a few of the many needs we have, some of which could be paid for with the proceeds of selling our tax-sale certificates in portion or whole."

## Cable

(From Page 1)

comptroller and cable administrator. The technical upgrade will provide A-R customers with a choice of 77 channels when the project is completed in December 1994.

The current system has been in operation since the early '70s, and it's gotten to the point where a "serious upgrade" is necessary, Kehoe said. Added benefits to cable customers will include stereo transmission, parental control devices to block out adult programming and closed captioning for the hearing impaired.

No interruptions of service are

expected, Kehoe added. "It was my understanding that they plan to lay the new cable right over the old ones and, when it's completed, all they'll need to do is flip a switch to change the circuit pattern."

Under the 10-year franchise agreement adopted last fall, service will be supplied to areas in town where it has never been available before, such as Van Weis Point, Van Dyke Road and South Albany Road.

The current basic charge for monthly service in Bethlehem is \$22.39 for about 30 channels. No rate hikes are expected when the new system goes on line.

## Plaza

(From Page 1)

difficult problems."

"One of my major concerns was with the sight line distance for cars pulling out onto Delaware Avenue," Swan said. "I think the planning board looks forward to seeing the progress they've made."

There will be two access points to the site from Delaware Avenue. Because of its steep slope, there will be no access from the Yellow Brick Road, which runs along the rear of the property.

## Historical house to host games

The Rensselaer County Historical Society at 59 Second St. in Troy will offer a "History House Sampler" on Thursday, Feb. 18, from 1:30 to 3:30 p.m.

Activities include parlor amusements, silhouette creations, traditional toys and games and a his-

tory mystery scavenger hunt.

Activities are for children ages 6 to 11, and all children must be accompanied by an adult.

Cost is \$2 for adults, \$1 for children. For information, call 272-7232.

## CHP plans infant CPR course

Community Health Plan will offer a two-session infant and child CPR program beginning Monday, Feb. 22, from 6 to 10 p.m. at the Delmar Health Center, 250 Delaware Ave. in Delmar.

The program is designed to teach participants how to recognize the symptoms of choking, obstructed airways, respiratory distress and cardiac arrest.

# THE YOUTH NETWORK

A BETHLEHEM NETWORKS PROJECT

## Letter cites dangers of inhalants

Dear Parents:

Over the past several weeks, we have become aware of experimentation in sniffing inhalants by young people in the middle school and high school. The purpose of this letter is to provide information so that you may educate your children about the dangers of this experimentation.

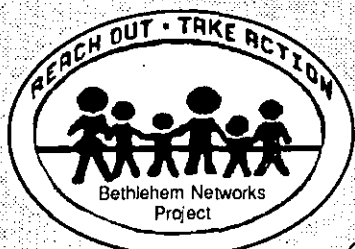
Inhalants are a diverse group of chemicals that produce mind-altering effects when inhaled. They present a unique threat to children's health because they are common substances. Detection of their use is extremely difficult because of the brevity of the experience and easily-concealed method of inhalation.

The most frequently observed symptoms and the possibly severe side effects include headache, nausea, dizziness, poor motor coordination, impaired vision and memory, slowed thought-processes, lethargy, sleepiness and abusive and violent behavior.

The hazards of use include irregular heartbeat, sudden death, brain, liver and bone marrow damage, anemia and addiction.

Information on inhalants will be presented to pupils in middle school science classes, and parents are urged to discuss with them this highly dangerous behavior. For information, contact the school nurse at the high school, 439-4921, or the middle school, 439-7460.

Sincerely,  
Yvonne Doberman  
Student Assistance Counselor



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## Special on WMMT CHANNEL 17

Championship Ballroom Dancing 1993  
Wednesday, 9 p.m.

Mystery: Prime Suspect 2  
Thursday, 9 p.m.

Nelson and Jeanette:  
America's Singing Sweethearts  
Friday, 9 p.m.

17th Street Theater: Carmen  
Saturday, 9 p.m.

Nature: Gorilla, King of the Congo  
Sunday, 8 p.m.

The American Experience:  
The Johnstown Flood  
Monday, 9 p.m.

Nova:  
Can Science Build a Champion Athlete?  
Tuesday, 8 p.m.

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Clifford Nooney and Julie Doherty

## Nooney, Doherty plan June wedding

Gloria and Michael Doherty of Whitehall Road, Albany, announce the engagement of their daughter, Julie Ann Doherty, to Clifford Nooney, son of Julia and the late Robert Nooney of Feura Bush.

The bride-to-be is a corporate

travel agent for Albany Travel Unlimited.

The future groom is an electronic technician for Albany International.

The couple plans a June wedding.

## Lev, Phillips to marry

Judy Lev of Loudonville has announced the engagement of her daughter, Amy Michelle, to Jonathan Hal Phillips, son of Gail and Abbott Phillips of Slingerlands.

Lev is also the daughter of the late Joseph Lev.

She is a graduate of Colonie Central High School and Ithaca College, and is employed as an office assistant at A. Phillips Hardware in Albany.

Phillips is a graduate of Bethlehem Central High School and Syracuse University. He is vice president of A. Phillips Hardware.

An October wedding is planned.



Amy Lev and Jonathan Phillips

## Holy Names student to attend D.C. forum

Jennifer Smith of Delmar was recently selected to attend the National Youth Leadership Forum on Security and Defense in Washington, D.C.

A student at the Academy of Holy Names, she is one of 350 high school students selected for academic achievement and interest in a career in military affairs.

Students will learn firsthand about national defense and global security systems by meeting with leaders from the Pentagon, the National War College, U.S. Department of State, U.S. Naval Academy and the CIA.

Students will also meet with military leaders, including Admiral William J. Crowe Jr., former chairman of the joint chiefs, General Alexander Haig Jr., former secretary of state and commander-in-chief of NATO forces, and Frank Carlucci, former secretary of defense.

## Hamagrael pupil wins trip to Boston

The National Multiple Sclerosis Society, Capital District Chapter, recently recognized Lisa Lee-Herbert, a pupil at Hamagrael Elementary School in Delmar, as the leading area fund-raiser in the society's annual Read-a-thon.

Lee-Herbert and her family will spend a weekend in Boston and visit the New England Aquarium, the Computer Museum, the Boston Tea Party Ship and the Children's Museum. Overnight accommodations are provided by the Omni Parker House.

Jessie Goldberg-Pohl, also of Hamagrael, was recognized as a "Super Achiever" for her fund-raising efforts.

## Mail weddings, engagements

The Spotlight would like to publish your engagement, wedding or anniversary announcement and photo.

Black and white photos are preferred, but color photos are acceptable. Polaroid photos cannot be printed. The close-up of the couple should be clear and sharp.

Send information to 125 Adams St., Delmar 12054.



Mr. and Mrs. David Todd

## Osterhout, Todd wed

Pamala Ann Osterhout, daughter of Donna and Raymond Osterhout of Delmar, and David Caldwell Todd, son of Rose and Andrew Todd Jr. of Whitinsville, Mass., were married Oct. 17.

The Rev. David Anglin and the Rev. Stephen Cordes performed the ceremony at St. Matthew Lutheran Church in Albany.

The matron of honor was Mary Bailey, and bridesmaids were Diane Todd, Cathy Nagle, Cate Cullen and Nancy Sansoucy.

The best man was Andrew Todd III, brother of the groom. Ushers

were Mark Mikitarian, Joseph Spirko, William Dench and Dan Rumpik.

The bride is a graduate of Bethlehem Central High School and SUNY Oswego. She is employed by the Commonwealth Gas Co. in Dedham, Mass.

The groom, a graduate of Bryant College in Rhode Island, is employed the Norfolk & Dedham Group, also in Dedham.

After a wedding trip to Colonial Williamsburg, Va., the couple lives in Attleboro, Mass.



## DAR sets antique show and sale

The Tawasentha Chapter of the National Society of the Daughters of the American Revolution will sponsor its 22nd annual antique show and sale at Bethlehem Central High School on Delaware Avenue in Delmar on Saturday, Feb. 13, from 10 a.m. to 5 p.m., and Sunday, Feb. 14, from 11 a.m. to 4 p.m.

The invitational show will feature a wide variety of furniture, glass, jewelry and other antique items.

Auctioneer Russell Carlson will appraise small items for a nominal fee. Refreshments will be available.

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Danker Florist. Three great locations: 239 Delaware Ave., Delmar 439-0971. M-Sat, 9-6. Corner of Allen & Central, 489-5461. M-Sat, 8:30-5:30. Stuyvesant Plaza, 438-2202. M-Sat, 9-9. Sun, 12-5. All New Silk and Traditional Fresh Flower Bouquets. Your FTD Florist.

### Entertainment

Lou Bologna's DJ Service. Experienced, friendly service for large or small weddings, banquet, parties etc. with flexible, favorable prices. References available, call Lou 482-2173.

### Invitations

Johnson's Stationery 439-8166. Wedding Invitations, Announcements, personalized Accessories.

Paper Mill Delaware Plaza, 439-8123. Wedding Invitations, writing paper, Announcements. Your Custom order.

### Jewelers

Harold Finkle, "Your Jeweler" 217 Central Ave., Albany, 463-8220. Diamonds - Handcrafted Wedding Rings & Attendant's Gifts.

### Honeymoon

Delmar Travel Bureau. Let us plan your complete Honeymoon. We cater to your special needs. Start your new life with us. Call 439-2316. Delaware Plaza, Delmar.

## Obituaries



Blanche W. Kerr

### Blanche W. Kerr

Blanche W. Kerr, a Delmar resident since 1974, died on Sunday, Jan. 30, in New Orleans, where she had been visiting her son's family.

A native of Jewett, Greene County, where she was born April 17, 1922, she graduated from Windham-Ashland-Jewett High School in 1938. She received a bachelor's degree from the former New York State College for Teachers in 1942 and graduated from Albany Business College in 1943.

Mrs. Kerr was employed as a research analyst by the state Teachers Association until her retirement in 1977. She lived on Spruce Court in Delmar.

Mrs. Kerr is survived by a son, Michael Waterman, and four grandchildren.

A funeral service was from Tebbutt's Funeral Home in Del-

mar, with the Rev. Bruce Miller officiating. Interment will take place in the spring at the Cairo Cemetery.

Memorial contributions may be made to the Capital City Rescue Mission, Albany, the World Wildlife Fund or Save Our Earth.

### Helen Houghtaling

Helen Bremm Houghtaling, 86, formerly of Delmar, died Sunday, Feb. 7, at the Albany County Nursing Home.

Born and educated in Albany, she had lived in Delmar for 20 years.

Mrs. Houghtaling was a telephone operator at the former Whitney's Department Store in Albany for four years. She later worked for the state Health Department for seven years, until the early 1970s.

An active member of Bethlehem Senior Citizens, she was the widow of Winfield J. Houghtaling.

Survivors include a daughter, Marilyn Picarazzi of Selkirk; a son, Robert W. Houghtaling of Colonie; two brothers, Alfred Bremm of Albany and Raymond Bremm of Delmar; two sisters, Elizabeth Springer and Lenore Deucker, both of Albany; six grandchildren; and seven great-grandchildren.

Services were from Daniel Keenan Funeral Home. Burial was in Our Lady Help of Christians Cemetery in Glenmont.

Contributions may be made to St. Patrick's Church Memorial Fund, Main Street, Ravena 12143.

### Kathryn Amend

Kathryn Quinlan Amend, 84, formerly of Heldervale Avenue in Slingerlands, died Monday, Feb. 8, at Samaritan Hospital in Troy.

Born in the Bronx, she was a longtime Capital District resident. She lived in Heritage House Nursing Home for the past three months.

She was a homemaker and a communicant of St. Matthew's Church in Voorheesville before moving to Heritage House.

Mrs. Amend was a member of the University Club in Albany and was once active in its bowling leagues. She had been a weekly volunteer at St. Peter's Hospital in Albany for many years.

She was the widow of Edward R. Amend.

Survivors include a daughter Mary Elizabeth Crafts of Baltimore, and two grandchildren.

A graveside service will be held at 2 p.m. Thursday, Feb. 11, at St. John's Cemetery, Middle Village, Queens.

Arrangements are by the Philip J. Frederick Funeral Home, 16 Manning Square Albany.

Contributions may be made to the William J. McCarthy Sr. Scholarship Fund, c/o St. William of York School, 600 Cooks Lane, Baltimore, Md. 21229.

### Evelyn Bowen

Evelyn L. Bowen, 49, of Bridge Street in South Bethlehem, died Thursday, Feb. 4, at St. Peter's Hospital in Albany.

Born in Albany, she was a graduate of Ravena-Coeymans-Selkirk High School. She was employed as a clerk by the U.S. Postal Service in the South Bethlehem Post Office.

Mrs. Bowen was a member of the South Bethlehem United Methodist Church and the Ladies Auxiliary of the Selkirk Fire Co. 3.

Survivors include her husband, Ernest F. Bowen; a daughter, Rebecca Bowen of South Bethlehem; a son, Dana Bowen of South Bethlehem; two sisters, Katherine Seaburg and Edna Weidman, both of Selkirk; and two brothers, Robert Boomhower of New Baltimore and William Boomhower of Clarksville.

Services were from Caswell Funeral Home in Ravena.

Contributions may be made to the Bethlehem Volunteer Ambulance Squad, P.O. Box 246, Selkirk 12158.

### Viola E. Van Allen

Viola E. "Betty" Van Allen, 86, of Glenmont, died Thursday, Feb. 4, at Albany Medical Center Hospital.

Born in Delmar, she was a lifelong resident of the Capital District. She was a Glenmont residents since 1927.

She had been a payroll clerk for Niagara Mohawk for more than 40 years, retiring in 1968.

She was a member of the First United Methodist Church of Delmar.

Mrs. Van Allen was a member of the Bethlehem Republican Women's Club and the Niagara Mohawk Utilities Employees Association. She was active in volunteer work at Albany Medical Center Hospital, where she vis-

ited patients, delivered mail and did general office work. She was an avid gardener.

Survivors include her husband, Kenneth C. Van Allen.

Services were from Applebee Funeral Home in Delmar.

Contributions may be made to the First United Methodist Church of Delmar or the American Cancer Society.

### Helen M. Casey

Helen M. Casey, 74, died Sunday, Feb. 7, at her home.

Born in Ravena, and educated in the Ravena School System, she moved to the Elsmere area in 1934 where she lived until her death.

Mrs. Casey was a 50-year member of the Elsmere Fire Company Auxiliary. A 30-year member of the Bethlehem Senior Citizens, she was also a member of St. Stephen's Episcopal Church in Delmar.

Survivors include her husband, George R. Casey; a son, Roger C. Casey of Stillwater; three brothers, Chester Boice of Glenmont, Miron Boice of Delmar and Donald Boice of Ravena; three grandchildren; and a great granddaughter.

Services will be today, Feb. 10, at 9:30 a.m. from St. Stephen's Episcopal Church.

Arrangements are by Applebee Funeral Home, with interment in the Bethlehem Cemetery.

Contributions can be made to the Delmar Rescue Squad or St. Peter's Hospice.

### Real estate company honors sales leaders

Blackman & DeStefano Real Estate recently honored its leading sales, listing and referral leaders for 1992.

Doris Vineberg from the Delmar office was the overall sales and listings leader. Catherine Parenteau, also of the Delmar office, was one of the five referral leaders.

### Janco new president of realtors council

Judie Janco, associate broker with Roberts Real Estate in Delmar, was recently installed as president of the Women's Council of Realtors Capital Region Chapter.

Janco is co-chairman of the state scholarship committee and serves on two national committees.

## "GRIEVING SUCCESSFULLY" WED., FEB. 10 7 P.M. Channel 31

We would like to invite you to a video presentation on "Grieving Successfully" with Mary Anthony.

Mrs. Anthony discusses coping with the emotional upheaval and social readjustment following the death of a loved one. She has spoken to college classes on death and dying, churches and civic organizations.

The video is well worth your time to watch.

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\*For those who do not have cable television this video may be borrowed from the Meyers Funeral Home.

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SPOTLIGHT ON

# Family Entertainment

CALENDAR • ARTS & ENTERTAINMENT

## Romantic rhapsodies for lovers of music

ASO offers Valentine's Day concert

By Kathleen Shapiro

Lovestruck suitors in search of a unique way to send their sweethearts swooning in ecstasy are in luck this year. All it takes is a little music.

The sounds of romance will echo from the rafters as the Albany Symphony Orchestra presents its Feb. 14 Valentine's Day Benefit Concert at the Palace Theater in Albany.

In honor of the day, audience members will be treated to an afternoon of waltzes and popular love songs, including "It's got to be Love," "My Funny Valentine," "Some Enchanted Evening," "Bewitched," "Blue Moon" and other romantic favorites.

"Music is a beautiful thing to listen to, especially on a day like Valentine's Day," said ASO spokeswoman Jodi Schnebel. "It's a good combination."

Joining Conductor David Alan Miller and members of the orchestra will be the College of St. Rose Masterworks Chorale directed by J. Robert Sheehan, as well as soloist soprano Corine Salon, tenor Charles Sokolowski, mezzo-soprano Frances Pallozzi and baritone Rene de la Garza.



Soloist soprano Corine Salon joins the ASO for Sunday's concert.

Tickets to the performance, which begins at 3 p.m., are \$15 for adults, \$13 for senior citizens and \$10 for children and students. In addition to the performance, audience members will receive gifts of flowers and perfume.

Since the concert is scheduled for mid-afternoon, it's the perfect lead-in to an evening of wining, dining and romance.

"It's really a neat idea instead of just getting candy and going out to dinner," said Schnebel.

The mix of pop tunes, ranging from Rodgers and Hammerstein to Cole Porter, is designed to appeal to a wide audience, said Schnebel. The temporary break from the classical is also a change of pace for symphony musicians who have been performing traditional orchestral compositions all year.

"The symphony doesn't just play classi-



Conductor David Alan Miller directs an afternoon of romantic tunes.

cal music. We perform other kinds of things, too," said Schnebel, adding that the Valentine's Day concert gives musicians a chance to expand their repertoire.

Proceeds from the performance will go to benefit the orchestra. For those who miss the Valentine's Day concert, however, there will be other opportunities later in the spring to hear symphony members perform romantic rhapsodies. The ASO ensemble is already scheduled to appear at the Wine and Song Sampler at the Desmond hotel in Colonie on April 4.

They will also lend their presence — along with a vast assortment of international coffees and sumptuous desserts — to An Afternoon in Old Vienna slated at the Palace Theater on May 2.

For Valentine's Day ticket reservations, call the Palace box-office at 465-4663. For information on symphony programs, phone 465-4755.

## Old-fashioned festivities featured at Farmers' Museum



Master blacksmith Paul Spaulding, left, will be one of the artists on hand Sunday to entertain young visitors at the Farmers' Museum Sleigh Rally (above).

By Mel Hyman

Cooperstown is a happening place these days, and not just during the summer.

The Cooperstown Winter Carnival, scheduled for Sunday, Feb. 14, will feature a range of activities highlighted by a horse-drawn Sleigh Rally.

Members of the Eastern Regional Draft Horse Association will bring teams of horses and a variety of puns, cutters and bobsleds for the enjoyment of visitors. The Sleigh Rally, starting at the

Farmers' Museum, will wind through the museum's Village Crossroads.

And that's only part of it. Coasting and outdoor games are also featured for the noon to 4 p.m. festival. Youngsters can bring their own sleds or try one of the museum's slip jacks — single-runners sleds that require balance and skill.

For those willing to learn a new trick or two, fox-and-geese, the Iroquois' game of launching a specially-shaped stick down an icy trough, is also on the itinerary.

If your insides get a bit chilled — after all it is still February — hot cocoa will be served. And visitors can take a break from outdoor activities by visiting the museum's general store, blacksmith shop and cabinet makers' shop.

The printing office will be open and guests can try their hand at printing a Valentine's Day card.

With President's Day coming up on Monday, Feb. 15, some special events are on tap at the Bump Tavern, which is part of the museum complex.

The museum's director of programming will play dance tunes on the hammered dulcimer throughout the afternoon. Old-fashioned parlor games will also be played at the tavern.

Entrance to the festival is \$3 for adults and \$1 for children. Kids under 7 are admitted free of charge. The admission price includes the sleigh rides and hot cocoa.

The Farmers' Museum, which celebrates its 50th anniversary in May, is one mile north of the village of Cooperstown on state Route 80, about an hour west of Albany.

# ARTS and ENTERTAINMENT

## THEATER

### RHYTHM OF THE WORLD

musical, Palace Theater, Albany. Friday, Feb. 12, 7 p.m. Information, 476-1000.

### COME BLOW YOUR HORN

comedy, Riverview Productions, St. Andrews Dinner Theater, 10 North Main Ave., Albany. Feb. 12-14; Friday, 7 p.m.; Saturday and Sunday, 5 p.m. Information, 463-3811.

### SHIRLEY VALENTINE

comedy, Capital Repertory Company, Albany. Feb. 12 through March 14, Tuesday to Friday, 8 p.m.; Saturday, 4:30 p.m. and 8:30 p.m.; Sunday, 2:30 p.m. Information, 462-4534.

### CATS

musical, Proctor's Theater, 432 State St., Schenectady. Wednesday and Thursday, Feb. 10-11, 8 p.m. Information, 382-3884.

### CELLA DOES IT AGAIN

comedy series, 41 Horicor Avenue, Glens Falls. Feb. 12-13, 8 p.m. Information, 798-8086.

## MUSIC

### L'ENSEMBLE

chamber music group, 11 North Pearl St., Albany. Sunday, Feb. 14, 3 p.m. Information, 436-5321.

### FOLK MUSIC SERIES

with vocalist Rory Block, NYS Council of the Arts, Route 203, Spencertown. Saturday, Feb. 13, 9 p.m. Information, 392-3693.

### NOONTIME ORGAN

concerts each Friday, 12:30 p.m., St. Peter's Episcopal Church, Albany. Information, 434-3502.

### ONE HEART

Ken Shea and Maureen DeLuxe, Monaco's Village Inn, Thursdays, 9:30 p.m.-12:30 a.m. Information, 899-5780 or 393-5282.

## HOOTS NIGHT

open stage, The Eighth Step, 14 Willet St., Albany. Sign-up every Wednesday, 7:30 p.m. Information, 434-1703.

### MARDI GRAS FESTIVAL

featuring Queen Ida and Zydeco Band, Proctor's Theater, 432 State St., Schenectady. Thursday, Feb. 18, 7 p.m. Information, 382-1083.

### UNITED STATES AIR FORCE BAND

The College of St. Rose, Saint Joseph's Auditorium, 985 Madison Ave., Albany. Monday, Feb. 15, 11 a.m. Information, 458-5331.

### LUCIE BLUE TREMBLAY

singer-songwriter, The Eighth Step, 14 Willet St., Albany. Saturday, Feb. 13, 8 p.m. Information, 438-3035.

### STUDENT UNDERGROUND

In a new generation of folk, The Eighth Step, 14 Willet St., Albany. Saturday, Feb. 13, 7 p.m. Information, 434-1703.

### ALBANY SYMPHONY ORCHESTRA

concert, Troy Savings Bank Music Hall, 88 Fourth St., Troy. Friday, Feb. 12, 8 p.m. Information, 273-0038.

### RICK BEDROSIAN

band, The Lark Tavern, Albany. Thursday, Feb. 11, 9:30 p.m.

### WINTER CONCERT SERIES

flute music and poetry of Japan, Department of Performing Arts, Union College, Schenectady. Friday, Feb. 12, 7 p.m. Information, 370-6201.

### FRIENDS OF CHAMBER MUSIC

Emmard Willard School, 285 Pawling Ave., Troy. Saturday, Feb. 13, 8 p.m. Information, 273-8135.

## CHARLES IVES AND GEORGE CRUMB

In concert, University at Albany, Performing Arts Center, Sunday, Feb. 14, 3 p.m. Information, 442-3995.

### STUDENT CONCERTO

concert, University at Albany, Performing Arts Center. Tuesday, Feb. 16, 8 p.m. Information, 442-3995.

### NEW ENGLAND WINDS

woodwind quintet of the Air Force Band of Liberty, University at Albany, Performing Arts Center. Monday, Feb. 15, 8 p.m. Information, 442-3995.

### THE FRESH QUARTET

Siena College, 515 Loudon Rd., Loudonville. Thursday, Feb. 11, 8 p.m. Information, 783-2431.

### EMPIRE STATE YOUTH ORCHESTRA PLAYATHON

fundraiser, including youth, repertory and junior string orchestras, Clifton Country Mall, Clifton Park. Saturday, Feb. 13, 11 a.m. Information, 382-7581.

## DANCE

### CHOREOGRAPHERS AND COLLABORATORS

featuring emerging styles of experimental dance, music and visual art, The Sage Colleges, James L. Meader Little Theater, Troy. Friday, Feb. 12, 8 p.m. Information, 270-2248.

### MAKING DANCES

new work by independent choreographers, Rebound Dance Company Inc., Skidmore College, Saratoga. Friday-Saturday, Feb. 12-13, 8 p.m. Information, 432-6260.

### SANKOFA: AFRICAN DANCE & DRUM ENSEMBLE

Hart Theater, The Empire Center, Albany. Feb. 11-12; Thursday, 10 a.m.; Friday, 10 a.m. and 8 p.m. Information, 473-1845.

## ANNUAL DANCE FLURRY

including contra and square dances, Hudson-Mohawk Country Dancers, Farnsworth Middle School, Routes 20 and 155. Feb. 12-14; Friday, 8 p.m.; Saturday and Sunday, 10 a.m. Information, 438-3035.

## CALL FOR ARTISTS

### POETRY: AN AMERICAN HERITAGE

submit original poetry of 30 lines or less on any subject, Western Poetry Association, PO Box 49445, Colorado Springs, Co. 80949-9445. Information, (719) 593-7604.

### OUTDOOR SCULPTURE SHOW

entries for exhibition of outdoor works, Contemporary Sculpture at Chesterwood, PO Box 827, Stockbridge, Mass., 01262-0827. Information, (413) 298-3579.

### CATSKILL GALLERY

artists are invited to submit slides and proposals for exhibits beginning July 1993, Catskill Gallery and Mountain Top Gallery. Information, 943-3400.

### SUBURBAN SOUNDS

COMMUNITY CHORUS of Gunderland, seeks new members, RD 2, Box 2, Altamont. Through mid-June. Information, 861-8000.

### CAPITOL HILL CHORAL SOCIETY

auditions, Philip Schuyler Elementary School, Albany. Through Tuesday, Feb. 9. Call for times. Information, 463-7022.

### FAMILY PLAYERS OF NORTHEAST NEW YORK

seeks director and music director, choreographer and other staff positions for July 1993 production of *The Music Man*. Auditions in April. Resumes to Family Players, PO Box 13322, Albany 12212. Information, 869-0303.

### MUSICAL GROUPS

submit demonstration tapes and photographs for participation in 1993 *Lunchtime Concert Series*, J.H. Burgess, Promotion and Public Affairs, State Office of General Services, Corning Tower, 41st floor, Empire Plaza, Albany 12242. Information, 474-5987.

## SURVEY OF CONTEMPORARY LANDSCAPE ART

open to all artists, using any medium, whose work comments on the current state of the land, Greene County Council On the Arts, 398 Main St., Catskill. Submission deadline, April 9. Information, 943-3400.

### FAMILY PLAYERS OF NENY

seeks designer and technician to present workshop in late Spring. Send resumes to President, PO Box 13322, Albany, NY 12212. Deadline, Feb. 19. Information, 869-0303.

## CLASSES

### INTERMEDIATE DRAWING CLASSES

reviewing contour, gesture and modeling, Broadway Branch of the Adirondack Trust Bank, Saratoga Springs. Through Feb. 24, 9 a.m. - noon. Information, 584-4132.

### SATURDAYS AT THE HYDE

workshops in sculpture, printmaking, clay, collage and painting, The Hyde Collection, 161 Warren St., Glens Falls. Saturdays, through Feb. 13, 10 a.m. to noon. Information, 792-1761.

### CREATIVE JOURNEYS

artists from ancient Egypt to the present, Albany Institute of History & Art, 125 Washington Ave., Albany. Through March 9, 3:30-5 p.m. Information, 463-4478.

### NON-FICTION PRINT

in-depth study of writing and selling basic types of magazine articles, Albany Institute of History & Art, 125 Washington Ave., Albany. Information, 463-4478.

### DRAWING: A WAY OF SEEING

Including fundamentals of line, shape, value, mass and form, Albany Institute of History & Art, 125 Washington Ave., Albany. Through March 9, 6-8:30 p.m. Information, 463-4478.

### MOVEMENT AND MIME FOR ACTORS

by Rich Kuperberg, Performing Arts Loft, 286 Central Ave., Albany. Through March 10, 7 p.m. Registration, 674-8715.

## ACTING SKILLS FOR PERSONAL GROWTH

six-week workshop, RCCA, 189 Second St., Troy. Saturdays, through Mar. 13, 1-4 p.m. Information, 273-0552.

## COLOR FOR KIDS

basics of color-mixing and theory, Albany Institute of History & Art, 125 Washington Ave. Through March 10, 4 p.m. Information, 463-4478.

## LECTURES

### FROM STUDENT TO MASTER

the development of John Sargent's watercolor technique Hyde Collection, 161 Warren St., Glens Falls. Through March 7. Information, 792-1761.

## READINGS

### DAVID LEAVITT

novelist and short story writer, University at Albany, Fine Arts Building. Thursday, Feb. 11, 8 p.m. Information, 442-5620.

### DANIEL LYNCH

novelist, editor and columnist, State University at Albany, Assembly Hall, Campus Center. Tuesday, Feb. 16, 8 p.m. Information, 442-5620.

## POETS

### THE GALLERY POETRY SOCIETY

with Nancy Klepsch and Mary Panza, The Albany Art Gallery, 226 Jefferson St., Albany. Friday, Feb. 12, 8 p.m. Information, 463-7774.

## FILM

### ART FORM-MANY TRADITIONS

video series, New York State Museum auditorium, Albany. Thursdays, through Feb. 11, noon. Information, 474-5877.

### MISSISSIPPI MASALA

at the Multicultural Center, The Sage Colleges, 92 First St., Troy. Wednesday, Feb. 10, 6:30 p.m. Information, 270-2246.

### THE FIELD

Siena College, Roger Bacon Auditorium, Route 9, Loudonville. Wednesday, Feb. 10, 7:30 p.m. Information, 783-2431.

### THE ART OF THE DOGON

exploring dogon art, New York State Museum, Albany. Thursday, Feb. 11, noon. Information, 473-7521.

### KIDS PIX

Beauty and the Beast, New York State Museum, Albany. Saturday, Feb. 13, 11 a.m., 1 p.m. and 3 p.m. Information, 474-5877.

## VISUAL ARTS

### GALLERY EXHIBIT

by Joan Krathaus, Voorheesville Public Library, 51 School Road. Through Feb. 31; Monday-Friday, 10 a.m.-9 p.m.; Saturday, 10 a.m.-5 p.m. Information, 765-2791.

### SILENT CITIES

photographs by Camilo Vergara for the book *Silent Cities: The Evolution of the American Cemetery*, State Museum, Albany. Through March 7. Information, 474-5877.

### IN MEDUSA'S GAZE

works illustrating the scope of still-life paintings from 17th to 20th centuries, Albany Institute of History & Art, 125 Washington Ave., Albany. Through Feb. 14. Information, 463-4478.

### OBJECTIVITY

sculpture, painting and mixed media work, Albany Institute of History & Art, 125 Washington Ave. Through Feb. 21. Information, 463-4478.

### JOHN SINGER SARGENT ALPINE SKETCHBOOKS

exhibition, The Hyde Collection, 161 Warren St., Glens Falls. Through March 7; Tuesday-Sunday, 10 a.m.-5 p.m. Information, 792-1761.

## FEBRUARY IS NATIONAL CHILDREN'S DENTAL HEALTH MONTH

# Questions most frequently asked about Children's Dental Health

— and expert advice from Dr. M. Buchanan DMD, MS.

### Q. Can all children grow up cavity-free?

A. Ten years ago, we might have said no. But today's research and new, easy-to-follow professional advice indeed make it possible for almost every child to grow up cavity free.

### Q. What is the formula for children to remain cavity-free?

A. The American Academy of Pediatric Dentistry advises:  
• Snack moderately - three or four times a day.  
• Brush twice a day with an ADA-approved toothpaste - children over 6, floss once a day.  
• Visit your pediatric dentist regularly.  
• Get enough fluoride through drinking water, fluoride products and, when indicated, dietary fluoride supplements.  
• Have sealants applied to the chewing surfaces of permanent back teeth soon after they come in.

### Q. Is diet important in the prevention of cavities?

A. Though a balanced diet is certainly important in preventing cavities, experts agree that cavities are not only the result of what children eat, but also, how often they eat. Frequent snacking without brushing leaves food on the teeth longer and fosters tooth decay.

### Q. What are good and bad foods for the teeth?

A. Although such foods as milk, fruits and vegetables contribute to strong bones and healthy teeth and gums, even these foods can foster tooth decay in the absence of good oral hygiene. Almost any meal or snack can launch an acid attack on your child's teeth.

For example, complex carbohydrates such as

bread, corn flakes, crackers, pasta and potato chips all have a texture that persuades them to linger on the teeth and activate the decay process. These foods are best reserved for meals that include naturally rinsing foods and beverages. Meals and snacks should be followed by brushing whenever possible.

Whereas we once considered sugar the main dietary culprit in causing cavities, research today shows that cooked starches and sugars are about equal in decay-causing power. In fact, it takes several hours for some starches, a type of complex carbohydrate, to break down into sugars that then dissolve and clear the mouth. The acid attacks continue until this process is complete or the teeth are cleaned.

### Q. Can you suggest some dentally safe snacks for children?

A. Yes. In fact, certain snack foods have anti-cavity power. Cheese, including aged cheddar, Monterey Jack and Swiss - alone or with just about any accompaniment - is an excellent snack choice. Cheese stimulates saliva which clears carbohydrates and harmful acids, remineralizes the teeth, and neutralizes harmful acids. Even better, new research indicates that cheese coupled with good oral hygiene can heal small breaks in tooth enamel where cavities are about to form.

Should the child crave something sweet, caramel or chocolate are alternatives that both dissolve quickly and clear the mouth of food. And if you want to offer something crunchy, studies show that peanuts and cashews fight plaque and neutralize the bacteria that causes tooth decay. Raw fruits and vegetables are good choices for children who need to watch their salt intake.

Snacking in moderation is the key. Your child may snack three or four times a day if he or she brushes at least twice a day with fluoride toothpaste.



M. Buchanan,  
DMD, MS

Dr. Buchanan is a pediatric Dentist in practice at  
318 Delaware Ave. (Main Square) Delmar • 439-6399

This article is part 1 of a 3 part series.

## DELMAR, NEW YORK

### THE TAWASENTHA CHAPTER, D A R

22nd Annual

# Antiques Show and Sale

### APPRAISALS BY RUSSELL CARLSEN

Saturday, February 13, 1993 - 10 a.m. to 5 p.m.  
Sunday, February 14, 1993 - 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

# BROOKS BARBEQUE

South Bethlehem  
United Methodist Church  
63 Willowbrook Avenue

Saturday, Feb. 20, 1993

Take-out Orders from 4:00-5:00pm

Table Service 5:00-7:00pm

\$7.00 adults \$4.00 children under 12

Reservations 767-9629 or 767-9953

# AROUND THE AREA

**WEDNESDAY  
FEBRUARY 10**
**ALBANY COUNTY**
**"POWER OF MYTH"**

as shown through the use of folk tales, Pastoral Center, 40 North Main Ave., Albany, 7 p.m. Cost, \$18. Information, 489-4431.

**ADOPTION OPTIONS**

orientation session, Parsons Child and Family Center, 60 Academy Road, Albany, 7 p.m. Cost, \$25 for individuals, \$35 per couple. Information, 426-2600.

**OPEN HOUSE**

Pumpkin Patch Nursery School, Boght Road, Cohoes, 10 a.m. to 2 p.m. Information, 785-0724.

**ATTENTION DEFICIT DISORDER ASSOCIATION**

meeting for parents of children with ADD, Capital Cablevision Building, 130 Washington Avenue Ext., Albany, 7 p.m. Information, 453-0144.

**CONTRACEPTION: DECISIONS FOR WOMEN AND MEN**

lecture, Woman's HealthCare Plus, 2093 Western Ave., Guilford, 7:30 to 9 p.m. Information, 452-3455.

**DINNER HONORING JUDGES OF COURT OF APPEALS**

93rd annual, sponsored by the Albany County Bar Association, Albany Marriott, 189 Wolf Road, Colonie, 6 p.m. Information, 445-7691.

**PMS SUPPORT GROUP**

Woman's HealthCare Plus, 2093 Western Ave., Guilford, 7-8:30 p.m. Information, 452-3455.

**RENSSELAER COUNTY**
**EATING DISORDERS SUPPORT GROUP MEETING**

Russell Sage College, Sage Hall Counseling Center, Troy, 7:30 to 9 p.m. Information, 465-9550.

**CHORUS REHEARSAL**

Capitaland Chorus, Trinity Episcopal Church, 11th Street and 4th Avenue, North Troy, 7:30 p.m. Information, 237-4384.

**SCHENECTADY COUNTY**
**"UNIVERSITIES IN THE AMERICAN CENTURY"**

lecture, Union College, Memorial Chapel, Schenectady, 8 p.m. Information, 370-6172.

**RIVER VALLEY CHORUS MEETING**

Glen Worden School, 34 Worden Road, Scotia, 7:30 p.m. Information, 355-4264.

**SCHENECTADY**

**PHOTOGRAPHIC SOCIETY** meeting, First United Methodist Church, State and Lafayette streets, Schenectady, 7:30 p.m. Information, 463-1674.

**THURSDAY  
FEBRUARY 11**
**ALBANY COUNTY**
**OPEN HOUSE**

Albany Academy, Academy Road, Albany, 8:30 a.m. Information, 465-1461.

**ASSOCIATION OF RENTAL PROPERTY OWNERS**

meeting, Conference Center, Travelers Motor Inn, 1630 Central Ave., Albany, 7:30 p.m. Information, 869-1277.

**B.I.G. MIXER**

Guilford Chamber of Commerce, Coco's Restaurant, 1470 Western Ave., Albany, 6:30 p.m. Cost, \$2 members, \$4 non-members. Information, 456-6611.

**ALZHEIMER'S ASSOCIATION**

St. Paul's Church, 21 Hackett Blvd., Albany, 7 p.m. Information, 438-2217.

**HOMESTYLE DINNER**

Watervliet Ancient Order of Hibernians, 1021 Ninth Ave., Watervliet, 6 to 8 p.m. Cost, \$4.50 adults, \$3 children.

**SENIOR CHORALE**

Albany Jewish Community Center, 340 Whitehall Road, Albany, 1 p.m. Information, 438-6651.

**BABYSITTING**

Albany Jewish Community Center, 340 Whitehall Road, Albany, 5:30 to 8 p.m. Information, 438-6651.

**SENIORS LUNCHEAS**

Albany Jewish Community Center, 340 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.

**SCHENECTADY COUNTY**

**ALZHEIMER'S ASSOCIATION** Ellis Hospital, First Floor, Room 81, Schenectady, 7:30 p.m. Information, 438-2217.

**FRIDAY  
FEBRUARY 12**
**ALBANY COUNTY**
**NINTH ANNUAL CHOCOLATE RENDEZVOUS**

to benefit the Upstate New York Chapter of the Leukemia Society of America, South Gallery, Empire State Plaza Concourse, 9 a.m. to 2 p.m. Cost, \$5. Information, 438-3583.

**TACO PRONTO**

**FREE  
NACHOS & CHEESE**

WITH THIS COUPON  
PERSONAL SIZE  
\$1.45 VALUE

with purchase of any other food  
order of equal or greater value.

Offer Valid Thru 2/24/93  
now serving beer & wine

1246 Western Ave., Albany  
OPEN DAILY: 10:30 am-11pm  
**438-5946**

**EXPRESS GALLERY TOURS**

McKinney Library, Albany Institute of History and Art, 125 Washington Ave., Albany, 12:15 p.m. Information, 463-4478.

**MOTHER'S DROP IN**

Capital District Mothers' Center, First Congregational Church, Quail Street, Albany, 9:30 a.m. to noon. Information, 482-4508.

**SENIORS LUNCHEAS**

Albany Jewish Community Center, 340 Whitehall Road, Albany, 12:30 p.m. Information, 438-6651.

**SCHENECTADY COUNTY RECOVERY, INC.**

self-help group for former mental and nervous patients, Salvation Army, 222 Lafayette St., Hillard Room, Schenectady, 10 a.m. Information, 346-8595.

**SATURDAY  
FEBRUARY 13**
**ALBANY COUNTY**
**WINTER SERIES ROAD RACES**

Hudson-Mohawk Runners Club, physical education building, University at Albany, Western Avenue, Albany, 10:30 a.m. Information, 475-1832.

**DEFENSIVE DRIVING COURSE**

Safety and Health Council, 845 Central Ave., Albany, 9 a.m. to 3:45 p.m. Registration, 438-2365.

**LADIES VALENTINES DANCE**

Watervliet Ancient Order of Hibernians, 1021 Ninth Ave., Watervliet, 9 p.m.-1 a.m. Cost, \$10.

**PET ADOPTION CLINIC**

sponsored by the Capital District Humane Society, Supernal Pet Motel, 480 Hudson River Road, Waterford, 11:30 a.m. to 2 p.m. Information, 587-1891.

**SUNDAY  
FEBRUARY 14**
**ALBANY COUNTY**
**NATURE WINTER WALK**

George Landis Arboretum, Lape Road, Esperance, 1 to 2:30 p.m. Information, 875-6935.

**BINGO**

sponsored by Maimonides Day School, Knights of Pythias, 728 Madison Ave., Albany, 7:30 p.m. Information, 482-3064.

**TALES FOR TOTS**

through Feb. 28, New York State Museum, Albany, 10:30 to 11:30 a.m. Information, 474-6877.

**"REST IN PEACE, MR. LINCOLN"**

lecture, New York State Museum, Albany, 1 to 2:30 p.m. Cost, \$2. Information, 474-5877.

**PANCAKE BREAKFAST**

proceeds to benefit Kevin Bates, Rensselaerville Firehouse, Route 85, Rensselaerville, 8 a.m. to noon. Donations accepted. Information, 797-5072.

**MUSIC TEACHERS OPEN LECTURE RECITAL**

College of Saint Rose, Saint Joseph Hall Auditorium, 985 Madison Ave., Albany, 1 to 4 p.m. Cost, \$5 members, \$10 non-members. Information, 454-5286.

**VALENTINES PARTY**

for children in the Pine Hills neighborhood, College of Saint Rose gymnasium, 404 Western Ave., Albany, 2 to 4 p.m. Information, 454-5171.

**SCOTTISH DANCING**

Unitarian Church, Washington Avenue, Albany, 7 to 10 p.m. Information, 377-8792.

# SPOTLIGHT

By Martin P. Kelly

## British farce proves fun-filled evening with Troy's Roustabouts

Each year, London has at least one farce that is a throwback to musical hall comedy and played by a group of actors whose skills are honed in that raucous genre.

Robert Couture, professor of theater and literature at Hudson Valley Community College, is a devotee of these farces and imports the scripts to produce with The Roustabouts, a company performing dinner theater at the First United Presbyterian Church in Troy.

This season, he has taken Ray Cooney's *It Runs In The Family* and unleashed a dozen actors to flit about the small stage in various degrees of misunderstandings, long-lost love affairs, and disguises.

Ted Zeltner and Jim Riviello are delightfully comic as two doctors caught up in the whirlwind.

*It Runs In The Family*, which takes place in a London hospital where doctors are capable as dressing as nurses to fool the police, continues through the next two weekends (Feb. 12 and 12 and Feb. 19 and 20). Reservations and information at 463-3811.

## Home Made Theater offers popular off-Broadway play for three weekends

*Eastern Standard*, a play by Richard Greenberg that called a "serious comedy", is getting its third area production, this time at the Home Made Theater in Saratoga Springs. It opens Friday, Feb. 19.

First done at the Capital Repertory Theater last year and then followed up by a production at the Albany Civic Theater, the comedy deals with couples at a Long Island beachhouse trying to sort out their lives.

Terry Rabine, an instructor and director at Siena College, is staging this production for the community-based theater at the Spa Little Theater in the Saratoga Spa State Park.

This is the third of four productions this season by Home Made Theater. *Picnic* will be presented April 16 for three weeks.

Information about tickets and dinner options is available at 587-4427.

## Mexican ballet company makes winter visit to Proctor's Theater

For the folks who can't travel to Mexico this winter, Proctor's Theater is bringing the *Ballet Folclorico Nacional De Mexico* to Schenectady for one performance Feb. 26 as compensation.

The fiery music and dancing associated with this company will be performed by the large troupe of folk dancers.

*Ballet Folclorico* combines authentic costumes, spirited dancers and native musicians in dances common to the diverse provinces of Mexico. The combination of Indian customs and the Spanish influence provides the backbone of the choreography. For ticket information call 346-6204.

## Saratoga Performing Arts Center goes traditional this summer

After the experimentation of the past several seasons and some loss of attendance, the Saratoga Performing Arts Center (SPAC) is going more mainstream this coming summer.

For example, the New York City Opera will open the season in June with performances of *Carmen* and *The Mikado*. Bizet's *Carmen* will be the traditional version as originally written and staged. Several seasons ago the opera was updated and did not do well at the box office.

Gilbert and Sullivan's *The Mikado* will also be done in the original concept as written by the Victorian writers.

As for the New York City Ballet, a full-blown version of its *Midsummer Night's Dream* and the popular *Jewels* will be returned to the summer repertoire.

## Around Theaters!

Shirley Valentine, British one-woman show, plays at the Capital Repertory Theater through March 14 (462-4534). *Come Blow Your Horn*, Neil Simon's first comedy at St. Andrew's Dinner Theater Fri., Feb. 12 for two weekends (463-3811).



Martin P. Kelly

presenting

# Romantic Rhapsodies

New for 1993!

Enjoy this love-filled benefit concert with someone special

Valentine's Day

Sunday, February 14, 1993 at 3 pm at the Palace Theatre  
Tickets: \$15 adult, \$13 Seniors, \$10 Children & Students  
Box Office: 465-4663

Featuring: College of St. Rose Masterworks Chorus, J. Robert Sheehan, Director  
with: Corinne Saloni, soprano; Frances Pallozzi, mezzo; Charles Sokolowski, tenor; Rene de la Garza, baritone

performing: Richard Rodgers Waltzes • All The Things You Are  
With a Song in My Heart • It's Got to Be Love • Hello Young Lovers  
I've Got You Under My Skin • Where Or When  
All At Once You Love Her • No Other Love  
Can't Help Lovin' Dat Man • My Funny Valentine  
I Could Write a Book • Do I Love You • Bewitched  
If I Loved You • All I Ask of You • Blue Moon  
I Didn't Know What Time It Was • Quiet Night  
True Love • Younger Than Springtime  
Unexpected Song • Some Enchanted Evening  
So In Love • People Will Say We're In Love  
With a Song in My Heart (chorus) Finale

ALBANY SYMPHONY ORCHESTRA  
19 Clinton Avenue  
Albany, New York 12207

with Music Director/Conductor David Alan Miller

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DUMPLING HOUSE  
Chinese Restaurant

Specializing in Dumplings, Lunches, Dinners, Cocktails, Mandarin, Szechuan, Hunan & Cantonese.  
Eat in or Take Out. Open 7 days a week.  
458-7044 or 458-8366  
120 Everett Road, Albany • (Near Shaker Road)



# The Spotlight CALENDAR

**WEDNESDAY  
FEBRUARY 10**
**BETHLEHEM**

**DELMAR PROGRESS CLUB**  
evening and drama groups,  
Bethlehem Public Library, 451  
Delaware Ave., 7:30 p.m.  
Information, 439-5236.

**TOWN BOARD**  
town hall, 445 Delaware Ave.,  
7:30 p.m. Information, 439-4955.

**BINGO**  
American Legion Post 1040, 16  
Poplar Drive, 8 p.m. Information,  
439-9819.

**YOUTH EMPLOYMENT  
SERVICES**  
Parks and Recreation Office,  
Elm Avenue Park, 9:30 a.m.-  
noon. Information, 439-0503.

**WELCOME WAGON**  
newcomers, engaged women  
and new mothers, call for a  
Welcome Wagon visit, Monday  
to Saturday, 8:30 a.m. to 6 p.m.  
Information, 785-9640.

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

**NORMANSVILLE COMMUNITY  
CHURCH**  
Bible study and prayer meeting,  
10 Rockefeller Road.  
Information, 439-7864.

**SOLID ROCK CHURCH**  
1 Kenwood Ave., evening  
prayer and Bible study, 7 to 9  
p.m. Information, 439-4314.

**BETHLEHEM ARCHAEOLOGY  
GROUP**  
excavation and laboratory  
experience for volunteers,  
archaeology lab, Route 32  
South. Information, 439-6391.

**RED MEN**  
St. Stephen's Church, Elsmere,  
7:30 p.m. Information, 439-3265.

**SECOND MILLER'S LUNCHEON  
MEETING**  
First United Methodist Church,  
428 Kenwood Ave., noon.  
Information, 439-6003.

**DELMAR FIRE DISTRICT  
COMMISSIONERS**  
firehouse, Adams Place, 7:30  
p.m. Information, 439-3851.

**NEW SCOTLAND**

**EIGHTH GRADE PARENTS  
MEETING**  
Clayton A. Bouton Junior-Senior  
High School, Route 85A,  
Voorheesville, 7:30 p.m.  
Information, 765-5529.

**TOWN BOARD**  
town hall, Route 85, 8 p.m.  
Information, 439-4889.

**NEW SCOTLAND SENIOR  
CITIZENS**  
Wyman Osterhout Community  
Center, New Salem, call for  
time. Information, 765-2109.

**NEW SCOTLAND ELKS LODGE**  
22 South Main St., Voorheesville,  
8 p.m. Information, 765-2313.

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

**AL-ANON MEETING**  
First United Methodist Church of  
Voorheesville, 68 Maple St., 8  
p.m. Information, 477-4476.

**MOUNTAINVIEW  
EVANGELICAL FREE CHURCH**  
evening service, Bible study and  
prayer, Route 155,  
Voorheesville, 7:30 p.m.  
Information, 765-3390.

**THURSDAY  
FEBRUARY 11**
**BETHLEHEM**

**CAREGIVER SUPPORT GROUP**  
Church of St. Thomas the  
Apostle, 35 Adams Place, 7  
p.m. Information, 439-7387.

**YOUTH EMPLOYMENT  
SERVICES**  
Parks and Recreation Office,  
Elm Avenue Park, 9:30 a.m.-  
noon. Information, 439-0503.

**CHP DELMAR HEALTH CENTER**  
open house, 250 Delaware  
Ave., 6 and 8 p.m. Information,  
783-1864.

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

**CLASS IN JEWISH MYSTICISM**  
Delmar Chabad Center, 109  
Elsmere Ave., 8 p.m.  
Information, 439-8280.

**BETHLEHEM MEMORIAL VFW  
POST 3185**  
404 Delaware Ave., 8 p.m.  
Information, 439-9836.

**BETHLEHEM LUTHERAN  
CHURCH**  
Bible study, 10 a.m.; Creator's  
Crusaders, 6:30 p.m.; senior  
choir, 7:30 p.m., 85 Elm Ave.  
Information, 439-4328.

**DELMAR FIRE DEPARTMENT  
LADIES AUXILIARY**  
firehouse, Adams Place, 8 p.m.

**ELSMERE FIRE COMPANY  
AUXILIARY**  
firehouse, Poplar Drive, 8 p.m.

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

**NEW SCOTLAND**

**FEURA BUSH FUNSTERS**  
4-H group for ages 8 to 19,  
Jerusalem Church, Feura Bush,  
7 to 8 p.m.

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

**FRIDAY  
FEBRUARY 12**
**BETHLEHEM**

**QUILTERS UNITED IN LEARNING  
TOGETHER**  
First United Methodist Church,  
428 Kenwood Ave., 9:30 a.m.  
Information, 283-4848.

**CHABAD CENTER**  
services, discussion and kiddush,  
at sunset, 109 Elsmere Ave.  
Information, 439-8280.

**AA MEETING**  
First Reformed Church of Selkirk,  
Route 9W, 7:30 p.m.  
Information, 489-6779.

**NEW SCOTLAND**

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

**SATURDAY  
FEBRUARY 13**
**BETHLEHEM**

**NATURE IN WINTER**  
family program, Five Rivers  
Environmental Education  
Center, Game Farm Road,  
Delmar, 2 p.m. Information, 475-  
0291.

**ANTIQUE SHOW AND SALE**  
sponsored by Tawasentha  
Chapter of Daughters of the  
American Revolution,  
Bethlehem Central High School,  
700 Delaware Ave., 10 a.m.-5  
p.m. Information, 439-4142.

**COUNTRY & WESTERN NIGHT**  
music by Country Corners,  
Bethlehem Elks Club, Route 144  
and Winnie Road, Selkirk, 7  
p.m.-midnight. Cost, \$13 per  
person or \$25 per couple.  
Information, 731-2916.

**CHABAD CENTER**  
services and kiddush, 109  
Elsmere Ave., 9:30 a.m.  
Information, 439-8280.

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

**NEW SCOTLAND**

**VALENTINE'S DAY DINNER  
DANCE**  
sponsored by Helderberg  
Ridgerunners Snowmobile and  
Camping Club, Clarksville  
Firehouse, 7 p.m. Cost, \$17.  
Information, 768-2483.

**SUNDAY  
FEBRUARY 14**
**BETHLEHEM**

**DELMAR PRESBYTERIAN  
CHURCH**  
worship, church school, nursery  
care, 10 a.m.; coffee hour and  
fellowship, 11 a.m.; adult  
education programs, 11:15  
a.m.; family communion  
service, first Sundays, 585  
Delaware Ave. Information, 439-  
9252.

**WINTER BIRD WALK**  
Five Rivers Environmental  
Education Center, Game Farm,  
Road, Delmar, 2 p.m.  
Information, 475-0291.

**ANTIQUE SHOW AND SALE**  
sponsored by Tawasentha  
Chapter of Daughters of the  
American Revolution,  
Bethlehem Central High School,  
700 Delaware Ave., 11 a.m.-4  
p.m. Information, 439-4142.

**BETHLEHEM COMMUNITY  
CHURCH**  
worship service, 10:30 a.m.;  
Sunday school, 9 a.m.; evening  
fellowship, 6 p.m.; 201 Elm Ave.  
Information, 439-3135.

**BETHLEHEM LUTHERAN  
CHURCH**  
worship services, 8 and 10:30  
a.m.; Sunday school, 9:15 a.m.;  
nursery care, 8 a.m. to noon, 85  
Elm Ave. Information, 439-4328.

**CHURCH OF ST. THOMAS THE  
APOSTLE**  
Masses, Saturday at 5 p.m., and  
Sunday at 7:30, 9, 10:30 a.m.  
and noon, 35 Adams Place.  
Information, 439-4951.

**DELMAR REFORMED CHURCH**  
worship and Sunday school,  
nursery care provided, 9 and 11  
a.m., 386 Delaware Ave.  
Information, 439-9929.

**FIRST CHURCH OF CHRIST  
SCIENTIST**  
service and Sunday school, 10  
a.m., child care provided, 555  
Delaware Ave. Information, 439-  
2512.

**FIRST REFORMED CHURCH OF  
BETHLEHEM**  
church school, 9:30 a.m.;  
worship, 11 a.m.; youth group, 6  
p.m., Route 9W, Selkirk.  
Information, 767-2243.

**FIRST UNITED METHODIST  
CHURCH OF DELMAR**  
worship, 9:30 a.m. and 11 a.m.;  
church school, 9:45 a.m.; youth  
and adult classes, 11 a.m.;  
nursery care, 9 a.m. to noon,  
428 Kenwood Ave. Information,  
439-9976.

**GLENMONT REFORMED  
CHURCH**

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

**NORMANSVILLE COMMUNITY  
CHURCH**  
Sunday school, 9:45 a.m.;  
Sunday service, 11 a.m., 10  
Rockefeller Road. Information,  
439-7864.

**SOUTH BETHLEHEM UNITED  
METHODIST CHURCH**  
Sunday school, 9:30 a.m.,  
worship, 11 a.m., followed by  
coffee hour, Willowbrook  
Avenue. Information, 767-9953.

## Weekly Crossword

### "A Cheer for Cheers"

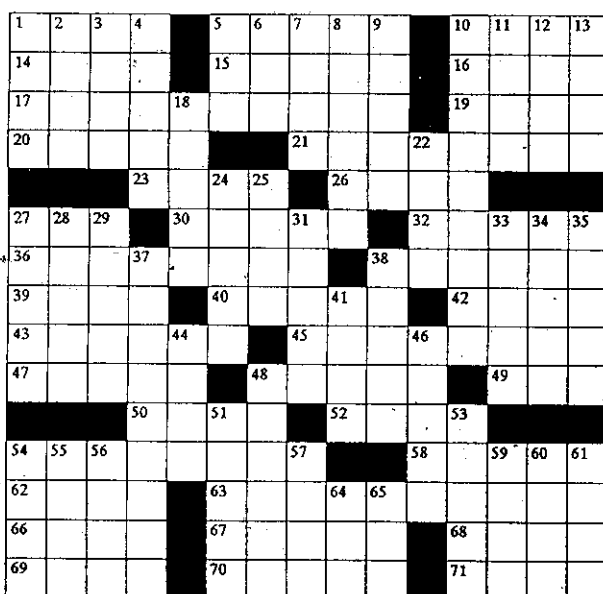
By Gerry Frey

**ACROSS**

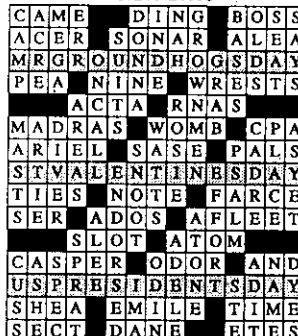
- 1 Rebecca
- 5 Cheers Postal Patron
- 10 Word after white or  
close-out
- 14 Sacred image
- 15 Plant part
- 16 Dry
- 17 Peterson
- 19 Build
- 20 Century plants
- 21 Recall
- 23 Pro
- 26 Watery part of blood
- 27 Reb's org.
- 30 Fetch: 2 wds
- 32 Isolated
- 36 Pounded
- 38 Squirrel, eg
- 39 German river
- 40 Singer Travis
- 42 No in Stuttgart
- 43 Sleek
- 45 Carla
- 47 Tennis term
- 48 Root
- 49 Boston from Concord,  
NH
- 50 Italics: Abbrev.
- 52 Span's companion
- 54 Used up
- 58 Atmospheres
- 62 Over-the-hill
- 63 Woody Boyd's Parents
- 66 Simple
- 67 Sheepish
- 68 Coll. Ent. Exam
- 69 Mr. Clinton for short
- 70 Plant part
- 71 Tennis units

**DOWN**

- 1 Clue
- 2 Scent
- 3 Eroded
- 4 Mr. Fudd
- 5 Cardiopulmonary resus-  
citation
- 6 "My Name is Asher"
- 7 Roman road
- 8 Far, Farer,
- 9 Glow
- 10 Cheers Owner
- 11 Assyrian
- 12 Similar
- 13 German river
- 18 Missouri river
- 22 "It was" to Cicero
- 24 Sacher
- 25 Ending for teen or golden
- 27 Fisher's game
- 28 Ointment
- 29 Yellowish
- 31 Ms. Piaf
- 33 Mr. Hersher & others
- 34 Mr. Young & others
- 35 Coach
- 37 Cheer's Upstairs  
Neighbor
- 38 throat
- 41 Foot digits
- 44 Head in Dijon
- 46 Court case



- 48 Cling to
- 51 One of the 3 musketeers
- 53 Pointed ends
- 54 Mildly wet
- 55 Vase
- 56 Tiny hole
- 57 Drop's companion
- 59 Cincinnati's Pete
- 60 Science subj.
- 61 Concordes
- 64 Ribonucleic acid
- 65 Slippery fellow

**\* FEBRUARY DAYS \***


### 1992-1993 SEASON INTRODUCING DAVID ALAN MILLER MUSIC DIRECTOR & CONDUCTOR



Friday, February 12  
Troy Savings Bank Music Hall  
State & Second Sts.

Saturday, February 13  
Palace Theatre  
Clinton Ave. & N. Pearl St.  
Concerts begin at 8pm

This concert is brought to our community by  
KEY BANK of NEW YORK

BACH: Cantata No. 54  
"Widerstehe doch der Sunde"  
STILL: "And They Lynched Him  
on a Tree"  
Albany Pro Musica  
David Griggs-Janower, Conductor  
Marietta Simpson, Guest Soloist  
SHOSTAKOVICH: Symphony No. 12

CLASSICAL CONVERSATIONS  
7pm - informal talk by the conductor  
to introduce the music & composers.  
Friday - Capriccio Banquet Theatre  
(across from the Music Hall)  
Saturday - Salvation Army  
(22 Clinton Ave., across from the Palace Theatre)



Albany Symphony Orchestra  
For tickets & information Call  
465-4663  
9-5 Weekdays, 10-4 Saturday

### Riverview Productions presents

## Neil Simon's first comedy Come Blow Your Horn

Directed by Richard Walsh

St. Andrew's Dinner Theatre  
10 North Main Avenue, Albany

Prime rib dinner & show... \$19  
(Group rates available)

February 12, 13,  
14, 19, 20 & 21

Dinner served at 7 p.m. on Fridays and  
at 5 p.m. Saturdays and Sundays

Reservations • 463-3811

**ST. STEPHEN'S EPISCOPAL CHURCH**  
Eucharist, breakfast, coffee hour, 8 and 10:30 a.m., nursery care provided, Poplar Drive and Elsmere Avenue. Information, 439-3265.

**SLINGERLANDS COMMUNITY UNITED METHODIST CHURCH**  
worship service, church school, 10 a.m.; fellowship hour, adult education programs, nursery care provided, 1499 New Scotland Road. Information, 439-1766.

**SOLID ROCK CHURCH**  
morning worship, 11 a.m., 1 Kenwood Ave. Information, 439-4314.

**UNITY OF FAITH CHRISTIAN FELLOWSHIP CHURCH**  
Sunday school and worship, 10 a.m., 436 Krumkill Road. Information, 438-7740.

**LORD OF LIFE LUTHERAN CHURCH**  
worship meeting, Bethlehem Grange Hall 137, Route 396, Beckers Corners, 11 a.m. Information, 235-1298.

#### NEW SCOTLAND

**BETHEL BAPTIST CHURCH**  
worship service, 10:15 a.m., and Sunday school, 9:15 a.m., Auberge Suisse Restaurant, New Scotland Road. Information, 475-9086.

**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., followed by coffee hour, nursery care provided. Information, 768-2916.

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

**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, Route 155, Voorheesville. Information, 765-3390.

**NEW SALEM REFORMED CHURCH**  
worship service, 11 a.m., nursery care provided, corner Route 85 and Route 85A, New Salem. Information, 439-6179.

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

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

**ST. MATTHEW'S ROMAN CATHOLIC CHURCH**  
Masses, Saturday at 5 p.m., and Sunday at 8:30, 10 and 11:30 a.m., Mountainview Street, Voorheesville. Information, 765-2805.

**UNIONVILLE REFORMED CHURCH**  
Sunday school, 9:15 a.m., worship, 10:30 a.m., followed by fellowship time, Delaware Turnpike. Information, 439-5001.

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

**FAITH TEMPLE**  
Sunday school, 10 a.m.; worship, 11 a.m., New Salem. Information, 765-2870.

**GRACE UNITED METHODIST CHURCH**  
Sunday school, 9 a.m.; morning worship, 10:30 a.m.; coffee hour, 11:30 a.m.; 16 Hillcrest Drive, Ravena. Information, 756-6688.

**MONDAY  
FEBRUARY 15**

#### BETHEHEM

**FERNGUY: THE LAST RAINFOREST**  
animated film, Bethlehem Public Library, 451 Delaware Ave., Delmar, 2 p.m. Information, 439-9314.

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

**DELMAR KIWANIS**  
Days Inn, Route 9W, 6:15 p.m. Information, 439-5560.

**AA MEETING**  
Bethlehem Lutheran Church, 85 Elm Ave., 8:30 p.m. Information, 489-6779.

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

**DELMAR COMMUNITY ORCHESTRA**  
rehearsal, town hall, 445 Delaware Ave., 7:30 p.m. Information, 439-4628.

**BETHEHEM ARCHAEOLOGY GROUP**  
excavation and laboratory experience for volunteers, archaeology lab, Route 32 South. Information, 439-6391.

**TEMPLE CHAPTER 5 RAM**  
Masonic Temple, 421 Kenwood Ave.

#### NEW SCOTLAND

**THE SPREADSHEET**  
Computer Users Group, Voorheesville Public Library, 51 School Road, 7 p.m. Information, 765-2791.

**4-H CLUB**  
home of Marilyn Miles, Clarksville, 7:30 p.m. Information, 768-2186.

**QUARTET REHEARSAL**  
United Pentecostal Church, Route 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.

**TUESDAY  
FEBRUARY 16**

#### BETHEHEM

**AMERICAN AND EUROPEAN ANTIQUE DOLLS**  
slide lecture, Bethlehem Public Library, 451 Delaware Ave., Delmar, 7:30 p.m. Information, 439-9314.

**MAKING CHANGES**  
two-part career change workshop, Bethlehem Public Library, 451 Delaware Ave., Delmar, 6 p.m. Registration, 439-9314.

**MS SELF-HELP GROUP**  
Bethlehem Public Library, Delmar, 2 p.m. Information, 427-0421.

**DELMAR PROGRESS CLUB GARDEN GROUP**  
meeting, Bethlehem Public Library, 451 Delaware Ave., 9:30 a.m. Information, 439-5236.

**PLANNING BOARD**  
town hall, 7:30 p.m. Inform 439-4955.

**TREASURE COVE THRIFT SI**  
First United Methodist Chu 428 Kenwood Ave., 1-6 p.m.

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Elm Avenue Park, 9:30 a.m.-noon. Information, 439-0503.

**DELMAR ROTARY**  
Days Inn, Route 9W. Information, 482-8824.

**ONESQUETHAW LODGE 10 F&M**  
Masonic Temple, 421 Kenwood Ave.

**MEDICARE FORM AID**  
sponsored by AARP, town hall, 445 Delaware Ave., 10 a.m.-p.m. Appointments required, 439-2160.

#### NEW SCOTLAND

**WINTER PICNIC**  
grades K-2, Voorheesville P. Library, 51 School Road, Voorheesville, noon. Information, 765-2791.

**VOORHEESVILLE PLANNING BOARD**  
village hall, 29 Voorheesville Ave., 7:15 p.m. Information, 2692.

**STORY HOUR**  
Voorheesville Public Library, School Road, 10 a.m. Information, 765-2791.

**WEDNESDAY  
FEBRUARY 17**

#### BETHEHEM

**DELMAR PROGRESS CLUB ANTIQUE STUDY GROUP**  
"show and tell" of sewing and needle work, Bethlehem Public Library, 451 Delaware Ave., p.m. Information, 439-5236.

**BC SCHOOL BOARD**  
90 Adams Place, 8 p.m. Information, 439-7098.

**ZONING BOARD OF APPEAL**  
town hall, 445 Delaware Ave. 7:30 p.m. Information, 439-49

**BINGO**  
American Legion Post 1040, Poplar Drive, 8 p.m. Information, 439-9819.

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Elm Avenue Park, 9:30 a.m.-noon. Information, 439-0503.

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

**WELCOME WAGON**  
newcomers, engaged women and new mothers, call for a Welcome Wagon visit, Monday-Saturday, 8:30 a.m.-6 p.m. Information, 785-9640.

**NORMANSVILLE COMMUNITY CHURCH**  
Bible study and prayer meeting, 10 Rockefeller Road. Information, 439-7864.

**SOLID ROCK CHURCH**  
1 Kenwood Ave., evening prayer and Bible study, 7-9 p.m. Information, 439-4314.

**BETHEHEM ARCHAEOLOGY GROUP**  
excavation and laboratory experience for volunteers, archaeology lab, Route 32. Information, 439-6391.

**BETHEHEM LIONS CLUB**  
Normansville Country Club, Salisbury Road, 7 p.m. Information, 439-4857.

**BETHEHEM ELKS LODGE 2233**  
Route 144, Cedar Hill, 8 p.m. Information, 767-2886.

## Fun from the 50s



When the army drafts imaginary singing star Conrad Birdie, teenagers around the country go wild in the revival of "Bye Bye Birdie," coming to Proctor's Theatre in Schenectady on Saturday, Feb. 27, at 8 p.m. The Tony Award-winning musical, set in 1959, features such favorites as "Put on a Happy Face," and "What's the Matter with Kids Today."

## Stories to highlight vacation week

The New York State Museum will offer a storytelling festival for children during the Presidents' Week vacation, from Monday, Feb. 15, through Friday, Feb. 19.

The programs, scheduled at 1 and 3 p.m. daily, are:

- "Folktales From Around the World," by Emmy award-winner Bobby Norfolk, on Monday.

- "Witches, Trolls and Mischiefs," by David Gonzales, on Tuesday.

- "Life in the Winter Forest: Stories

from the Longhouse," a collection of winter Iroquois tales, presented by Susan Fantl Spivack, on Wednesday.

- "Strange and Disgusting Tales," gross and bizarre stories from around the world, by The Snickering Witches on Thursday.

- "The World Hop," a musical multicultural tour, by Jeri Burns and Barry Marshall, on Friday.

Admission is \$2.50 for adults and \$1.50 for children. For information, call 474-5877.

## Theater institute to start spring classes

The Theater Arts School of the NYS Theater Institute, the Capital District's only professional educational theater program, is accepting students for the spring semester.

Now in its 14th year, the institute has openings at each level for ages 5 through 18.

Courses are offered in acting, dance and voice in a non-competitive and creative atmosphere. The 12-week semester consists of weekly meetings on Saturdays, through April 24.

Classes meet in the Schacht Fine Arts Center at Russell Sage College in Troy. For information, call 274-3295.

**CLASSIFIED ADVERTISING****CLASSIFIEDS**

Minimum \$8.00 for 10 words, 30 cents for each additional word, payable in advance before 4 p.m. Friday for publication in Wednesday's newspaper. Box Reply \$3.00. Billing charge for business accounts \$2.50. Submit in person or by mail with check or money to Spotlight Newspapers, 125 Adams Street, Delmar, New York 12054. Phone in and charge to your Mastercard or Visa.

**439-4949****ADVERTISING**

THE ONLY WAY TO COVER ALL THE NEW YORK STATE with a classified ad - Your 25 word classified ad will run in the New York State Classified Advertising Network (NYSCAN). 90% of 242 weekly newspapers statewide for only \$240. You can "advertise your classified in specific regions (Western, Central and Metro). Only \$97 for ONE REGION, \$176 for TWO REGIONS, or \$240 for all 3 REGIONS. Visit The Spotlight, or call 439-4949.

**BOAT FOR SALE**

BOAT, 15 FOOT STARCRAFT and trailer. No motor, new floor and carpet. Canvas top, two years old, \$700. Call 439-5211.

**BUSINESS OPPORTUNITY**

INVENTOR has new product, research completed, looking for investor for development. Funding returned on a percentage basis. Secured by royalties. Tax deductible investment, serious inquiries only. Call Jerry at 482-7178, after 5pm.

**Congratulations!**

**RUDY TROEGER** starts our New Year off as SALES LEADER for January. He will also be recognized this month as a member of the Million Dollar Sales Club. He's always ready to apply his expertise to your particular circumstances promptly. Why not call him today?

**PAGANO****WEBER 439-9921****Mike Albano Realty**

38 Main St. Ravena  
**756-8093**

**2 FAMILY** - 3 Bdrms ea., Hardwood Floors, Positive Cash Flow, Delaware Ave. \$110,500.

**11.4 ACRES** - Vacant land, Rt. 101, Ravena area. \$15,900.

**RAISED RANCH** - mint, inground pool, 3 Bdrms, Family Rm, Immaculate. \$129,500.

**BUILDING LOT** - Last one! Glenmont Rt. 144, village water available. \$29,500.

**To place an ad, Use Mastercard or Visa — Call 439-4949****REAL ESTATE CLASSIFIEDS****REAL ESTATE FOR RENT**

**CHERRY ARMS:** Delmar, 2 bedroom, 1 bath, den, laundry, storage. Snow/trash removal. No pets, lease, security, \$690.-\$720 including heat, hot water and air-conditioning, 439-4606.

**COLONIE ONE BEDROOM** apartment, \$425. Security and references. All utilities. Retired person preferred, 489-7105.

**DELMAR DUPLEX:** 2 bedrooms, large yard, available immediately, \$575, 439-5894.

**DELMAR,** Delaware Avenue office already set up or great retail location. 800 square feet @ \$10 sq ft. Pagano Weber Inc., 439-9921.

**DELMAR:** large two-bedroom, heat and hot water included, large back yard, garage. After 5 p.m., 355-5025.

**GLENMONT:** one bedroom, newly decorated, all utilities, \$540, 439-4857.

**HOUSE FOR RENT** in Glenmont: 3BR, 1.5 bath, country setting; security and lease. \$750/mo. Pagano Weber 439-9921.

**HOUSE FOR RENT:** Greenville, 25 miles south of Albany. Charming, redecorated older home, 3+ bedrooms, 2 baths, garage, \$650. References. After 5 p.m., 966-5077.

**NEW 1-bedroom apartment,** living-room, fire place, Albany/Slingerlands. On bus line, all utilities. Security, \$500, 482-8419.

**OFFICE SPACE AVAILABLE:** Delmar's best location, 500 Kenwood Ave. Up to 5000 sq. ft. Will build to suit. 439-9955.

**ELSMERE ARMS:** spacious 2-bedrooms, fantastic location, private terrace or balcony, on bus line; quiet, small apt. community, \$580 and up. Corner of Elsmere and Delaware Ave. in Delmar, 465-4833.

**REAL ESTATE FOR SALE**

**150 ACRES, 150 YEAR** old twelve room farmhouse and barn, open fields, borders state owned Catskill mountain, off Route 23 Cairo NY, magnificent views, hiking, horseback riding and cross country ski trails, turkey and deer abound, near Windham, Hunter, near Windham, Hunter Ski areas, \$350,000 Cords Realty (518)622-3484.

**175 YEAR OLD 10 ROOM** Brookside Catskill mountain farmhouse, off route 23, Cairo NY, near Windham, Hunter ski areas, one acre, \$90,000. Cords Realty (518)622-3484.

**ACRE LOT,** Mohawk Industrial Park, Latham, \$65,000. 446-9046.

**BUILD YOUR OWN HOME.** Miles provides materials with no down payment and below market construction financing. Do-It-Yourself and save! Miles Homes, 1-800-343-2884.

**CRESTWOOD—WHITING,** NJ-Adults (55+), 7,500 homes, 40 styles, \$20,000-\$140,000. Over 50 clubs and organizations, shopping, transportation. Free brochure, call 1-800-631-5509, Heartland Realty Associates, Realtors, PO, Box D, 480 Rt. 530, Whiting, NJ 08759.

**DELMAR:** 59 Brockley Drive, open Saturday and Sunday, \$126,900. 439-7512.

**DELMAR:** three bedroom ranch, dine area, attached garage, 65 Alden Court \$99,900. 439-4160.

**FORECLOSED & REPO HOMES:** Below market value. Fantastic savings. Your area. 1-805-962-8000 Ext. H-22456 for current list information center.

**DELMAR:** Commercial garage on 3.47 acres. 6,000 sf, 16' ceilings, forced air heat, 2nd floor office, bathroom. Pagano Weber Inc., 439-9921.

**FREE LIST OF LAND** bargains, 3-25 acre parcels in Albany, Schoharie, Montgomery & Herkimer counties. Panoramic views. Excellent home sites, financing available. Helderberg Realty, 1-800-834-9298.

**VACATION RENTAL**

**DISNEY WORLD:** Beautiful condos & homes, minutes from all attractions. Fully equipped kitchen, all amenities, lowest available airfare, lowest car rentals. Discount attraction tickets. 1-4 bedrooms from \$69/night. Call Concord Resorts, 1-800-999-6896.

**LAKE GEORGE:** three bedroom house, northwest bay. Beach tennis, docking. Available May through September, 2,100sf room, 446-9046.

**MARTHA'S VINEYARD:** four bedroom house outside Edgartown, Spring/Summer/Fall, weekly \$700-1150, call for flyer 439-5287.

**OKEMO TRAILSIDE** ski condo, sleeps 8. Available by day or week starting February 22, 439-2550.

**TIME SHARTE UNITS** and campground memberships. Distress sales cheap!! Worldwide selections. Call Vacation Network U.S. and Canada 305-566-2402. Free rental information, 305-563-5586.

**MARCO ISLAND,** Florida, by owner. Available April and May; 2-bedrooms, 2-baths; magnificent view: gulf, pool, tennis. References required. Call Ann, 439-9391 or 439-5943.

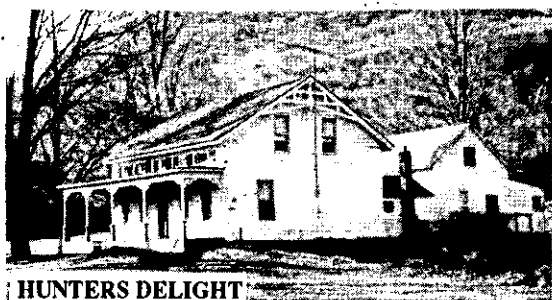
**COEYMANS \$69,900**  
3 Bedroom, 1.5 Bath Ranch on 4 Wooded Acres, Family Room. 439-2888

**BETHLEHEM \$98,750**  
3 Bedroom Ranch, Private Back Yard, New Furnace & Roof, Move-In Condition. 439-2888

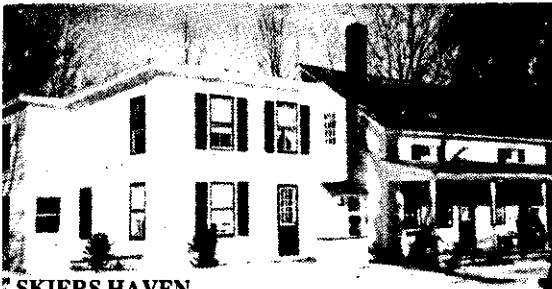
**DELMAR \$168,000**  
Custom 3 Bedroom, 2.5 Bath Colonial on Well Landscaped Private Lot, Family Room, Many Updated Features. 439-2888

**SLINGERLANDS \$239,900**  
New Listing, 3 Bedroom, 2 Bath Executive Brick Ranch, Hardwood Floors, 2 way Fireplace in Living Room & Family Room, Treed Lot. 439-2888

**BLACKMAN & DESTEFANO Real Estate**

**HUNTERS DELIGHT**

Twelve room farmhouse and barn, 150 acres, borders state owned Catskill mountain, magnificent views, open fields, hiking, horseback riding and cross country ski trails through the woods, turkey and deer abound. Near Windham and Hunter ski areas - Reduced to \$299,000.

**SKIERS HAVEN**

Sleeps 12-10 room Catskill Mountain farmhouse, near Windham, Hunter ski areas, brook, mountain views, riding stable nearby \$89,900

**Cords REALTY**

RTS: 23 & 23B  
CAIRO, NY  
(518)622-3484

**Career Opportunities Are Available Right Now!**

As the economy gears up we are seeking individuals to join Bethlehem's #1 sales staff. Full and part time positions available.



To find out more, call Estelle Momrow  
**439-9906**

**Roberts Real Estate****LOCAL REAL ESTATE****DIRECTORY**

**JOHN J. HEALY**  
Realtors  
2 Normanskill Blvd.  
439-7615

**BETTY LENT**  
Real Estate  
439-2494 • 462-1330

**NANCY KUIVILA**  
Real Estate  
276 Delaware Ave.  
439-7654

**Real Estate**

For the best buys in  
**Home, Apartment, Co-op or Condominium**



## To place an ad, Use Mastercard or Visa — Call 439-4949

## CLASSIFIED ADVERTISING

### CLEANING SERVICE

CLEANING LADY looking for house cleaning jobs in Delmar, Slingerlands and Glenmont, 872-0355.

HOUSE CLEANING: Reasonable, reliable, references. Weekly, bi-weekly, monthly, 827-4064.

HOUSECLEANING, thorough, reliable, 12 years experience, references 439-5219 before 8 pm.

PROFESSIONAL CLEANING: Residential, commercial, 12 years experience, \$15 hr. References. Call Deb, 439-6556.

### DESKTOP PUBLISHING

NEED HELP looking good in print? Professional quality, typesetting and design, page maker and coral draw programs, camera ready laser output, 273-6446.

### FINANCE

ATTENTION: MORTGAGE HOLDERS convert your mortgage to cash. No hidden charges or fees. Call for quote, 914-794-8848. Advance Payment Corp. POB 430, Monticello, NY 12701.

WE PAY CASH for notes, mortgages and trust deeds! Are you receiving payments on these? Call 1-800-395-2965 ext. 223. Nationwide Funding Company.

### FIREWOOD

WE'RE BACK! Cut, split and delivered. Simpson's, 767-2594.

MIXED HARDWOODS: semi seasoned, cut, split and delivered; full cord, \$110; face cord, \$50. Jim Haslam, 439-9702.

### HEATING

SYSTEMS FOR HOME OR BUSINESS. Super efficient, warm, safe, significant savings from day 1. Easy install. Smart Home 438-4772.

### HELP WANTED

DENTAL ASSISTANT, Delmar. We will train the right person. Must be energetic, good with children, eager to learn. No weekends, 439-1115.

DIET MAGIC: Lose up to 30 pounds in 30 days for \$33, 432-3838.

LAW ENFORCEMENT DEA, U.S. Marshall's now hiring. No experience necessary. For application information, call (219)755-6661.

DRIVERS OTR. Excellent pay and benefits. Trism Specialized Carriers, 1-800-568-1851.

EARN UP TO \$700 weekly. No experience, own hours, processing mortgage refunds. Call 1-800-827-2466 or 1-800-743-1273.

GIRL'S WANTED from NY, MASS, and VT, between 7-9 to compete in this year's fourth annual 1993 Albany pageants. Over \$20,000 in prizes and scholarships. Call today, 1-800-PAGEANT x1426 (1-800-724-3268).

PIZZA DOUGH MAKER. Well trained, 10-12 hrs. per week. Dependable. Brockley's 439-9810.

### MISCELLANEOUS FOR SALE

60'S - 80'S LP'S FOR SALE: Elvis through Rolling Stones. All 100 for \$95. Call Tim at 439-3561 or stop by Saturday, 2/13/93, 441 Kenwood Ave., 9-12 a.m. Will dicker.

FUR COAT, full length, autumn haze, size 16, excellent condition, 439-1635.

RADIAL ARM SAW: Asking \$180. Call Tim, 439-3561.

WOLFF TANNING BEDS. New Commercial-Home Units from \$199.00. Lamps-Lotions-Accessories. Monthly payments as low as \$18. Call today for a free new catalog, 1-800-462-9197.

### MOVERS

MOVING? NEW YORK EXPRESS. We'll do it for less. A tea cup to a townhouse. Local, long distance, partial loads, cars, antiques. Licensed/insured, 800-343-3052.

### MUSIC

CELLO German 4/4, excellent condition, bow, hard case, \$895, 475-1572.

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### LEGAL NOTICE

#### PORT BYRON HOUSING REDEVELOPMENT COMPANY L.P. A NEW YORK LIMITED PARTNERSHIP

NOTICE IS HEREBY GIVEN, pursuant to the provisions of Section 121-201(c) of Article 8A of the Partnership Law of the State of New York entitled, "Revised Limited Partnership Act," that the persons herein named have formed a Limited Partnership for the transaction of business in the State of New York and elsewhere and filed a Certificate in the office of the Secretary of State of the State of New York, the substance of which is as follows: (1) The name of the Limited Partnership is PORT BYRON HOUSING REDEVELOPMENT COMPANY L.P.; (2) The Certificate of Limited Partnership was filed with the Secretary of State of the State of New York on January 11, 1993, and that copies of such limited partnership may be obtained from the Secretary of State; (3) The character of the partnership's business is to acquire for investment all manner and form of real and personal property and to own, manage, finance, refinance, mortgage, lease, exchange, sell or otherwise transfer and deal in such property as the partnership shall acquire; (4) The location of the principal place of business of the partnership shall be the Town of Bethlehem, County of Albany, State of New York, with its offices and mailing address at One Becker Terrace, Delmar, New York 12054; (5) The name and place of residence of each member is as follows: Paul A. Sieden, General Partner, 237 Elm Avenue, Delmar, New York 12054; and Judith M. Sieden and Paul A. Sieden, 237 Elm Avenue, Delmar, New York 12054, Original Limited Partners; (6) The term for which the partnership is to exist is from January 11, 1993 to December 31, 2092; (7) The amount of cash contributed by the General Partner is \$5.00; the amount of cash contributed by the Original Limited Partners is \$95.00. The General partner shall receive an interest in the profits and losses of the partnership of 5.0%; the Limited Partners shall receive an interest in the profits and losses of the partnership of 95.0%; (8) Unless otherwise specified, at the time of

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### LEGAL NOTICE

admission of additional Limited Partners, no Limited Partner shall have the right to substitute an assignee as contributor in his place; (9) Additional Limited Partners may be admitted at the discretion of the General Partner, and it is anticipated that additional Limited Partners will be admitted; (10) No Limited Partner shall have any right or any priority over any other Limited Partner; (11) Unless otherwise agreed, no Limited Partner shall have the right to demand or receive the property other than cash in return for his contribution; (12) The contribution of the Limited Partners is to be returned upon termination of the partnership, but such contributions may be returned prior to the termination of the partnership at the discretion of the General Partner; (13) Upon the death, retirement, bankruptcy or insanity of the General Partner, the Partnership will be dissolved unless 100% in interest of the Limited Partners shall elect to continue the partnership; and (14) The Certificate referred to above has been verified and sworn to by the general partner named herein. (February 3, 1993)

#### ONEIDA HOUSING REDEVELOPMENT COMPANY L.P. A NEW YORK LIMITED PARTNERSHIP

NOTICE IS HEREBY GIVEN, pursuant to the provisions of Section 121-201(c) of Article 8A of the Partnership Law of the State of New York entitled, "Revised Limited Partnership Act," that the persons herein named have formed a Limited Partnership for the transaction of business in the State of New York and elsewhere and filed a Certificate in the office of the Secretary of State of the State of New York, the substance of which is as follows: (1) The name of the Limited Partnership is ONEIDA HOUSING REDEVELOPMENT COMPANY L.P.; (2) The Certificate of Limited Partnership was filed with the Secretary of State of the State of New York on January 11, 1993, and that copies of such limited partnership may be obtained from the Secretary of State; (3) The character of the partnership's business is to acquire for investment all manner and form of real and personal property and to own, manage, finance, refinance, mort-

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## Program to feature unloved animals

Dean Davis will feature a variety of live animals in "Animals That Nobody Loves," on Sunday, Feb. 28, at the Children's Museum in Saratoga.

The program will introduce turtles, lizards, tarantulas, chinchillas, scorpions and snakes.

There will be two sessions of the program: one for children ages 3 to 5, from 3:15 to 3:45 p.m.; and another for children ages 6 and up, from 4 to 4:45 p.m.

The cost is \$2 per person and advance registration is required. For information, call 587-8683.

## Symphony gets grant from foundation

Peter Kermani, chairman of the board of directors of the Albany Symphony Orchestra, recently announced that the Hearst Foundation made a \$30,000 grant to the orchestra for general operating support.

The foundation was established in 1945 by publisher William Randolph Hearst to support projects in social welfare, culture, education and health care. A grant this size is considered to be one of the foundation's major grants.

## Institute sets workshop on artifacts

The Albany Institute of History and Art, 125 Washington Ave., Albany, will offer a historical program for children entitled "Confounding Contraptions" on Wednesday, Feb. 17, from 10:30 a.m. to noon.

Children will study some of the

institute's artifacts of the Hudson River Valley from the past 300 years. They will then create artifacts of the future, along with stories of how the objects will be used.

There is a \$4 materials fee per family. For information, call 463-4478.

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## SPOTLIGHT TEENSCENE

By Michael Kagan

For those of us who are lucky enough to have a driver's license, we are forced to acknowledge that, along with the privilege, comes the responsibility to transport those without licenses.

Parents take on this responsibility for their children until they leave home or acquire a car of their own. Older siblings, such as myself, drive their brothers and sisters around essentially as payment for use of their parents' cars.

Almost every day, one of my siblings calls home and the parent-on-duty asks, "Michael, could you go pick him up? I'm really busy." So, not wanting to annoy the people who pay the insurance, I try to be cheerful as I say, "Sure."

This usually happens on weekdays in the late afternoons, so I am prepared for it.

The trips I have the most trouble dealing with are the surprise requests. For example, last Sunday my brother found me sitting in front of the Dolphins game and said, "I need to go to the stationery store to get something for school."

I immediately went to step one in my crisis management handbook: "What are you telling me for?"

My brother gave the obvious answer:

"I want you to drive me." I immediately went to step two: denial of responsibility, or "Where's mom and dad?" Unfortunately, my brother informed me that one was sleeping and the other was not in the transportation mood.

Step three is to take deep breaths to thwart oncoming panic. Step four is to look for a way out. "Can't you go some other day?" I asked. Since he said he couldn't, I had to go to step five, which is to seem annoyed and look for another way out. "Come on, can't you see I'm watching football here? Can't you get what you need from somebody else?"

If the answer to all these questions is "No!" step six is procrastination: "Can you just wait until later?"

My brother shook his head and, knowing I had been crushed, I went on to step seven, which is to give the kid a ride.

There are ways to avoid sibling transportation, such as never driving until you're out of the house or by being the youngest child but, on the whole, being a part-time chauffeur is a good experience. It teaches appreciation for the parental taxi service.

And, in the end, driving siblings around in exchange for personal use of the car isn't a bad tradeoff.

## Spotlight Automotive Classifieds Work for You!



Minimum \$8.00 for 10 words. 30 cents for each additional word, payable in advance before 4 p.m. Friday for publication in Wednesday's newspaper. Box Reply \$3.00. Billing charge for business accounts \$2.50. Submit in person or by mail with check or money order to Spotlight Newspapers, 125 Adams Street, Delmar, New York 12054. Phone in and charge to your Mastercard or Visa.

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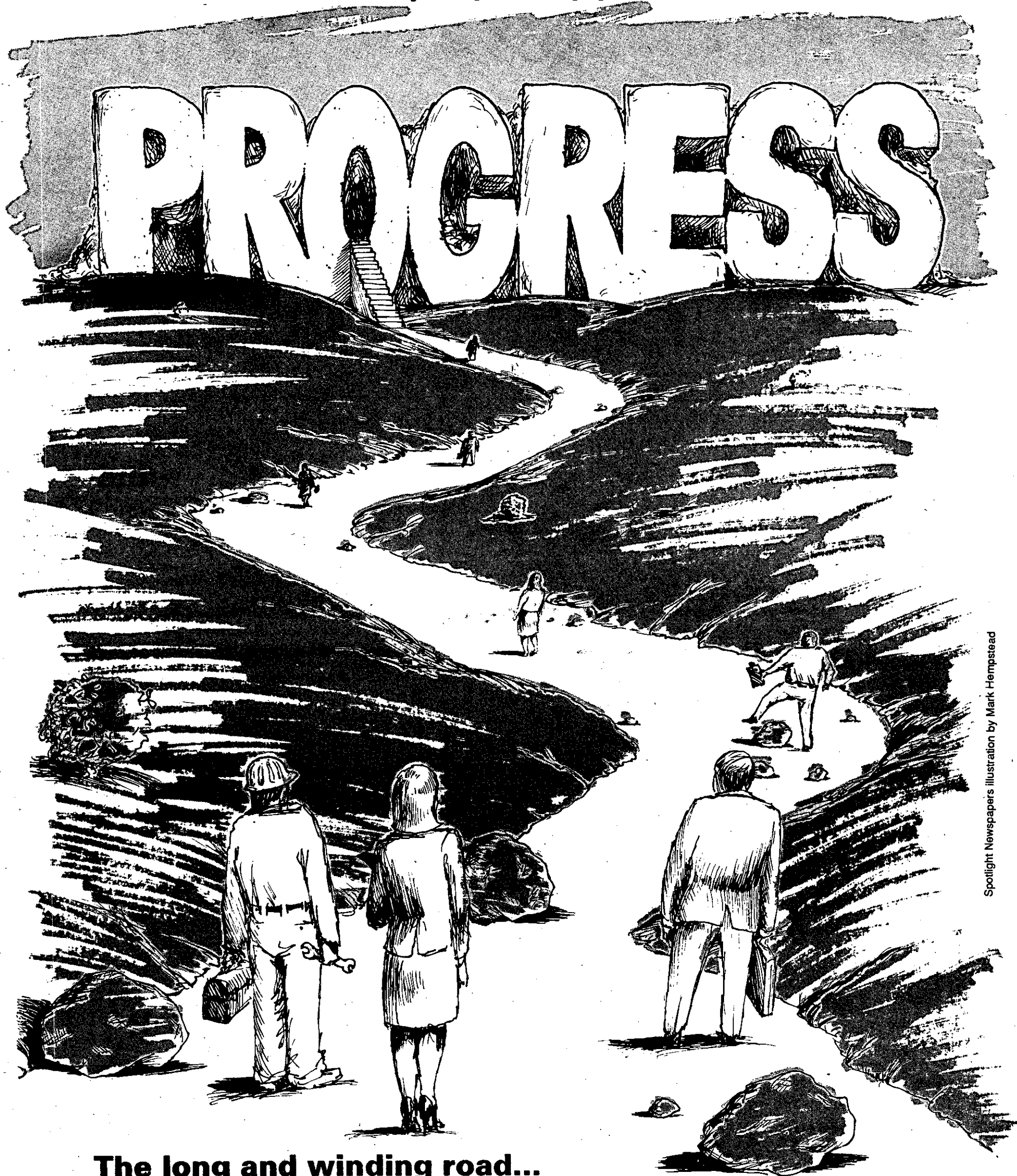


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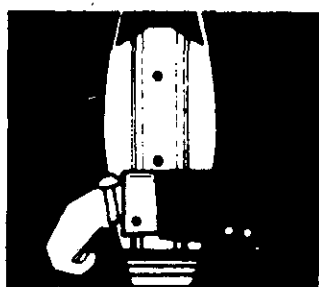
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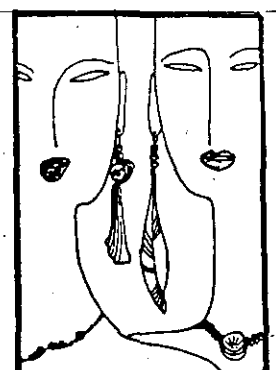
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# Merchants eye new year with 'cautious optimism'

By Mel Hyman

The business outlook for Bethlehem and New Scotland for 1993 is cautiously optimistic.

The real estate market has been moribund since the recession, although signs of life started to emerge in December, according to Mick Olmstead, sales agent for the Roberts Real Estate office in Delmar.

"We've seen quite a bit of activity from about the middle of December 'til now. Since the national election, people have seemed a little less tense and more willing to venture out. We haven't seen this much activity at open houses in quite awhile.

"We're encouraged," Olmstead said. "I don't think '93 will be a boom time like we had in '85 and '86, but we do expect a pickup from the last couple of years."

"I think we'll do better than last year," said Fred Carl, owner of the New Salem Garage on Route 85. "I

think things are gradually going to improve, although I don't expect business to jump by leaps and bounds because we have a new president."

Last year was slow, but not as slow as the year before, Carl said. The Saab dealership's new facility, just over the Bethlehem town line into New Scotland, is a lot closer to Albany and consequently more accessible to the rest of the Capital District, he said.

Greg Turner, vice president of Burt Anthony Associates of Delmar, doesn't expect any significant growth in the insurance business this year. Business and payroll insurance actually took a slight dip last year, he said, but on the other hand, "We're seeing more activity with regard to new car insurance," that has been flat for the last couple of years.

One of the bright stars on the local horizon appears to be the newly opened Back Home Buffet and Bakery in Delmar. Owner John

Hodgkinson says business has been much stronger than he anticipated. "Tremendous. We're probably 50 percent ahead of where I thought we'd be after one month's time.

Last year was "probably the slowest year in the past eight" for the restaurant business, he said, and "given the time of year that we opened (mid-January), I have nothing but positive things to say.

"Hopefully, when the kids get out of school, our business will double," he said. About 80 full and part-timers are employed at the restaurant. The 200-seat facility formerly housed Sweetwater's Bistro's.

Manufacturing isn't exactly an economic mainstay for Bethlehem, although the Owens-Corning Fiberglas plant and GE Plastics Division, both located in Selkirk, provide a substantial number of jobs for local residents.

Employment at Owens-Corning, a manufacturer of building



Virginia Schuyler

insulation, is expected to remain stable over the coming year. There are about 400 workers at Owens.

Since building insulation is linked to the housing industry, there hasn't been a whole lot to write home about over the last few years, said plant manager Craig Burroughs. "Here in Delmar we've been able to weather the storm pretty good," he said.

GE Plastics has "basically been able to hold its own," said human resources manager Mike Hanley. The demand for products has held steady. The company is currently in the midst of building a \$390 million cogeneration power plant, which should substantially reduce energy costs.

There may be a slight reduction in employment with the transfer of the customer relations division to Pittsfield, Mass., later this year. But Hanley said the 700-member workforce should not be significantly affected.

CR Drywall of Voorheesville plans on downsizing its workload, but general manager Jack Chartres believes that's more of a plus than

a minus.

"By reducing the clientele list, we'll be gearing more toward those people who can pay within 60 days time. The lifeblood of any industry is its cash flow," he said.

CR Drywall installs drywall and acoustical ceilings for residential and commercial buildings. The 200-member work force may ebb and flow this year with the amount of business that's taken on, Chartres said.

The retail sector has been a bit erratic recently as vacant storefronts have cropped up on Delaware Avenue. But Marty Cornelius, executive director of the Bethlehem Chamber of Commerce, said that while various businesses have closed up shop the past few years, a spate of new entrepreneurs have arrived to fill the void.

Main Square Shoppes will be taking on a new look this year with the installation of display windows in the front for the arrival of the Village Furniture Company, that is moving from the Four Corners in Delmar.

One of the more upbeat forecasts for 1993 comes from Joyelle Jewelers Inc., located in Main Square.

The new year should be very good, according to co-owners Sharon Boudreau and Mary Vail. "Our January was better than any we had since we've been here," Boudreau said.

"A lot of our business involves jewelry repair, custom design and creating new jewelry out of pieces people already have. It's a kind of recycling."

People are still cautious about overspending in light of the slow recovery under way, she said and by "re-doing an old piece they can save a third of what it would cost to replace something."

## Business works to stay afloat in murky economic waters

By Eric Bryant

From a growing corporation with 18 branch locations around the Capital District to a small florist's shop in a declining strip mall, business owners in 1993 continue to keep their heads above water amidst a two-year recession and seemingly undiminished increases in employee benefit and health care costs.

According to a business climate survey recently released by the accounting firm of Marvin & Co., the increasing cost of health benefits and the general state of the economy topped the list of concerns for business owners in the Capital District. Taxes and an ever-widening burden of government regulation were second on the list.

But statistics are only a glimpse at what business owners are thinking of and concerned about. The Spotlight Newspapers conducted its own informal survey and talked with some of the entrepreneurs, merchants and business leaders who are struggling to stay profitable in the Capital District.

Bill Pompa, president of the Latham-based Mr. Subb, with 18 shops throughout the Capital District, is plagued by government regulations.

Even with the continued growth of the company viewed as one of the most successful in the area, Pompa said government regulations are creating the kind of disincentives that slow economic growth. Pompa, like many other local entrepreneurs, lambastes what he sees as wasteful government that hits small businesses with added taxes and regulations.

"At the very top of the list, I would put government in general. Over the years I've been in business, it's been the source of more

frustration than anything else," he said. "It seems the government's attitude is that the business guy has all the money so we can get the money out of the businessman."

"The problem more fundamentally," he added, "is the waste of our tax dollars by the government. I just see too many examples of money being wasted, and I know that I cannot do that in my business and survive. We can't go back to our customers and keep asking for more and more money."

But Aleta Johnson and her sister, Dortha Backlund, who own Wind Flower, a florist shop located in Glenmont's Town Squire Shopping Center, for 13 years, have different concerns. When the Grand Union jumped ship in 1991 for a more modern plaza across the street, Johnson said walk-in business slowed up considerably. An added pressure on the small business owner has been the influx of roadside flower sellers and the introduction of department stores as well as grocery and convenience stores into the floral market.

"Now we are in a shopping center that for all practical purposes is almost deserted, and I have to compete with K-mart. It's hard for a store that specializes when everyone else goes into their specialty," Johnson said.

Nevertheless, she remains optimistic about the future of her business and dedicated to the community which has supported her for more than a dozen years.

"I have no complaints about our community supporting us. I would never hesitate to tell anybody that

if they were going to start a business, this is the community to do it in. It's the economy. The people that were spending \$35 five years ago are there. Maybe they'll cut it back to \$25 now, but they're still there, they're still faithful."

What Johnson said she's not seeing are new faces. When a shopping plaza loses one of its main stores, it often takes a heavy toll on the businesses that surround it. The florist said new patrons who may have dropped by after grocery shopping now are simply not shopping in the plaza.

Mirroring the Marvin & Co. report, increased health care costs are also a chief concern for many small business owners, including Jeff Schwartz of Statewide Lighting in Latham.

***It seems the government's attitude is that the business guy has all the money so we can get the money out of the businessman.***

Bill Pompa

"The general rising cost of health care has got to be one of the biggest concerns (for small businesses). I know a lot of the business people I meet with are trying to figure out how to change existing policies because they simply can't afford the policies that are in effect. On both the state and federal level, the health care issue is probably one of the biggest they're going to be dealing with."

Jeffrey Bryant of the Slingerlands' insurance agency Bryant Asset Protection agrees. "I have a lot of clients whose (health insur-

□ WATERS/page 5

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# Marvin survey shows hope for upswing

## A majority of business owners predict brighter '93

By Kathleen Shapiro

Despite the sluggish economy, area business owners are reporting increased sales for 1992 and renewed optimism for the year ahead, according to a recent survey of 1,900 chamber of commerce members throughout the Capital District.

Although three-quarters of the firms responding to the annual questionnaire said they've been hit hard by the economic downturn, an improved bottom line in 1992 has fueled a more hopeful outlook for the future.

"The thing that struck me was the marked increase in the level of optimism," said Albany-Colonie Regional Chamber of Commerce Director Wallace Altes.

The survey, conducted by the Albany public accounting firm Marvin & Co. on behalf of 13 regional chambers, collected responses from businesses in Albany, Schenectady, Saratoga, Montgomery, Fulton, Columbia, Warren, Washington and Rensselaer counties.

Sixty-six percent of the A-C chamber members who responded to the questionnaires said they believed business would pick up in 1993. "That certainly is a contrast to the Albany-Colonie results from last year," said Altes.

Overall, 63 percent of those surveyed predicted that business would most likely rise during the next 12 months, compared with last year's total of 49 percent.

"The actual figures (for businesses who saw increased profits in 1992) was 47 percent, so we came out with a pretty good estimate," said Marvin & Co. Managing Director Kevin McCoy.

"The numbers indicate our area is not only holding its own, but in many cases showing growth in these economic times," said Nancy Kruegler, director of the Latham Area Chamber of Commerce.



Marvin & Co. Managing Director Kevin McCoy shows graphs outlining the results of the firm's recent business survey to chamber of commerce representatives and members of the public during a recent press conference at Crossgates Mall in Guilderland. Nearly 2,000 businesses in nine counties responded to the questionnaire.

Kathleen Shapiro

Despite the encouraging figures, however, there were casual-

ties to report. Bethlehem-based companies seemed to suffer more than most of their Albany County counterparts, with 40 percent reporting declining profits.

"It was a year of struggle for a great number of our businesses," said Cathy Griffen of the Bethlehem Chamber of Commerce. Most firms in the area number 25 employees or less, and they felt the pain of the recession. Fifty-eight percent, however, are expecting things to look stronger this year.

On the positive side, the number of overall businesses that foresee adding staff this year rose to 28 percent — a 7 percent increase over last year — while another 60 percent said they expect the employment picture to remain stable.

Although almost half the businesses surveyed indicated they believe news reports that the economy is rebounding, only 20 percent think the country will see a significant improvement within the next year. Most estimate it will take from one to two years, said McCoy.

"I think there's a real sense of caution, particularly with regard to rebounding from the recession," said Altes.

Heading the list of major worries among business owners was the rising cost of health benefits, with 23 percent naming it as their top concern. The general economy ranked a close second with 22 percent of the vote.

Also on the list was difficulty in finding qualified employees, particularly in the areas of sales and marketing. Technicians were also in demand, along with professional and managerial workers.

"It's encouraging to see the increased need for people with technical skills," said Kruegler. "Although our area is geared toward sales and service, the need to fill technical positions indicates

that industry is holding its own or on the rise."

The survey was distributed in

## Academy Profiles

### Name:

Michael J. Sbuttoni, DDS  
(with son, Mike, Albany Academy,  
Class of 1999)

### Education:

SUNY, Albany - BS  
SUNY, Buffalo - DDS  
Eastman Dental -  
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"As far back as the third grade, we began to notice a sort of wall going up around Mike. Mike was becoming discouraged, frustrated and angry with school. His self-confidence was being destroyed. Since enrolling at the Academy, Mike is happier because he's enjoying school, which at the age of 11 is a major part of his life. He is more comfortable expressing himself; he's encouraged to do so at school. Now Mike's outlook is positive and confident. He is excited about school and feels good about himself, again."

### Quote:

"I feel as if Albany Academy has given me back my son."



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Wallace Altes

December and early January to chamber members in the nine participating counties. Albany County accounted for 34.7 percent



Nancy Kruegler

of the responses; Saratoga, 25.6 percent; Warren, 8.2 percent; Columbia, 7.1 percent; Schenectady, 6.9 percent; Montgomery, 5 percent; Rensselaer, 4.4 percent; Fulton, 3.6 percent; and Washington, .7 percent.

# How government can help employers

By Daniel B. Walsh

There is a lot of talk these days about what government can do to help the economy. Virtually all the conversations focus on the word "investment." But the bottom line is jobs.

Some proposals in Gov. Mario Cuomo's State of the State message could go a long way toward helping that talk become reality.

Most of the news coverage focused on the more "controversial" proposals, such as the one to have schools funded by a local income tax instead of a property tax.

But there were items in the message of major importance to small and large businesses alike. These proposals didn't get much immediate news coverage—but they'll have a great impact on New York's economy if they become law.

These proposals include several that employers in the Capital District and across the state have identified as the most crucial steps needed to improve the business—and hence the economic—climate in New York.

\*\*\*\*\*

The first one has to do with workers' compensation costs. These costs—paid by employers—have nearly doubled in the last four years, and a recent survey of Business Council members found that four out of five employers expect the problem to get only worse.

The rising costs have forced some employers to cancel or delay plans for expansion, eliminate lines of business, or reduce employee health insurance benefits, the survey found. These employers primarily blame high medical costs for the problem. But they also blame other factors, such as administrative rulings, schedules for awards and fraudulent claims.

Right now, the workers' compensation system is failing to serve both the injured workers it was designed to protect and the employers who are paying the bills. Employers across New York are making their workplaces safer and instituting programs to help injured employees return to work. But they're still getting socked with damaging increases in workers' compensation costs.

**Some proposals in Gov. Mario Cuomo's State of the State message could go a long way toward helping that talk become reality.**

Just like a household, every dollar spent on overhead or some other expense is a dollar taken away from other areas. In a home, that other area might be a new car, or a vacation or that something extra to help a child.

In business, that other area is often job creation and retention. New York state has lost more than 500,000 jobs during this recession, so helping create and retain jobs should be a priority.

The workers' compensation system can be made better for both the worker and the employer. The governor hasn't issued any specific proposals yet, but his statements are a step in the right direction.

\*\*\*\*\*

Two other little-publicized proposals in the State of the State can help businesses. One relates to how New York collects fines from businesses. Right now, the agency that imposes the fine puts that money into a special account that pays the salaries of the people whose job it is to impose fines.

But that creates something of a "country sheriff" stigma in those

agencies because they need ever more permits and ever higher fines to finance their operations.

The governor has proposed ending that dubious practice, and we applaud that. We also support his proposal to have state agencies and regulated businesses work more closely together to determine the most cost-effective ways to meet regulatory goals.

\*\*\*\*\*

Product liability laws would also be reformed so that, for the first

item in New York, employers would have a specific set of rights and responsibilities, and consumer protections would be clearly enumerated.

New Yorkers have suffered much worse than have residents of other states during the recession. With support from the Legislature, the governor's proposals will do much to make our economic recovery fuller and faster.

But now, it's up to all of us to get to work to make these proposals a reality.

(The Business Council is New York State's largest and most influential employers group, with more than 4,300 member businesses, chambers of commerce and regional associations.)

*Daniel B. Walsh, a resident of Glenmont, has been president of the Business Council of New York State since Jan. 1, 1988. Previously, he was majority leader in the New York State Assembly, having served in that body for 15 years as a member from Olean, Cattaraugus County.*



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## Waters

(From Page 3)

ance) premiums have doubled over the past two years. That's with the same amount of payroll."

Joe Torre is a commercial lending officer at Chase Manhattan Bank and specializes in loans to small businesses. With a view from the banking community, Torre feels access to capital is one of the main problems facing the prospective small business owner or one looking to expand their operation.

"Banks are still seemingly reluctant to lend to small businesses although that is beginning to loosen up a little bit. I'm beginning to see the few rays of light through the cracks. Many banks are now in a position where they are saying that they'd like to lend. I would hope that that's true and that access to capital will become a lesser

concern to small business people, but currently it is."

Small and medium-sized businesses were hit with another burden when President Bill Clinton signed the Family and Medical Leave Bill. The new legislation will force businesses with more than 50 employees to allow up to 12 weeks of unpaid leave for their workers. "How is a business expected to fill those positions with skilled workers?" asked Schwartz.

Swimming against a sea of increased government regulation, higher business taxes and health care costs, most business owners remain optimistic about the future and hopeful that the next few years will see a turnaround in the economy. For now though, they continue to struggle with a stagnant economy and hope their businesses—both large and small—can survive and remain profitable.



# Stuyvesant Plaza courts selective shopper

By Mel Hyman

If all the suburban malls in Albany County were doing as well as Stuyvesant Plaza, it would make for a rosy economic picture.

With the planned opening of Barbizon Petites in March, there will be only one vacant storefront in the plaza. There are currently 65 stores, restaurants and service-oriented businesses in the Western Avenue shopping center.

Since its opening in 1959, Stuyvesant Plaza has experienced slow but steady growth. Over the past several years there has been a definite movement away from large, anchor-type stores and toward smaller, specialty shops.

"We like the idea of having a wide range of retailers mixed in with services like an optician (Di Napoli), dry cleaners (Executive Cleaners), shoe repair (The Bootery) and a hair stylist (Jean Paul)," Anne Marie Roche, plaza marketing director, said. "It allows people to get all their errands done in one place."

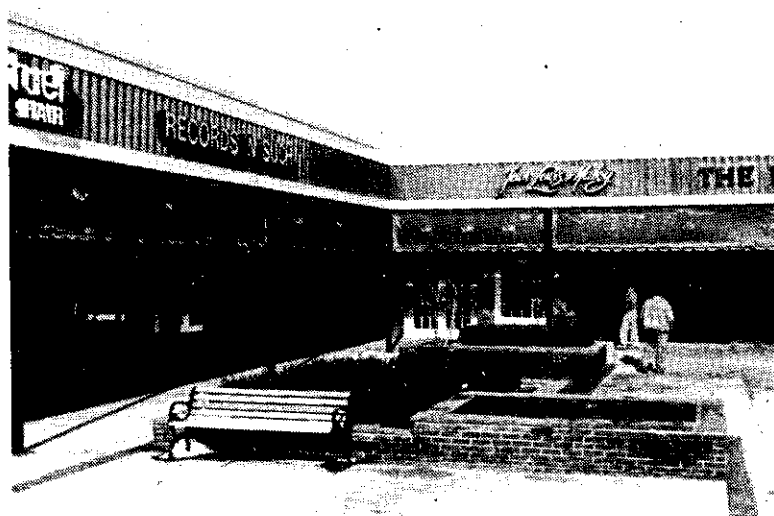
A big plus has been the addition of Mangia, she said, which replaced the former Howard Johnson's restaurant, she said. Combined with food establishments like Friday's and Londonderry Cafe, people now have a wide variety of eateries to choose from.

When the Denby's department store closed several years back,

there was some momentary panic about the future of the Plaza, especially given the surfeit of other malls in the area that were larger and more modern.

But Stuyvesant rebounded and the Denby's floor space was broken up into smaller retail spaces that are all currently occupied. Even the closing of the Grand Union supermarket a few years ago failed to put a damper on things. A 10,500-square-foot Cowan and Lobel's gourmet food store took up much of the slack and has been doing well, according to Roche.

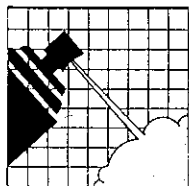
If 1993 is anything like 1992, all will be well and good for Stuyvesant. "We experienced incredible growth in the past year,"



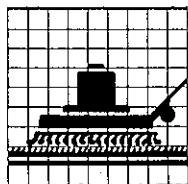
Home to 65 stores, restaurants and service-oriented businesses, Stuyvesant Plaza continues to thrive despite tough economic times.  
Hans Pennink

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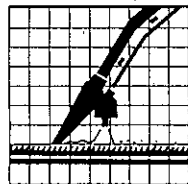
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Roche said, with eight new stores opening their doors.

Those businesses making their debut last year included:

- Adventure Out - ski apparel and outdoor wear.
- Different Drummers Kitchen - gourmet cookware and kitchen accessories.
- Ginger Snips - children's fashions.
- Junior Shoe Port/Stride Rite - children's shoes.

• Newstop - newspapers, magazines and greeting cards.

• The Rugged Bear - children's clothing.

• Sotto Venti - women's fashions.

• Mangia - Italian restaurant.

"I can't say we'll be doing anything different in terms of promotions this year," Roche said. The Christmas season was strong at the plaza, and store traffic in January was brisk.

## Smart move



Elizabeth Leonardo-DeMatteo, president of D.L. Movers in Delmar, shows off the company's van, which is used for smaller moves. Founded in the 1950s by the present owner's father, Dick Leonardo, the firm provides expert packing services and free estimates for both local and long distance moves. Leonardo-DeMatteo says her firm specializes in personal service, flexibility and attention to detail. Most of D.L. Movers' customers are private individuals, but business moves are also handled.

Elaine McLain



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SP-8

## SPARC strives to expand community

By Robert Webster Jr.

With a healthier, addiction-free community as its goal, St. Peter's Addiction Recovery Center (SPARC), 2232 Western Ave., Guilderland, opened its doors in 1972 to provide low-cost addiction treatment programs for Albany County residents.

Twenty-one years and four additional sites later, SPARC is continuing to assist the community in "attaining and maintaining a healthy lifestyle free of alcohol and drugs," said Karen Giles, executive director.

SPARC's 18-bed acute care detoxification unit was the first in upstate New York when it was established in 1972.

Today, with a staff of 99 full- and part-time employees, "It continues to provide a system of holistic care to persons suffering from chemical dependency and exhibiting behavior associated with alcohol and substance abuse," said Giles.

The continued growth of St. Peter's Hospital over the last 20 years led to the development of the Mercycare Corp. In 1987, SPARC, Inc. was established as a subsidiary of that group, providing inpatient rehabilitation programs and managing St. Peter's alcoholism services.

Recognizing that addiction is an illness affecting not only the individual but also their family and friends, SPARC looks to provide support for both the substance abuser and their loved ones.

Such support is provided in

addiction treatment programs that include confidential evaluations, medical detoxification, men's and women's inpatient rehabilitation, family therapy and support services, intervention, a full range of outpatient programs, and community prevention and education programs.

***We want to become a resource for prevention in the general and business community throughout Albany County.***

Karen Giles

The cost of treatment at SPARC, both inpatient and outpatient, is on a sliding scale, with options such as extended payment plans available for needy patients.

"The Mercycare Corp. is committed to accessibility to all," said community liaison Anita Ramundo. "We never deny treatment due to an individual's financial circumstances."

For 1993, SPARC is looking to increase its community support services, said Ramundo. One of the first such programs created at SPARC was the prevention and education services, which makes available customized training for the needs of employee groups, school personnel, health agency staffs and any others who request assistance.

Successful services tailored specifically to schools are the Children of Alcoholics programs, "at-risk" youth education programs, assistance in numerous D.A.R.E. and DWI programs, lectures on resident life at local colleges, and a speakers bureau on topics related to chemical dependency.

In addition, SPARC provides outreach services to local court systems, county jails, community neighborhoods and schools, acting as a liaison for people affected by chemical dependency, said Ramundo. SPARC is planning to expand

its speakers' bureau into the community in 1993.

Several "Issues in Addictions" programs are planned for 1993, said Ramundo. Those programs will cover topics as diverse as co-dependence recovery, alcoholism and eating disorders, AIDS, families in recovery, and the cultural aspects of chemical dependency.

The center will also continue to work within the community through its involvement in the third annual Capital District Health and Fitness Fair at Colonie Center on March 12 to 14.

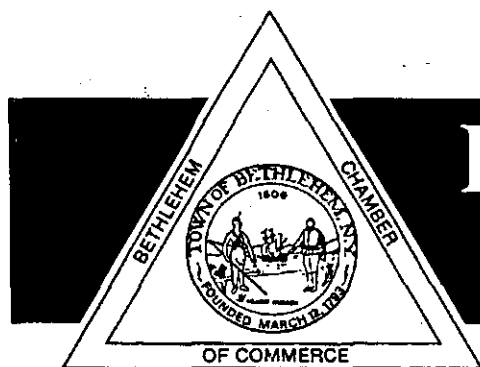
"We are really looking to expand our identity in 1993," said Giles. "We want to become a resource for prevention in the general and business community throughout Albany County."

## Mysteries galore



If you have a yen for mysteries, then the Haven't Got A Clue bookstore could be for you. Owner Betsy Blaustein, above, will be glad to cater to your needs whether it's an out-of-print book you're looking for or maybe a board game, T-shirt or other special item. Located at 1823 Western Ave. in Guilderland, the store from time to time offers guest appearances by prominent mystery writers. New and used books are for sale.

Hans Pennink



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- ...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 nearly 500; 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.***

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## Baby face



This portrait is an example of the memories captured at Patricia L. Becker's Country Studio, now in a new 2400-square-foot building at 2123 Western Ave., Guilderland. The new shop features a variety of portrait stage sets. Designed specifically for all types of portrait photography, including children, pets, couples and families, the new studio includes the area's largest formal, curved-wall backdrop for extended family portraits of up to 30 people. Plans for 1993 include construction of an outdoor Portrait Garden, and the studio's second annual Easter Event, featuring an original Victorian front porch and live baby animals.

## Sewing shop spins gold from recession

By Michael Kagan

If you're determined to be in better shape at the end of the next recession, you might consider learning how to sew.

Fabric and sewing machine retailers actually do better in tough times. "People sew more when they're not buying ready-made products," said Rowland Sinnamon, owner of Sinnamon Sewing Machine Service-Knight's Designer Fabrics, at 265 Osborne Road in Colonie.

"We've increased eight percent," he said. "We'll see how we come out now that the recession's ending."

Sinnamon offers equipment and fabric for the experienced stitcher,

and quarterly classes for beginners and those looking to improve their skills in specific areas. The store features brand-name machines including Bernina and Bernette, machine repair and service and expert scissor and shear sharpening.

It also sells a variety of fabrics, that was the only department hurt by the recession.

"High quality fabrics were a little off," Sinnamon said.

The store offers a wide selection of natural fiber fabrics, featuring Liberty of London, Viyella, Landau, JB Martin and deBall. Sinnamon also has an internationally known collection of silk materials.

In addition, there is a unique sewing aid collection, including chalk pencils, flexible curve rulers, cutting tables and silk pins that penetrate tightly woven fabrics. In the past year, the store began offering the Simplicity Vacuum Cleaners as well.

Originally, the company was actually two separate businesses: Sinnamon's and Knight's Designer Fabrics.

Sinnamon bought and merged with Knight's in 1981. Knight's was located in Bennington, Vt., before moving to the Capital District.

"We're just going to be trying to improve service and get a lot of the old machines re-serviced" over the next year, Sinnamon said.

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# Wacky Wings poised for flight in '93

By Erin E. Sullivan

Biting into a juicy chicken wing, dripping with rich sauce, your body suddenly goes into shock. Tears begin to form in your eyes, your face turns red and you break out in a sweat.

Such is the experience of suicide wings, the outer limits of fiery chicken wings at Delaware Plaza's Wacky Wings.

Since 1989, Barry Bedrosian and Lennie Micelli, co-owners of Wacky Wings, have been tantalizing customers with a variety of wings, ranging from mild, for the less adventurous, to suicide. "Our most popular are the medium or hot garlic," Bedrosian said.

Wacky Wings are different than those found in other places. The restaurant serves only the freshest chicken, as opposed to wings frozen and stored for a number of days or weeks.

Cooking and preparation varies as well. The wings are cooked in 100 percent canola oil, which is lower in saturated fat than the soybean oil used by many establishments.

"We take extreme pride and care in preparing every meal to order," Bedrosian said.

While Wacky Wings is famous for its chicken wings, the restaurant also features hickory-smoked

ribs, burgers, kabobs, foot-long hot dogs, wacky bread, a garlic bread made on the charbroiler, and seasoned twister fries, for starters.

Wacky Wings also serves the hottest chili in the area, according to the January 1992 American Lung Association's Chili Cook-Off.

"At the cook-off, while others were serving their chili in small dishes, no one could eat more than a teaspoon of ours," Bedrosian said.

The two owners got the idea of a chicken-wings-based restaurant from a friend who owned similar restaurants in Florida, but came upon with the name on their own, Bedrosian said.

"It came out of the clear blue on Feb. 22, 1989 at four in the morning," he recalled.

Wacky Wings usually pulls in crowds for sporting events, with football season being the best, but 1992 was a slow year for the restaurant.

"It was the worst year since we opened," Bedrosian said. "Because the economy was so bad, people who used to eat out once a week are now eating out once every other week or once every three weeks."

As a consequence, restaurants like Wacky Wings must adjust to keep up with the economic times.

"We're still here," said Bedrosian, "and we'd like to see an in-

crease over last year. Clinton will have a lot to do with that, depending on what he does with the economy."

The owners of Wacky Wings expect business to improve in 1993, and the menu revisions for this year will help.

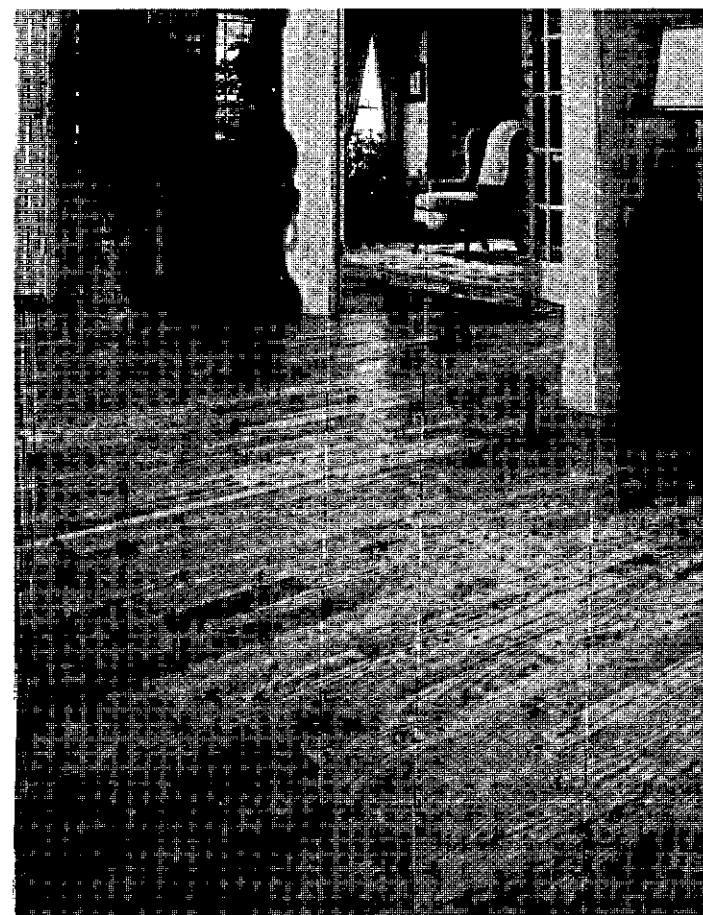
Recently added were combination appetizer platters, which allow customers to have a platter of three or four appetizers rather than just one. Breaded zucchini sticks, an expanded kids menu, a larger fried shrimp dinner portion for the same price and a variety of toppings for hamburgers and hot dogs are some of the additions.

"We offer about eight or nine toppings," Bedrosian said. "One day a customer came in and asked for cheese and jalapeno on his hamburger. We decided toppings were a good idea, and came up with several combinations for the customers to try."

Price revisions were also done on many items. "While many prices went down, a few went up as well. If an item is progressively less expensive for us, we share that with the customers. However, if an item is more costly to buy, that will probably result in a slight price elevation. We're very fair about pricing."

The Delaware Plaza eatery remains the only full-service chicken wings restaurant in the Capital District.

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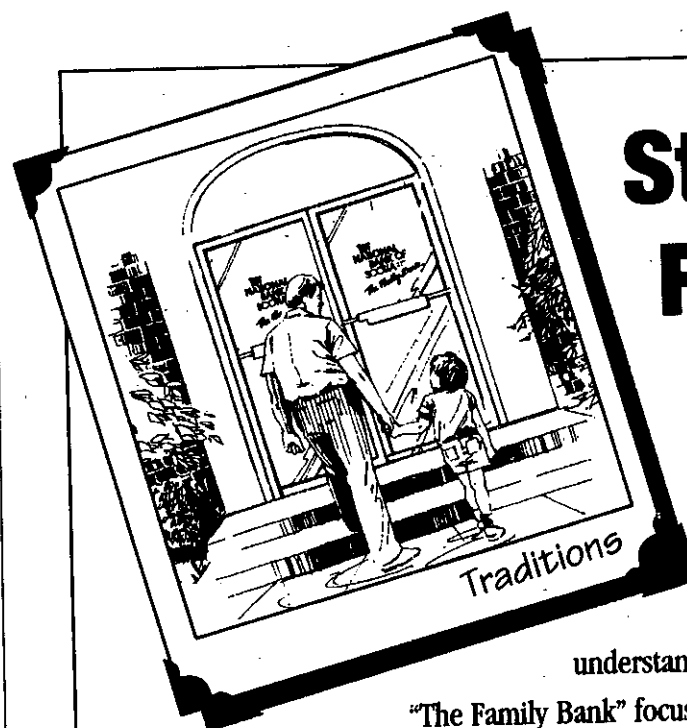
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## Silk gardens create low-effort beauty

By Erin E. Sullivan

Stepping into the showroom of The Silk Garden Outlet, one might first be overwhelmed by the tangle of hanging plants, trees of every form and exotic flowers, all seeming so real and delicate.

Peer a little closer, and you will discover that the vibrant flowers and arrangements are not real, but made from silk.

Considering the longevity and durability of silk floral arrangements, Denise Riccardi, owner of The Silk Garden Outlet in Newton Plaza II, Latham, feels good about her business this year.

"With the economy in the past being so bad, there is no other way for it to go but up," said Riccardi. "Businesses, however, will still always need to cut costs, and a good way to do that is by using silks instead of live trees and flowers. Owning silk trees eliminates the costs of hiring people to care for the live trees."

Companies that purchase the "silks" find they will usually pay for themselves in a year. "The company can amortize the expense," added Riccardi.

The Silk Garden Outlet is a full-service silk florist that can make arrangements for any occasion that a real florist would cover. Riccardi feels that silk floral arrangements can be more versatile than live.

"The long life of the silk flowers and trees allows an arrangement to be placed once and then remain there for an extended period of time," she said.

These faux-flowers do not require much care. An occasional sweep with a hair-dryer will remove the dust from more delicate arrangements, while an outdoor cleaning will do for the larger trees and plants.

The Latham business was started in August 1991 by Riccardi, who had previously worked at a similar store in Florida. She added one new employee in 1992, but saw no floor expansion.

Riccardi hopes to expand her commercial work this year.

## Greenhouse effect



Blooms can be found year-round in the greenhouses at Faddegon's Nursery, 1140 Troy-Schenectady Road, Latham. Seasonal flowering plant rotations are a new addition to the business this year, while traditional services such as interior and exterior landscape maintenance, floral arrangements, design consultations and retail sales will continue.

Hans Pennink

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# Software helps podiatrists find business footing

By Erin E. Sullivan

Sitting in your podiatrist's office, the doctor informs you that in order to relieve that horrible pain in your foot, an Austin Bunionectomy will need to be performed.

The predictable response: *What?*

With the use of specialized software, physicians David Picchione and Nancyann Quimby at Family Foot Care, 1662 Central Ave., Albany, can not only explain an Austin operation (a bunion removal), they can show you.

ADAM (Animated Dissection of Anatomy for Medicine) uses high

resolution graphics and easy to understand details to give patients a clear understanding of the sources of foot pain. ADAM also can also be used to further explain the ailments and surgical procedures that will be used to correct the problem. Picchione and Quimby, a husband and wife team, are the only doctors in the Capital District to use the educational program.

After reading about ADAM and then seeing it in action at a medical convention, the doctors decided to purchase a system for use in their Valatie office, opened in November, 1990.

With the computer program, which is stored on compact disc, users can call up and manipulate various views of the foot on screen. The doctors can choose an ailment, a bone spur or plantar's wart for example, and place it on the image of a normal foot, giving patients a clear view of the problem.

Next, a variety of options can be used to show the patient what type of treatment is needed to correct the ailment. According to Picchione and Quimby, patients are no longer left without a real understanding

of surgical procedures—and what exactly their foot problem is in the first place.

ware. Approximately 70 medical schools in the country also use ADAM, which has recently been

*It is important for the patients to feel comfortable and to fully understand the surgical procedures. Fear of the unknown is the worst thing for a patient to experience.*

Nancyann Quimby

ADAM also features a model that shows a three-dimensional representation of a normal foot, which can then be compared to an X-ray of the patient's foot.

According to Quimby, the best feature of the ADAM system is its use in patient education. "It is important for the patients to feel comfortable and to fully understand the surgical procedures," she said. "Fear of the unknown is the worst thing for a patient to experience."

Picchione and Quimby believe the ADAM equipment has helped to increase business at Family Foot Care. When they first acquired the system two years ago, they were one of the 12 pioneer podiatry offices in the nation to use the soft-

expanded. "When we first bought the system, it only covered the foot," Quimby said. "We have the system that includes up to the hip in the office, but we do not treat the hip. It's just for fun."

The second Family Foot Care location was recently opened in November in the Newton Medical Building on Central Avenue. "It is an excellent location," said Quimby. "We have great visibility here." Business has been growing since the opening three months ago, she said.

Both doctors graduated from the Pennsylvania College of Podiatry Medicine. Family Foot Care is open days, evenings and Saturdays.

## NAPA man



A full line of auto, truck, marine and farm equipment is available at the NAPA Auto Parts store on Wolf Road in Colonie. Manager Jim O'Clair, above, believes 1993 should be another good year for the parts and supply store, which also offers automotive paint mixing and complete machine shop services on the premises. A customer discount card is being offered this month, and a new location for the business may be in the offing for later in the year.

Elaine McLain

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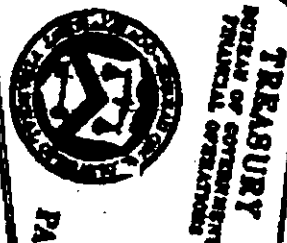
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# Stewart's shops underscore convenience for customers

By Erin E. Sullivan

A cup of steaming hot chocolate on a cold day is always available at Stewart's in the winter, and in summer there's always ice cream galore to beat the heat. But what you won't find are long lines or high-priced name brands.

Stewart's Shops have evolved over the years to convenience stores that stress value and customer service.

The business was founded by President William Dake's father and uncle, P.W. and C.V. Dake, in 1921 as Dake's Delicious Ice Cream on Daketown Road in Greenfield Center. In 1935, the business was transformed to Saratoga Dairy, a pasteurizing plant, in the old Patsy Hayes barn on Franklin Street in Saratoga Springs.

The dairy continued to expand, and in 1940 branched out to include the "Big Barn," in Greenfield, the present home of Stewart's Ice Cream Co., Inc.

The Dake brothers purchased Stewart's Dairy from Don Stewart of Ballston Spa in 1945. The purpose of the expansion was to allow Saratoga Dairy to sell milk in other towns. However, included in the sale was an ice cream freezer and hardening room to make ice cream. A wartime sugar shortage had closed this portion of the plant

down, but Charles Dake, son of C.V. Dake, started cranking out ice cream once again.

The shop in front of the plant on Route 50 was opened as the first Stewart's Ice Cream Shop.

In 1950, Saratoga Dairy and Stewart's Ice Cream incorporated, and by 1955, more than 40 Stewart's Ice Cream Shops were in business.

When Charles Dake took over the shops from his uncle in 1959, he brought his brother, William into the business. In 1978 Charles Dake died, and William took sole control as president. His son, Gary Dake, joined the company in 1984 and now serves as vice president of Saratoga Dairy.

More services and items have been added to the store's original main products, milk and ice cream. Stewart's today offers grocery items, dairy products, ice cream, gas, food to go, automated teller machines and lottery tickets.

The Stewart's chain now has 191 links, including one store that opened last month in Red Hook. Stewart's has stores as far north as Plattsburgh, south to the Poughkeepsie area and Sullivan County and west to Utica. There are seven stores in Vermont.

Susan Dake, public relations director, said there is no current

plan for expansion into other states.

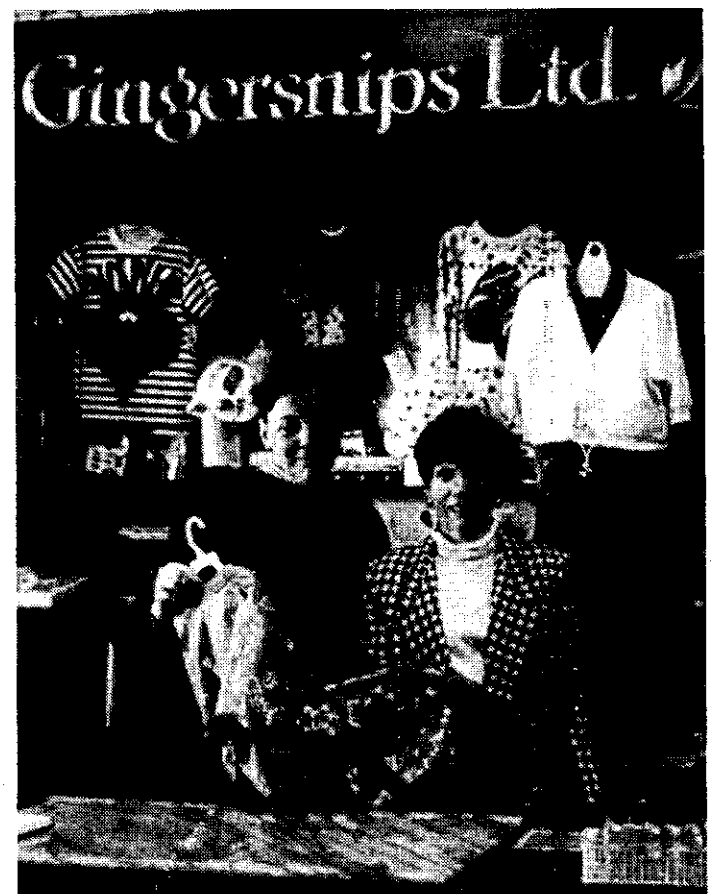
"The distribution system is the key to success, and we should stay within a 100 mile radius of our plant," she said. "There is a possibility of diffusing into Massachusetts, but the problem with that is the severe regulations there. That is always a consideration when moving into another state."

"Right now, the Vermont regulation environment is good," added William Dake. "The regulations in Connecticut and Massachusetts have only delayed us. They have not made us very enthusiastic about moving there."

Stewart's sets its growth rate at approximately one new shop per month. "We built nine new shops in 1992, and we'll build approximately 12 new shops in 1993," Susan Dake said. "We're always looking for new locations." Last year, Stewart's added 100 new employees to the staff of 1025 full-time and 602 part-time workers.

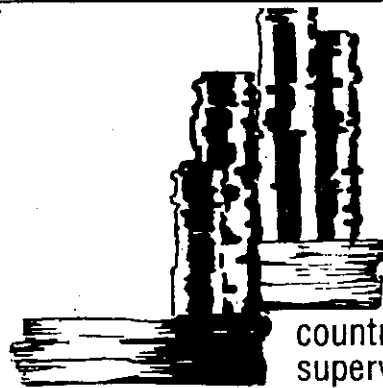
Profits in 1992 were up 20 percent, according to William Dake. He feels this may be because Stewart's is not experiencing financial troubles. "We have no debt, and we're not asking our customers for more money," he said.

## Ginger ladies



Jill Ryan, left, and Trish Putnam are ready to serve you at Gingersnips Ltd. in Stuyvesant Plaza. Formerly located in Main Square Shoppes in Delmar, the store offers children's, mother/daughter and all types of custom-made clothing to suit your needs. Owner Rachel Criscione expects to expand the product line this year.

Elaine McLain



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# Orange Motors enjoys rebound in domestic sales

By Robert Webster Jr.

After a decade of foreign cars outselling their American counterparts, the domestic automobile is experiencing a virtual roadster renaissance.

Orange Motors saw an increase in its sales figures for 1992, and expects to see continued 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. in Colonie, 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 Howlan.

"The customer is looking for quality, service and a long-lasting relationship," said Howlan, whose 27 years of experience give him a long-term perspective on industry trends.

Where many families in the past may have looked only for the largest and most reliable car they could afford, today buyers also want safety features such as anti-lock brakes and air bags, he said.

Along with new and used automobile sales, both dealerships feature full service departments, body shops and rental cars.

In view of the recent state of the economy, Orange Motors is also offering a free oil change and filter at regular factory intervals with every new car or truck purchase, said Howlan.

Although small foreign cars have been favored over their domestic counterparts for several years now, 1992 saw a surge in sales for American-made cars.

With Ford emerging as the "number one selling nameplate" in 1992, outselling perennial favorite Honda by nearly 10,000 automobiles, the American auto-buying public seems to be coming home, said Howlan.

"The domestics are getting the point across, quality plus a competitive price," he said. "The domestic quality is really getting up there. In the last 10 years, Ford has come as far as any American car maker."

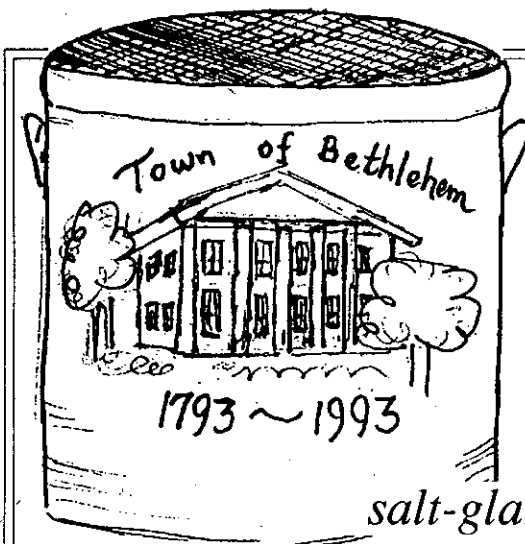
As for 1993, Howlan believes things will only get better.

"1993 is looking to be a very good year," he said. "Buyer confidence is coming back and it looks like we may be coming out of the recession. It's looking up."



Salesman of the year Vince Speciale shows Debbie Fritz the engine compartment of Orange Motors' 1993 show model Ford Probe.

Hans Pennink



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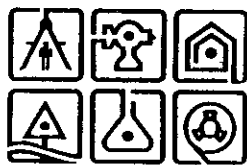
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# Marshall's looks to brighter '93

By Erin E. Sullivan

After a year of business in neutral, Marshall's Garage of Route 9W in Ravena is getting ready to switch gears and roll through 1993.

"Last year, we had an increase in business from 1991," said Craig Albano, general manager. "But, business was average overall. We're looking forward to a much better year this year."

Marshall's Garage is a full-service establishment, selling Chryslers, Plymouths, Subarus, GMC Trucks and Jeep Eagles. Additional services include an auto body shop and vehicle rentals. Last year, a parts and service facility was added for Subaru and GMC Truck. Ac-

ording to Albano, this new feature helped business to increase last year.

**The garage had grown tremendously since its founding.**

Craig Albano

If it's one thing Marshall's Garage has under its belt, it is experience — 61 years of it. Marshall's was founded in 1932 by Claude and Bill Marshall. This family business is now run by Claude Marshall's son, Dick.

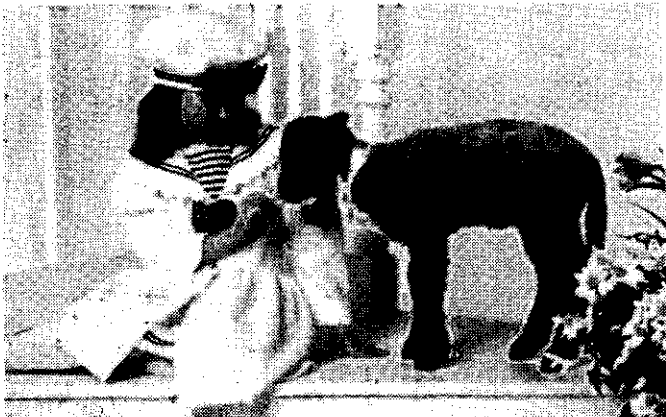
"Claude is still active in the business after all these years," said Albano.

When Marshall's was first founded, it began as a one-stall showroom with two service bays. Over the years, the garage has evolved to include 25 service bays and a 25-car showroom.

"The garage had grown tremendously since its founding," said Albano, adding Marshall's was also the only local dealer to receive Subaru's highest award for customer satisfaction.

There was no expansion of employees in 1992, and the garage's staff remains at 65.

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## All in the family



Tom Hughes, center, an optician for more than 25 years, recently welcomed son, Tom, into Hughes Opticians at 411 Kenwood Ave., Delmar. Daughter Michele has been in the firm for three years. Elaine McLain

This Valentine's Day, eat your heart out!



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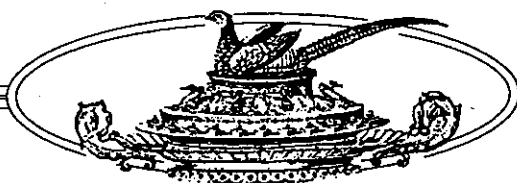
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CASH & CARRY MARKETPLACE

# Delmar Carpet Care owner aims for total clean sweep

By Erin E. Sullivan

Children (and spouses) tracking dirt across the carpet. Lovable pets getting all too comfortable on the couch, that expensive Oriental rug, or your favorite recliner.

You probably don't want to know what lurks within the plush woven fibers of your household furnishings, and with the services of Tim Barrett, you might never have to.

Since 1988, Barrett, owner of Delmar Carpet Care at 729 Feura Bush Road, said pride in his work has built him a strong business and a profitable 1992.

"I have built on fair pricing, top quality service and trust," he said. "Last year was a very good year."

The company is a carpet and upholstery cleaning firm whose main focus is cleaning installed carpets—residential and commercial.

Furniture, Oriental and area rug cleaning are additional services of the business.

"People did and sometimes still do call about other cleaning jobs, but I usually decline," he said. "The key to good business is defining your market."

Since Barrett started his own business he said he has seen it grow 10 to 20 percent increase every year.

***I do all the work so I know the job is being done right.***

Tim Barrett

"I think what helps me is that I have a 439 phone number, and people in the town recognize me and know I can be trusted," he said. "We know where you live, customers sometimes joke with me."

"I do all the work so I know the job is being done right."

He said he uses a more thorough way of cleaning carpets than the standard steam cleaning or extracting, the scrub and clean-water rinse method. Commercial cleaners use an extracting machine to inject water and shampoo into the carpet, then extract the dirty water from the carpet.

But Barrett gets on his hands

and knees and scrubs the carpet. Only then is the extractor used to rinse the carpet with clean water.

"It's funny," he said, "one time someone sat there and explained the many benefits and advantages of the extracting method to me, but in the end he agreed that the only sure way to get a carpet clean is the scrub-and-brush method."

Advertising gimmicks are not for Barrett. "I am up-front with my customers," he said. He uses pricing by the square foot rather than by the room as do many commercial cleaners.

"Some companies will advertise cleaning at \$15 per room. But in the fine print they inform you that deep cleaning is the recommended way to go, and that can tack another \$10 or so dollars onto the price. Now the cost is up to \$25 per room."

Barrett sets his price at 18 cents per square foot. "That price is with furniture in the room," he said. "If, for example, a customer moves the furniture out of the room, or helps in some similar way, I might knock the price down to about 15 cents per square foot. Flexibility helps in this business."

This year, Barrett expects business to be stable again. "The economy doesn't affect my income very much," he said.

"Since I had solid growth in 1992, I must assume that the local market may be cautious but very stable."

## Hardware haven



Michael and Garry Robinson, owners of Robinson's Hardware at 1874 Western Ave., Guilderland, show off their extensive selection of paint. The store also carries building materials, hardware, electrical, plumbing and lawn and garden supplies, and auto parts for domestic and foreign cars and trucks. Elaine McLain



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## Luxurious leather



Gail Leonardo Sundling, owner of the Delmar Bootery in Stuyvesant Plaza and at 376 Delaware Ave. in Delmar, shows off a display of Alden men's shoes at the Stuyvesant Plaza store. In addition to sales of men's shoes and leather accessories, Sundling's shop repairs shoes, leather coats, briefcases, purses, "anything leather." Delmar Bootery repairs more than 24,000 shoes a year.



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## Rapid Park takes pain out of parking

By Erin E. Sullivan

Gulp! Another plane ride.

For many, it's not a fear of flying that lies behind airport dread — it's the fear of searching for a parking space outside Albany County Airport that will be safe for the next few days, or weeks, or months.

For those with older vehicles, there is also the fear that after returning from a trip, their car won't start.

Airport Rapid Park, located at 698 Albany-Shaker Road in Colonie, is one answer to the dilemma.

Customers pull into the 700-space parking Rapid Park lot, where employees will unload luggage and issue a parking pass, then board one of the company's three 14-passenger shuttle buses. Within three minutes, they're whisked away to the airport.

While their customers are off vacationing, visiting family or sealing business deals, Rapid Park's 24-hour service staff sees to it that their cars are cleaned and

cared for, including oil changes and minor mechanical repairs, according to Al Sloane, owner of Rapid Park. When customers re-

10 percent discount deals to Rapid Park clients. He noted, however, that competition is not that strong, as there are only three similar operations in the area.

***Our location really helps because it is the most convenient of all the other competitors.***

Al Sloane

turn, their luggage is loaded onto the shuttle for transport back to the parking lot.

The company was founded roughly a year and a half ago. "Seeing growing traffic at the airport, we felt there was a need for this type of parking lot," said Sloane.

In order to drum up business, Sloane said the company distributes coupons to travel agencies in the area, and various airlines offer

"Our location really helps because it is the most convenient of all the other competitors," Sloane said. "It is on a direct line to the airport, so we pick up a lot of drive-by business. In addition, we are the closest to the airport and therefore the fastest."

Sloane also looks forward to the planned expansion of the airport. "The increase in flights and traffic will increase the need for parking facilities," he said.

Last year, two new employees were added to the now eight-person staff, and Rapid Park has a project in the works for an additional parking facility to be added this year.

"Business has been steadily increasing since we started out, and we anticipate that business will continue to grow. The airline deals really help us," said Sloane.

## Andy's a go — with snow or mow

By Robert Webster Jr.

As winter's chill sets in and the snow flies fast and furious outside the window, an individual's thoughts invariably turn to cranky cars, shoveling, skiing, snowball fights ... and lawn mowers?

Although the thought of mowing lawns in February may seem a bit extreme, it's never too early to start thinking about a new lawn mower to replace the one currently rusting away in the garage.

At Andy's Colonie Hardware at 1789 Central Ave., you're more than likely to find the lawn mower to fit your needs, as well as snowblowers, trimmers, all types of power tools, nails, paint, fertilizer, electrical fixtures and plumb-

ing supplies. In fact, everything most other hardware stores have on hand.

Everything, that is, except housewares.

"I like to put us apart from Sears, Wards, K-mart and the discount places," said Andy Bisognano, who opened the business 27 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.

The business prides itself on its commitment to help the customer through the entire buying process, even going so far as to pre-assemble and test each mower — be it a Toro, Lawn-Boy or Ari-

ens — to ensure it will run properly.

"We refuse to sell it in a box," he said. "We set the machine up, gas it up and show them how to operate it."

Customer satisfaction is equally important to Bisognano and his six-employee crew, and if a customer is not satisfied with an item they have purchased, they are encouraged to have the situation corrected.

"If for some reason the customer doesn't like it, we make it right for them," he said. "Sometimes all it takes is a small adjustment for it to work so the customer is happy."



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# Food, fashion, finance... and more at Colonie Plaza

By Kathleen Shapiro

Take a stroll through the Colonie Plaza and you can have your hair cut, buy a week's worth of groceries and a bottle of wine to go with them, pick up some flowers, dine on Indian food, rent a car and load it up with new purchases including everything from discount soaps and shampoos to bolts of fabric and birthday cards.

With 20 storefronts offering everything from financial services to cough medicine and pizza, the Colonie Plaza at 1892 Central Ave. has something for even the most persnickety shoppers.

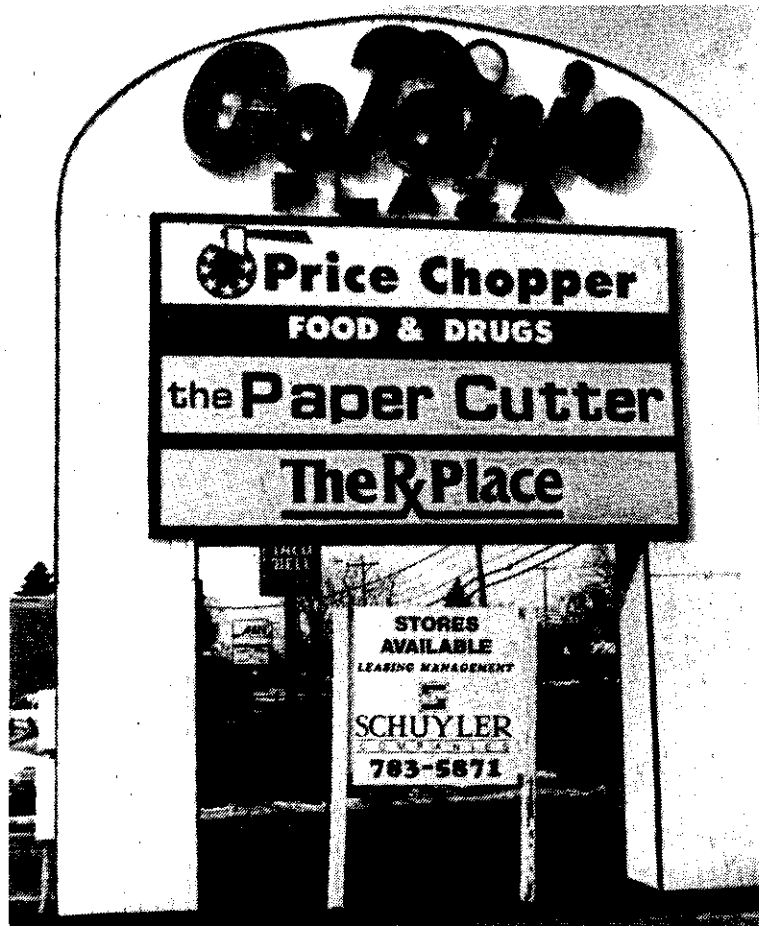
"We have a nice variety of stores," said Teddies Plus owner Teena Behr, whose plaza shop offers hundreds of teddy bears in all sizes, colors and shapes. "We like to consider ourselves a family mall — kind of a one-stop place to shop."

During the past year, the outdoor mall has expanded to fill nearly all of its storefronts, bringing new variety to the collection of small businesses which have made a home there.

The number of specialty shops offering hard-to-find items has also helped attract customers, said Behr, who keeps in touch with other store owners through the plaza's informal merchants' association.

In addition to boasting the only teddy bear store in the Capital District, Colonie Plaza also offers homemade Indian delicacies at Curry India, sports trading cards at the Hudson Valley Sports Card Exchange II and other unique products which draw customers from near and far.

The mall's three strong anchor stores — Price Chopper, the Paper Cutter and the Rx Place — are also a big plus. The plaza "caters to



Located at 1892 Central Ave., Colonie Plaza is a genuine one-stop shopping center. *Hans Pennink*

quite a cross-section of people," said Behr.

Other stores include Fashion Bug/Fashion Bug Plus, Fountain O' Fabrics, Ciro's Wines & Liquors, One Dollar Deals, Floral Designs by Barry, The Laundry Room, SpectraGraphics, Salon Nouveau, Snappy Car Rental, Metcalfe's Marquis Catering and Delicatessen, the Amazing Wok, Pizza Baron, American General Finance Inc. and Trustco Bank.

Many business owners are hoping a new year and a new fed-

eral administration may speed economic recovery, said Behr.

"I think the recession has hurt us all, but we're hoping things will pick up," she said.

Colonie Plaza store owners won't be sitting back and waiting quietly, though. Several promotional projects are in the works, said Behr, including sidewalk sales, wedding exhibits and community events and fund-raising activities to collect money for victims of Hurricane Andrew and other charitable causes.

## Mail movers



The Postal Business Center at 1770 Central Ave., Colonie, can help take your business mailing into a new dimension. A concept designed to fit the needs of the medium to small volume mailer, the Postal Center uses automation techniques to speed the processing of mailing lists. Consultants can also advise customers on how to better coordinate their mailing lists and get more efficient use from Express Mail and Priority Mail services. Employees at the Central Avenue location include, from left, Robert Erno, Ann Felt, Bill Rinaldo and Suzanne De Lyons. Seated is Susan Scaringe. *Hans Pennink*

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## Marco's makes value crystal clear

By Erin E. Sullivan

Crystal cabinets in your kitchen?

Even if you're not living in a European palace, don't immediately disregard this remodeling suggestion. Crystal cabinets are the hottest cabinet value of the 90s, according to Marco's Showcase of Colonie.

Marco's, located at Builder's Square, is a kitchen and bath showroom offering numerous renovation and remodeling ideas for customers. Crystal cabinets are just one of the many products offered in the showcase. Over 60 accessories such as roll-out shelves, spice racks and Lazy Susans also fall under the Crystal name.

Marco's carries fine kitchen and bath products such as Kohler, Jacuzzi whirlpools, Delta faucets, Diamond, Adelphi and Birchcraft, as well as the new line of Crystal cabinets. More than 30 kitchen and bath displays are available, and a full-time design staff lend a hand during convenient hours: Monday through Thursday 10 a.m. to 8 p.m., Friday 10 a.m. to 6 p.m., Saturday 10 a.m. to 4 p.m. and Sunday from noon to 4 p.m.

Last year, a new 1000-square-foot area was added to the Colonie showcase, paving the way for an addition this year. The supplemental floor space is used to display the newly-introduced Crystal kitchen cabinets as well as Asko and Thermador appliances. A variety

of updated built-in appliances will be added to the outlet's inventory this year. "This will allow them to buy everything in one place rather than running around to several stores," Jim Marco said.

### Crystal cabinets in your kitchen?

Marco's Showcase now has six full-time employees and will be celebrating 82 years as a family-owned business this year.

The company is a member of the National Kitchen and Bath Association and was awarded the Kohler Registered Showroom of the Year for 1992.

## Nut house



Nick and Kathryn Cassimeris, owners of The Peanut Principle on 1158 New Loudon Road in Latham, like to mix having fun with selling their nuts, homemade candy, coffee, jams, chips and maple syrup. Identified by their name tags simply as "Big Nut" and "Little Nut," the couple takes pride in roasting their peanuts the old-fashioned way, in a vintage machine made in 1920.

Hans Pennink

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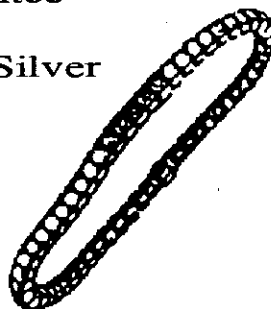
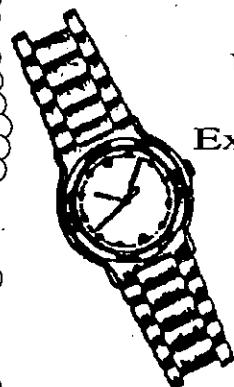
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# Glenmont kennel caters to pet lovers

By Robert Webster Jr.

Most people would love to take their cat or dog with them on vacation, but with hotels and resorts insisting that you leave "Spot" or "Fluffy" at home, what's a harried pet owner to do?

The proprietors of Stay 'N Play Kennels feel they have a pretty

good answer.

Located on 759 Route 9W in Glenmont, the kennel offers an alternative to the problem by serving as a home away from home for pets, providing both animal and owner peace of mind during a vacation.

Formed nearly 18 years ago,

Stay 'N Play Kennels was purchased in 1991 by Joan and Tom DuBuc.

The kennel underwent some major renovations in 1992, said Tom DuBuc, including the addition of a large exercise yard and a computer system for bookings and record-keeping. They also renovated all the kennel space, both

indoors and out, pouring new concrete and increasing the pitch for improved runoff.

Finding a kennel that is right for your pet takes some work, said DuBuc, but there are some basic things each pet owner should look for.

He said you should insist on touring the boarding area and look to see if the animals are in runs or cages, evaluate the cleanliness of the area, check to see if there is heat and determine if there are any odors. "A well-maintained kennel should smell clean, no matter how big or small," he said.

Owners should also inquire as to the type of food their pet will be fed and if bedding is provided.

Other things to be on the lookout for are double fencing, covered runs and the number of doors in the facility. "If your pet is an escape artist, you want to make sure he is going to be in another security area and not out in the street," said DuBuc.

A reputable kennel will also require proof of the most common vaccines, including distemper, hepatitis and parainfluenza, as well as the bordetella, corona and rabies vaccines, DuBuc said. "Also,

you want to ask if they check for fleas and diseases and if your dog has to have a shot for the canine cough."

When it actually comes time to leave your pet, to avoid sad whimpering and meowing make the goodbye as quick and upbeat as possible, DuBuc said.

"You should try not to make a big fuss," he added, "Bring in something with the dog's scent on it, say a quick goodbye and just let the dog go. If you're upset, your pet is going to sense it and be just as uneasy."

In addition to the kennel services, the DuBucs offer full grooming for all breeds, "courtesy services" such as breeder referrals and a wide range of pet supplies and food.

"We carry collars, crates and even offer a crate rental service," said DuBuc. "We also sell premium pet goods like Pro Plan, Iams, Science Diet, Nutria Max and Nature's Recipe."

He said 1992 was a good, and expects continued growth throughout 1993. "It looks very good," he said. "People are a little more at ease with the economy, they seem to be going away a little more. I hope it continues."

## Store evokes memories of home

By Robert Webster Jr.

Memories of home and the feelings it summons up are often intangible, but oftentimes it is the feel of a large, soft afghan, or the look of a old rocking chair that can bring those memories to life.

And recreating that sense of home is what Marlene and Gil Brookins try to do at their Little Country Store at 427B Kenwood Ave. in Delmar.

Offering retail gifts and home accessories with a country flair, the Brookins opened the shop in 1989.

The couple started with a small woodworking business they ran from their home, but as the business began to grow, so did ideas of producing and marketing such specialties on a larger scale.

Inside the store, customers can discover country and folk art classics, old collectibles, tinware, pottery and new reproductions of Shaker items, said Brookins. "We offer an extensive collection of limited production gifts and furnishings, all made in the U.S.A.," she said.

"Made in the U.S.A." is more than a saying, it's our way of doing business," said Brookins. Well-known brand names such as Yankee Candle and Colonial Tin are among the products the store stocks.

Other items for sale include dolls, candles, woodenware, dried

**'Made in the U.S.A.' is more than a saying, it's our way of doing business.**

Marlene Brookins

flowers and a variety of soaps, as well as homemade breads, jams and candies.

A new item in the store for 1993 is a two-quart Bethlehem Bicentennial Crock, designed exclusively for the Little Country Store, to commemorate the town of Bethlehem's 200th birthday this year.

The crock features an artistic rendering of the Adams House

created by local artist Debbie Rohrbach.

Although the challenge of finding and purchasing the wide array of items the store carries is an enjoyable aspect of her work, Brookins said, it is the customer service aspect of the business she enjoys the most.

One of the things Brookins does for her customers is offer a decorating service, starting them off with a theme or motif that they would like to see in their own home.

"I know what my customers are looking for and what they like," she said. "We cater to our customers and start them off with pieces they want to use and build onto later."

Brookins described business in 1992 as "very good, a real improvement over 1991," and expected 1993 to be even better.

"We are expanding our Yankee candle line, adding more lamps and some small primitive furniture accessories," she said. "So far we are ahead of 1992, so we'll take it month by month and hope it continues."

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# D.A. Bennett earns high marks for value, service

By Erin E. Sullivan

As ice forms and snow falls, many people perch by their windows for a view of winter wonderland from within warm, cozy houses.

If these spectators live in the Delmar or Colonie areas, there's a good chance the furnace responsible for this comfortable atmosphere was installed by D.A. Bennett.

D.A. Bennett Inc., a long-standing Delmar fixture at its 341 Delaware Ave. location, is a plumbing, heating and air conditioning company specializing in Lennox heating and air conditioning units.

The company's principals believe a tradition of emphasizing quality products and service has helped them weather the recession and that the same dedication to value will send them sailing out of it into smoother economic waters.

Owners Tom Drake and Doug Darrone anticipated the approaching hard times before the recession began and prepared for them. "We saw what would happen to the economy, and we tightened our belts," said Darrone. The move clearly paid off — not only has the company kept its head above water, but D.A. Bennett saw a 15 percent increase in business in 1992.

In addition, the company successfully completed a rigorous evaluation process in 1992 to become a Lennox quality dealer. Lennox Industries Inc., a worldwide manufacturer of heating and air conditioning systems, markets



Doug Barrone, left, and Tom Drake, owners of D. A. Bennett Inc., proudly display the symbol of their affiliation with Lennox Industries. Elaine McLain

D.A. Bennett. Bennett purchased the village blacksmith shop, located where the store now stands, and turned it into a plumbing shop. Since then, the firm has gone through three generations of family guidance, and until Doug Darrone joined the company, no owner had been from outside the family.

Both Drake and Darrone have been with the business for more than 20 years.

A major portion of D.A. Bennett's business is service. The company services all lines of heating and

## Weisheit offers answer to yard care drudgery

By Erin E. Sullivan

The thought of cutting acres of grass or shoveling mounds of snow probably just doesn't appeal to you. But if doing these chores atop a riding lawn mower or behind a snowplow sounds better, Weisheit Engine Works might have the perfect answer for your needs.

If it's power you want, it's power you'll get. Lawnmowers, lawn and garden tractors, chain saws and snowblowers — are all available at the store in Glenmont.

The lawn and garden power equipment store is owned by Bill Weisheit, who has more than 22 years experience in the power equipment business.

"Power equipments is our only business," he said, "not a sideline to auto repairs, bicycles or hardware. We sell premium brands of new power equipment at competitive prices."

And when a customer buys something, there will be no searching for nuts and bolts or deciphering which pieces are attached to each other. Unlike some merchants who sell equipment in a box, all the products Weisheit are already assembled and serviced.

The Engine Works has one full-time and two part-time employees. A modern, on-premise service department is equipped to handle repairs on all major brands of power equipment, ranging from string trimmers to garden tractors. Weisheit also specializes in chain saw repair and sharpening. "Our parts department is stocked with thousands of parts for shop use and over-the-counter sales," he said.

In addition to these services, the store sells and services a complete line of professional lawn and turf equipment for the professional landscaper. "We were one of the first dealers in the area to hold an annual open house for the professional landscaper," said Weisheit.

For those with little space at home to store either a lawn mower

when the grass is covered with snow, or a snowblower when the snow is replaced with grass, Weisheit provides seasonal storage for mowers in the winter and snowblowers in the summer.

During the winter months only, the store offers reel and gang (three or more blades) mower sharpening. A radio dispatched pick-up and delivery service is also available.

its products through independent dealers. But Lennox only works with companies that meet designated levels of quality and service. Thus, dealers are evaluated annually based on professionalism, stability and commitment to service.

According to Tom Keefe, president of Lennox Industries, the program is designed to ensure commitment to outstanding service. Dealers are rated on a scale of D1 to D5 ('D' standing for dealer), D5 being the highest. The majority of dealers nationwide receive a

grade of D3 or lower. D.A. Bennett received a D5.

"The contest took place in 1992 and the awarding was in mid-1992," said Drake. Only about 1 percent of the dealers nationwide receive the honor, he said.

In addition, every year the Lennox company determines who sells the most Lennox-Pulse furnaces in an area. D.A. Bennett snatched up this honor as well last year.

The company was founded in 1915 by Tom Drake's grandfather,

air conditioning, residential and light consumer, and all plumbing, residential and light consumer. Last year, D.A. Bennett added three new trucks to its present service fleet of 30 vehicles.

In addition to plumbing, heating and air-conditioning, the business also sells whirlpool bathtubs, and other bathroom accessories, including sinks and toilets.

D.A. Bennett plans to soon open a satellite store in Malta. "We are looking forward to good business again this year," said Drake.

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## Repair professionals



Robert Havill, left, owner of Havill's Autobody, shares the building at 90 Adams St., Delmar, with John Hoenig, owner of Tri-Village Auto Sales, and Doug Shanley, owner of Delmar Auto Radiator. Havill specializes in autobody repair and collision damage, while Shanley's speciality is auto and industrial cooling systems and fuel tank repairs. *Elaine McLain*

## Specialists find root of foot problems

By Erin E. Sullivan

Every day, thousands of people cramp their aching feet into shoes that are either too small, or made of materials that don't allow the feet to breathe. Add this to an average of 5,000 to 8,000 steps a day, and it's no wonder 82 percent of American adults complain about some type of foot problem.

Foot pain is often a signal that something serious could be wrong.

The doctors at Foot Specialist Associates on 1692 Central Ave., Colonie, help clients to correct foot disorders and to learn how to prevent future problems.

The staff includes Dr. Perrin Edwards, who has been in practice in the Capital District for the last 12 years after completing a surgical residency at Coney Island Hospital in Brooklyn. He is board certified in ambulatory foot surgery as well as laserbeam foot

surgery.

Dr. George Macpherson joined the group after completing a medical/surgical residency at Rockland State Hospital in 1981. Dr. Annie Gines, who after a Brooklyn residency, went into private practice in Schenectady, moving to Foot Specialists Associates in 1980.

Dr. Gines was also director of podiatry at the Whitney M. Young Health Center, starting their podiatry clinic in 1980 and continued to practice there on a part-time basis until the summer of 1991.

Foot Specialist Associates also has an office on 804 Warren St. in Hudson.

Many foot problems such as bunions, hammertoes, heel spurs, ingrown toenails, warts, corns and callouses, fungus nails and arch pain can be treated right in the

office. And if a client is diabetic or elderly and just needs a professional to trim toenails, it can also be taken care of in the office.

In addition, most surgeries can be done in the office or in a same-day surgery facility.

Foot Specialist Associates also prescribes orthotics, successful medical devices to help correct foot disorders. Orthotics are custom-made shoe inserts that relieve symptoms by altering and controlling the way people move their feet. These also help to relieve hip, knee or back problems, and to protect tender areas of the foot from constant use. Orthotics might be able to delay surgery and maintain correction after the surgery.

Orthotics can be made for dress shoes, sneakers and even ski boots.

Last year, the Colonie office was remodelled including the addition of computers and the opening of an operating suite.

## Money matters



Financial services is the name of the game for staffers like Staci Creghan, left, Mark Chalachan, Robin Rapant and Bob McDonald at Arthur Place and Co., a certified public accounting and consultation firm located at 1218 Central Ave. With a new administration in office, employees are keeping their eyes focused on tax planning for clients in 1993. The firm also offers estate planning, systems analysis and implementation. *Hans Pennink*

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# Flower shop blooms in wilted economy

By Erin E. Sullivan

Starting a business can be tough on anyone.

When Liz Carey was opening The Flower Shoppe in Latham, not only did she have to deal with construction in her store, but she had to cope with construction outside her business as well.

With road crews working to expand Route 7 last year, drivers attempting to turn into businesses along the busy highway had their work cut out for them.

"It was just not safe sitting out there waiting to turn," Carey said. "People would call me on the phone and say, 'I tried to go to your store, but I couldn't figure out how to get in there.'"

The construction workers remained in front of The Flower Shoppe for several weeks. "This hurt our business very much," Carey said.

Construction will resume again in the spring when the weather is warmer. "They're almost finished," said Carey. "When the project is done, all the businesses on Route 7 will benefit."

With several years of experience in the floral business, Carey decided to strike out on her own

ing new products, and I hope to keep expanding."

The Flower Shoppe specializes

***Because I rent the building, I can't do anything to the outside structure. I've been renovating the inside, adding new products, and I hope to keep expanding.***

Liz Carey

last year. "I had no intentions of starting my own business at that point," she said. However, when a shop became available on Route 7, she grabbed the opportunity. "I couldn't pass it up," she said. "It was such a good location, and when construction is done, everything will work out great."

Since Carey acquired the business, she has been expanding and perfecting. "Because I rent the building, I can't do anything to the outside structure," she said. "I've been renovating the inside, add-

ing fresh-cut flowers and arrangements. The store also offers silk arrangements, greeting cards,

balloons, stuffed animals, gift items, candles and accessories. Wire service and delivery are available, as are full services for weddings, parties and funerals.

The shop's two full-time employees and one part-time employee work with the customers to see that they get exactly what they want. "All the permanent pieces, like the silk arrangements, are custom made," said Carey. "With fresh and silk flowers both, we ask the customer for the color scheme and style of the room where the flowers will be, and create something accordingly. Sometimes if the house is in the area, we'll go there to see exactly

where the arrangement will be placed. We ensure that our customers get what they pay for."

Last year started out very slow for The Flower Shoppe, but when the holiday season rolled around, Carey found herself in a comfortable position. "I relied mainly on word of mouth and local newspapers to let people know about the business. I'm glad people in the area gave me a chance."

"I feel that 1993 is going to be a good year for us," she said, "especially when construction is done. Everything is going to look so nice that people will want to use the new sidewalks and see what is out here."

## Cintra removes unwanted hair

By Erin E. Sullivan

For those who feel caught up in an endless cycle of bleaching and shaving unwanted hair, there is a way to end the problem for keeps.

Cintra Electrolysis of Delmar offers a solution by electrolysis, the only known method for permanent removal of unwanted hair. A fine probe is inserted into the hair follicle and heat is released, and this closes off the follicle so the blood supply cannot nurture the hair. "With this method, there is no hair re-growth," said owner Cynthia Rosano, who opened the business in 1985. "If some hair does grow back, it will grow back finer and lighter and we can take care of it in additional treatments."

She said that a typical treatment is finished anywhere from three months to as long as one-and-one-half years. "The time for a treatment to be completely finished depends upon how coarse the hair was to begin with. If it is very coarse, the treatment will take longer."

Electrolysis can be done on just about any part of the body, and on women or men, but Rosano will only take men as clients if they are by referral.

And she said horror stories about the pain of electrolysis are not all true. "The amount of pain depends on the individual and how sensitive the skin is," she said. "Electrolysis feels like a pin prick or a quick sting. After the treatment is finished, there is no pain."

Each treatment is given in increments of roughly 15 to 30 minutes. The treated area of skin may initially tend to be red and somewhat bumpy, but this will disappear in one to two hours. Rosano suggests that customers avoid caffeine and stress before each treatment. "We tell clients to mellow and not to rush to the appointment. The more stressed a person is, the more they concentrate on what we are doing and the more pain they feel."

Cintra prides itself on the most up-to-date methods of sterilization. After use, the probes are autoclaved. Steam under pressure causes sterilization of the probes. "It's somewhat like a pressure cooker," said Rosano.

Disposable probes have begun to surface in the market, but Rosano prefers the insulated ones. "Disposable probes are not insulated, while the non-disposables are. Because of the insulation, non-disposable probes can be inserted into the pore and only release heat at the base of the follicle. Disposable probes give off heat at the skin's surface, which can cause burning of the skin and some scarring."

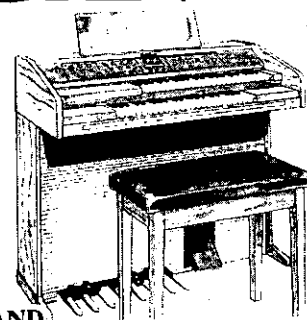
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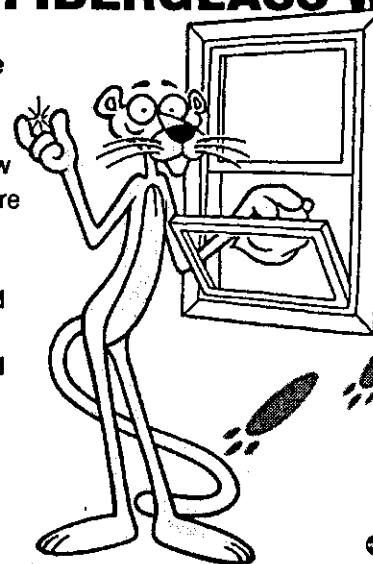
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# Chamber of Gold touts quality offerings

By Erin E. Sullivan

All that glitters isn't gold, but chances are if it does glitter, it can be found at the Chamber of Gold.

The Chamber of Gold, located on Oneida Street in Cohoes, is a relatively new full-service retail jewelry store. The shop offers a menagerie of watches, rings, 14 karat gold necklaces and chains, sterling silver, semi-precious and precious stones.

"We have freshwater pearls, rose quartz, onyx — everything,"

said owner Tina Walsh. Also available at the shop are handmade candles, jewelry boxes and custom-made jewelry.

In addition, the store boasts a free layaway plan and a jewelry and watch repair service. If your favorite ring is too large or too small, the ring adjustment service will do the trick.

Another benefit is that all 14 karat gold items are all backed by a lifetime guarantee.

"There are many places to buy

gold and many prices which you can buy it at," said Walsh. "There are also several different qualities and differences in gold."

Walsh stresses that when customers buy jewelry at her store, they are getting quality jewelry at a discount price. "We may not be the cheapest, but we offer quality at a discount. Another piece of jewelry may look almost exactly the same as a piece in our store, and it may be less expensive. But there is a difference — a difference in quality."

Before opening the Chamber of Gold, Walsh spent five years as manager of a retail fine jewelry store. She was also employed with a major jewelry dealer, Finley, which works with large outlets like Macy's.

Walsh then decided to travel to South Carolina, where she trained with a gemologist for a year to learn about the jewelry business. "I'm not a gemologist now, though," she said. After her stay in South Carolina, Walsh opened her store in Cohoes on July 1, last year and has been in business since.

Today, the Chamber of Gold, with three full-time employees, focuses on customer service, "during and after the sale of merchandise," Walsh said.

"I try to do my best to help customers and share any knowl-

edge I have about a particular piece they're interested in," she said. "I give them as much help as they want, but if they want to be left alone, I will leave them alone."

"I'm very happy with our business in 1992," she said. "We've only been around for seven or eight months, and not a lot of people know about us." Walsh noted that because she doesn't have a great deal of cash on hand to invest in advertising, most of her publicity has been by word of mouth. But she likes her present location and is optimistic about 1993.

"We hope it will be great. People will come in and see the beautiful jewelry we have at great prices, and we'll have a booming business."

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Jim Moak, left, president of Moak Builders in Guilderland, reviews plans with framing contractor Jerry LaBarre. Moak takes a hands-on approach to building, priding himself on his constant communication with clients.

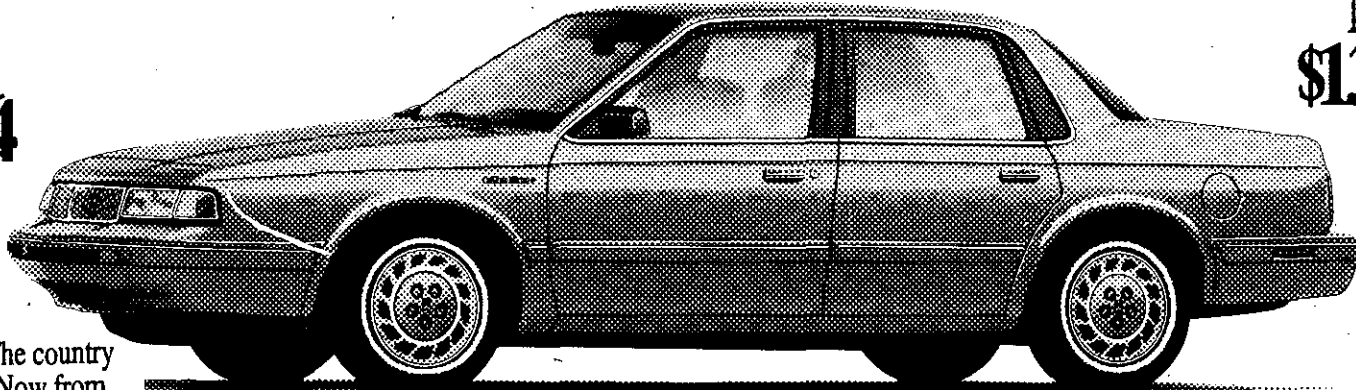
Hans Pennink



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<b>'89 CADILLAC DEVILLE 4 DR.</b> 43,146 Miles, V-8, Cab Top, A/C, PW, PL, P Seats, Cruise, Tilt, Leather. Was \$15,495 <b>NOW \$14,295*</b>	<b>'91 CADILLAC ELDORADO 2 DR.</b> 31,978 Miles, V-8, PW, PL, P Seats, A/C, Cruise, Tilt, Leather, Cass. Was \$21,995 <b>NOW \$19,995*</b>	<b>'89 OLDSMOBILE CUT. SUP. INT. 2 DR</b> 41,197 Miles, V-6, PW, PL, P Seats, A/C, Cruise, Tilt, Cass, Buckets. Was \$11,495 <b>NOW \$9,895*</b>	<b>'89 CADILLAC BROUGHAM 4 DR</b> 57,502 Miles, V-8, PW, PL, P Seat, Leather, A/C, Cruise, Tilt, Cass. Was \$12,495 <b>NOW \$10,995*</b>	<b>'89 LINCOLN TOWN SEDAN</b> 48,153 Miles, V-8, PW, PL, P Seats, A/C, Cass, Leather, Cruise, Tilt. Was \$14,295 <b>NOW \$10,995*</b>	<b>'88 OLDSMOBILE CALAIS INT 2 DR</b> 41,561 Miles, Quad 4, Cruise, Tilt, Cass, PW, PL, P Seat, A/C, Sunroof, Auto. Was \$7,995 <b>NOW \$6,495*</b>	<b>'88 CADILLAC ALLANTE CONV</b> 34,683 Miles, V-8, Red, Leather, PW, PL, P Seats, A/C, Cruise, Cass. Was \$22,995 <b>NOW \$20,995*</b>
<b>'90 CADILLAC ELDO BAIRITZ</b> 44,680 Miles, V-8, PW, PL, P Seats, P Sunroof, A/C, Cass, Cruise, Tilt, Air Bag. Was \$19,995 <b>NOW \$17,995*</b>	<b>'88 CADILLAC BROUGHAM 4 DR G'ELEGANCE</b> 44,261 Miles, V-8, Leather, PW, PL, P Seats, Cruise, Tilt, Wires, Cass. Was \$13,995 <b>NOW \$10,995*</b>	<b>'90 FORD BRONCO II</b> 30,106 Miles, V-6, 5 Spd, XLT, PW, PL, A/C, 4WD, Cass, Cruise, Tilt. Was \$14,495 <b>NOW \$12,495*</b>	<b>'91 CHEVROLET CAPRICE CL 4 DR</b> 33,005 Miles, V-8, Cruise, Tilt, PW, PL, A/C, Al Wheels, Delay. Was \$13,995 <b>NOW \$10,995*</b>	<b>'91 CADILLAC FLEETWOOD 4 DR</b> 26,901 Miles, V-8, Leather, PW, PL, P Seats, ABS, A/C, Cruise, Tilt. Was \$24,995 <b>NOW \$20,995*</b>	<b>'91 CADILLAC SEVILLE 4 DR</b> 26,891 Miles, V-8, Leather, PW, PL, A/C, P Seats, Bose, Cass, Air Bag, Cab Top, Cruise. Was \$21,995 <b>NOW \$19,995*</b>	<b>'90 CADILLAC DEVILLE 4 DR</b> 56,374 Miles, V-8, P Seats, PW, PL, A/C, Cruise, Tilt, Cass, Velor. Was \$15,995 <b>NOW \$14,795*</b>
<b>'91 LINCOLN TOWN SEDAN 4 DR</b> 19,368 Miles, V-8, Cab Top, PW, PL, A/C, P Seats, Leather, Cass. Was \$19,995 <b>NOW \$17,995*</b>	<b>'89 OLDSMOBILE CIERA INT 4 DR</b> 48,216 Miles, V-6, PW, PL, P Seat, A/C, Cass, Cruise, Trunk Rack, Tilt. Was \$10,995 <b>NOW \$8,495*</b>	<b>'91 CADILLAC DEVILLE 4 DR</b> 29,964 Miles, V-8, Leather, PW, PL, P Seat, Cass, A/C, ABS, Tilt, Cruise, White. Was \$21,995 <b>NOW \$18,995*</b>	<b>'92 CADILLAC DEVILLE 2 DR</b> 25,520 Miles, V-8, ABS, Air Bag, Leather, PW, PL, P Seats, A/C, Cass, Cruise, Tilt, Landau. Was \$23,995 <b>NOW \$21,995*</b>	<b>'90 OLDSMOBILE CUT SUP 4 DR</b> 33,971 Miles, V-6, A/C, Cass, PW, PL, Cruise, White, Tilt. Was \$11,495 <b>NOW \$9,495*</b>	<b>'89 CADILLAC ELDORADO</b> 61,684 Miles, V-8, A/C, Cass, PW, PL, Cruise, Tilt, P Seat, Power Trunk. Was \$13,495 <b>NOW \$11,995*</b>	<b>'91 HONDA ACCORD DX 4 DR</b> 49,811 Miles, 5 Spd, Cass, A/C. Was \$12,795 <b>NOW \$9,295*</b>

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## Home sweet home



Design and construction of homes like this is the forte of Mitchell Homes at 500 Kenwood Ave. in Delmar. The company, which builds houses, additions and small commercial buildings, also specializes in solar energy design, indoor air quality and consulting work.

## Piano outlet tunes up for third business year

By Robert Webster Jr.

Selling pianos for a living doesn't sound too tough.

Surrounded by beautiful music, quality instruments and other people who share your passion for a melodious tune, it sounds like a job made in heaven.

Then they spring the hours on you.

"We like to work 70-hour weeks," said Rick Rowley, who, along with Kurt Glacy, are the owners of Circle Music in the Circle West Plaza, 515 Troy-Schenectady Road in Latham.

Specializing in the sale and servicing of new Baldwin, Schimmel, Technics and Tanglewood pianos, Circle Music distinguishes itself from most area music stores by providing two studios and five independent instructors on the premises.

The store also has its own recital hall, which is open to area musicians and teachers at no charge. "About 40 people have taken advantage of the recital hall," said Rowley. "There is still plenty of space available."

The store plays host to the occasional concert or workshop, he said, featuring performers whose expertise ranges from fledgling young pianists to trained members of the Capital Chamber Artists.

"We usually have something every weekend," said Rowley, a

piano player himself with more than a decade of experience in piano sales. "We try to offer a variety of performances, from piano teachers and their students to some of the top artists around."

Formed in 1991, Circle Music had a solid first year and found 1992 "to be very good," said Rowley, with sales reaching \$1.5 million. Last year also ushered in some renovations at the shop, including an expansion of the recital hall and the construction of a wood stage.

The scope of Circle Music's influence reaches outside of the store, however, as they are the official supplier to the Saratoga Performing Arts Center and the Albany Symphony Orchestra, and have provided pianos for the Knickerbocker Arena and the Palace Theatre.

It was at the Palace Theatre last year that Circle Music coordinated two promotions to raise \$10,000 for the Albany Symphony Orchestra, said Rowley, just one of their efforts to help area arts groups.

Still in a "growth situation," Circle Music should continue to do well into 1993, he said, as he sees a new generation of buyers interested in pianos and piano playing.

"We see a renewed interest in families looking to provide the benefits of a musical education to their children as schools have restricted their budgets," said Rowley.

# Keeping up with E.D. Jones no easy task

By Erin E. Sullivan

If it isn't brokerage, don't fix it.

There's certainly no adjustment needed in Edward D. Jones & Co.'s brokerage firm. Since the firm was founded in 1871, offices have expanded to more than 1,900 branches, covering 48 states. Twelve of these are located in New York.

Edward D. Jones & Co. is not like other brokerage firms. While big Wall Street firms were laying off thousands of employees in 1991, Jones & Co. was busily expanding, hiring more employees and opening new branches. But then again, the company has never really followed the lead of other larger firms.

The firm was founded in 1871 at the bond house of Whitaker & Co. In 1922, Edward D. Jones Sr. founded the financial-services firm bearing his name. When 1943 rolled around, the two firms merged.

For the next seven years, company history shows that

Edward D. Jones & Co. was relatively typical of most New York Stock Exchange firms. The company's representatives travelled the countryside surrounding the company's office in St. Louis, Mo. from Tuesday until Thursday looking for business, earning them the name "TNT brokers."

Edward D. "Ted" Jones Jr. then returned to work in his family's business in 1948 after studying at the University of Missouri and spending some time on Wall Street. He began experimenting with the concept of locating offices in communities outside of St. Louis. When the first branch office was opened in 1955 in Mexico, Mo., a new trend began.

Since then, the firm has been opening offices, not in the main cities of America, but in the suburbs.

Jones follows the more personal one-person office strategy and has found this to stimulate growth for the company, as revenues have skyrocketed from \$16

million in 1977 to \$228 million in 1990. In 1989, the firm joined only five others in the business to serve one million investors or more.

**Jones follows the more personal one-person office strategy and has found this to stimulate company growth.**

Jones & Co., however, is the only brokerage firm to deal solely with individual investors. In addition, the firm has more branch offices than any other brokerage firm in the country. Now, the larger companies are trying to keep up with the Joneses.

The company specializes in conservative long-term investments that include municipal, government and corporate bonds, mutual funds, common stocks and tax-advantaged securities. Target groups include retired people, those preparing to retire and independent business and professional people.

The largest satellite network in the securities industry and one of the largest such networks overall is a benefit the brokerage touts. With this system, clients can place orders and within seconds know the price including commission.

With video capabilities, the firm can broadcast seminars and other training programs from its headquarters to investment representative and clients across the na-

tion. Jones' MarketScope provides up-to-date information on more than 5,000 companies and buy, sell and hold recommendations on more than 1,000 companies.

In January of 1992, a Jones & Co. opened in Central Ave. in Albany. While a branch office administrator was added to the staff in 1992, the office still consists of simply, two full-time and one part-time employee.

Business is expected to be strong in 1993 and expansion is anticipated. According to John W. Bachmann, managing principal, "The firm is training more than 60 investment representatives each month to work in one-person branches located in both large suburban and rural communities across the country."

## Hightech creates signs of the times

By Erin E. Sullivan

Grocy Stre?

For decades, most businesses have labeled their storefront windows with a stenciled coat of paint — a temporary coating which, in time, chipped off, causing unintentional abbreviations of the franchise's name.

But times are changing.

Hightech Signs of Albany realizes this, and they're willing to show others that a company's moniker means business. With Hightech, when you are standing in front of a grocery store, you'll be sure to know it.

Located on Central Avenue, Hightech uses state-of-the-art equipment to produce perfect signs for companies and vehicles. The firm also specializes in banners, window lettering, magnetics and graphics.

Hightech Signs opened less than a year ago, and has seen good business since. "I always wanted to work for myself," said owner/founder Brian McCusker. "I used to work for a cellular telephone company, but when they became more of a commodity, I decided to start my own business."

McCusker began investigating the Hightech business at franchises in Dallas. "I did some research in the area and I decided that Albany could use a business like Hightech," he said. Plans were underway in the late summer of 1991, and in March of 1992, Hightech Signs was open for business.

The store is one of 85 franchises throughout the United States. Hightech fever has also spread internationally, and shops are now located in Canada, Mexico and Spain.

Part of the attraction to this updated sign shop is the modern equipment which is used to ensure duration and quality of the signs produced. New technology means one-day service on most orders, and it means that vinyl signs will outlast paint three to one outdoors. Hightech can work from customers' sketches, and because there is no reproduction art, the computer-produced signs can cost as little as one-third the price of hand-painted signs.

Vinyl is not the only way Hightech can make signs, either. Posters and showcards, aluminum, acrylics and sandblast signs are also available.

A staff of four full-time employees use their talents at the local Albany store. While Hightech finished with strong sales in 1992, McCusker expects to see a growth in business this year. To fuel this, a computer point-of-sales system will be added to the business, as will some new equipment. "The system will help with billing and with marketing our products better to the existing customers and any new customers," McCusker said.

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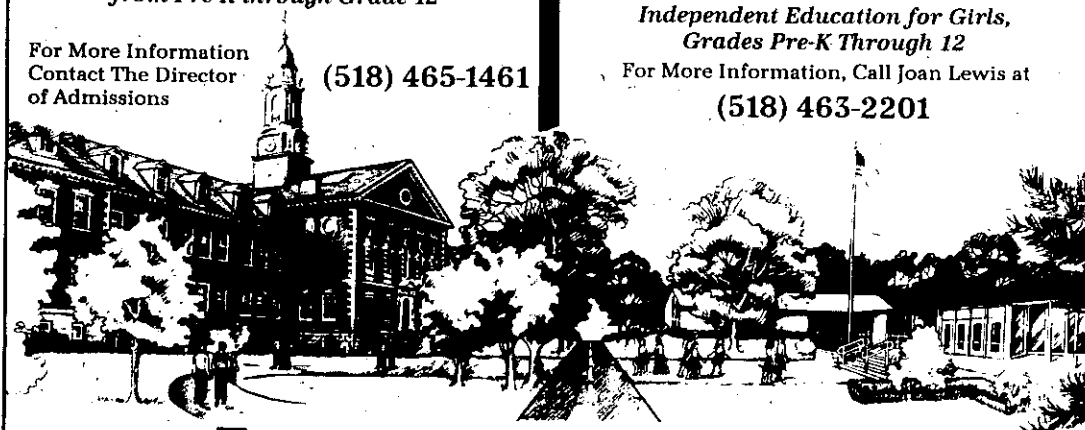
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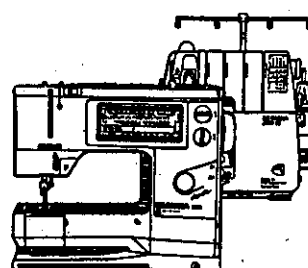
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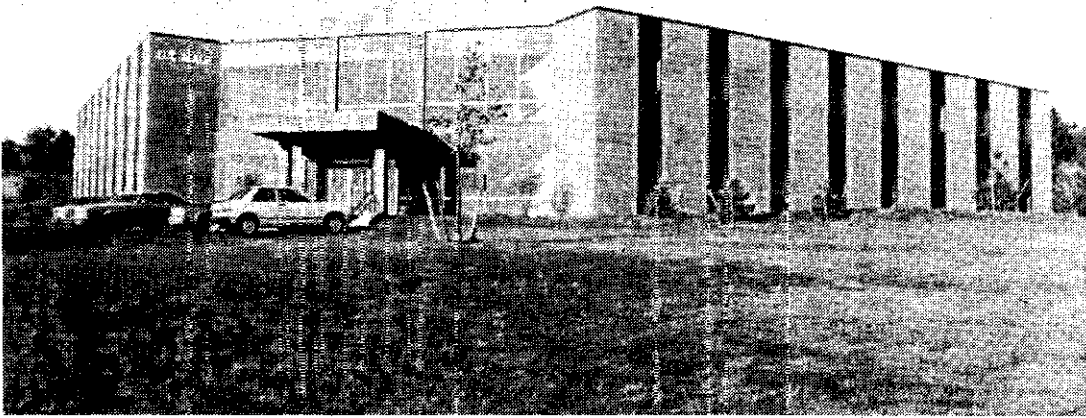
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## Delmar insurance firm picks up business pace

Burt Anthony Associates, located at 208 Delaware Ave., Delmar, is a bonafide hometown business.

After all, they've been in the insurance business since 1954 and the vast majority of their clientele come from the tri-village area. Over the years they've gradually increased their base to where they can claim more than 2,000 commercial and individual customers.

Prospects for 1993 look good, according to firm Vice President Greg Turner. "We expect the volume of our business to grow about 15 percent this year. We've already started seeing some signs of recovery."

For Burt Anthony that means larger business payrolls and more people buying new cars and homes. "People seem a little less reluctant to purchase the big ticket items," Turner said.

Business over the past few years has been somewhat flat, he noted. The first signs of real activity came during the second half of last year.

***We expect the volume of our business to grow about 15 percent this year.***

**Greg Turner**

Employment is expected to remain stable despite the added volume. The firm has seven full-time employees mostly involved with customer service.

The types of insurance offered run the gamut from business liability and workman's compensation to group health insurance and individual car insurance.

## Catch of the day



John Ciarmello, left, manager of Crisafulli Bros. Cash and Carry Marketplace, and Wally Foster, assistant manager, show off some of their quality seafood and produce. The shop, located at 880 Broadway in Albany, also specializes in custom cut fresh meat, deli, cheese, gourmet and specialty items, restaurant equipment, unique gift items and baked goods.

*Elaine McLain*

# Roberts puts focus on customer

By Erin E. Sullivan

When Hugh Roberts joined Roberts Real Estate in 1966, there were 10 employees. Today, the business has that many branch offices.

Roberts Real Estate specializes in buying, selling and relocation, and approximately 250 people work for the agency that covers Albany, Rensselaer, Saratoga and Schenectady counties.

The firm was founded in 1956 by Hugh Roberts' father, Philip. In 1966, Hugh Roberts took over as president and five years later, the first branch office was opened in Delmar.

In 1990, Roberts Real Estate

moved its headquarters to the Sage Mansion in Menands.

Roberts has been the local leader in volume of business compared to other brokers since 1976.

Estelle Momrow joined the Delmar staff as manager in September 1992. Momrow, who has been with Roberts 11 years, said, "The real estate business is attracting more full-time employees who are not just working with real estate as a part-time job," she said. "The whole business is becoming much more professional."

The Delmar branch has been the leading office in market share for the past 17 years, according to

company statistics.

Hugh Roberts has seen his business flourish since it began. "We have pretty much expanded as far as we want to right now," he said.

Roberts feels that all real estate agencies deliver essentially the same variety of services.

"It's now a question of how good a job each agency does in offering these services," he said. "The fact that we are not a franchise, but a family business, gives a sense of continuity to our customers."

Roberts suffered an off year in 1992, but is anticipating a better market in 1993 as the economy improves.

## Hit the road



Langan Motor Car salesman James Turner shows off a 1993 Jeep Grand Cherokee "Limited" at the company's Schenectady showroom located at 2242 Central Ave. The new jeep is more popular than many of its traditional counterparts because of its aerodynamic design, increased visibility and safety features like driver's side airbags and anti-lock brakes. Langan offers sales and service for Jeep, Eagle, Volkswagen, Audi and Porsche.

Hans Pennink



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Theresa Spinelli, owner of Profile Hair Design at 318 Delaware Ave., Delmar, says the goal in her salon is to treat every customer as if they're the only one in the shop. In addition to a full range of hair services, Spinelli's salon provides nail care, pedicures, ear piercing, waxing and eyelash tinting. Elaine McLain

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## Cozy cafe offers dining out value

By Erin E. Sullivan

For mouth-watering delicacies served in a cozy atmosphere, try out the Londonderry Cafe in Stuyvesant Plaza.

The business is now under new ownership and anticipates expanding through retail food sales this year. A prepared food line including scones — flat, round, leavened cakes made of oatmeal and wheat flour — and soups will most likely be available. "Customers in our restaurant have been asking if they could buy our scone baskets," said Christine Perry, one of the owners of the cafe. "From these requests we decided to look into selling some soups, which have been very popular, along with our scones."

Perry and co-owners Rosemary and Kristin Cuzdey have been in contact with specialty food stores in the Chatham and Latham areas since last year.

When the new owners took over in last July, the restaurant not only saw a name change, but a 10 percent increase in business as well.

In addition, two new employees were hired to complete the seven full and five part-time staff. The family owned and operated business will celebrate its first year on July 1.

Supplemental services including catering, business lunches and bridal showers are all offered along with the regular lunch, din-

ner and Sunday brunch schedule. Bridal showers take place on Sunday evenings by request. The cafe provides flowers, cake and decorations, and up to 40 can be accommodated.

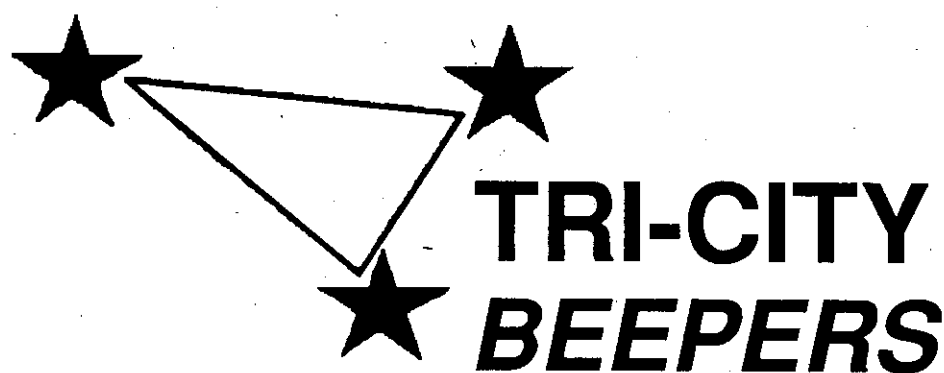
The owners also have some special highlights planned for this year including a quarterly restaurant newsletter, a frequent diner program and early dining dinner specials. In addition, Perry said the cafe will attempt to emphasize more "down-home cooking." This will be accomplished with help from Kristin Cuzdey, who was trained at the Culinary Institute of America.

"Our cafe is one of the best values for dining out in the area," said Perry.

## Chamber trio



Providing a wide variety of economic development and networking opportunities, the Albany-Colonie Regional Chamber of Commerce works for numerous businesses in the Capital District. Formed in 1983, the chamber provides member benefits including a bi-monthly newsletter, programs and events for members, health insurance, member-to-member discounts, and a variety of other opportunities to help businesses start up and thrive. Shown above, from left, are 1993 Chairman Salvatore Ferlazzo, Executive Director Wallace Altes and Colonie Community Development Director Anne Marie Sheehy. *Hans Pennink*



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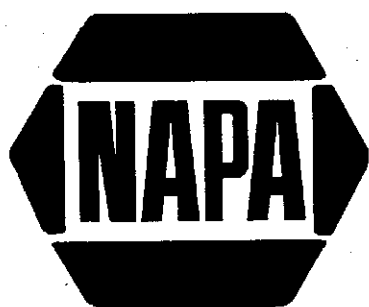
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## First National banking on brisk business in '93

By Robert Webster Jr.

The First National Bank of Scotia, with deep roots in the Capital District, has a strong sense of community and puts its money and expertise where its mouth is.

Personnel sit down with customers to determine what their needs really are before deciding what kind of loan, if any, applies, said Assistant Vice President Diane S. Faubion.

"We are very personal," she said. "Our claim to fame is our real small town atmosphere."

The home office of First National Bank of Scotia, 201 Mohawk Ave. in Scotia, opened in 1923. Today, with nine branches located throughout Albany, Saratoga and Schenectady counties, the bank offers a full range of financial services, from loans to savings and checking accounts.

After a "great" 1992, Faubion

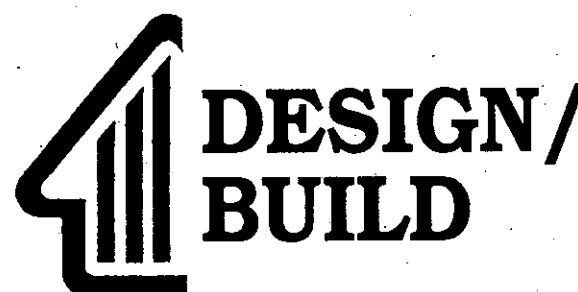
said 1993 will be equally exciting, as the bank is looking into expanding car and home equity loans, its brokerage services and its savings programs.

"We are very hopeful 1993 will be just as great, if not better, than 1992," she said.

***Our claim to fame is our real small town atmosphere.***

**Diane S. Faubion**

"We expect continued growth in deposits, loans, reserves and income in 1993," echoed Kenneth E. Burhmaster, chairman of the board. "Our experienced officers and employees will provide personalized financial services for family, commercial and municipal customers as the Capital District economy improves."



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## Contractor expecting more business in '93

By Erin E. Sullivan

Timothy Hanifin, owner and president of Hanifin Construction Inc., expects this year to be more profitable than 1990-92.

"We usually see a slowdown of work in the winter months, but we did not have that this year. With the work and jobs we have lined up from the last few weeks, I can see that this year will be much better than 1992. Hopefully, this business will take us right through '93."

Formed in 1983 by Hanifin, the firm on 16 McMillen Place, Delmar, operates as a residential building contractor.

Half of the services are provided to general contractors in the new construction field. The other half of the services deal with homeowners directly. Hanifin will sit down with customers to plan custom homes.

If the customer needs space but does not wish to purchase or build a new home, Hanifin will design a plan for an addition to enhance the present structure.

Hanifin also provides other construction services such as siding and roofing.

And for new home builders, "The customer comes in with ideas, and I help with a builder's point of view, telling how to save some money if we were to build the house a different way."

Part of being a general contractor requires coordinating the work of all the sub-contractors. Hanifin Construction works with six to 10 sub-contractors, who work on excavating, plumbing, heating, masonry, sheetrock-drywall and electrical work.

Hanifin Construction is responsible for the carpentry work — the housing frame people see when a house is going up, and the doors and window frames.

Hanifin's company has seen a 300 percent increase in business since its 1983 incorporation. Hanifin Construction maintains a staff of three to five full-time employees and one part-time employee.

## Lektro Kleen off to a fast start

By Erin E. Sullivan

If your floors are showing the wear and tear of everyday traffic, don't worry, Lektro Kleen has got it covered.

Lektro Kleen Inc. of Albany is a full-service flooring center specializing in floor coverings such as carpeting, linoleum, wood and tiles. The store also makes custom area and oriental rugs.

Any design can be worked into the carpet, according to David Cohen, owner of Lektro Kleen.

"One time a customer had an idea to put an image of Elvis in the carpet," he said, "so, we put Elvis in the carpet."

While Lektro Kleen was just opened in 1992, the business itself was founded as another carpet company in 1935 by Cohen's father. Cohen began working in the store, which was on Elk Street in Albany, in 1965.

In July of last year, Cohen split off from the family business and opened his own showroom adjacent to Lechmere's on Railroad Avenue in Albany. The store on Elk Street then closed.

Cohen has quite a substantial background on the national level, serving on the board of directors for the Floor Covering Installation Board, which certifies carpet installers across the nation. He was a vice-chairman and board member of the Floor Covering Installation Contractors Association.

Lektro Kleen has a full-service workroom where mechanics do binding, serging, refringing and general repairs of old carpets and rugs.

"We do all of this on a wholesale and retail level," Cohen said. Carpet and upholstery cleaning is also a branch of Lektro Kleen's service. Carpets can be cleaned in the customers' homes, or the carpet or rug may be brought to the Albany store where the in-plant mechanics will care for it.

Lektro Kleen carries a complete line of linoleum including Congoleum, Armstrong, Mannington and Tarkett, and wood floors by Robbins, Mannington and Bruce. The company does all its own installation, with a staff of 16 employees.

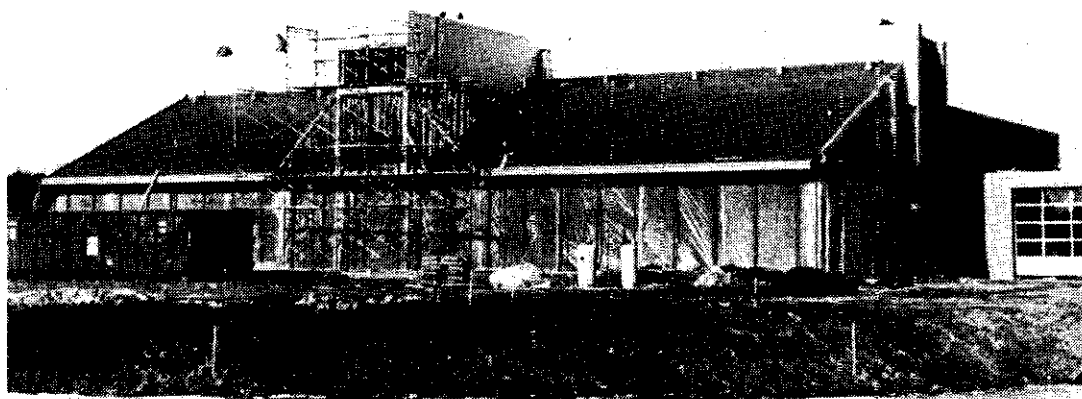
"We have the only designer showroom to the trade in the tri-city area," said Cohen, noting that the showroom features more than 20,000 floor-covering products.

Only in business for seven months, Lektro Kleen has done 25 to 30 percent better than Cohen expected. "We had a tremendous start, even in the bleak economy," he said. "We hadn't done any advertising and we weren't even in the Yellow Pages."

Cohen is hoping to hire more installers in 1993, anticipating a 25 percent increase in personnel.

"We are getting our act together and putting the final touches on our equipment and stock," he said.

## Saab sales and service



Frederick Carl, owner of New Salem Garage, is looking forward to a year of progress with the completion of this brand-new facility on Route 85 in Slingerlands. The business, which was started in 1947 by Carl's father, sells and services new and used Saabs. Added features in the new building will include drive-thru service write-ups, and computer workstations for waiting customers.

Elaine McLain

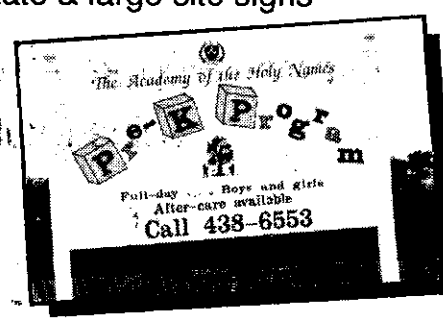
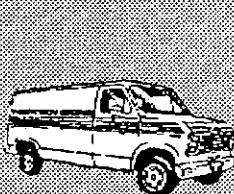
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## Curtis Lumber ages aggressively

By Erin E. Sullivan

Curtis Lumber has a long history.

Founded in 1890, the retail lumber and hardware store chain sells lumber and building materials, kitchen and bath products and hardware and tools. In addition, the store offers contractor services, kitchen and bath designs and special order products.

There are now nine Curtis Lumber branches, including one in Delmar on Grove Street. Curtis headquarters and its subsidiary operations are at Curtis Industrial Park, off Route 67 in Ballston Spa.

In addition to Delmar, there are outlets in Glens Falls, Schuylerville, Warrensburg, Schodack, Hoosick Falls, Amsterdam and Schroon Lake. The company employs more than 270 people, and serves thousands of area homeowners and contractors.

While Curtis Lumber continues to be a rapidly expanding company, the employees still try to maintain personal service. Robert Curtis, owner of Curtis Lumber, prides himself on the old-fashioned philosophy. "We like to deal with people face to face, to learn what you need, to give advice and tips when you want it, to try to get what you need when we don't have it, and to explain it to you when we do," he said. "That's the way it's been for a hundred years, and it

always will be."

Last year, more office and storage space were added to the Delmar location, as were a display area and a new warehouse for millwork and insulation storage. "We are redoing it again this year," said Gene O'Brien, store manager. While the establishment itself was expanded, no new employees were hired last year, and the staff remains at 12 full-time employees and 2 part-time employees.

Business at Curtis Lumber's Delmar location steadily increased last year, and O'Brien anticipates more business this year. "We plan to utilize our space more efficiently and expand all of our product lines this year," he said.

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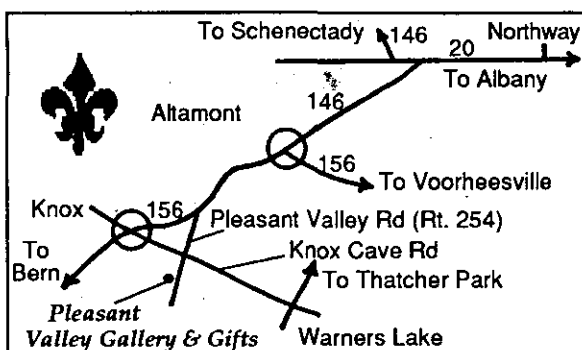
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## A touch of the grape



Craig Allen, vice president of Cadalso Wine and Liquor in the Newton Plaza on Route 9, shows off a champagne gift set. With plans for an extra 500 square feet of selling space already in the works for 1993, the company hopes to increase its selection of fine wines and set the stage for a new wine club. The store has also started carrying non-sulfite wines. A large retailer of wedding favors such as miniature bottle of champagne, Cadalso is hoping to expand its role as wedding reception and party consultants over the next year.

Hans Pennink

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# Book Barn covers wide literary grounds

By Erin E. Sullivan

Grab your favorite Afghan, sink into a comfortable chair and start reading.

Curling up with a good book can be a great alternative to endless sitcom reruns on the tube. If that sounds good to you, a quick trip to The Book Barn in Latham will put you well on your way to fantasy, science fiction or romance.

The Book Barn, located in the Colonnade Shopping Center on Route 2, sells used books, new children's books and comics. Used books range from classics to mysteries, non-fiction and cookbooks — you name it.

"My business is geared toward people who love to read and hate to pay full price for a book they're going to finish in two days," said Daniel Driggs, owner.

Before opening the business, Driggs was a high school and college English teacher. "I always wanted to own my own business," he said. Driggs' love for books and literature and his desire to start a business resulted in the opening of the store in 1991.

Driggs regularly travels to auctions and estate sales to buy books to add to his inventory. He also searches for books that customers want but cannot find in his store. "When something has been out of

print for 25 years, you can't just order it," he said. "I'll take the customer's name and telephone number, and when I go to the auctions and sales, I search around for titles people have been looking for." Driggs is hoping to extend his territory to hit sales in Canada in the future.

The mix of new children's books and used adult books has been successful so far, according to Driggs. "When parents come in to get a good buy on used books, they will also find a good buy on a book for their children," he said.

The Book Barn is also a haven for comic book collectors, with an inventory of between 5,000 and

10,000 comic books.

"We have many older comic books and older comic book titles," Driggs said.

Another portion of the Book Barn's business is remainders, or books that are no longer in print. The publishing house will sell the remaining books for a fraction of their original cost.

"This allows us to sell brand-new books for \$4 or \$8 when they used to cost \$25," Driggs said. The Book Barn has a variety of remainders, including cookbooks and how-to books, but it does not deal in novels.

Last year, the store was remodeled to expand stock, and more

comics and remainders were added. Driggs indicated possible plans to open a new store in late 1993 or early 1994. "We're not sure about that right now, though," he said. A possible site for the new store is the East Greenbush area.

"During our first year, we sold over 55,000 books and 10,000 comic books," said Driggs, "and that's not even including the 10,000 books and 5,000 comic books we sold at our tent sales." Another tent sale in the parking lot of The Book Barn is planned for July.

Driggs anticipates strong business again in 1993. "We are already running about 50 to 75 percent over last year."



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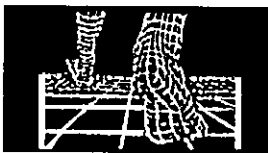
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# Ethics & business go hand-in-hand at Laura Taylor's

By Robert Webster Jr.

Stuck in a frustrating dead-end job and barely making ends meet, what's an enterprising child of the 60s to do?

If you're Laura Taylor, owner of Laura Taylor Ltd. in Delaware Plaza in Delmar and Stuyvesant Plaza in Albany, you open a small

self. I didn't have anything to lose, so what difference would it make if I lost another \$2,000?"

Luckily for Taylor and Hegeman, the gamble paid off, leaving them the owners of two successful shops that reflect Taylor's philosophy of ethical retailing.

"I don't think that being a busi-

nessperson and being a good person are incompatible," she said.

pieces are the standard for jewelry at Laura Taylor.

"A lot of the jewelry comes from small companies run by people like me," she said. "We're on the same wavelength."

That means anything sold by Taylor has her personal seal of approval.

"I have trouble carrying things I don't like or created by people I don't like," she said. "It's a very personal thing selling hand-made jewelry and clothing, especially when you know who made it. You can't separate the two."

Taylor said she is looking to expand in 1993, adding more lines to both the jewelry and clothing selections, as well as adding more greeting cards.

"If you stay the same, it gets boring," she said. Changing the jewelry and clothing selections on a regular basis keeps her regular customers coming back, Taylor said.

The stores put a premium on service, with special services "a lot of the other stores don't offer," such as free ring sizing, free alterations, jewelry repair, bridal parties and free gift wrapping, Taylor added.

Although 1992 "wasn't bad," Taylor said she is looking forward to 1993, noting that a lot of businesses may have to change their ways in order to survive.



Laura Taylor, right, meets with Judy Toussaint, manager of the Laura Taylor Ltd. shop in Delaware Plaza, and Freckles, store mascot.  
Elaine McLain

*I had decided that I needed to do something for myself. I didn't have anything to lose, so what difference would it make if I lost another \$2,000?*

Laura Taylor

store featuring clothing, jewelry and accessories for women and watch it grow into a thriving business.

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 1983, with the Stuyvesant Plaza store opening in 1986. However, the entire project almost didn't get off the ground.

Opening the store with \$2,000 "that I didn't have" was risky, said Taylor, "but I had decided that I needed to do something for my-

nessperson 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."

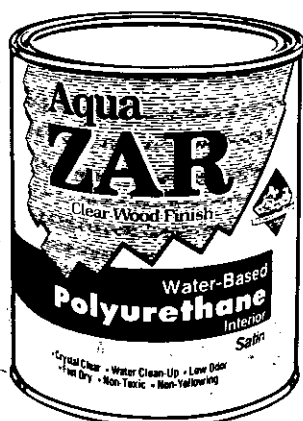
The stores offer a varied line of jewelry, accessories and clothing for women, including dresses and sportswear, with an "emphasis on unusual, natural fiber clothing and affordable, hand-crafted jewelry," said Taylor.

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## Busy brokers



Peter C. Staniels, left, and Douglas Engels, owners of Noreast Real Estate Associates at 318 Delaware Ave., Delmar, and 1973 Western Ave., Guilderland, expect sales to continue to improve at a slow but steady pace in 1993. They also plan to add more licensed sales agents. Now entering its fourth year of business, the firm also offers appraisals.

Elaine McLain

## Firm offers strong array of services

By Eric Bryant

Established in Albany just four years after the close of the Civil War, the Rose & Kiernan insurance agency has more than 120 years of experience to back up a strong array of insurance and financial services.

Specializing in property and casualty insurance, the agency also covers a wide variety of other personal, institutional and commercial insurance needs.

"Our corps of account executives possess the knowledge, expertise and professionalism required to give you the service you demand and deserve," said company president David J. Heagerty. "But one thing that makes us unique is that we are an employee-owned company. Each and every employee has a stake in our success."

Founded in 1869 by Rufus Rose, the business developed into a partnership in 1901 when Peter D. Kiernan joined Rose's son, William, at the agency.

The agency was incorporated in 1914, and was managed by Kiernan and his son, Peter D. Kiernan Jr., for the next 60 years.

In 1974, Kiernan sold the busi-

ness to his employees after being asked to assume the chairmanship of what is now Fleet Bank.

Currently, more than 75 percent of Rose & Kiernan employees own stock in the corporation.

The last 25 years have been a time of tremendous growth for the agency that opened more than

The agency represents more than 40 separate insurance carriers including Hartford, CNA, Aetna and St. Paul Fire and Marine Insurance.

"This allows us to provide our clients with the best protection while giving them the best value for their dollar," Heagerty said.

**But one thing that makes us unique is that we are an employee-owned company. Each and every employee has a stake in our success.**

David J. Heagerty

a dozen branch offices in upstate New York.

Concentrating growth throughout the North Country, offices opened in Stephentown, Watertown, Glens Falls, Hudson Falls, Fort Edward, Plattsburgh and other locations north of the Capital District.

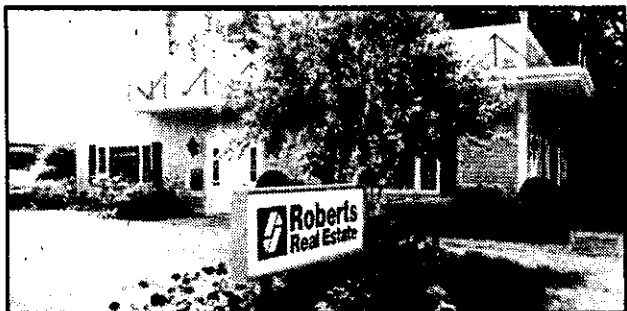
Closer to home, the company has its main headquarters at 1164 and 1211 Western Ave., and a branch in Troy.

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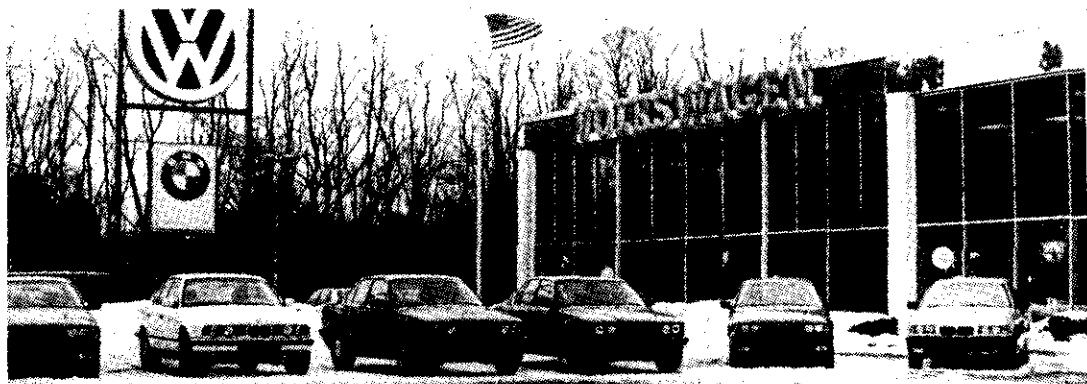
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## '93 models in at Capital Cities



Capital Cities Imported Cars Inc. is located on Route 9W in Glenmont, and specializes in the sales and service of foreign-made vehicles. 1993 looks to be an exciting year for Capital Cities, with the introduction of a V8 BMW and the new VW Eurovan. Also expected in 1993 are the redesigned Jetta and Golf. Owner Kevin Langan also said he hopes to add a shuttle service on weekday mornings for service customers.

Elaine McLain

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## Independence the key for seniors at KingsWay

By Robert Webster Jr.

to Grasso.

Growing old doesn't have to mean a loss of independence or fun in life, as the increasing number of senior citizens living longer, healthier lives proves.

For those retired members of the senior set still looking for stimulating activities in a warm, friendly atmosphere, life at the KingsWay Senior Residential Community, 357 Kings Road in Schenectady, can be an attractive alternative.

Formed in 1975 by Dr. J. Peter McPartlon, the facility offers apartments for the more independent resident, and adult home and nursing center facilities for residents who need more attention, said Janet Grasso, director of community relations.

KingsWay's staff now consists of 175 full-time employees and 110 part-time employees. In 1992, new staffers were added as nurses, nurses assistants, housekeepers and daycare teachers.

Grasso said business was very good last year and expects it to be strong once again in 1993. With no plans for expansion this year, the cost of living at KingsWay will stay at the same rate as 1992, according

More than just a residence, however, the facility offers structured activities and field trips for residents, she said. Excursions outside of the residence include lunch and dinner trips, shopping, religious services and craft groups.

One of the more exciting programs KingsWay offers is its "intergenerational program," said Grasso, where residents visit the children in the residence's daycare center. "They get pretty close to the children," she said. "Both the residents and the children get a lot out of one another."

KingsWay is also working on developing an "assisted living program" for 1993, said Grasso. The program would enable the residence to offer nursing services "usually not available in adult homes."

The state is currently reviewing KingsWay's proposal, she said, with a decision expected in May.

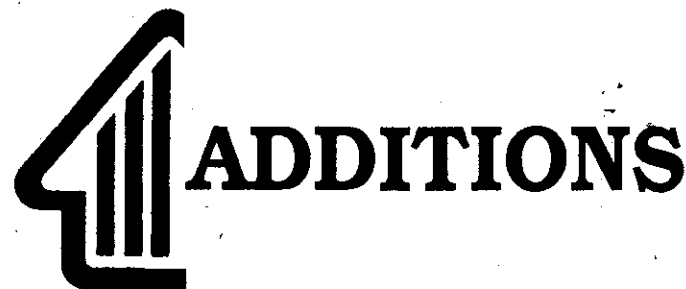
Although the independent living apartments and the skilled nursing unit are currently full, the adult home had 10 vacancies in January, said Grasso, at a cost of \$1,554 a month per resident.

## Keeping you in touch



Tri-City Beepers, located at 208 Delaware Ave., Delmar, is a family-owned and operated business dedicated to quality service. Owners Jim and Elaine Loder started the business in 1989. Tri-City specializes in the sales and rental of beepers as well as cellular phone sales. "We feel our business will continue to grow and the economy will improve," Elaine Loder said.

Elaine McLain



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# Otto Olds-Cadillac gives buyers custom service

By Robert Webster Jr.

Imagine a car with no gum stuck to the dash, pizza grease stains on the upholstery or the odor of wet dog entrenched in the carpets.

Such a car is definitely not your father's Oldsmobile, or any family-owned older car for that matter.

At Otto Oldsmobile Cadillac Inc., 1730 Central Ave. in Albany, the idea of selling you your father's Oldsmobile, or even treating you like your father, is unthinkable.

"We don't try to homogenize our customers," said general sales manager Marty Friedman. "We customize our presentation to meet the individual's needs."

Established in 1976, Otto Oldsmobile Cadillac Inc. offers not only new and used automobiles, but also full service departments, body shops and courtesy bus rides.

Given the high cost of purchasing and maintaining a new car, today's buyer searches the market for more than just a good price, said Friedman.

"There are many different types of buyers," he said, noting the one thing all Autobuyers today look for in a new car are the safety-related features.

"People are programmed to really be safety-conscious," he said. "Anti-lock brakes, traction

control; those are the sort of things today's buyer wants."

The largest retailer of Oldsmobiles, Cadillacs and Isuzus in the upstate area has been recognized for its service, said Friedman, receiving awards such as the Cadillac Master Managers Award, the Oldsmobile Elite Dealer Award and Cadillac's Dewar Trophy Award.

The Dewar is the highest award given by Cadillac to a dealer, and is awarded only after the dealer has gone through three years of testing involving the entire dealership, said Friedman.

Business in 1992 was "very, very good," according to Friedman, with Otto Oldsmobile named the number one Oldsmobile dealer in retail sales in the New York Zone that encompasses New York, Vermont, Massachusetts, Connecticut and New Jersey.

Although small foreign cars have been favored over their domestic counterparts for several years, 1992 saw the American car return to favor among the buying public.

"The population is beginning to buy American again," said Friedman. "There has been a renewal of customer confidence. Americans are finding they prefer products built by their fellow Americans right here in our own country."



The largest retailer of Oldsmobiles, Cadillacs and Isuzus in the upstate area, Otto Oldsmobile Cadillac Inc. at 1730 Central Ave. is hoping to expand its used car sales in 1993.

Elaine McLain

For 1993, Friedman said the company is looking to "expand customer satisfaction," especially in the area of used car sales.

"We try to spend more time on the used cars than other dealers,"

he said. "Where most dealers will spend around \$200 for reconditioning, we spend from \$600 to \$700. We do the things a customer would want done when buying a used car."

As for 1993, Friedman believes

things will only get better.

"1993 is looking to be a good year," he said. "The average age of a car on the road today is eight years old. People are looking to jump back into the market."

## Guilderland Chamber continues expansion

By Erin E. Sullivan

In February 1972, a handful of businesses in Guilderland banded together in a group to support each other. Over 20 years later, the Guilderland Chamber of Commerce has grown to 400 members.

According to Lori Levy, executive director of the chamber at 1515 Western Ave., the basic purpose of the organization is "to infiltrate area businesspeople with community organizations such as the town government, and in doing so, maintain programs such as community benefit projects."

Some of these programs include trade shows and relations with business organizations in and around Guilderland. "We also offer seminars to educate local business and networking sessions to allow for businesses to become familiar with one another and to establish a business-to-business support system," Levy said.

To become a member, a local business need only contact Levy. The chamber also offers individual memberships. "These are for people who are interested in becoming a part of the chamber, but are not directly affiliated with a business, such as small contractors," Levy said.

With membership comes a variety of discounted prices at other chamber members and benefits like health insurance at group rates.

Chamber members serve on

various planning committees and help with fund-raisers, including the community benefit project.

Each year, any not-for-profit organization in the area can submit a request stating what activity it would like the chamber to raise money for. A committee then reviews the proposals and chooses one. In the past, the chamber has raised money for pagers for the Westmere Rescue Squad and has provided funds to outfit an emergency vehicle for the Town of Guilderland.

"Each year, we raise approximately \$5,000, but last year, we raised well over \$6,000," said Levy. "We are ecstatic. The support from the area businesses was incredible."

The chamber will mail flyers for its members through the quarterly newsletter for a nominal fee. News releases can also be printed for members.

In addition, the chamber publishes a yearly business directory which is distributed throughout the town.

With all these advantages, it is no wonder the chamber's membership increased by 20 percent in the last year.

"We have seen a steady growth rate since the beginning," Levy said. "Community support of the chamber is very good."

The chamber plans to expand its office area this year, Levy noted.

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## College complex



The 126,000-square-foot McDonough Complex at Hudson Valley Community College in Troy houses an ice rink, an indoor track, a basketball field house, offices and community resource space. The two-year college, part of the State University of New York, offers associate's degrees in a variety of business, technology and liberal arts areas.

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## Danz business grows despite slow economy

By Dev Tobin

Although the heating, ventilating and air-conditioning business is closely related to the health of the overall economy, Ted Danz Heating and Air Conditioning of Albany hired more staff and expanded its warehouse space in 1992.

"We had a phenomenal year in 1992, and we are very excited about 1993. We look forward to serving every one of our customers with quality, pride, dedication and professionalism," said Mike McCready, office manager.

Now celebrating its 15th anniversary, the company hired two more installers in 1992, bringing its staff to 15 full and 4 part-time employees.

Ted Danz sells, installs and services Lennox heating and air conditioning equipment and Rheem hot water heaters for residential and commercial customers.

McCready said that the firm is doing "an amazing amount" of conversions to natural gas heat from oil or electric, spurred on by the low cost of gas, rebates from Niagara Mohawk and in-house promotions.

For example, a current promotion for high-efficiency Lennox furnaces and/or air conditioning systems offers a \$1,000 savings bond or zero percent financing, and a \$500 rebate for Lennox boilers, on top of the rebates offered by the utility.

When the company does an emergency heating installation in winter, McCready said the installers often find that the old unit had not been serviced regularly.

"If the unit isn't serviced properly, it gets all plugged up and loses efficiency," he said. "It would be like driving your car 20,000 miles without changing the oil."

The business offers service contracts on furnaces, boilers and air conditioners that feature 15 percent off on parts and labor.

"The check-up and tune-up service also generally saves about 15 percent on the efficiency of the unit," McCready added.

Among the new services offered by the company are duct cleaning and carbon monoxide detection disks.

"Duct cleaning is a very effective way to reduce allergy symptoms and dust around the house," said McCready.

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# Pet care service offers peace of mind

By Erin E. Sullivan

For most pet owners, the whimpering of their dog or sad meow of their cat is the last thing they want to hear before leaving on a fun-filled vacation.

Reigning Cats and Dogs has the answer.

Located on Route 9W in Glenmont, the local pet care company offers an alternative to the

problem with their new in-home pet-sitting business, which dispatches employees to the customer's home twice a day to care for the pet.

The service includes walking and feeding the animal. "Many people feel more comfortable leaving their pet at home while they're away," said Reigning Cats and Dogs owner Richard Pulice. "With in-home pet sitting, people are able

to do this."

Reigning Cats and Dogs also carries pet supplies and offers grooming services for animals ranging from large dogs and cats to smaller furry creatures like guinea pigs and rabbits. Regular customers bring their pets in an average of every three to six weeks, said Pulice.

To be groomed, the animal need not wear a blue ribbon. "We have a

variety of animals coming in here, from mixed-breed family pets to famous show dogs," he said.

Opened in 1989 the business has seen steady growth over the years, said Pulice, allowing him to open a second shop in Cossackie.

The expansion stemmed from the firm's agreement with Deja Kennels in Cossackie to board pets while their owners were away. Increasing business, however, allowed Pulice to recently purchase the kennel and transform it into a second Reigning Cats and Dogs. The new establishment is a heated, 42-run indoor-outdoor kennel. "We transport pets from our Glenmont location to our Cossackie store to be boarded," said Pulice.

In addition to the location expansion, Reigning Cats and Dogs substantially increased its number of employees this year. "We upped our staff to three full-time and five part-time," Pulice said. Three more employees were also added at the new Cossackie location.

All employees of Reigning Cats and Dogs have previous experience in working with animals and are trained on the premises "to

handle the animals the way we like to work with them," said Pulice.

Reigning Cats and Dogs also offers pet supplies. "We carry collars, horse bridles and beds to name a few," said Pulice. "We also sell premium pet goods that are not sold in the grocery store, like Science Diet and Eukanuba."

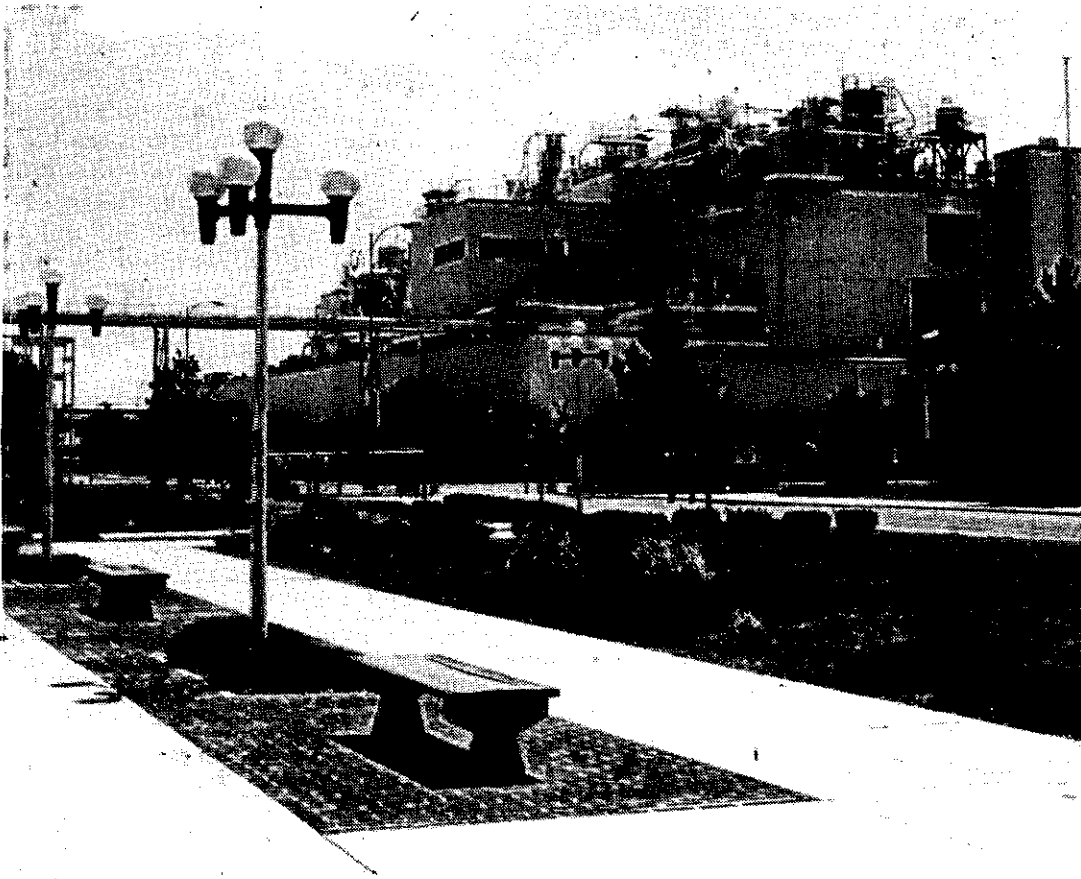
***I urge people to continue to support small businesses of all kinds. They are the backbone of the local economy.***

**Richard Pulice**

The store recently added two new lines of top-quality foods to its inventory: Nutria Max and Joy dog foods.

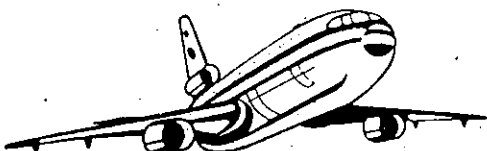
Pulice expects continued growth throughout 1993. "The economy will continue to improve, but people are still going to be cautious with their dollars," he said. "We're projecting a great year in business. I believe that things are looking up. I urge people to continue to support small businesses of all kinds. They are the backbone of the local economy."

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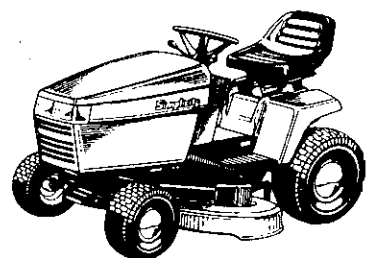
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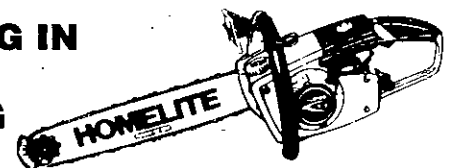
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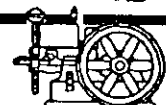


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# Trustco Bank still provides downhome service

By Robert Webster Jr.

Looking for a bank with an "interest" in the individual?

A bank with the best interests of its customers at heart can sometimes be hard to come by, but Trustco Bank, based in Schenectady, ensures that the individual is a priority.

Since Trustco bought out Home and City Savings Bank for an estimated \$28 million in 1991, it has been named one of the top 200 companies in America, in terms of growth and performance, by *Miniature World* magazine, said Senior Vice President Ralph Pidgeon.

Trustco, established in 1902, was one of only nine banks nation-

wide named in the article and the only company named from the Capital District, he said.

The Home and City buyout also supplied Trustco with an additional 16 branches throughout New York including the first branch in Delmar. The additions brought the total number of branches to 44.

In 1992, Trustco also completed a 30,000 square foot addition to its headquarters on 320 State St. in Schenectady.

The personal touch that Trustco has cultivated over the years didn't disappear with the extended coverage, Pidgeon said. "Our orientation is as a retail bank for individual customers and their

needs."

Although Trustco provides the standard offerings such as CD's, savings accounts, installment loans, mortgages, credit cards and other investment services, it is their home equity credit line and NOW checking accounts that Pidgeon is most proud of.

The NOW checking account is something special, as it enables the customer to earn monthly interest depending on how much is in the account.

An account is opened for as little as \$250, that must be maintained, Pidgeon said, and there is no maximum amount customers can earn in interest.



Crowds of visitors attended the May block party sponsored by Trustco in honor of the bank's 90th anniversary and to celebrate its new 30,000-square-foot home office building.

"Some banks run up their minimum balance from \$1,000 to \$1,500," said Pidgeon. "We offer a very good product."

Trustco also has a reputation for performing favorably in the stock market.

The price for a share of stock is "up to nearly \$38," he said.

With 1992 closing out "as a

record year ... our total deposits were up by 13 percent," said Pidgeon, and Trustco is eagerly looking forward to 1993, which could include the opening of several new branches in the area.

"1993 looks great," he said. "We had an excellent January, the activity is great, and we are looking forward to having another record year."

## Auto accessories



Ian O'Connor, left, and Sean O'Connor, owners of KT Motor Sports Inc., recently moved their business to 1958 New Scotland Ave. in New Scotland. In addition to tires for passenger cars and light trucks, the store sells auto and motorcycle accessories such as driving lights, floor mats, key chains and wheels.

Elaine McLain

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# Interior shop looks ahead to 'eclectic year'

By Erin E. Sullivan

As the economy slowly grows stronger, consumers might be ready for a new look in their present homes before they can afford a major purchase like an addition or an entirely new abode.

"We are now sensing that our customers have put off change for long enough," said Jan Garvey, owner of Marcus Interiors, 635 New Loudon Road in Latham, along with her partner, Don Barnhart. "When economic hard times hit, it's easy to put off redoing things. Even though a client may be ready for a change, it probably is not a necessity."

Since people tend to spend more time at home during shaky economic times, even minor changes in decor can give them a lift, said

Garvey.

"Changing paint color, wallpaper, a pair of drapes, adding a new chair or reupholstering an old one, putting soft curtains over those hard venetian blinds—these are a few simple ways to change an environment without great expense," she said.

Marcus Interiors has a showroom, and they do in-home consulting. "Some clients come to our showroom because they like to see everything," she said, "and it is hard to carry everything to their home in a car." The showroom stocks items ranging from elegant window fabrics to comforters and shades.

Along with designing and in-home consulting, Marcus reupholsters furniture, makes slipcovers,

does window treatments and provides wallpaper. "The only thing we do not do is sell new furniture," Garvey said.

Garvey and Barnhart started the business in 1990. The two had worked together at Marcus Decorators in Stuyvesant Plaza until it went out of business. They opened a new decorating shop under the Marcus name again, but in a different location. Both Garvey and Barnhart have been in the interior decorating business for roughly 20 years. "We have the experience to do the job with the best craftsmanship and quality in the area," said Garvey. "This is what we stress in our business—quality and workmanship."

Custom interior decorating is expected to last, according to Garvey. Styles tend to be less trendy, and colors are chosen for the comfort of the user. Finished styles are designed around the needs, lifestyles and tastes of the customer.

"This is an eclectic year," she said. "There is not a hard sense of one particular color scheme or one particular style. We are seeing the extremes. It depends on the client's mood."

"Quality workmanship and materials should equal longevity. As a result, the client who is used to using a first-class interior decorator is probably living with a quality interior now," she added.

A difficult aspect of interior decorating is to start designing from scratch. "People come in thinking they want to start entirely fresh, then after some time, we will narrow down our approach," Garvey said. "It is very challenging to make choices when everything is possible."

A majority of Marcus' business revolves around already existing pieces of furniture or accessories that clients want to keep in a room.

"Our 1992 pre-holiday season was the best we have seen in several years," said Garvey. "We are hopeful that this trend will continue in to 1993. We expect that this year will be one of exciting creativity."

## Air Tite protection



Shopping from brochures has gone out the window in some circles. The Air Tite Window Store at 1529 Central Ave. offers customers a look at the real thing, including displays like the Owens-Corning Fiberglas energy-efficient windows pictured above. When it comes to windows, siding and doors, the retail store carries a variety of brands. Sales, installation and expert information on different products are also readily available.

Hans Pennink

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# Specialty gifts lend museum aura to gallery

By Erin E. Sullivan

Relax.

Sipping coffee and munching on cookies, you simply melt from the warm personality of Gudrun Bellerjeau while discussing world politics in her 200-year old barn.

The barn at 2739 Pleasant Valley Road in Knox houses Bellerjeau's Pleasant Valley Gallery and Gifts. From exquisite china to Swiss music boxes, the shop specializes in art, international gifts and table top pieces.

But Bellerjeau said the business can't really be called a shop.

"It is a museum in the truest sense. Every item is of museum quality. There are pieces from all

over the world, such as from the Russian masters. They will all increase in value over the years."

The store houses items made of marble, crystal and gold, and sculptures and furniture, clocks, jewelry boxes, silver, German beer steins and etchings. Bellerjeau's original paintings and watercolor cards are also exhibited and for sale.

Bellerjeau, born, raised and educated in Germany, holds dual master's degrees in international banking and public administration of international affairs. "I had no intentions whatsoever of doing this," she said, "but I didn't want to work away when my children were growing up.

So when the Bellerjeaus moved to Knox in 1968, she opened her gallery in a small pigeonhouse behind her home. In 1973, her husband cleaned up the barn so she could have a larger gallery.

Bellerjeau imports fine items from all over the world. "I have an Italian craftsman and an Oriental craftsman," she said. "I'll also design things and then choose the best person to create it. I know what is out there and who makes it the best."

She said does not deal with name brands and as a gemologist, ensures her customers that they will not be buying under-karat gold or heat-treated stones. "I specialize in bridal registries as

well," she said. "I'll sit down with a couple and tell them why they should buy a particular brand of flatware of china and how it was made."

the middle of nowhere," she said, although she would never consider moving. But she added, "We are only 20 minutes from Albany, and if people take the time, they'll

***It is a museum in the truest sense. Every item is of museum quality. There are pieces from all over the world, such as from the Russian masters. They will all increase in value over the years.***

Gudrun Bellerjeau

Bellerjeau also said customers can buy many luxurious items at an affordable price. "We have over 200 items under \$10." Pleasant Valley also sells sculptures of Kitty Cartrell's Endangered Species series. "When people buy a sculpture of say, a buffalo, proceeds from the sale will help the endangered animals," Bellerjeau said.

Bellerjeau said 1992 was a tough year and hopes business will pick up this year.

She feels her location may have something to do with the somewhat slow business. "I am up in

find it's really worth it."

Pleasant Valley Gallery and Gifts is open Tuesday through Saturday from 10 a.m. to 6 p.m. and Sundays from noon to 5 p.m.

To reach the gallery from Delmar, take Route 443 about 18 miles to Tabor Road, which veers to the right. This will run into Pleasant Valley Road (Route 254). The store is on the left.

From the New Scotland area, follow Route 156 and take the second left after Highland Farms Restaurant onto Route 254.

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## Classy renovations



Quality craftsmanship with an eye for detail is the hallmark of Classic Renovations owner Richard Langford. The Voorheesville carpenter specializes in custom siding, remodeling, kitchens and additions. New for 1993 is a custom-made kitchen cabinet line. "Classic Renovations is very optimistic for 1993. We have a 25 percent growth record and anticipate this will continue as our referral base grows," Langford said.

Elaine McLain



## Paragon's 4,000 colors can light up your life

By Erin E. Sullivan

Looking to paint the town red? With Paragon Paints you cannot only paint it red, but blue, green or just about any color you choose.

Paragon Paint and Wallpaper Co. on Central Avenue in Albany specializes in paint — Dutch Boy, Martin Senour Paragon, Williamsburg Historical Collection and Sturbridge brand lines — as well as wallpaper, wall stains and sign supplies. The company also offers window treatments and installation.

With Paragon, customers have a slate of more than 4,000 colors to choose from when looking for a paint. But if the exact shade they're searching for does not appear, the store's computer matching system can create it.

To begin, customers bring in a fabric sample, wallpaper or paint chip of the desired paint color. The piece of material is placed on the computer's color eye. The eye actually reads the color and outputs a processing "recipe" of how to mix it.

"This shortens the time spent to match a color and it's more effective," said Paragon President Gene Yedynak, who bought the company three years ago.

Founded in the early 1960s, the company's first store was opened on South Pearl Street in Albany. Ten years later, Paragon relocated to its present home on the corner of Central Avenue and Osborne Road. Since its relocation, the firm's building size has not changed, but the inside has been gradually expanding each year.

"Over the years we have eliminated office space by pushing eve-

rything to the back of the store," Yedynak said. "This has allowed for more floor space. For example, we added eight feet to the wallpaper library, which now consists of 1,000 books."

Inventory was also increased to meet the increasing demands of consumers and contractors, according to Yedynak. Paragon is continually adding new products to the existing inventory, and anticipates adding even more in 1993, he said.

"We recently introduced the Martin Senour line of paints," he said. "These are the old Williamsburg colors which are more of a historical color arrangement. We also added the Sturbridge paints and a new line of brushes."

While selling space was increased last year, Paragon did not add any new employees, and remains with a staff of two full-time and two part-time employees.

Since Yedynak took over the business in 1989, he has seen a continual growth pattern. "This is not typical of what many businesses experienced during the recession," he said.

Yedynak believes this is because of the growing number of new products added to the store. "Basically, we have much more depth than when we first began," he said.

"I am very optimistic about the economy, as well as my business," Yedynak said. "We are in a growing stage, and plan to increase our advertising by 50 percent, run more promotions for the consumer, and become more apparent and competitive in the market place."

## Keeping fit at Colonie Manor



Senior living with round-the-clock personal care can be found at Colonie Manor, located at 626 Watervliet-Shaker Road in Colonie. The adult care home has capacity for 94 residents. Additional services include housekeeping, home-cooked meals, medication supervision, a beauty and barber shop, commissary and a planned activities program. Each of Colonie Manor's private rooms contains a bath and individual heating and air conditioning controls.

Hans Pennink

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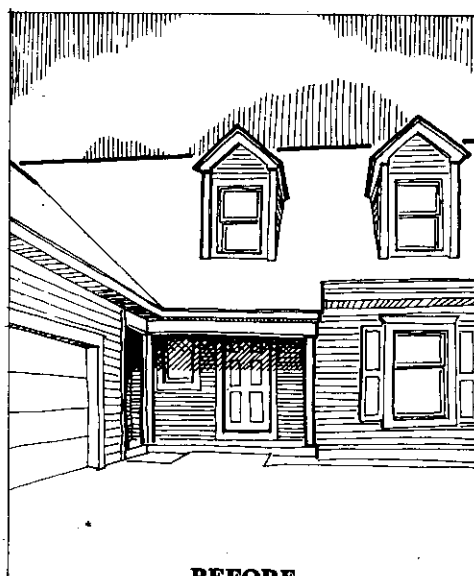
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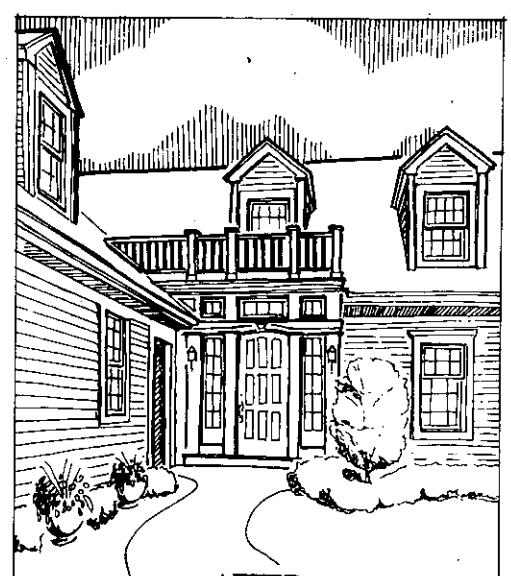


The staff and owners of Walk-In Auto Supply look forward to another year of progress. From left are Mike Hensel, Bill Hensel, owner, Chris Penichter, Ann Hensel, Joan Garreau, Mike DeSano, Ken Kossmann and Elmer Garmley. The automotive parts business, which recently won a new 1993 Ford Ranger for selling a record number of Motorcraft batteries in 1992, was also named to the Motorcraft Million Dollar Club. At the intersection of Railroad and Dott avenues in Colonie, Walk-In specializes in auto parts for domestic and foreign vehicles.

Elaine McLain



BEFORE



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# Bethlehem Chamber readies for busy '93

By Robert Webster Jr.

With the town of Bethlehem celebrating its 200th anniversary this year, the Bethlehem Chamber of Commerce, now in its 36th year, is looking to serve as "Bethlehem's premier business organization and, more importantly, as a community development agency," according to chamber President Marty Cornelius.

In her eighth year as chamber president, Cornelius said she has seen the chamber grow from 125 members when she took over to nearly 500 members today.

"It just gets better all the time," she said. "Our chamber membership is stronger than ever."

One of the chamber's major accomplishments during 1992 was their active role in the town's Bicentennial Commission, helping the town to plan for its 200th birthday celebration.

To celebrate the town's bicentennial status, the chamber coordinated the effort to have signs commemorating the occasion hung at every town entrance, said Cornelius.

The chamber was also hard at work during the past few months putting together its annual membership directory, which Cornelius described as a "community image book, it lets people know what is in their town."

As in the past, the chamber will continue to sponsor monthly programs, open to members and non-members alike, on topics as diverse as computer software, workers' compensation costs and employee motivation training.

One of the many services the chamber provides is the various kinds of health insurance it offers

to self-employed and small-business owners, said Cornelius.

In serving the town, the Bethlehem Chamber of Commerce works closely with other neighboring chambers, as well as the New York State Chamber of Commerce, on whose board of directors Cornelius serves.

Chamber members also have an annual dinner where they honor several members of the community for outstanding service. This year, Lisa and Lauren Finkle will receive Citizen of the Year honors for their work as the chief coordinators and "spiritual cheerleaders" of the Kids' Place playground at Elm Avenue Town Park.

Longtime area businessman Doug Brownell will be honored as the chamber's Business Citizen of the Year, Cornelius said. GE Plastics and its employees will receive the chamber's Community Spirit Award.

In addition, 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.

As for the chamber's future, it is already hard at work along with the Bethlehem Central School District and local business owners to develop an apprenticeship program, said Cornelius. The program is projected to begin at the start of the 1993-94 school year.

"It is unusual. There are not too many people doing anything like this," she said. "It's a very exciting partnership to get businesses involved with students and education. If it works, you may see other districts copying us."

Security Supply Corp., wholesaler and distributor of quality residential and commercial plumbing and heating supplies, recently completed a new 20,000-square-foot warehouse at the main office location at 196 Maple Ave., Selkirk. The company has seven branches in New York and Massachusetts, with major showrooms in Albany, Glens Falls and North Adams.

## Manor Homes make niche in market

By Robert Webster Jr.

If the old adage that real estate leads the economy is true, the 1992 success of Prudential Manor Homes is an indication of bright times approaching in other places as well.

"Sales were good in 1992," said manager Cathy Griffin. "We succeeded in picking up a bigger piece of the market."

Now in its 71st year, Prudential Manor Homes is a real estate service firm that specializes in residence purchases, sales and relo-

cations. Now employing 36, the company covers the Albany, Columbia, Greene, Rensselaer, Saratoga and Schenectady six-county area.

The past year was a busy one for Manor Homes, as an affiliation agreement was sealed with Prudential in June and soon afterward the firm merged with the Moffit/Hollis-Better Homes and Gardens, bringing 16 real estate agents into its fold, said Griffin.

"Our affiliation with Prudential in 1992 has paved the way for a strong 1993," said Griffin. "Our affiliation with a national company gives us greater recognition and added strength in training, technology, advertising, reputation and relocation business."

The new year also saw the expansion of Prudential Manor Homes' main offices, located at 205 Delaware Ave. in Delmar. More floor space was acquired to enlarge the office and create a large conference room, said Griffin.

The new year will see the

company working on developing a television program that would highlight area homes for sale to run Sunday mornings on a local station, said Griffin. The show will hopefully be on the air beginning sometime in February, she said.

The company had run a similar show in past years, with an audience of 15,000 to 40,000 viewers weekly, Griffin said.

The biggest change for the company in 1993 won't be within its own ranks, Griffin predicts, but in market operations overall.

"Real estate is really changing and we are trying to stay state-of-the-art in terms of the market and the seller," said Griffin. "There is a focus now on the quality and caliber of agents, and companies everywhere will have to offer the best agents they have in order to compete."

As for 1993, Griffin foresees an even better year than 1992.

"We are growing, but we still emphasize quality," she said. "We are not trying to be the biggest broker, we are trying to be the best broker."



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## Sombrero specials



Colin and Jan Parmalee of Albany get into the Southwest spirit at the Armadillo Cafe in Main Square Shoppes on Delaware Avenue in Delmar. The restaurant, owned by Ken and Debby Fuentes, specializes in Mexican food freshly prepared with natural ingredients and homemade salsa. Both lunch and dinner are served seven days a week.

Elaine McLain

## Activities abound at senior residence

Retired but still looking for stimulating activities in a friendly, warm atmosphere? Consider life at the luxurious condominiums of the Beechwood Retirement Community in Troy.

With a staff activities coordinator working 30 hours a week, there are always plenty of things to do at Beechwood. "The planned activities depend upon what the residents are interested in doing," said Nancy Cummings, Beechwood's manager. "We get season tickets for the orchestra or Capitol Rep. We also do many cultural activities, such as trips to the museum and lectures with RPI (Rensselaer Polytechnic Institute) speakers."

Other favorites, Cummings said, are trips to the Saratoga Performing Arts Center in the summer to see the Philadelphia Orchestra and the ballet or, closer to home, meals at nice restaurants.

Beechwood is composed of 60 condominiums ranging in size from studios to the larger two-bedroom units. Seventy-two residents now live in the condos.

"We operate by waiting list," said Cummings, noting that waiting periods can run as long as 18 months. "The wait usually depends on the size condominium needed. The wait for the larger units is longer because we only have a small number of them."

The Beechwood Retirement Community, part of The Eddy senior care network, was opened in 1985 by Cummings. It is a community for mature adults living independently. Nursing care is not provided.

Beechwood's staff now consists of two full-time employees and two part-time employees. In 1992, Deborah A. Renfrew was added as activities coordinator and Edward Radigan was added as a driver.

Cummings said business was very good last year and expects it to be strong once again in 1993. Transportation will be available three times a week, up from two in 1992.

## Taking care of business



Lynn Histed and Bryan Lewis tour the world by computer as part of Bryant & Stratton Business Institute's new travel and tourism degree program. The institute, founded in 1854, is a two-year associate's degree-granting business college offering programs in accounting, business management, computer programming, travel and tourism, microcomputer systems management, administrative assistant, legal administrative assistant, medical office management and word processing secretarial. The campus is at 1259 Central Ave. in Colonie.

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Dick Rose, owner of Butler & Brown, Inc. and the Olof H. Lundberg insurance agency, meets with his staff of six experienced professionals. In the front row are Laura Kearns, left, Mary Savoie, Wendy Diaco and Irene Palmer; back row, Linda Engels, Rose and JoAnn Pacyna. The agencies, at 197 Delaware Ave. in Delmar, offer a complete line of insurance plans for individuals and businesses, as well as financial planning services.

## Men's store hangs hopes on Jeffries affiliation

By Erin E. Sullivan

When many menswear stores in the Capital District were closing down, Marc Jeffries' "Gentleman's Clothiers" opened in the Delaware Plaza in Delmar.

The former McCaffrey's Menswear joined the Marc Jeffries buying office in November and became part of a 25-store chain. "By operating through one common office, we have the buying power of a large department store in each of the independent locations," said store owner and manager Dan Parsons. "This gives us better buying prices, and in turn, results in better prices for the consumers."

Prior to the November name change, the former McCaffrey's relocated to the plaza early last year, increasing the selling space of the store from 800 square feet to 1,600 square feet. This also allowed greater visibility and traffic for the business.

With the re-opening under the Marc Jeffries name came a transformation in the style of clothing offered. "We are specializing more in men's suits and clothes for the businessman," Parsons said. Marc Jeffries, which used to sell more casual clothing and sportswear

under the McCaffrey's name, now carries an array of tailored clothing and accessories. The company also carries a large selection of sportcoats, overcoats, slacks, all-cotton pinpoint dress shirts and classic neckwear.

**Now that we are focused more in one area, we have been able to give a much better selection.**

Dan Parsons

"The finest in formal attire is also available," said Parsons, "and we carry worsted wool suits at prices well below other full-service menswear stores."

While McCaffrey's used to send clothing out of the store for alterations, adjustments can now be done on the premises.

Parsons feels the business make-over was a profitable move. "Now that we are focused more in one area, we have been able to give a much better selection rather than trying to sell a little of everything," he said.

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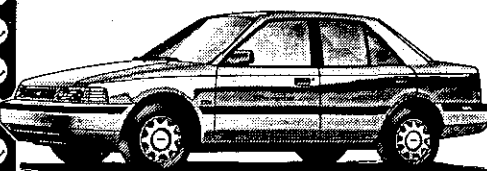
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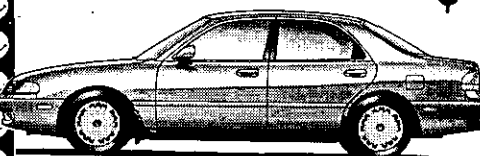


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With a business history that dates back to 1939, Crisafulli Brothers Plumbing and Heating Contractors can boast of a solid area reputation. The company continued to grow over the past year, adding salesmen to handle service contracts as well as a full-time payroll staffer and a commercial contract administrator. Also new in 1992 was an on-site sheet metal shop. The company hopes to "aggressively pursue service and maintenance contracts" in 1993.

Elaine McLain

## Children's clothing store offers outfitting in magic

By Erin E. Sullivan

Custom-made clothing, gifts and an occasional mystic charm — The Magic Toad has it all.

After an expansion that doubled the size of her store's retail space in 1992, Karen Coakley, owner of The Magic Toad children's specialty clothing store in Latham, says she plans to focus on quality and selection this year.

"After our big expansion in November, we are going to settle down and ensure that our customers are getting the quality and service that they've come to expect from us," said Coakley, who added another full-time employee this year to her staff of two full-time employees and three part-time employees.

Although The Magic Toad was started in 1985, Coakley bought the store in September of 1989. Over the years, she has watched a

number of specialty children's gift wrap are also available.

clothing shops go out of business while her sales have increased.

This year, the store will introduce several new products. "We

will have more along the lines of infant gift items," said Coakley. "We also recently introduced a pre-teen bathing suit line into the store, something we did not have before."

Another special addition will be the beginning of a 30-day layaway plan.

***I've noticed that consumers are more selective and are buying products that last. I definitely feel that quality is a main factor in the retail business.***

Karen Coakley

"I've noticed that consumers are more selective and are buying products that last," she said. "I definitely feel that quality is a main factor in the retail business."

The Magic Toad sells clothing ranging in size from infant to 14. Monogrammed gift items and free

Summarizing her expectations for The Magic Toad in 1993, Coakley is "optimistic without expecting miracles. I think people will buy, but cautiously. They will look for quality so that they will get the most for their money," she said.

## Kearneys foresee auto sales rebound

By Erin E. Sullivan

If you have recently been startled by unidentifiable noises your car makes, perhaps it's time to throw in the oil rag and buy another car.

For a new or used car, truck, or even a boat, Bud Kearney and his son John from Bud Kearney Ford-Mercury, Route 9W, Ravenna, can probably help.

The Kearney family auto dealership features new Ford and Mercury cars and trucks, used autos and boats, service and parts.

The dealership has been in business since it was started in 1949 in Ravenna as a Studebaker outlet. In 1954, the business was converted to Ford and Mercury. Three years later, Kearney's Ford-Mercury dealership moved to a more central location on Main Street in Ravenna, where it has been ever since.

In 1992, Bud Kearney's dealership added two new employees to bring its staff to 13 full-time and three part-time employees.

For the past two recessionary years, Kearney's business has stayed relatively the same, but, in

general, slower than in previous years.

"The auto business has been slow over the past two years for everyone," said Bud Kearney. "I hope 1993 will be better."

"We believe the economy will improve greatly as unemployment continues to drop and the government spends money on infrastructure," said John Kearney. "We believe people still appreciate our way of selling cars and trucks — honesty, fair prices, no commissions, no haggling, great service, family caring and pride."

An added bonus that Bud Kearney hopes will bring in some business is the Ford Probe GT's being named the 1993 Motor Trend Magazine Car of the Year.

The Probe GT was chosen from a field of 10 nominees competing in the magazine's 41st competition. The cars were judged in areas such as performance, fuel economy, design, quality control, comfort and ride.

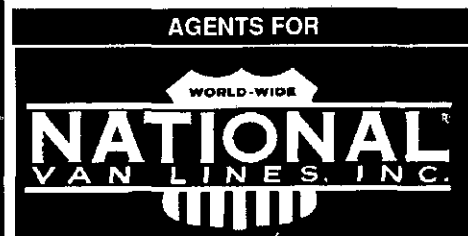
This year, the Kearney dealership continues its policy of beating any other advertised price on a new Ford or Mercury product and maintaining its service department.

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Selkirk Operation



## Program strengthens Albany girls academy

By Erin E. Sullivan

A single road separates the Albany Academy for Girls from the Albany Academy, in a way symbolizing the value of single-sex education to each school. But now the academies' Coordinate Program is helping to create a partnership between these two institutions, while building on the individual strengths of each school.

The Albany Academy for Girls at 140 Academy Road, Albany, is a private school for pre-kindergarten through grade 12, focusing on academics, arts, athletics, leadership training and community service.

ate School of Education, was called in to aid the two schools in the development of a five-year plan. The three areas of set goals included academic, extracurricular and management.

By working to inform the community about the advantages offered to students enrolled at the two academies, the boards expect to enhance the enrollment of well-qualified students at both schools and to increase interest and participation in the coordinate program.

According to a report on the program's success at the Albany Academy for Girls, "There have been many benefits gained from

*This program is unique to the Capital District and one of very few in the country.*

Joan Lewis

The school was founded in 1814 and educated only girls until 1971 when cross-enrollment for a limited number of courses started with the Albany Academy. At that time, cross-enrollment was used only for the purposes of avoiding scheduling conflicts and allowing students to take courses not offered at their own school.

In order to enhance cooperation between the schools, a committee was formed in 1987 by the academies' boards of trustees. In April of 1989, that committee introduced the coordinate program.

Dr. Edith Phelps, formerly an independent school head and an associate with the Harvard Gradu-

ate School of Education, was called in to aid the two schools in the development of a five-year plan. The three areas of set goals included academic, extracurricular and management.

"This program is unique to the Capital District and one of very few in the country," said Joan Lewis, director of admissions at the Albany Academy for Girls.

Plans are underway to expand the physical plant at the girls' school, and preliminary work will begin this year. The Albany Academy for Girls will also continue to offer a comprehensive financial aid program, which more than 30 percent of the students participate in, according to Lewis.

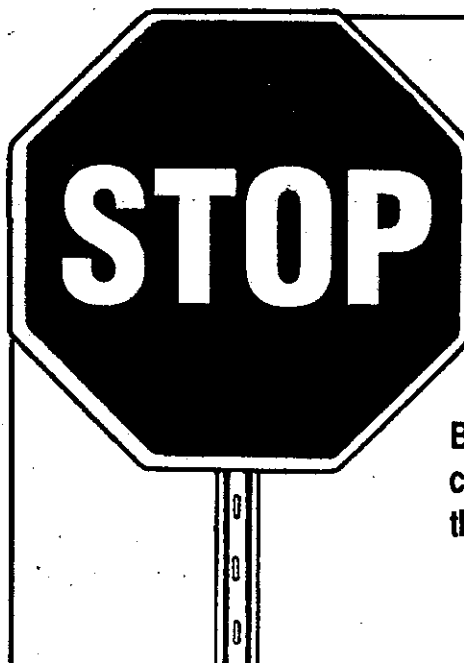
"I feel that the economy will improve slowly and that our enrollment will remain strong," Lewis said.

## Budding scientists



Drew Duncan, left, Matthew McCloskey and Brett Peterson, fifth-graders in Robert Neudel's science class at the Albany Academy, get some hands-on experience in propulsion. The private school for boys, founded nearly 180 years ago, provides a student to teacher ratio of 11 to one. The campus has two gymnasiums, an indoor hockey rink, a swimming pool, 9 tennis courts, a 400-meter track, a fitness center, a football field and more than 15 acres of playing fields.

Hans Pennink



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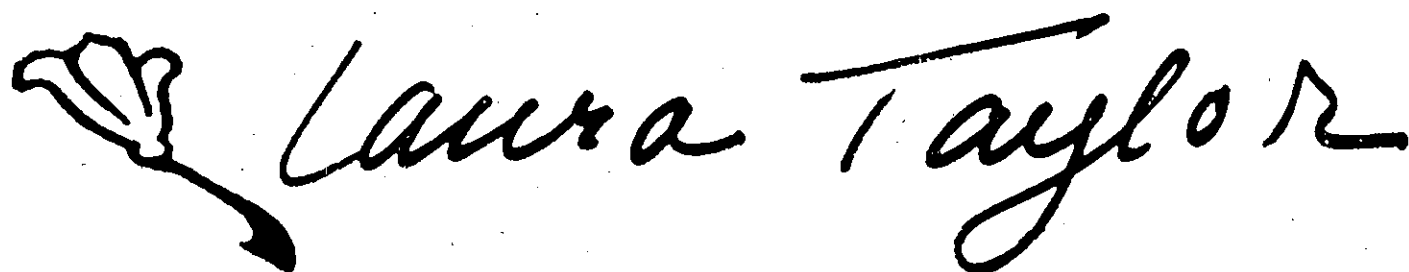
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